Columbia/Tristar, OK's Otto Join Viva Talks

GERMANY
by Miranda Watson

After months of uncertainty over the future of the proposed German cable music/entertainment TV channel Viva, two new investors have emerged, making the future of the channel look decidedly better. Columbia/Tristar is now involved in financial discussions, while MD and owner of Hamburg EHR station OK Radio, Frank Otto has stepped forward as a new national investor in the channel. Time Warner remains the third backer in the project.

Viva, which is to broadcast a 40% share of national product in its music output, had expressed its desire from the start to have a national investor in the channel. Otto's involvement has given the project some much-needed momentum, which has been lost over the past six months after a succession of U-turns by potential investors. Otto was unavailable for comment, but both OK Radio and a spokesperson for Viva confirmed his interest in the channel.

An insider at Columbia/Tristar in Munich says the company is in active discussion with Time/Warner about a third party involvement in the project.

This is the first positive news in the last six months for Viva. Media giant Bertelsmann put a spoke in the wheel early this year when it pulled out, saying it had no real interest in specialist TV channels. With its wide experience in the TV field, many thought Bertelsmann would have made the ideal investor and that without its backing Viva would... (continues on page 21)

Niamh Takes Eurovision Success Into Europe

EUROPE
by Mochgael Bakker

The benefits of winning a Eurovision Song Contest have been greatly diminished over the last few years. Many acts so far have gone down in history as one-hit wonders—anyone remember The Hertys, Corinme%b%e%res, The Bollysocks or Milk & Honey?—and getting the winning song out on a pan-European basis is a luxury that only a few enjoy.

Irish singer Niamh Kavanagh is reviving the value of the contest with her song In Your Eyes out on Arista worldwide—which is packing up very promising radio airplay along the side. The record is current... (continues on page 21)

No. 1 in EUROPE

European Hit Radio
U840
Falling In Love With You
(DEP International)

Eurochart Hot 100 Singles
HADDAY
What Is Love
(Coconut)

European Top 100 Albums
DIRE STRAITS
On The Night
(Vertigo)
It won't be the last.
includes the first single ‘In the Heart of a Woman’

#6 Debut in US Billboard Chart
Worldwide initial ship over 2,000,000 albums

Following the unequalled worldwide success of his debut album 'Some Gave All'

- 1992 World No.1 Best Selling International New Artist of the Year
- Over 9,000,000 albums sold
- Longest straight run at No.1 by a debut album in the history of the US Billboard Chart
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**Network Chart Signs With CIN**

by Mike McGeever

UK independent radio industry's network chart will undergo a radical change as from August 1, 1993, when it will be compiled and based on record industry sales figures. For the first time commercial radio's Top 10 chart spots will be the same as BBC Radio One's Top 10.

The chart content will be signed with CIN, which will tap its base of 1.500 retailers to compile the first ten spots of the Top 40 countdown chart based on that week's sales figures. Spots 11-40 will be compiled by research company Media Monitor and Selector using sales and airplay data. The incumbent chart compiled since 1984, MRIB has been collecting airplay data from around one-fifth of the UK commercial stations, and uses information from a telephone survey of independent retailers.

The new chart show will be produced by Unique Broadcast and launched as part of EHR Capital Radio FM/London's Expo 93 Festival of London next month. It will include audience interaction such as live links with artists and listener contests. The official show sponsor Nescafe will be replaced by Pepsi.

The one-year deal was greeted positively by Digital Radio Show chairman, who said the network would not bring a new audience to the commercial radio industry's programming conference in Blackpool on June 24. Chiltern Radio Network group programme director Paul Chantler believed that the "fresh and new beginning" would help raise the profile of independent radio in the UK, increasing interaction with listeners.

Meanwhile, CIN chief executive Adrian Wistreich says the development would result in an enhanced CIN to exploit the network chart across the independent radio sector.

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**ROWE NAMED PRESIDENT OF SONY MUSIC PUBLISHING WORLDWIDE**

President of Sony Music International,1 Second Place Music Publishing, Richard Rowe has been appointed president of Sony Music Publishing worldwide, it was announced by Sony Music president Thomas Motola. Rowe, who joined the company in 1989, became president of the division in 1992.

