Major Cuts Planned At Chrysalis Records?

by Machgiel Bakker and Steve Wonsiewicz

The future of Chrysalis Records' European operations are in doubt following Thorn-EMI's November 19 acquisition of the remaining 50% of the company for an estimated US$62 million. On the continent, Chrysalis has small-sized outposts in Holland, France and Sweden and a fully staffed German office.

In the UK, Chrysalis will [continues on page 26]

BUMA/STEMRA's Financial Ties To RNN Stir Controversy

by Machgiel Bakker

War has broken out in Holland over national copyright body BUMA/STEMRA's DI 4.5 million investment (app. US$2.4 million) in 24-hour cable/satellite radio station Radio Noordzee Nationaal (RNN) (M&M June 8). Critics say BUMA/STEMRA's inappropriately using licence fees to finance the 24-hour all-Dutch format station, which plans no influence whatsoever on the programming.

Opponents of the investment also cite the involvement of Dutch media company Strengholt, which also provided start-up capital for RNN. Strengholt represents Warner/Chappell and other publishers.

BUMA/STEMRA's investment in a station that is closely aligned with Strengholt is viewed by some observers as giving the publisher an unfair advantage. Says Witte, "Parts of the income that we as publishers receive is given to BUMA. I have a right to know what will happen with my money. But it certainly shouldn't be given to the competition [Strengholt]."

However, BUMA/STEMRA MD Ger Willemsen dismisses all accusations vehemently. "This has been approved in a board meeting where these publishers were present. Everybody knows that we channel 10% from net results to social and cultural means. Apart from the annual two million guilders for Conamus [the organization for the promotion of national product], that also includes RNN. There is no truth to the allegation that this creates unfair competition. There is a separate station management, [the foundation Publi Music, a subsidiary of Strengholt] which has no influence whatsoever on the programming."

About 40% of performance rights income that BUMA receives is channeled to Dutch affiliate members. Only 15% of that income, however, strictly concerns Dutch national product. The launch of RNN was intended to boost that figure.

RNN chairman and ex-BUMA [continues on page 26]

15 MINUTES-PER-HOUR LIMIT

Sony Restricts 'Dangerous' UK

by Paul Easton

In a move designed to minimize the impact of home taping, Sony Music Entertainment (SME) has restricted UK radio airplay for Michael Jackson's new Epic album Dangerous to 15 minutes per hour. To a certain extent, radio is also being prevented from pre-announcing songs from the album as well. The arrangement does not apply to the rest of Europe.

An official statement from SME says, "Because of potential problems that would result from continuous airplay of Michael Jackson's new album Dangerous, released on November 21, Sony Music Entertainment has regretfully had no alternative but to take exceptional action to restrict rights granted to radio stations through PPL. (Phonographic Performance Limited).

This restriction applies to all radio stations in the UK, and was imposed in these exceptional circumstances to indicate that Capital was unable to divest its excess shares to other investors and was refused permission by the IRTC to maintain a shareholding would not exceed the permitted 30%

Lights Out At Dublin's Century

by Paul Easton and Aidan O'Sullivan

Century FM/Dublin, Ireland's national commercial EHR radio station, has been forced to close after it ceased broadcasting at 18.00 on November 19 with estimated debts of IR£10 million.

Capital Radio/London recently increased its financial backing of the troubled station (see M&M November 23), including buying most of the 28% of shares held by concert promot- er Oliver Barry. That move reportedly put Capital's stake in excess of broadcast ownership limits. Capital had given Irish regulator Independent Radio and Television Commission (IRTC) an understanding that its shareholding would not exceed the permitted 30%.

However, unconfirmed reports indicate that Capital was unable to secure the excess shares to other investors and was refused permission by the IRTC to maintain a shareholding would not exceed the permitted 30%.

No. 1 in EUROPE

European Hit Radio

Lisa Stansfield

Change

Ariosa

Coca-Cola Eurochart

Bryan Adams (Everything I Do) I Do It For You (A&M)

European Top 100 Albums

Bryan Adams

Waking Up The Neighbours (A&M)

Who The Hell Is Robby Valentine?

EVERYTHING WILL BE REVEALED IN NEXT WEEK'S ISSUE OF THIS MAGAZINE!
WATCH OUT FOR THESE CRAZY DANISH ROCKERS

THE NEW ALBUM "RISKIN' IT ALL" IS BREAKING IN SCANDINAVIA

DENMARK (GOLD)
NO.: 3
SWEDEN
NO.: 17
NORWAY
NO.: 28
FINLAND
NO.: 22

"EUROPEAN TOP 100 ALBUM" CHART.
NO.: 47

NEW SINGLE: BAD CRAZINESS OUT NOW
BREAKOUT ROTATION ON MTV

RISKIN' IT ALL TOUR 1991/92

NOVEMBER:
26. BIRMINGHAM
28. BUCKLEY
29. BRADFORD
30. GLASGOW

DECEMBER:
2. LONDON
4. AMSTERDAM
5. HAMBURG
6. HERFORD
8. LUDWIGSBURG
9. TUTTLINGEN
10. MILAN
12. BESANCON
14. PARIS
15. BRUSSELS
17. DUSSELDORF
18. BERLIN
19. FREIBURG

JANUARY:
22. OSLO
23. STOCKHOLM
24. OREBRO
25. GOTENBURG
27. HELSINKI
30. ARHUS
31. ESBJERG

FEBRUARY:
1. HOLSTEBO
5. ÁLBORG
6. HERNING
7. ODENSE
8. RANDERS
13. COPENHAGEN
14. NJESTVED
15. HELSINGør

Management:
John Rosing

Medley Records
**TV3/Scansat Pirates MTV's MI Video**

by Robbert Tili

In a battle for bragging rights to the European premiere of Michael Jackson's *Black Or White* video, Swedish cable/satellite TV station TV3/Scansat tapped the clip from MTV Europe, which first showed it on Thursday, November 14 at 22:00. Scansat put up its own logo above the MTV imprint and broadcast two minutes of the 11-minute clip, shortly after MTV showed it, in the "Aschberg" show. Swedish national TV net Channel 1 had bought the rights for the premiere for its Saturday programme 'Dabrowski'.

Comments Sony Music Sweden marketing manager Hakan Krantz, "We were really upset Friday morning. The contract, written in both English and Swedish, stipulated that Channel 1 had the right of first showing. We chose them because they cover the whole nation. Scansat threatened to broadcast it in its entirety before Channel 1, so we feared losing rights to their broadcast. 'Dabrowski' reaches 2.5-3 million viewers, while 'Aschberg' only reaches approximately 400,000. If you know that our country has a population of only eight million, you can understand the loss of impact we expected.'

Sony Music succeeded in arbitration between the two competitors, arranging for Channel 1 producer Kjell Dabrowski to be interviewed on Scansat, during which he criticized Scansat's actions.

**Letters To The Editor**

**Atlantic 252 Responds To AIRC**

Dear M&M,

In his response to your November feature to the exchange findings through which (Irish-based) long-wave Atlantic 252 claims market leadership for commercial radio in the UK, the Association of Independent Radio Companies (AIRC) marketing executive James Galpin is right in one respect: the fact that Atlantic 252's audience is not measured together with all other stations heard in the UK is highly unsatisfactory to all concerned.

Mr. Galpin should be more than a little thankful for the reasons why Atlantic 252 has been obliged to commission independent research on its own behalf. The truth is that the AIRC will not allow Atlantic 252 to participate in JICRAR. Clearly, the predominant view is that they do not wish to openly report the extent of our audience. Of course, if the AIRC would allow us to join JICRAR, there would be no further argument.

It is perhaps worth mentioning that continued attempts to cast doubt on the validity of the Atlantic 252 figures are not the only ways in which Atlantic 252 has been hampered in its efforts to prove to the extent to which its audience has developed.

**And A Reply From AIRC...**

Dear M&M,

Regarding Atlantic 252: As AIRC stands, AIRC membership is and always has been a requirement in order to participate in JICRAR. AIRC membership, at present, is only open to radio stations regulated by the Radio Authority. If AIRC will be a different animal in this respect, AIRC will be the joint owner (with the BBC), but AIRC's management will be in the hands of a committee on which AIRC, the BBC, IPIA (Institute of Practitioners in Advertising), and RSGB (Incorporated Society of British Advertisers) will be represented.

There will be nothing to stop Atlantic 252 from applying to that committee to participate in RAJAR.

Sincerely,

Bob Lyng, Fichtestr. 16, 6000 Frankfurt/M

**Some Things Are Seasonal**

Four popular titles whose combined sales exceed five million units.

**A Winter’s Solstice II**

Windham Hill Artists

**A Winter’s Solstice III**

Windham Hill Artists

**Modern Mandolin Quartet**

The Nutcracker Suite

Tuck Andersen

Hymns, Carols and Songs About Snow

Music & Media NOVEMBER 30 1991

Musik und Media NOVEMBER 30 1991

AmericanRadioHistory.com
Spectacular Sendoff
For BMG's Liiftner

BMG's Monti Liiftner received the royal treatment during a November 15 retirement party in Munich. About 350 friends, business partners and artists were on hand to participate in the celebration. Liiftner, who was with the Bertelsmann group for 36 years, founded Ariola Records in 1958, marking the Bertelsmann group's first entry into record production. Liiftner also leaves his post as vice chairman of BMG, president of A&R worldwide, and CEO of BMG Ariola in the German-speaking territories. He plans to remain actively involved in the international music and home entertainment industry through his consulting company, Monti Media Consulting. During the gala evening, US superstar Dionne Warwick bid a fond adieu with a stirring performance of her hit song "That's What Friends Are For." At right, and pictured below, is Liiftner, celebrating with colleagues and friends.

A FEW SMILES, A LOT OF LAUGHS — Above, Rick Astley and Annie Lennox exchange grins at the gala dinner.

IN TOP FORM — Pictured on the right, top German producers Jack White (l) with Janine Eke, Frank Farian (center right) with Ingrid Sagel (center) and (r) BMG Ariola Munich's retired MD Friedel Schmidt.

A FEW SMILES, A LOT OF LAUGHS — Above, Rick Astley and Annie Lennox exchange grins at the gala dinner.

THOSE WERE THE DAYS, MY FRIENDS — Pictured above, Arista president Clive Davis (l) and Dionne Warwick (r) spend a few minutes with Bertelsmann president and CEO Mark Wössner.

BELTING IT OUT — Pictured at left, Liiftner joins Peter Alexander in a late-evening duet for old times' sake.

STELLAR FORMATION — Surrounding by stars (l): Dieter Bohlen, Dionne Warwick, Monti Liiftner, Peter Alexander and Udo Jürgens.
Premiere Inks Deal With Radio Vision

by Bob Lyng

German pay-TV channel Premiere has signed a one-year deal with radio/TV syndicator Radio Vision for exclusive German broadcasting rights for a series of musical events. The two companies struck the deal at the recent MIPCOM conference in Cannes.