Rowe's appointment became effective July 1, and he is based in New York and report directly to Motola. In his new position, he will oversee the company's international operations and the international chart's sales figures. For the first time commercial radio's Top 10 chart spots will be the same as BBC Radio One's Top 10.

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**EUROPE AT A GLANCE**

**DENMARK:** Nielsen Starts New Sales Chart

A new sales chart has recently been launched in Denmark, backed by the national IFPI and compiled by Nielsen Marketing Research. Unlike the previous chart based on shipment figures, the new rankings are based on across-the-counter sales, assembled by a computerised, bar-code reading system. Nielsen will compile a weekly Top 100 Albums chart as well as a Top 50 Singles and Top 20 Videos. National publisher TV2 will air the chart in a one-hour Saturday afternoon programme from September 1, while radio and print rights are still being negotiated. The new listings appear in M&M on page 20.

†Michel Bakker

**HOLLAND:** Dutch Artists Featured On KRO Leidskade CD

Fifteen Dutch acts and two Flemish acts are featured on the first Leidskade Live! CD released by Phonogram. The CD features top Dutch groups such as De Dijk, The Scene and Sneeze Bee who have been featured in the past on the Dutch publisher KRO/Hilversum programme "Leidskade.

†Miranda Watson

**UK:** Licensed Repertoire Division Inks Inevitable Deal

Following its recent sales and distribution agreement with independent strike force company 3MV (M&M May 15), Sony's Licensed Repertoire Division (LDR) has entered into a partnership deal with Liverpool-based Inevitable Records. Earlier this year, the 3MV agreement brought LDR the Network operations. First Inevitable product sold and distributed via Sony Music Operations and 3MV will be Jack Roberts' Live As A Gun.

†MB

**GERMANY:** German Rap/Hip Hop Bands Unite Against Fascism

With the awful events of Solingen still fresh in everyone's mind, a rap compilation entitled Hip Hop Murals—Rap Gegen Rechts (Rappers Against The Right) is being released on July 12 by DCO Records/Rough Trade. The album is being released in conjunction with Prinz magazine, featuring 26 tracks by leading rap and hip hop groups including Fresh Familie, Rude Poets, Rheinreimer, Die Coolen Säue and N-Factor.

†MW

**GERMANY:** Radio Advertising 1992 Results

German stations ranked in DM987.1 million (app. US$603 million) in net ad revenue in 1992, up 4.1% from the previous year, according to the latest figures issued by S&P. Some DM605.8 million of that went to private stations (the survey does not include former East German stations or local stations in Bavaria and Baden-Württemberg). The top 20 stations are headed by four publics—EHR SWF3 (DM975/30), HR/Hamburg NDR plus (DM686.645), MOR/news WDR 4 (DM85.162) and NIT WDR 2 (DM80.719). Munich-based EHR Antenne Bayern is the leading private (DM72.804).

†MW

**SWEDEN:** 40 Private Frequencies Available in North, Centre

Some 40 private local radio frequencies will be made available in north and central Sweden following a meeting on June 16 between Swedish National Telecom Telestyrelsen, the local radio authority SLR and the Finnish national telecommunications group. The decision now paves the way for allocation of licences in the area. The north central is the first area to complete negotiations with neighbouring countries surrounding frequencies which spread over the borders.

Julia Sullivan

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**GAZZEL RECORDS SIGNS WITH WARNER — Swedish music publisher Gazzel Music recently launched its own record company, Gazzel Records, and signed a licensing deal with Warner Music Sweden for Scandinavia. The first release on the label is "We Take Care" by The Breeze. Pictured (l to r) are: Werner Sweden MD Hans Englund, Gazzel Music chairman Dog Hogegazel, Gazzel Music MD Rune Olswarm, The Breeze members Woodgrove and Staffan Olswarm and Warner Sweden A&R manager Bo Frolander.

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**MUSIC & MEDIA**

July 10, 1993
Virgin Pulls Out Of AFI, Criticises Organisational Bickering

ITALY
by Domenica Caroli

Virgin Dischi added another chapter to the controversy surrounding the fight for a single industry organisation by leaving the AFI last month. The long-established music industry organisation now competes with FIMI.

Polinski. The plans were dismissed by two music industry organisations - Russian and International - and were eventually dropped.

Antena 3 Appoints Alcalde To Be New Network Director

The new appointments are likely to lead the way shortly to a programme restructuring. Antena 3 is understood to be aiming more for an urban, middle-class audience and to be planning to offer a more solid base of news, sports, analysis and debates.

Antena 3 was Spain's sixth most-listened-to radio station in the first quarter of this year, after Los Principales, Cadena SER, Copie, RNE Radio 1 and Onda Cero, according to media researchers Estudio General de Medios.

Polinski Outlines Europa Plus Russian Network Plans

RUSSIA
by Emmanuel Legrand

French group Europe 1 Communications' Russian operation Europa Plus is making moves to become the first national private FM network in Russia, according to an announcement made on June 19 by president Georges Polinski. The plans were disclosed during a press conference outlining the group's strategy to create a multimedia group in the former USSR.

Europa Plus, which in 1990 was the first private FM radio station to broadcast in Moscow, has been granted a national licence, but it has to negotiate in each city with local authorities for local frequencies. To date, Europa Plus is available in seven cities - Moscow, St Petersburg, Samara, Volgograd, Nizhni-Novgorod, Togliatti and Yaroslavl-Sakhalskin, with a new one scheduled to open in Siberia. Polinski expects to be able to reach 10 cities by the end of the year, and 20 by next year.

Until now the Moscow-produced programme has been sent to the local outlets by tape - a system Polinski calls "hilarious", hampered as it is by the poor quality of transport in Russia. However, this is expected to be replaced "as soon as possible" by satellite transmissions to four different cities, using a transponder on a Russian military satellite. Plans to start this June have been delayed by technical problems, as four descramblers have been lost by the Russian customs. The operation will involve investments of US$10.000 per station to install satellite dishes.

Commented Polinski, "It's an investment for the future. I don't see how we can build up a network without satellite transmission."

"Sending tapes is not a relevant solution, even if it's less costly. We have plans for a station fourth quarter of this year, in Vladivostok. Can you imagine how long it would take to send tapes from Moscow? Satellite is the only way to create a network and allow some interactivity."

Among other steps outlined to extend the company's global activity, Polinski included plans to become involved in TV production activities, both on news and entertainment programmes; setting up a 24-track recording studio in St. Petersburg for local and international acts; publishing a monthly magazine in English and Russian; and even launching a Loto game in association with Russian authorities.

Europa Plus Moscow was the first joint venture between an international and a Russian broadcaster. It's two main shareholders are Europa Plus Europe and France (a partnership between broadcaster Europe 1, financial organisation Caisse des Depots, London, French daily Ouest France, state-owned financial holding Sofradir and Polinski) and Russian state-broadcaster Gosteleradio. The split between the two is 51-49. Gosteleradio is mainly a silent partner, although it does create some synergies, said Polinski.

Operating in Moscow since June 1990, and St-Petersburg ever since January 1991, Europa Plus claims over 9% of Russia's radio audience with some 14 million daily listeners, according to an October 1992 Gallup survey. Advertising revenues are expected to reach around US$2 million in 1993.

This is the time to book your advertisement or enhanced logo listing for the 8th edition of the European Music Industry Directory Call Music & Media now at tel. (+31) 20.669.1961.
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You really, really had planned to register in time. You even made a note in your desk diary: "August 19-22nd - POPKOMM.93, Cologne". But, for some reason or other, you didn't. You just couldn't find the time. So you put it off some. And then you put it off some more. And now, finally, all the time you once had to register in time for POPKOMM.93 has run out. Too bad.