Premiere—the Bertelsmann/Leo Kirch/Canal Plus-owned station with 250,000 subscribers in its first nine months of operation and which is adding 20,000 new customers monthly—has worked with Radio Vision in the past. The two companies teamed for Paul Simon's Central Park concert, the Pavarotti In The Park concert in London and Whitney Houston's show in Spain.

According to Premiere spokesperson Volker Schnurrbusch, the deal will "guarantee Premiere viewers a minimum of one major music event per month on an exclusive basis." Schnurrbusch says since the target audience for these broadcasts is "the young family that, because of costs and kids, cannot attend such concerts and whose musical taste is not adequately serviced by other TV broadcasts," the programme will be oriented around such "CD artists such as Sting and U2."

Radio Listening Up, Says Massenkommunikation

by Mal Sondock

Although advertising income in radio is increasing much more slowly than TV, radio reaches the most people for the greatest period of time in Germany. In a report which looked at the period 1974-1990, Massenkommunikation revealed people listened to radio 52 minutes per day versus 39 minutes for TV.

The media analysis for 1990 and 1991 also shows that more people than ever before are listening to radio and spending more time per day doing so. (See chart below.)

Time Spent Using Top Three Media

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<td>TV</td>
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<td>Newspapers</td>
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<td>Radio</td>
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Weekly Radio Listening

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<th>% of Listeners</th>
<th>1989/90</th>
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<tr>
<td>Mon.-Fri.</td>
<td>82.0</td>
<td>83.3</td>
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<td>Mon.-Sat.</td>
<td>79.7</td>
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<td>Saturday</td>
<td>76.6</td>
<td>80.1</td>
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<td>Sunday</td>
<td>71.1</td>
<td>73.5</td>
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Mom. Fri. 164 167
Mon. Sun. 156 162
Saturday 150 161
Sunday 126 137

Rosenbauer Named New Radio Brandenburg MD

WDR/Cologne head of culture Hans-Juergen Rosenbauer has been appointed new MD of public station Radio Brandenburg/Potsdam.

He received 14 of the 24 votes cast by the board of directors. Other candidates included Radio NRW/Oberhausen PD Klaus Klenke, who picked up nine votes, while the only German candidate Michael Albrecht, MD at the east German public broadcaster DPF, received the one remaining vote.

The radio and TV station is scheduled to begin broadcasting in January.

GERMAN JOYRIDE—About 400 guests joined EMI Electrola executives for a November 3 celebration congratulating Roxette on hitting double platinum (sales of over 1.2 million) with their album "Joyride." Pictured [l-r] are: EMI Music Continental Europe senior director of marketing and A&R Roel Kruize, Roxette's Marie Frederikson, Roxette manager Thomas Johansson, EMI Electrola MD Helmut Fest, Roxette's Per Gessle and EMI Sweden MD Rolf Nygren. Some of the surprises during the party included Fest speaking Swedish during the award's presentation and EMI arranging for Frederikson's and Gessle's siblings to attend the party.

Roxette

the videos

including their smash hits...

* the look
* listen to your heart

it must have been love

joyride

& the new single 'spending my time'

plus a behind the scenes look at the making of the album 'joyride'

out now

AmericanRadioHistory.Com
FOOD for thought from EMI

real, real, real

JESUS JONES

the success story continues....be part of it!

leisure.

the debut album from UK's hottest new band
out now
includes the hit singles
Bang, There's no other way & She's so high
Licences Advertised For Channel Islands

by Paul Easton

The Channel Islands are to get their own local commercial radio stations following the advertising of FM licences for Jersey and Guernsey by the Radio Authority.

The island's tax-haven status and high income-profile of many residents means the licences are expected to be hotly contested. However, strict local laws on housing and employment could cause problems for some applicants, especially with hiring staff.

The Jersey licence has a TSA (total survey area) of around 65,000 adults. The other licence, which will serve Guernsey and the smaller islands of Alderney and Sark, has a TSA of around 45,000 adults.

Although the Channel Islands come under British rule, they are mainly self-governing and are not numbers of the EC. However, some UK legislation, including the Broadcasting Act, is extended to include them. As a result, the RA will be required to consult the Broadcasting Committees of the States of Jersey and Guernsey - which have been opposed to commercial radio in the past - for their views on the licence applications.

Comments RA head of development David Vick. "They will receive copies of the applications, without the confidential section, and will give their comments. If they feel any applicant group would be unacceptable, they will have to give their reasons. The committees will have the right of veto, but not the right of choice. The Radio Authority has the eventual right of licence award."

The Channel Islands are already served by the BBC's national networks, as well as BBC local stations Radio Jersey and Radio Guernsey. They are also targeted by a couple of stations based in France: Contact 94/Lessay, which broadcasts mainly in English, and Radio Force 7/St. Malo, which has a daily hour in English.

The closing date for applications is March 3, 1992, and the RA hopes to be able to announce the winner within two months. Meanwhile, the RA has also advertised the ILR licence for Morecambe Bay in Lancashire, which is the fifth licence to be announced this month. Vick says the RA is "on course" with its timetable for licencing new stations.

Network Chart Show In £15,000 Giveaway

The Network Chart Show has launched its first major promotion with a weekly prize of £15,000 (approx. US$24,450). The contest is being held over a three-week period in conjunction with programme listings guide TV Times.

A spokesperson for Capital Radio/London, which produces the Network Chart Show for the Independent Radio network, says, "Capital Radio's programmes are now being listed in the London editions of the TV Times, so it was the perfect medium to do a promotion involving the whole network."

Sponsored by Nescafe, the Network Chart Show is broadcast by 60 ILR stations between 17.00-19.00 on Sundays. Current JICRAR research shows it to have an audience of around three million.


M&M's Newsmakers would like to hear about it. Give us a call, send your press releases, or just fax your latest inside and outside moves to Newsmakers, Editorial Department, Music & Media, 1059 AT Amsterdam, The Netherlands. Tel: (+31) 20.669 1961; Fax: (+31) 20.669 1951.
Japan FM Renews RFI's 'Pazz & Jops'

by Emmanuel Legrand

Japan FM (Tokyo-J-Wave 81.3), Japan's leading FM station, has renewed for the fourth consecutive year the programme "Pazz & Jops." The show is a daily half-hour programme made in Paris by international pubcaster RFI.

The renewal was announced during a visit in France by Japan FM MD Tamotsu Yamamoto and one of the station's leading presenters Jon Kabira. During a meeting with RFI president Andre Larguier, both parties also agreed to air the programme on RFI's new Paris outlet. The programme will consist of "Pazz & Jops" in its Japanese version, plus seven-minute live news feeds from Japan.

Commenting on the deal, Yamamoto says, "We see Europe as a challenge story "fiction and, in the case, "non-fiction" than to be acquired by an outside investor or cease trading. That is the theoretical target market and since we can transmit anything, even artists."

One major marketing problem has been that it is difficult to know exactly how big the audience is since most surveys don't include Superloustic's core age group. "The programme costs about FFr1.6 million (app. US$270,000) to produce in France. It is sponsored by Japanese beer giant Sapporo and is broadcast each evening at 22.30 to an average audience of 700,000 listeners."

Pierrette Dufayet, "Pazz & Jops" represents "the marriage of two different types of radio stations, public and private, by taking the best of what they each can offer," Dufayet says. "We've combined the strengths of our station, with its network of correspondents, its production capacities, and the power of the FM band. It did not have an obvious mix in the first place, but it turned out to be quite successful."

Kabira says his Tokyo listeners are "extremely curious" about European and French music. This curiosity is reflected in the general programming of the station, which has a core playlist with about 80% Anglo-Saxon repertoire.

Comments Kabira, "In Japan, the FM stations are associated with international music, whereas AM stations are more local oriented in their musical programming. The station has changed the way people perceive radio. We were the ones that brought music from non-Anglo-Saxon countries to Japan. Pazz & Jops, for example, has brought to the Tokyo public such acts as Mano Negra and Salif Keita, which were virtually unknown in our country."

Japan FM was created in 1987, 20 years after Tokyo FM. Japan has only three FM stations to cover more than 10 million inhabitants.

France Mourns Death Of Yves Montand

With the death of Yves Montand, who died of a heart attack on November 10 at the age of 70, France has lost one of its most visible and famed international ambassadors.

Montand epitomized the tradition of the "chanson francaise." In a way, the singer/actor was equal to Frank Sinatra in the longevity of his career, the following he had and the quality of the work he delivered—not only in his music and music activities.

Montand was born on October 13, 1921, as Ivo Liviu in Monsummano, a small village in Italy. He came from a modest communist family which left Italy in May 1924 due to pressure from the fascists then in power. The family settled in Marseilles and managed to obtain French nationality in 1929. After studying to become a hairdresser and taking other incidental jobs, Montand (he took this stage name in 1936) started to sing in Marseilles and then moved to Paris.

His singing career was further developed when he met Edith Piaf in 1944, then at the top of her career. Piaf fell in love with the young singer. Montand once said that Piaf taught him everything he knew about singing and captivating audiences.


In 1981, after a year of a career dedicated only to cinema (between 1948 and 1991 he made 40 movies), Montand embarked on a series of shows at the renowned Paris concert hall, The Olympia, followed by an extended world tour which brought him to New York in 1982 for a series of sold-out concerts. Montand was due to resume his singing career next May for a series of shows at the Bercy concert hall, where his concerts were already sold out.

FRANCE

Kid Station Superloustic Mounts Network Plans

by David Roe

This isn't just kid stuff. Superloustic/Lyon is positioning itself as the only station in Europe that caters to 4-16 year olds.

Since the end of 1990, the station has been managed by Pierre-Henri Picq, who is aiming to turn it into a network.

Superloustic, which started transmitting from Lyon in 1987, has a penetration of 32% in Ile-de-France (an estimated 300,000 listeners daily) and 42% in Lyon with a further 200,000 listeners. It has 16 transmitters broadcasting to 40 towns nationally and hopes to have an audience of one million by the end of the year, with 40 transmitters covering 100 towns by the end of 1992.

Picq is also pushing the fact that the Superloustic broadcasts a large amount of French music. "We are transmitting 85% French music and variety, with the rest being Anglo-Saxon," says Picq. "The reason for this is that in that age group, there is a demand for French artists. Consequently, we have become an important target for the record companies, which are now following our progress with interest in order to sell their records," Picq says. "We have 40 transmitters broadcasting to 100 towns by the end of 1992."

Pazz & Jops is made by a team of four people and consists of news clips picked up from RFI's world-wide news network, interspersed with music by Eurobeat acts. The programme is aired in France and Japanese and is hosted by executive producer/journalist Jean-Jacques Dufayet in Paris and Kabira in Tokyo. The programme is sent in French to Tokyo for voice-overs.

The programme costs about FFr1.6 million (app. US$270,000) to produce in France. It is sponsored by Japanese beer giant Sapporo and is broadcast each evening at 22.30 to an average audience of 700,000 listeners.

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Is Virgin Megastore For Sale?

Are the French Virgin Megastores for sale? That is the theory of French financial magazine Challenges.

The publication claims in a front-page story in its November issue that the Megastores are in such a bad financial position that "there is no other alternative" than to be acquired by an outside investor or ceasing trading.

However, in a prepared statement Virgin called the Challenges story "fiction and, in the worst case, an operation to destabilize us." Virgin president Patrick Zelnik counter-attacked, saying that "the Megastores were not for sale." Zelnik says the music retailer is looking for partners, but will retain majority ownership. The Virgin France stores are owned by Virgin Retail UK, banks Paribas, Saulnes Chatillon and Credit Agricole, and Patrick Zelnik.

In its story, Challenges says, "Virgin UK [boss Richard Branson] doesn't have the necessary financial capacity to support its most beautiful European outlet." It estimates that for the 1990-91 fiscal year that ended in July, losses were between FFr100-130 million (app. US$178.571-233.7 million) on turnover of FFr840 million. That's far from the forecasted turnover of FFr1 billion, which has forced the company to cut 300 jobs.

Suggested buyers are retail giant and long-time competitor FNAC, as well as leading hypermarket chain Carrefour.
NO STING IN THIS TALE -- With Italian sales totalling 100.000 units for their latest album "Crazy World," the Scorpions take a break to receive a gold award after their Milan concert. Pictured with the award are PolyGram president Gianfranco Rebulla (second from left), Phonogram marketing manager Roberto Biglia (fifth from left), Phonogram MD Bruno Tibaldi (sixth from left) and Phonogram product manager Michele Chase (eighth from left).

RTL 102.5 Signs Two New DJs: Leonardo, Manuel

EHR network RTL 102.5 Hit Radio has signed two new DJs, Leonardo and Gianni Manuel, in a bid to boost its ranks of major personalities at the station.

Manuel, who is presenting the 14.00-18.00 slot Monday-Thurs- day, worked previously at EHR web Rete 105 in Milan, Leonardo, who quit his post at Milan-based EHR 101 Network to join the station, takes over the same time slot on weekends.

RTL 102.5 head of music Grant Benson admits the station lacked big-name DJs in the past. However, he confirms the new appointments form part of a continuing strategy for improvement in that area. Leonardo, he says, will move from 15.00 to 18.00 with "some major personalities at the station."

By David Stansfield

Michael Jackson is the only international artist to retain consumer fanaticism, according to Rete 105/Milan head of music Alex Peroni.

Peroni made the claim as he unveiled the station's exclusive promotion package for the artist's new album "Dangerous." Says Peroni, "I'll stake my credibility on the belief that he is the only one not to lose his audience. You can't say the same for an artist like Duran Duran." The station aired the Jackson single "Black Or White" exclusively in Milan. It also played one track a day from the album before its release on November 21 (see M&M, November 16).

In a special Michael Jackson day heralding the release of Dangerous, the album was aired in its entirety and a competition was launched in which the retailer with the best window display for the album, and the listener photographing that display, would win free trips to the artist's first concert, either in the US or Japan. Peroni also confirms that hundreds of ads are being aired for Dangerous in a joint campaign with Sony, which includes some 20,000 posters and an additional 20,000 window stickers being distributed throughout Italy.

Launch Parties

Rete 105 also staged afternoon discotheque parties in Milan, Rome, Genoa and Bologna on November 23 to present the album, screen the Black Or White video and give away 3,000 T-shirts, hundreds of maxi-singles and a small number of special, limited-edition CD versions of Dangerous as competition prizes.

El Ultimo Hit Europe To Promote 'Musico Loco'

Spain's leading exponents of flamenco-flavoured rock, El Ultimo de la Fila, will be playing a series of European concerts in December to promote their recently released album Musico Loco (formerly titled Nuevo Pequeno Catalogo De Seres Y Estrellas). The album, which has sold 500,000 units in the country (400,000 last year) was the biggest seller in 1990.

The Barcelona-based band is playing eight cities in six countries and its first-ever gig in the UK. The dates are Toulouse (Dec. 5), Milan (Dec. 7), Winterthur, Switzerland (Dec. 9), Brussels (Dec. 10), Paris (Dec. 12), Hamburg (Dec. 14), Cologne (Dec. 16), with a final concert scheduled for London's legendary Marquee Club on December 17.

by Howell Llewellyn

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Controversy Surrounds SER's ONDA Award, Telecom Act

by Anna Marie de la Fuente

The prestigious ONDA award granted to SER on November 7 for its broadcast of a politically sensitive car phone conversation has added an ironic twist to an already brewing controversy in Spain.

The debate involves the Spanish government's move to amend the Telecommunications Act (LOT) following the broadcast last April of the mobile telephone (LOT) following the broadcast last April of the mobile telephone conversation in which theish government's move to amend the act was being openly discussed.

Meanwhile, the international ONDA radio prizes went to the BBC Radio series "The World is a Balloon" and to Austrian public broadcaster ORF for its documentary "The Cemetery of the Unknown." Among the Latin American radio networks, FM Tango/Buenos Aires was chosen for the originality of its broadcast format.

by Howell Llewellyn

Spain's leading exponents of flamenco-flavoured rock, El Ultimo de la Fila, will be playing a series of European concerts in December to promote their recently released album Musico Loco (formerly titled Nuevo Pequeno Catalogo De Seres Y Estrellas). The album, which has sold 500,000 units in the country (400,000 last year) was the biggest seller in 1990.

The Barcelona-based band is playing eight cities in six countries and its first-ever gig in the UK. The dates are Toulouse (Dec. 5), Milan (Dec. 7), Winterthur, Switzerland (Dec. 9), Brussels (Dec. 10), Paris (Dec. 12), Hamburg (Dec. 14), Cologne (Dec. 16), with a final concert scheduled for London's legendary Marquee Club on December 17.

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MD Records Pushes Norwegian Artists

by Kai Roger Ottestad

The newly launched MD Records hopes to fill the gap for independent artists. The company is wholly owned by Investa AS, a Norwegian investment company. It has a Nkr1.5 million (approx. US$214,000) budget for the first year.

The company's strategy is to give full attention to one artist at a time for about two months.

Comments Johnsen, "We want to do this because this is a new company and we believe we can get the best results that way. Ivar Dyhrang [Norsk Platproduksjon MD] has the same philosophy. When I worked with PolyGram, I dealt with 20 products each day. I did not have time to give 100% to all products."


Dag Kolstrup, the man behind One 2 Many, contacted Johnsen at PolyGram in January of this year and asked him if he wanted to work for One 2 Many and launch a new label for the band. "I was flattered," continues Johnsen. "I had always wanted to work with Norwegian artists. I started to work on a marketing plan and made some financial estimates. Dag was in charge of contacting the investor. Then I resigned from PolyGram in May."

Kolstrup was the first artist to be released on MD Records with the CD single Mary Tomorrow, which also includes his version of Knocking On Heaven's Door and an instrumental version of Mary Tomorrow. The album December 2 is scheduled for release on November 18. Last year the first December album sold 35,000 copies nationally for BMG Ariola.

Explaines Johnsen, "There are two reasons for releasing Dag Kolstrup first. He is a well-known artist in Norway, so we are sure that the media will be interested in him and the new release. It also signals to other national acts that we are interested in Norwegian music."

Next year, Johnsen and his staff plan to concentrate on a three-piece band—Rolf Graf, Egil Eldonen and Olav Stedje—all popular and experienced artists in Norway. Graf and Eldonen are now members of Lava. Other projects include Arnt Rye, Tinbox Parade (produced by Dag Kolstrup) and Petter Samuelson. One 2 Many will also release their next album on MD Records.

Swanyard Assets Frozen Over Royalty Dispute

by Marc Maes

A London court on November 8 granted Belgian independent ARS's request to freeze the assets of UK-based company Swanyard Records. ARS made the move because of a dispute with Swanyard over royalty payments due the Belgian company.

Says ARS director of business affairs Stefan Calle, "The last royalty statement goes back to the first half of 1990 and the company hasn't sent us anything since. Swanyard also claims the royalty statement for the first six months of 1990 shows a £4,000 (approx. US$5,700) deficit instead of the £192,000 they owe us."

At press time Swanyard executives were not available for comment. ARS took the case to a Belgian court and found that other companies were in a similar situation in their dealings with Swanyard. "Swanyard Records stopped releasing material in April 1990," explains Calle. "And from that time, Swanyard Discs took over all administration."

The most recent royalty statement was also printed on Swanyard Discs stationery and ARS has reasons to believe that by the time the Belgian court would have ruled on the matter, Swanyard Records may have no money.

Calle says the injunction will "give us the opportunity to freeze all of Swanyard's assets until the Belgian court has reached a verdict."

ARS MD Patrick Busschots adds, "In international business, the possibilities of defending yourself are very limited, even in such an obvious case as this. I am very happy to hear that the English courts are protecting the rights of European companies as well."

Apart from the royalty statement of 1990 for sales of over 400,000 albums of ARS artists such as Technorotic, Calle estimates a large proportion of royalty payments have been affected this year, since numerous ARS tracks were used in compilation packages.

BENELUX

Radio Antigoon Opens Studios

Belgian PFT minister Marcel Colla was scheduled to inaugurate Radio Antigoon's "open studios" at the Centenary Centre shopping mall on November 16. This studio complies the set of three BBC-interlinked facilities to update Antigoon's technical equipment.

Radio Antigoon MD Piet Keizer comments, "The studio at the shopping centre will serve to broadcast our weekly Top 50 show, as well as our first programme there." Keizer is hosting a daily, live broadcast between 12:00-14:00 from the open studio, featuring games and occasional studio guests.

"We have invested over £100,000 (approx. US$157,000) in this studio, plus the two new ones at our headquarters," explains Keizer.

Medecom is supplying a £82 million (approx. US$124,000) computer system for digital broadcast of commercials and radio clips. A PC network with ADDA capabilities serves the three studios.

SCANDINAVIA

Z Radio Starts Swedish Satellite Service

New satellite service Z Radio/Stockholm recently began providing programmes for 10 local radio stations in Sweden.

The weekly, three-hour afternoon segment, a mixture of current affairs and music targeting 20-35-year-olds, is simulcast on the Z TV satellite-TV service.

"This is just the beginning," says company spokesperson Gorjen Vidseh. Plans are nearing completion to provide additional daily/evening programming, as well as live broadcasts of major concerts in Europe. The launch of a new record company Z Records is set for sometime next year," according to Vidseh. Z Radio is owned by the Klackenbergs Group, which also publishes Z magazine.

In a separate venture, Z Radio has set up a temporary transmitter (97.8 MHz) in Stockholm and is broadcasting locally 24-hours a day through November in conjunction with the Stockholm Film Festival (SFF).

It is the first private radio has been allowed to sell advertising, according to Vidseh. The commercials, purchased by SFF, are being aired to promote the monthly event.

Phonogram Supports Pop Gun Release

Phonogram has released Dreams, the first single from the new Pop Gun album Table Swimming (Mercury) in all three configurations at the same price.

Promotional rollout was scheduled for early November. "This means that the CD single will be released at a 35% discount, making it equal to the vinyl and cassette single price," says Phonogram label manager An Haidu.

She says the company's first aim is to establish a firm Bel- larian radio hit with Dreams, adding that she expects to crack the IFPI Top 20 within weeks of its release.

"BRMT's second channel Radio 2 picked up the single and Andre Pirenne [RTBF Radio 2 'Hainut' producer] is playing the record for 10 consecutive mornings in his programme, 'Hainaut,' adds Haidu. "We are looking for more partners on the Flemish side, as we had planned a campaign on the Flemish Radio Contact stations. We had to cancel it, however, due to the uncertain situation of the network here, so we shifted that part of our campaign to print media.'"

Haidu is confident of the back-up given by radio programmers, "although the four-minute, 47-second length of Dreams is not immediately tailored to fit every programme."

Commenting on the song, Pirenne says, "We had the track on for two weeks, together with a competition sponsored by Vespa, with a scooter as first prize."

"Haidu is right about the track length, but, then again, our programme allows us to cut away parts from the song or do a voice-over without damaging it."
SINGLES

**C & C MUSIC FACTORY**
Just A Touch Of Love (Everyday) - Columbia 
PRODUCER: Robert Clivilles’/David Cole 
More dance from American groove masters C & C. Just a touch of rap and a little bit of scratching are covered in soulful and meaty vocals. Slightly reminiscent of the ’70s, there are echoes of Chic, among others.

**BELINDA CARLISLE**
Do You Feel Like I Feel? - Virgin 
PRODUCER: Rick Nowell 
La Carlisle’s sultry voice is shown off to its best advantage in this joyous heavy synthe dance-groove. The track, best described as a mix of vintage Human League and Madonna, is programmable during all parts of the day.

**BRENDAN CROKER**
Thar’s A Come A Day - Silverstone 
PRODUCER: Barry Beckt 
Croker is no longer that “friend of Mark Knopfler” who both ride their hobby horses together as the Notting Hillbillies. This track, selected from his excellent The Great Indoors album, exemplifies his full-grown talent as a songwriter. The sad tone of his voice fits the content of this delicate love song.

**L.A. GUNS**
The Ballad Of Jane - Vertigo 
PRODUCER: Duane Baron/John Purdell/Tom Werman 
This is the first American single release of American quintet’s third album Hollywood Vampires. The careful mix of acoustic and electric guitar, string sounds and rough, unpolished vocals, tells the story of bygone love. This is a good ballad with more obvious rock credibility than some of its contemporaries who are currently successful in the charts.

**MARKY MARK & THE FUNKY BUNCH**
Wildstyle - Intercope 
PRODUCER: Donnie Wahlberg/Spice 
With the global hit Good Vibrations, these guys have made their mark. The follow-up is built around the same sample from Lou Wood Vampires. The careful mix of acoustic and electric guitar, string sounds and rough, unpolished vocals, tells the story of bygone love. This is a good ballad with more obvious rock credibility than some of its contemporaries who are currently successful in the charts.

**PRINCE & THE NEW POWER GENERATION**
Diamonds And Pearls - Warner Brothers EHR/AC 
PRODUCER: Stewart Levine 
The title track of their new album has numerous allusions, including references to Mick Hucknall’s own road to fame and to the stars in the European flag. This soulful pop song confirms the position of the red-bearded singer at the top, close to the galactic stars.

**THE TRAGICAL HIPPY**
Cordelia - MCA 
PRODUCER: Don Smith 
Their unique voice has always made her sound somewhat like a female Rod Stew- art, as proven by such chartbusters of the '80s. The song Ce N'est Rien, a European hit in the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals. Slightly reminiscent of the meaty vocals. Slightly reminiscent of the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals.

**BONNIE TYLER**
Better Life - Hansa/VAG Ariola 
PRODUCER: Howard Howard 
Tylers' unique voice has always made her sound somewhat like a female Rod Stew- art, as proven by such chartbusters of the '80s. The song Ce N'est Rien, a European hit in the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals. Slightly reminiscent of the meaty vocals. Slightly reminiscent of the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals.

**QUEEN LATIFAH**
Nature Of A Sista' - Tommy Boy/FNAC 
PRODUCER: Various 
In these times of interchangeable hip hop outfits, this album is absolute "royal" class. While every shop assistant seems to jump on the rap band wagon, this lady surely is the locomotive. With a style of her own, the "dancing queen" has a higher funk density than the whole lot. Get into the groove of Back As A Mutha and the single Fly Girl, both produced by the renowned Danish production team SoulShock and CutTherapists.

**JACKFLASH**
JackFlash - Dig It/Flazer (BP) (Finland) 
PRODUCER: Reino Salo/Jackflash 
Hard rock programmers in search of party rock in the best Vanhalen/David Lee Roth style, as proven by such chartbusters of the '80s. The song Ce N'est Rien, a European hit in the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals. Slightly reminiscent of the meaty vocals. Slightly reminiscent of the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals.

**KING DADDY YO**
Foul Play Tapir La Doublou - Balichic (France) 
PRODUCER: Joel Ronel 
The French are fast talkers, so if there's any language suitable for rap in all its variants, it is that tongue. Listen to the rapidly spoken words by this raggamuffin artist who originally hails from Guadeloupe, and convince yourself. The "King" sounds like a natural to take over the reign of Tippa Irie. Contact Marie-Anges Bea at: tel: (+33) 1.4011 1724; fax: 1.4011 1344.

**THE POP GUN**
Dream - Mercury (Belgium) 
PRODUCER: Jean Blau 
This Belgian pop duo load their guns with different sorts of ammunition. The track "Made in Germany" stamp on it. The bleak soundscape, created by filtered vocals and a meticulous arrangement, is a perfect contrast to the catchy pop melodies of the less experienced artists. But the album "Achtung Baby" is a real gem of rock music has been repaired: New Jersey's local heroes Southside Johnny and Miami Steve Van Zandt) are together again. Never reaching the same pinnacle as the J. Geils Band. The track "All Night Long" is a perfect mix of smooth vocals. Slightly reminiscent of the meaty vocals. Slightly reminiscent of the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals. Slightly reminiscent of the meaty vocals. Slightly reminiscent of the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals.

**NEW TALENT**

**PAUL SIMON**
Paul Simon’s Concert In The Park - Warner Brothers 
PRODUCER: Paul Simon 
This live solo album is the logical step after Simon & Garfunkel’s successful The Concert In Central Park. Although recorded with a massive crowd in attendance behind the sleeve picture for a real dose of claustrophobia — it captures all the excitement and intimacy of his more recent studio albums Graceland and The Rhythm Of The Saints. The 23-track CD with a "great- est hits" character leaps through Simon’s complete career as a singer/songwriter. Backed by a five star band, featuring drummer Steve Gadd, saxophonist Michael Brecker and African guitarist Vincent Nguire, this set by the no. 1 crossover artist is pure delight for programm- ers on a multitude of formats.

**SOUTHSIDE JOHNNY & THE ASBURY JUKE**
Better...Impact! American 
PRODUCER: Little Steven 
This is the sound of "Berlin Nach Die Wende." The atmosphere of this album, partly recorded in Berlin, is like Bowie’s Low and Heroes albums with the same "made in Germany" stamp on it. The bleak soundscape, created by filtered vocals and a meticulous arrangement, is a perfect contrast to the catchy pop melodies of the less experienced artists. But the album "Achtung Baby" is a real gem of rock music has been repaired: New Jersey's local heroes Southside Johnny and Miami Steve Van Zandt) are together again. Never reaching the same pinnacle as the J. Geils Band. The track "All Night Long" is a perfect mix of smooth vocals. Slightly reminiscent of the meaty vocals. Slightly reminiscent of the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals. Slightly reminiscent of the meaty vocals. Slightly reminiscent of the '60s. The song "Amours Secretes...Passion Publiques" is a perfect mix of smooth vocals.

**SINGLES**

**ALBUMS**

**JULIEN CLERC**
Amour Secret...Passion Publique - Virgin 
PRODUCER: Various 
As the days get shorter and the nights longer, the market gets filled with live albums. French superstar Julien Clerc — charmeron par excellence — fits the bill, together with the likes of Eric Clapton, Eros Ramazzotti and fellow countryman Patrick Bruel. The set of this show, recorded at Zenith/Paris and featuring Bruce Springsteen bass player Gary Tallent, gives a good perspective on the man’s career, which started in the late 60s. The song "Ce N'est Rien, a European hit in 1974, is still elevating after all these years. The single Quitter L'Enfance is the only studio recording on an album with a distinct lack of crowd noise.

**JOHN O’KANE**
Solid - Circa 
PRODUCER: George Accory/Peter Verstappen 
Steve Winwood move on here. Over is a young representative of the more soulful wing of the singer/songwriter genre. The album opening’s track Come On Up listens like Winwood’s Higher Ground. On softer songs, his voice sometimes has a Cliff Richard-appeal and Love Cars is a prime example. For a debut album, there’s a remarkable amount of top session players present, such as Pino Palladino (bass) and Toto’s Steve Lukather (guitar) and Jeff Porcaro (drums).

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DENMARK

D.A.D

- Signed to Medley.
- Publisher: Overrum/Casadida/Warner-Tamerlane.
- Management: Rock On/Copenhagen.
- New album: Riskin‘ It All, released on October 14, and charted in Denmark at no. 1, Sweden (17), Norway (14), Finland (22) and Portugal (22).
- In the European Top 100 Albums, it is no. 47.
- New single: Bad Craziness, released on November 1.
- Recorded at Medley/Copenhagen.
- Producer: Nick Foss/D.A.D/Lars Overgaard.

Holy Noise

- Signed to Hithouse/ARS/CNR.
- Publisher: BMC.
- New single: James Brown Is Still Alive, released on October 18, currently, it is charted in Holland at no. 11, and in Belgium (14). At press time, it is a new entry in the Coca Cola Eurochart Hot 100 Singles at no. 91.
- Recorded at Hithouse/Rotterdam.
- Producer: Holy Noise.
- Marketing: advertising in Top 40 and Disco Dance magazine, plus the flyer of retailer Free Record Shop.
- European releases: The album is out in the Benelux on CNR. For other territories, availability for promotion. They have already paid promo visits to Sweden and Norway.
- International releases: Medley takes care of Scandinavia, while for the rest of the world, including Japan and the US—but apart from Australia (Liberation/Mushroom)—D.A.D. is licensed to Warner Music.

Moby

- Signed to Instinct/Outer Rhythm through Rhythm King.
- Publisher: Urbana Music.
- New single: Go initially released on July 15, and re-released on October 17; currently, it is no. 11 in the UK and no. 43 in the Coca Cola Eurochart Hot 100 Singles.
- Recorded at Hithouse/Rotterdam.
- Producer: Holy Noise.
- Concerts: In September, Moby was on a world tour. Visits include the UK, Holland, Germany, France and Belgium. They hit Scandinavia in January and February.

HOLLAND

Holy Noise

- Signed to Hithouse/Casadida/Warner-Tamerlane.
- Management: Rock On/Copenhagen.
- New album: Riskin‘ It All, released on October 14, and charted in Denmark at no. 1, Sweden (17), Norway (14), Finland (22) and Portugal (22). In the European Top 100 Albums, it is no. 47.
- New single: Bad Craziness, released on November 1.
- Recorded at Medley/Copenhagen.
- Producer: Nick Foss/D.A.D/Lars Overgaard.

Marketing: See below.

Concerts: From November 26 until Christmas, the band is on a major European tour. Visits include the UK, Holland, Germany, France and Belgium. They hit Scandinavia in January and February.

Promotion: During the tour D.A.D. is available for promotion. They have already paid promo visits to Sweden and Norway.

International releases: Medley takes care of Scandinavia, while for the rest of the world, including Japan and the US—but apart from Australia (Liberation/Mushroom)—D.A.D. is licensed to Warner Music.

Only the real talents in rock are able to deliver an album which is good from A to Z. Danish band D.A.D a.k.a. Disneyland After Dark is a welcome exception on a flooded market with interchangeable rock acts. Their second album for Medley Riskin‘ It All, the follow-up to 1989’s half-a-million worldwide selling No Fuel Left For The The Pilgrims, proves they are still developing.

As with a lot of rockers, their music is powerful enough to shake the foundations of a skyscraper, but if you listen closely, you’ll discover their lyrics do fundamental things to your brains as well. Like Metallica, they present themselves as a thinking person’s rock band, with all the tracks boasting strong observations, even about themselves. D. Law is a conscious take off of D.A.D., itself.

Don’t underestimate their rock credibility: lead singer/guitarist Jesper Binzer’s vocals seem to be howled from a Harley Davidson. There is a lot of the late AC/DC singer Bon Scott in his voice and the closing track of the album demonstrates that this young man can handle an acoustic ballad too.

For their fifth album, they have continued their collaboration with Medley staff producer Nick Foss. The raw-powered rock album was mixed at the famous Dutch Wisseloord Studios by Chris Lord-Alge, who also mixed Tina Turner’s latest studio album, Foreign Affair.

Medley has lined up a marketing campaign that matches the grandeur of the band. In Sweden, the release was celebrated with a big launching party on October 14, followed by two press dates. A king-size version (2 metres high) of the famous D.A.D logo with the mean looking longhorn skull—equipped with real shining lights—is used as window decoration by retailers in Denmark only.

More in-store material includes two different posters and counter display for CDs in the form of the luxurious sofa as depicted on the album sleeve. A heavy fly-poster campaign is aimed at key cities in Denmark. Apart from the world extravaganza, Warner Music has adopted the Medley promo material for Europe.

After a short European introductory tour in September, clubs across the continent are now preparing for future savage performances.

DT

HOLAND

Holy Noise

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- Publisher: BMC.
- New single: James Brown Is Still Alive, released on October 18; currently, it is charted in Holland at no. 11, and in Belgium (14). At press time, it is a new entry in the Coca Cola Eurochart Hot 100 Singles at no. 91.
- Recorded at Hithouse/Rotterdam.
- Producer: Holy Noise.
- Marketing: advertising in Top 40 and Disco Dance magazine, plus the flyer of retailer Free Record Shop.
- European releases: The album is out in the Benelux on CNR. For other territories, it is licenced to Sony Music.

LA Style’s current European hit James Brown Is Dead—no. 8 in the Coca Cola Eurochart Hot 100 Singles—is a thorn in the side of Dutch dance act Holy Noise who claim they recorded their reply a long time before Belgian LA Style hit the charts.

Holy Noise, featuring the Global Insert Project, is a concept developed by three producers/dj’s, featuring Hithouse label manager Paul Elstak, the successor of late Peter Slaghuis. The addition of rapper Alee gives their techno-dance noise the “holy” touch it needs for daytime radio.

National Spotlight: Artists featured have achieved Top 15 chart status in their country of origin.
"If the information that goes into the computer is not creatively assessed, you will not get creative programming. Remember the old computer maxim: 'Garbage in, garbage out.'" - Angela Bond

### Understanding Computer Music Scheduling Software Systems

By Paul Easton

There may be a recession going on, but the suppliers of specialist music scheduling software for the radio industry are still finding a ready market for their products. This is because existing stations are discovering the potential of computerized programming, and new stations are coming on-air with it already in use.

There are exceptions. One of the few major stations which still prefers to build its programmes by the presenter to use in the studio or sent to an automation system. The music programmer is able to make any changes, such as moving or replacing any records where necessary.

### Special Capabilities

The computer can also be used to provide the necessary returns to the relevant copyright bodies, such as PRS, PPL, SACEM and GEMA. Some of the systems can also provide details of the airplay for an individual song or whole order to maintain a consistent sound.

The need for a much larger database seems to be more important for those stations which either use their music scheduling system to double as a complete library management system, or use "block" programming rather than a single music format. Because the computer is required to programme a broad range of music across the day, it therefore needs this much larger database size. Usually, however, the database will only contain those songs which the station wishes to play.

### Prioritize Your Needs

Setting up this database obviously requires time, as every record will need to be properly assessed, timed and then entered. It should not be rushed. Because this is very time-consuming, many EHRI-formatted stations have found that the best approach is to start with their current playlist. This can be completed reasonably quickly, and then the computer can be used to rotate those records.

### Don't Rush Into It

Making the decision to switch to a computer is a major step for any station. When talking to several broadcasters experienced with music schedulers, the most important category to enable the programmer to pinpoint any rotation problems.

Depending on the size of the computer's hard disk, it is also possible to run separate software and databases for more than one station on the same machine. This helps stations which have a degree of FM/AM simulcasting to maintain proper rotation throughout the whole day on both stations. It also enables the programming for a group of stations to be programmed centrally, if necessary.

### Benefits Of A Music Scheduler

However, the move towards tighter, more targeted formats means stations are now carrying out various forms of music research to make sure that only songs which test well get played, while avoiding those songs with a high tune-out or burn factor. As a result, presenters no longer choose their own music, and computer software is now employed to give greater control over the music to ensure that only the right records are aired.

Some people are concerned that using a computer not only removes the human touch from their programming, but takes away their freedom. This fear is unfounded.

"Assess each item that is to be entered into the database in terms of its characteristics. It is a good idea not to have too many people doing this, in order to avoid inconsistencies. If the information that goes into the computer is not creatively assessed, you will not get creative programming. Remember the old computer maxim: 'Garbage in, garbage out.'"

"Divide songs into categories. A category is a group of items that you wish to rotate in the same manner. For example 'A-list,' 'Recurrents,' 'Sixties Gold,' etc.

### Understanding A Computer's Limitations

The majority of stations are happy with what computer music scheduling has managed to achieve, in some cases claiming that improved on-air consistency has given them better audience figures. Many programmers are now wondering how they ever managed without it.

However, it is important to remember that the computer will only programme music from the database in accordance with your own scheduling rules. If these are not set correctly, then you will not get the programming you want.

Similarly, it is important to remain consistent, especially in the way songs are assessed and entered into the system. A misspelled name or an incorrectly assessed song will cause scheduling problems.

It is also important to remember that a computer is not a "magic box of tricks." A few stations have fallen into the trap of believing that they can simply install a computer and expect it to churn out the right music regardless.

"Your category structure should be formulated to be able to fine-tune your programming and enable it to meet the needs of your target audience at different times of the day." - Angela Bond

Your category structure should be formulated to be able to fine-tune your programming and enable it to meet the needs of your target audience at different times of the day. Then set up rules for rotation and music flow.

### STATION OPERATIONS

A few stations have fallen into the trap of believing that they can simply install a computer and expect it to churn out the right music regardless. As a result, they have a tendency to "throw" songs at the computer without any real thought or method, simply in order to build up their database quickly. What eventually happens is that the machine then gets blamed when "it gets it wrong," or is accused of "making mistakes," even though the problems have actually been caused by human error.

As Angela Bond points out, "Good music programming is good music programming, no matter what tool you use—whether it's a computer or a pencil and paper."

Next week we'll take a closer look at the various music scheduling software packages on the market.
Dutch-based radio operator Radio 10 kicked off the launch of its new cable/satellite EHR station Power FM with a gala party October 29 at the Roxy discotheque in Amsterdam. (Photos courtesy of Chris van de Vooren.)

**WE'RE ON THE TEAM** — Here are the Power FM players (l-r): DJ Peter Holland, head of programmes Wim Rigter and DJ Luc van Rooy.

**WELCOME ABOARD** — Radio 10 MD Jeroen Soer welcomes his guests at the launch party of Power FM. From l-r: TROS Radio 3 head of programmes Ferry Maat, an unidentified woman, Soer, Radio 10 marketing/sales director Paul Blomberg and Radio 10 Gold DJ Tom Mulder.

**THE POWER BOAT** — Radio 10 MD Jeroen Soer (right) and Power FM head of programmes Wim Rigter are ready for the action. Both disembark from the boat on which the press conference was held prior to the launch party.

**PRESIDENTIAL SUPPORT** — Arcade president Herman Heinsbroek (right) stands next to Radio 10 Gold DJ Tom Mulder. Arcade is one of Power FM's major advertisers and an early supporter of Radio 10.

**THE COMPETITION** — Veronica DJ/producer Jeroen van Ink (right) is re-united with former colleague Francis Dix (left), who left Veronica to join competitor Power FM as DJ and (pop) news producer. Dutch radio personality Rob Stenders joins the two.

**THE OTHER PUBLCASTERS** — NOS DJ/producer Frits Spits of popular prime time weekday show 'De Avondspits' (left) celebrates the station's debut with Veronica radio/TV DJ Erik de Zwart.
"From Quality Entertainment to quality entertainment. May the power be with you."

Congratulations-
Together We Are Strong

Now there's power on FM, especially from RCA

No Words From Da Lowlands, Let The Music Speak For Itself.

MUSIC & MEDIA Welcomes You...
You've got the "Power" and we've got the (Sony) Music! Congratulations

Polydor wishes "Power F.M." a Powerful start!

We've Got The Hits
You've Got The Power

"We welcome new pop power on FM"
"We welcome Power FM"
Congratulations

...To This POWERful ARENA
DANCE WITH A STRANGER are still at #1 in the November American album sales chart. Their album is heading the charts for 5 weeks now. DWAS expect the "Atmosphere" album to be TRIPLE PLATINUM by Christmas. Swedish radio programmers have already picked up the band's radio single hit "Let Go".

"CRASH N'BURN's single 'Hot Like Fire' - a mid tempo rock 'n' roll track - is scheduled for release in Germany on January 20.

"BMG RCA Hamburg is going to release "I Want To Know What Love Is" by VOODOO POSSE featuring JOCELYN BROWN on December 2. This reggae-dance-pop cover version of the legendary title has the potential to be a major hit single.

"JESSE LEE DAVIS has released a re-mix of his club hit "Get Up On My Love". This first feedback from the German clubs is brilliant.
A List:

**AD**

INXS- Shining Star
Alex Peroni - Head Of Musk

RADIO RT 4/Reutlingen

AD

Pete Traynor  Head Of Musk
SCHWARZWALD RADIO/Freiburg

AD

RADIO GONG 1000/Munich

Benny Schnier  Head Of Musk
RADIO XANADU/Munich

Four Horsemen- Nobody Soid
Fausto Leali- Ad Un Passo
Zucchero- Anytime
Michael Jackson- Black

Snag.
R.E.M.
Lisa Stansfield
Crystal Waters
River City People- Special
MC Buzz B- Never Change

Minogue & Washington- If You
Frank Scheibe!. Ohne Dich
Viktor Lazio- Love Insone
River Boys- Still Loving You
Bette Midler The Gift Of Love

E.A.V.- lamb°
Salt-NPepor Let's Talk About
Genesis- No Son Of Mine
Eddie Money -Heaven In
Gloss Tiger. My Town

MILANO (ITALY) - TEL. 02/4818087 - FAX 02/4989374

ZERO DIBI

A List:

**AD**

Power Play:

U2- Mysterious Way

Bryan Adams- There Will Never
Robbie Valentine Over And

Peter Belt - MD
HIT RADIO/Bussum
NCRV/Hilversum
KRO/Hilversum

**AD**

A List:

**AD**

ENYA- Carribean Blue

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CD Storage Cabinet.

Are you looking for a way to store and lock your valuable CDs? Our storage cabinet holds 960 CDs in their jewel boxes for immediate access to your programmer or disc jockey. Steel construction with 3 lockable drawers and stackable.

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The 1992 version of the top daily almanac on pop music is available now! "This Day in Music" draws from BPI-owned publications including BILLBOARD, MUSIC & MEDIA and MUSICIAN for the most authoritative source available. The 1992 "This Day in Music" provides date-specific pop items for use every day of the year. It's ideal for radio personnel, music professionals or music lovers.

This noted reference work is printed on computer paper, and bound in an easy-to-use notebook.

Order the 1992 "This Day in Music Almanac" TODAY, exclusively from the BPI Entertainment News Wire!

To order the 1992 "This Day in Music Almanac" report, please use the attached form.

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NOVEMBER 30, 1991
Sexual harassment accusations have been lodged against former top executives at three major record companies, and the former partner of an L.A. law firm.

A recent Wall Street Journal article points the finger at management and bottom-line problems for the November 1 dismissal of Mercury co-president Mike Bone.

The L.A. Times, however, recently ran an article outlining several individual claims of alleged misconduct against music industry moguls, in which Bone is included. However, both the Weekly and Bone maintain that his exit has nothing to do with the charges.

It was while working for Island in 1990 that Bone allegedly stepped out of and over the line. He is being sued, along with Island, by his former administrative assistant Lori Harris, who accuses him of "using his position as [her] supervisor in an attempt to influence, coerce and induce [her] to engage in sexual relations with him." Reportedly, upon her refusal to acquiesce, her job was terminated.

Joining Bone in the ranks of the accused are several other executives who have similarly been accused. For example, former RCA senior VP A&R Jeff Altrich, attorney Abe Somer and former DGC GM Marko Babineau.

Altrich, currently an A&R exec with Giant Records, was sacked from RCA last December after several female coworkers filed claims of sexual harassment against him, stemming from alleged drunk driving confrontations at a company conference. He entered a drug and alcohol rehabilitation programme on his own, and was terminated shortly thereafter.

Babineau was fired by RCA as an A&R consultant in February, and remained there until July, when he assumed his current position with Giant. RCA would not comment on the status of the settlement pending the in-house investigation.

There was also no comment from Somer, former head of the music department at the law firm of Mitchell, Silberber & Knupp, on the subject of two suits involving charges of sexual harassment and assault and battery, both settled 10 months ago.

Somer is no longer with that law office.

Babineau suddenly resigned in early September after a 20-year promotion history, citing the need to focus time on his family and baby daughter. His former secretary, Rebecca Muck, along with other sources, charges that on August 20, 1991, Babineau allegedly masturbated in front of Muck while in her office.

Amid a myriad of "no comments," matters are pending. It's been surmised that the willingness of female record company employees to press charges may encourage their radio counterparts to file similar actions.

---

**1992 NAB Radio Montreux Set To Go**

by Jeff Green

As previewed by M&M, the National Association of Broadcasters (NAB) and the City of Montreux are assembling Europe's first comprehensive International Radio Symposium, and Technical Exhibition, scheduled for June 10-13, 1992. "NAB Radio Montreux" will offer attendees substantial opportunities to learn about successful radio management, programming and engineering advances and techniques.

The conference is being organized along three major topical "tracks": management, programming and engineering, with a number of joint sessions. The exhibition hall has already received commitments from more than 40 exhibitors, covering more than 2,000 square metres.

The management track will feature several in-depth sessions, among them meetings on investment, Full-Service Radio In The '90s, The Future Of Public Radio and Standardization Of Audience Measurement Techniques. Speakers include top radio managers from France, Germany, Hungary, Italy, Holland, Poland, Sweden, UK, US and the Soviet Union.

The programming track will feature several in-depth sessions, among them meetings on investment, Full-Service Radio In The '90s, The Future Of Public Radio and Standardization Of Audience Measurement Techniques. Speakers include top radio managers from France, Germany, Hungary, Italy, Holland, Poland, Sweden, UK, US and the Soviet Union.

The programming track will examine developments in a variety of formats including EHR/CHR, pan-European, all news, and adult contemporary radio. Sessions will also address Music Licensing & Copyright, Promotion, Marketing & Music Research In The '90s, Network & Syndicated Programming; Programming Advertising; and Gold & National Music. Panelists from France, Germany, Hungary, Italy, Japan, Holland, Norway, Spain, Switzerland, UK and the US will present the latest information and tips from their respective countries.

The engineering track will cover such matters as: Production Equipment & Techniques, Environmental & Acoustic Development, Post-production & Editing/Recording Media, Continuity & Broadcasting Operations Equipment & Techniques, Training & Digital Radio; and Transmission & Reception.

Technical experts from most major manufacturers will explore the latest technological developments.

Joint sessions include an opening ceremony and keynote lecture by a prominent personality of the EEC on "The '90s, The Future Of Public Radio and Standardization Of Audience Measurement Techniques." The conference is being organized along three major topical "tracks": management, programming and engineering, with a number of joint sessions. The exhibition hall has already received commitments from more than 40 exhibitors, covering more than 2,000 square metres.

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*Based on the official chart of the week.*
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<th>WEEKS</th>
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<td>Stephan Eicher</td>
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**THE EUROPEAN TOP 100 ALBUMS**

The European Top 100 Albums is compiled by BPI Communications BV in cooperation with Buma/Stemra. © BPI Communications BV/Buma/Stemra. All rights reserved. Compiled from the national album sales charts of 16 European territories.

**F** = First Movers

**E** = NEW ENTRY

**R** = RE-ENTRY

**<** = ACROSS CATEGORIES
**Beverley Craven**

Breaking new artists continues to be the primary challenge of the music industry. But in a fast-paced world like the U.K., artists are quickly perceived as either current or simply out-of-date. So if your artist is the classic singer/songwriter type, you may have a problem.

This is what Sony Music UK's Epic label realized when it released the Paul Samwell-Smith-produced self-titled debut album of Beverley Craven upon an unsuspecting UK audience in July 1990. With a non-responding UK market, the attention was quickly turned to the continent. Markets like Holland and Norway are especially renowned for their appreciation of singer-songwriter material of the likes of Leonard Cohen or Tanita Tikaram.

So, backed by a heavy promotion schedule—returning five times in two months—Craven quickly made her mark in Holland, Norway, and particularly with the continued support of national network Radio 1, a similar success story evolved.

According to Epic international manager Andy Monck, sales of the major stations did the trick. "In Oslo, for instance, we set up showcases with Beverley performing just five songs to the media. That resulted in live numbers especially. Her album is simply recorded and her songs really work well with just a simple piano or sax accompaniment."

By the end of 1990, the Benelux, Danish, Finnish, Irish and German markets were turned on, but there was still no reaction from the UK. Promoter Me re-launched and used Capital Radio's London weekend shows were organized. Both sold out and a similar strategy was tried out in the Scottish region with Radio Clyde/Glasgow also sponsoring a charity event that was subsequently backed by TV-advertising.

"Suddenly, the single also proved to be a real hit on BBC Radio 1. Dave Lee Travis' weekend midnight show where she performed three live numbers especially helped a lot. So, it wasn't just the record, but also the ability to reinforce it with live shows."

On the back of continued airplay and Craven's performance at the charity concert The Simple Truth, Promised Me escalated to no. 3 in the UK in May of this year. And with sales of 450,000, the album Platzte European sales are close to 800,000.

"It requires a lot of time and investment to break an act like this," says McNaughton. "I have seen too many acts spread thinly around the world without gaining a real foothold in any marketplace. Happens in the U.S.," says McNaughton. "But the focus has always been on Europe."

Craven's album has just been released in the U.S. and Promised Me is currently being promoted to AC radio. Craven has already charted on six tracks for a forthcoming second album, due for release in September of next year.

**Nia Peppeles**

Nia Peppeles, Charisma may have found the perfect contemporary poprock artist. This is a singer with a style that's nothing like the others. Yet, she can unify songs and productions across the spectrum of radio-friendly musical styles.

Her US debut single Street of Dreams is no 12 with a bullet on the Billboard Hot 100 Singles Chart and was first played on US radio in the first week of its release. Charisma's confidence in Peppeles is built on the fact that she is already a pop star in all but name. Behind her lies a successful TV and film acting career, including seasons on "Panel," presenting on MTV and some minor film roles. She is married to Shalamar's Howard Hewett, who produced two tracks on the album, and she is managed by Roger Davies, who also handles Tina Turner's career. Peppeles has already recorded one album for PolyGram, about which little is known. She can dance and sing, and she has written five tracks on her new album Nia Peppeles. "The result," says Charisma's UK marketing manager Steve Brown, "is a very talented artist."

The album is a solid set of anthemic rock-pop songs with clean hooks, all perfectly suited to global radio play. The overall sound immediately conjures up artists like Janet Jackson and Jodie Watley. Productions and productions include Rhythm Syndicate's Carl Markert and Evan Rogers, alongside Rhett Lawrence, Wold, Epc and others.

"The album has its own identity," says Brown. "It's not a straightforward rock album, or dance or pop album. It tends to cross those boundaries and that will become more and more observed as more singles are released."

The first single provides mixes by Shep Pettibone which offer the full range of Shep's signature swing-beatish, garage pop and piano-driven mixes.

This slot show also has to the marketing campaign, according to Brown. "The strength of the marketing campaign is the visual image and I am reiterating it again and again. I am using more or less just two similar images across the whole campaign, from the single cover to all the in-store advertising, to the album sleeve. They were taken in one photographic session by Guzman."

Charisma have scheduled a November 25 UK release for the single. Brown is currently negotiating tie-ins with the major UK labels and is already pleased about a "tie-in with Our Price, in which we're putting a poster in all their stores at a time of year when they don't normally promote singles."

"Every European territory is mad about Nia," claims Charisma's international marketing manager Joyce Jones. German PolyGram released the single on November 18, while Holland and Belgium follow in early December, with remaining countries waiting until the new year. Jones does admit "covert" showings of Nia on the German Christmas special TV show "Peter's Pop," which features over twenty groups.
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Original Label</th>
<th>Rank</th>
<th>Countries Chatted</th>
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<tr>
<td>1</td>
<td>Bryan Adams</td>
<td>Everybody Do I Do It For You</td>
<td>A&amp;M (MCA/Rondor/Zomba)</td>
<td>1</td>
<td>UK, NL, CH, D, SE, ES, NO, AT</td>
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<td>Michael Jackson</td>
<td>Black Or White</td>
<td>Epic (Warner Chappell/Copyright Control)</td>
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<td>The Fly</td>
<td>U2 - Island (Blue Mountain)</td>
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<td>Let's Talk About Sex</td>
<td>Salt-N-Pepa - '9 (Next Plateau/All Boys)</td>
<td>DKN, CH, D, SE, ES, NO, AT</td>
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<td>5</td>
<td>No Soan Of Mine</td>
<td>Genesis - Virgin (Genesis/MCA)</td>
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<td>Vis Knicks &amp; The Wonderstuff - Sense (Lowery/BMG)</td>
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<td>Rhythm Is A Mystery</td>
<td>The Isley Brothers feat. Bubby Driscoll - deConstruction (Copyright Control)</td>
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<td>LA Style - Decadence (On/Horn)</td>
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<td>Price &amp; The New Power Generation - Paisley Park (Warner Chappell)</td>
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<td>The New Power Generation - Paisley Park (Warner Chappell)</td>
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<td>The Shoop Shoop Song - RCA (EMI)</td>
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<td>Set Adrift On Memory Bliss</td>
<td>Pink Floyd - Geos Smart (EMI/Parlophone)</td>
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<td>Calling Elvis</td>
<td>Dire Straits - Vertigo (Chariscourt/Rondor)</td>
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<td>Killer...On The Loose E.P.</td>
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<td>R.E.M. - Warner Brothers (Warner Chappell)</td>
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<td>Monty Python - Virgin (Kay Gee Bee/EMI)</td>
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<td>29</td>
<td>Can't Stop This Thing We Started</td>
<td>Bryan Adams - A&amp;M (Adams/Almo/Zomba)</td>
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<td>30</td>
<td>Cruelty</td>
<td>Amy Cuddylo - Loves Ton San (Somone)</td>
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<td>Love To Hate You</td>
<td>Marsha Ambrosius - Columbia (Sony/Virgin)</td>
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<td>Baccarati Feeling (Summer Dreaming)</td>
<td>Baccarat - MCA (EMI)</td>
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<td>Send Me An Angel</td>
<td>Scorpions - Mercury (PolyGram Music)</td>
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<td>Active 8 - Network (Kool Kat/Virgin)</td>
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<td>It's Grim Up North</td>
<td>Justin Moore - MCA (EMI)</td>
<td>DKN, CH, D, SE, ES, NO, AT</td>
<td>35</td>
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The Eurochart Hot 100 Singles chart is compiled by BPI Communications BV cooperation with Buma/Sternra and based on the following national single sales charts: UK-IRS (BPI), Netherlands (OOR), France (SNEP), Germany (Media Control), Italy (ABDI Plus), Spain (IFPI/ALEF), and Sweden (IFPI). The chart is published weekly and is available at AmericanRadioHistory.com.
SONG ROLL OVER TO VIRGIN: Virgin Records has signed the Rolling Stones in a three-record deal that will take effect in 1993. Also, Virgin will have rights to the group's back catalogue from 1971 onwards, beginning March 1993. Sources estimate that Virgin has committed US$40 million to lure the Stones from Sony Music.

A DEAL IN THE WINGS: Leading private Spanish bank Banesto reportedly is in advanced talks about buying a 10% stake in private radio net Antena 3, along with a 11.3% share of Antena 3 TV. Estimated cost: US$60 million for both. Banesto is rumoured to be buying the stake from newspaper La Vanguardia, which owns 53% of the broadcaster.

MICHAEL MONITOR: According to London-based Sony Music International, European shipment figures for Michael Jackson's Dangerous album have reached the four-million mark, claimed to be an all-time record. US figures to date are also close to four million. SMI is also putting a "quality guarantee sticker" on the album in an attempt to combat bootlegs and piracy.

FINANCIAL UPDATE: Aggressive pricing has paid off for EMI Music. Pre-tax operating profits for the six months ending September 30 jumped 12% to £2.53 million (app. US$88.9 million) on a slim 1.5% increase in turnover to £492.6 million. It's the best-ever showing for the record and music publishing operations...Meanwhile, UK publisher EMAF, which owns AM/FM combo City Talk FM, has bounced last month, and perhaps will be left to a court to decide, but some form of action would be likely to be initiated and Sony would cer- tainly seek recompense through the courts.

Another former Century staffer is heading Chrysalis 4-person operation, based at the French offices of EMI. Martin Inge- strom and one assistant will oversee the label in Sweden, based at Chrysalis-owned Air Music.

However, a sizeable number of staff cuts are planned at the UK office. Apart from a large number of people in the creative, administration and production areas, three international staffers have lost their jobs already, including head of international promotions, Alex Green. Alex is expected to replace Macario as international director.

Bigger than the group? Paul McCartney will report directly to EMI Music UK regional chairman Chris Wright, who has been named non-executive director of EMI. Martin Inge- strom, who joined the company from Strengholt's various offices in Europe in the first quarter of '92, will be made redundant in intragroup debt. It will also pay higher stake. It is understood that Capital then decided to withdraw from Century altogether, effect- ively forcing the station into liquid- ation. The company, which was in- tended to be a good thing for the support of BUMA/STEMRA. It should act on the interests of all members. This creates a monopoly situation, as Strengholt will be the only Dutch publisher that can control the airplay of any of Michael Jackson anyway.

Bума (continued from page 1)

MD Jan Verhagen echoes the comments of Willemsen. "This was an unanimously accepted in the board meeting and I see it as an attempt by publishing companies who mainly have foreign interests to block an all-Dutch station," he says. "We have even offered the industry the opportunity to partic- ipate in Publik Music and Strengholt would then agree on a minority. But they were only interested if Strengholt would go for zero participation. And that's absolutely out of the question."

Music publisher Associated Artists International MD Joop Gerrits fears that RNN will give product from Strengholt's various publishers precedence over other material.

"If Guus Jansen [Strengholt's MD and only shareholder] wants to start a commercial station, that's fine. But I cannot and will not accept the support of BUMA/STEMRA. It should act on the interests of all members. This creates a monopoly situation, as Strengholt will be the only Dutch publisher that can control the airplay of any of their output to news and current affairs. RTE does a fine job, so I will not give up. This is just a media war."

Programmers have been surprised and somewhat dismayed by Sony's restrictions, especially as airplay of long-awaited albums from other major artists such as Simply Red, Genesis and U2 are not subject to similar condi- tions.

Comments Clive Dickens, head of music for Chiltern Radio Network, "It's a joke. It's really negative for the industry and I can't see anything positive in it at all. It's as complicated as it is heading towards an all-Dutch station this big albums this year that have had a large build-up, but this is the first to be restricted. I thought this type of thing would have disappeared years ago. It is quite disappoin- ting, really."

Kiss FM/London is running a promotion in which listeners get the chance to call in to win a copy of the new album whenever they hear a track from it on air. How- ever, head of music Lindsay Wesker says that they have no intention of going overboard on the album. "We took part in the satellite broadcast of Black Or White, but we are only planning to play one track from the album per show," he says. "There's a lot of money at stake at the moment, so there's no need for us to be playing 15 minutes an hour of Michael Jackson anyway.

Chrysalis

remains a separate label and con- tinue to be based at its Bramley Road premises. Under the new agreement, international president Paul Cunningham will report directly to EMI Music UK regional director Rupert Perry. He previously reported to Chris Wright, who has been named non-executive chairman of Chrysalis Records for a two-year period. Chrysalis Group will receive US$2 million a year for Wright's services.

Commenting, Allen, the French, Dutch and Swedish com- panies 'will at some point be folded into the EMI organization. The whole issue of the German company is under discussion. Its size 'an estimated 10-13 people' and geography make it more complicated. But I can't yet comment them on [the future of specific people]." In Holland, Dutch GM Hans van der Wal, who joined the label from BMG Ariola in Octo- ber 1987, was made redundant as early as December. The future of the two remaining promotion staffers is unclear.

In France, Christophe Magny is heading Chrysalis' 4-person operation, based at the French offices of EMI. Martin Inge- strom and one assistant will oversee the label in Sweden, based at Chrysalis-owned Air Music.

Despite losing £4.4 million pre-tax on turnover of £287 mil- lion for the six-month period end- ing February 28, analysts esti- mate that Chrysalis Records will be profitable from day one of the acquistion. One source close to Thorn-EMI says that the company will save US$9 million annually after the planned restructuring.

Thorn-EMI will pay its joint venture partner US$50 million cash and assume US$55 million in intra group debt. It also will pay an estimated US$5 million in cash based on sales of current and future product over the next five years.

Mark Goodier's 19.30-21.00 show that evening precipitated the airplay restriction. However, the station, which usually decided to play only three tracks, effectively complying with the restriction.

Comments a Radio 1 spokesper- son, "We thought people would want to hear the whole album, so we had originally decided that we were going to play it in full. However, having now heard the album, we feel that there are really three tracks that fit comfortably with the general indie-based music policy of Mark's show, and so those are the only ones we will be playing.

Programmers have been surprised and somewhat dismayed by Sony's restrictions, especially as airplay of long-awaited albums from other major artists such as Simply Red, Genesis and U2 are not subject to similar conditions.

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Although this role is now to be de- veyed to croston AC outlet Classic Hits 98FM.

Spoken-on-air at RTE, commu- nications manager Seamus Brennan said. "There is no real need for the new rules. As is, RTE has a fair system. We do not want to play tracks that are in competition. It's just a question of working out an agreement."

Commercial cable station Radio 10 MD Ieron Jeron says, "The Dutch market is still in a very early stage, so competition is needed. But RNN does not fulfill such criteria. I wonder if this is in accordance with the media laws."

In any case, the issue has also been taken up by politicians and questions are expected to be asked in upcoming sessions of parliament.
**EHR Top Newcomers**

- Artists that have never had a Top 20 hit before.
- Artists are listed alphabetically by artist.

**EHR Top 40**

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<th>LV</th>
<th>WOC</th>
<th>Artist/Title</th>
<th>Label</th>
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<td>LISA STANSFIELD/Change</td>
<td>(Arista)</td>
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<td>GENESIS/No Son Of Mine</td>
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<td>EXTREME/Hole Hearted</td>
<td>(A&amp;M)</td>
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<td>BELINDA CARLISLE/Love Live Your Life Be Free</td>
<td>(Virgin)</td>
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<td>CHER/Save Up All Your Tears</td>
<td>(Geffen)</td>
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<td>ENYA/Caribbean Blue</td>
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<td>TIFFANY/My Town</td>
<td>(Capitol)</td>
<td>27</td>
<td>17</td>
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<td>23</td>
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<td>TINA TURNER/Way Of The World</td>
<td>(Capitol)</td>
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<td>PM DAWN/Set Adrift On Memory Bliss</td>
<td>(Gee Street)</td>
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<td>ROXETTE/Spending My Time</td>
<td>(EMI)</td>
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<td>PET SHOP BOYS/DJ Culture</td>
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<td>QUEEN/The Show Must Go On</td>
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<td>ROXETTE/The Big L</td>
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<td>INXS/Nothing Like A Sunday</td>
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<td>ERASURE/Love To Hate You</td>
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<td>A-UA/Move To Memphis</td>
<td>(Warner Brothers)</td>
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<td>AMY GRANT/That's What Love Is For</td>
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<td>CATHY DENNIS/Too Many Walls</td>
<td>(Polydor)</td>
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<td>GUNS N' ROSES/Don't Cry</td>
<td>(Columbia)</td>
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<td>GARLAND JEFFRIES/Hey Look Back And Say No More</td>
<td>(RCA)</td>
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<td>SCORPIONS/Send Me An Angel</td>
<td>(Vertigo)</td>
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<td>GLORIA ESTEFAN/Live To Love You</td>
<td>(Epic)</td>
<td>25</td>
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<td>BELINDA CARLISLE/Do You Feel Like I Feel</td>
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<td>DIRE STRAITS/Calling Elvis</td>
<td>(Vertigo)</td>
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<td>CROWDED HOUSE/Fall At Your Feet</td>
<td>(Capitol)</td>
<td>26</td>
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</tbody>
</table>

**EHR "A" Rotation Performance**

- Artists who had already debuted include Lisa Stansfield, Genesis, Bryan Adams, and Brian Adams.
- Artists are listed alphabetically by artist.

**EHR "A" Rotation Leaders**

- Artists are listed alphabetically by artist.

**ARTIST/TITLE**

- **Artist/Title**
- **Label**
- **Total**
- **A**
- **B**
- **Add**

**Seal**/“Killer”

**Chad/"Slick"

**Al Green/"Joy"

**Kool & The Gang/"Life Is A Dance"

**De La Soul/"Me Myself & I"

**Tina Turner/"We Don't Need Another Hero"

**Michael Jackson/"The Way You Make Me Feel"

**Whitney Houston/"I Will Always Love You"

**Kid Creole & The Coconuts/"Door Of No Return"

**Aretha Franklin/"A Rose For Mama"

**Kool & The Gang/"Take It To The Streets"

**The Pointer Sisters/"Out Of This World"

**Kool & The Gang/"School Daze"

**The Real Thing/"I'll Be Good To You"

**The B-52's/"Love Shack"

**Paul McCartney/"The Longest Time"

**Whitney Houston/"I'm Your Baby Tonight"

**Stevie Wonder/"Master Blaster"
**Héroes Del Silencio**

From Spain

Album: Senderos des Traicion

On tour

- Nov 21st Zurich Dillons
- 22nd Bern ISC
- 23rd Basel/Liestal TheBlank
- 24th Liege Le Centre Cultural
- 27th Cologne Luxor

Dec

- 2nd Berlin The Loft

---

**El Ultimo De La Fila**

From Spain

Album: Musico Loco

Single: Cuando El Mar Te Tenga

On tour

- Dec 9th Winterthur Albani
- 10th Brussels Ancienne Belgique
- 12th Paris Elysee Montmartre
- 14th Hamburg Markthalle
- 15th Cologne Luxor
- 17th London Marquee

---

**Secret Mission**

From Norway

Album: Strange Afternoon

Single: Call Out Her Name

On tour (with Fish)

- Nov 1st St.Wendel Sportshalle
- 2nd Munich Theater Fabrik
- 3rd Milan Theatre Orfeo
- 5th Zurich Volkshaus
- 6th Neufchatel New York Club
- 7th Dusseldorf Philipshalle
- 9th Paris Olympia
- 10th Ludwigsburg Forum
- 11th Berlin Metropol
- 13th Copenhagen Saga/Pumphuset
- 14th Stockholm Palladium
- 16th Hamburg CH 3
- 17th Utrecht Muziekcentrum
- 18th Geleen Hanenhoef
- 19th Enschede Muziektheater
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YOUR COMPLETE GUIDE TO EUROPEAN RADIO AND THE RADIO-RELATED INDUSTRIES

Dfl. 135,-  US$ 84,-
DM. 120,-  £ 40,-
Ffr. 420,-  ECU 60,-
THE

EUROFILE RADIO INDUSTRY DIRECTORY

Cadena Ser
Gran Via 32, 28013 Madrid, Tél. (9) 347 0700,
Fax: (9) 347 0709, Tlex: 27638 ser, M2: Augusto Delkader,
Prod. Dir: Francisco Vela, Head of Music: Rafael Revert, Promo.
Dir. Javier Agustí, Sales Dir. Rafael de Benito, Chief Eng. Rafael
Bernardo.

Formats: AC, News/Talk, Sports, Music/Speech: 5/95,
Natl/Intl: 80/20, Target Group: 25 - 44, Male/Female:
51/49, Potential Audience: 32,043,960, Average Audience:
9% (2,960,000), Source: AM/FM, Broadcasting: Daily.

Broadcasting Hours: 0.00-24.00
Main music programmes: Hoy Por Hoy Mon-Fri. 9.00-12.00
News/Talk By Inaki Gabilondo. Matinal SER Daily
6.00-9.00
News/Talk By Juan Ramon Lucas. Carrusel Deportivo Sat, Sun,
18.00-22.00 Sports By Antonio Martina Valbuena, Pepe
Domingo Castain. A Vivir Que Son Dos Dias Sat, Sun.
9.00-2.00 News/Talk By Concha Garcia Campoy

Complete listings

Benedetti Francois RSR-COULEUR 3 (Sw/- Pub. Radio)
Benedetto Hued° de STUDIO UNO BROADCASTING (Spa/- Pa. Radio)
Benito Hareem Valencia RADIO EXTERIOR DE ESPANA (Spa/- Pub. Radio)
Benito lose Elude PORTOVIEJO RADIO (Soro - Pd. Radio)
Benito Rafael de CADENA SER (Spa/- PK Radio)
Benito Rafael Ortega RADIO EVERIOR DE ESPANA (Spa/- Pub. Radio)
Benito Jeronimo Rafael de GDM (GERENCIA DE MEDIOS) (Spa/- Sales)
Benna S ELLE ERE ELECTRONICA (Ita/- Pd. Radio/Cons/Eqpt)
Bennet Betty APOLLO ELECTRONICS (UK/- Eqpt)
Bennet Jean KCBC (UK/- Pn. Radio)
Bennet Daniel IMMEDIATE PUBLICITY (UK/- Promo)
Bennet !Joky ORCHARD FM (UK/- Pn. Rod/o)
Kenning (Kai H RADIO TON (Ger/- Pd. Rodin/Sole)
Benoit David KINGDOM TECHNOLOGY (USA/- Equip)
Bend Patrons METROPOLYS NETWORK (Do/- Pt: Radio)
Benson Don BURKHART/DOUGLAS ASSOCIATES (USA/- Cora)
Benson (Dont RTL 102.5 HIT RADIO (Baden/- Pn. Radio)
Benson Honey Bee BENSON PRODUCTIONS (Lux/- Prod.)
Benson Peter EUROPEAN BROADCAST SERVICES (UK/- Cons)
Bentley Owen BBC MIDLANDS REGION (UK/- Pub. Radio)

Index by contact name

34) FRANKEN
Consists of: City of Heilbronn. Main Tauber-Kreis,
Hohenlohekreis, Schwäbisch Hall. Population: 726,000, Area:
4,765 sq km. Density: 152 p/sq km. Major Cities (Pop 000s):
Heilbronn (111)

87.8 FM sdr 1. (Bad Mergentheim)
86.2 FM sdr 2. (Bad Windsheim)
80.1 FM sdr 3. (Bad Mergentheim)
91.6 FM sdr 4. (Heilbronn)
93.2 FM sdr 5. (Freudenstadt)
93.8 FM sdr 6. (Heilbronn)
94.9 FM sdr 7. (Heilbronn)
95.8 FM sdr 8. (Waldenburg)
96.5 FM sdr 9. (Waldenburg)
98.8 FM sdr 10. (Waldenburg)
99.3 FM sdr 11. (Waldenburg)

Index by broadcasting area

The most complete directory for the European radio industry has just been published!


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Position ...........................................................................................................
Company ........................................................................................................
Type of Business ............................................................................................
Address ...........................................................................................................
City .................................................. Zipcode .............................................
Country ........................................... Telephone ........................................
Telex ................................................ Telefax ..............................................

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