But we have got a solution for you: Just come to Cologne anyway. And register for POPKOMM.93 once your here. Take advantage of what we call "walk up registration". You will not get your and your company's name printed in the catalogue like you would have with prior registration. But you will still get to take part in Germany's biggest pop music industry fair. You'll have the opportunity to meet thousands of professional people from every aspect of the German music business. Not to mention those from other European countries and from the US. You can compare notes and collect news and information. You'll take part in the POPKOMM Congress with it's profound and extensive discussions on all the topics, developments and problems that matter to the industry at the moment. The POPKOMM Festival will feature about 200 bands and solo artists from Germany and other countries - and with your POPKOMM pass you'll be allowed into most of the concerts and parties for free. And afterwards, you might want to promise yourself not to forget to register next time. But for this year, this really is the last time you'll hear from us.

August, 19-22nd, 1993 - Cologne Fair Congress Centrum Ost

For further information, please contact: POPKOMM GmbH, Rottachdorfer Str. 6, 42329 Wuppertal, Germany Phone: 49-202-278310, Fax: 49-202-789161
RMC Drops AM Transmissions, Riviera Starts Testing

ITALY
by Mark Moes

Italian national ACE network Radio Monte Carlo (RMC) ceased transmitting on its powerful AM station on Monday, June 21 after two days notice. The network, owned by Alberto Hazan's Rete 105 group, continues to broadcast on its national chain of FM relays, while the AM transmit has been reprogramming to Monaco-based English-language N/T ACE Riviera Radio.

The 702 KHz signal was rented from RMC's French holding company for an undisclosed sum, and there have been rumours that RMC Italy would drop AM due to its costs. Rete 105 spokesman Eduardo Hazan maintains that RMC Italy would return to its AM spot. "We are undergoing technical work and will be back on our own AM frequency soon," he says. "We are doing everything possible to improve our service to both listeners and clients."

Radio Stad Switches To Dance Format

BELGIUM
by Mariel Moes

Antwerp-based AOR-formatted Radio Stad will undergo a major restructuring following the outcome of a meeting held by the board of the non-profit organization "Radio Stad vzw" on June 17. Station chairman Wim Merckx has stepped down as part of the changes, in which the station was bought out by a consortium of new owners. Although no details have been revealed yet, the consortium reportedly includes several Dutch investors and clubs from the Antwerp region. Candidates for the frequency included Antwerp FM, station Radio Antigone and the local Radio Contact outlet VRM. It is suspected that the move is a way of circumventing the rules laid down by the Flemish media council, which prohibits foreign-operated stations. According to the legal spokesman for the new board members, the official name of the station will remain Radio Stad, but the station will introduce all programming in the house-dance format — under the tag "Channel X." The profile of the station will change completely, linking up with several discs in the Greater Antwerp region.

Although the spokesman refuses to give more details on the deal, insiders estimate that some BFR 150 million has been paid for the station and its frequency.

Radio Stad started transmitting in 1981, offering an alternative to the EHR stations already broadcasting there. Financial problems then caused the station to cut in operational costs, and it was taken over by radio operation company MEE, subsidiary of TV Ekspress. The station broadcast from the kitchen of Radio Ekspress with computer-operated tape-decks and CD players. Economic problems have forced it to change format several times, including EHR and Gold.

Trade Ties Agreement To Bolster Anti-Piracy

EUROPE
by Morline Edmunds

International copyright conventions and anti-piracy efforts in Eastern Europe are expected to receive a boost as a result of the European Community's recent decision to expand trade ties with six former Communist countries.

Although the spokesman refuses to give more details on the deal, insiders estimate that some BFR 150 million has been paid for the station and its frequency.

The vote represents "an important first step towards opening up the region, and could especially help tighten the noose around pirates and companies engaged in copyright infringement," according to London-based KPMG Peat Marwick media analyst Simon Hazelajet.

Philippe Kern, the former advisor to IFPI agrees. "EC copyright directives specifically forbid piracy," says Kern, and the trade agreements will force those countries to upgrade their legislation within a specific time frame. Says Kern, "With the arrival of market forces in those territories, everyone believes they can become a producer. They simply copy or import phonograms without worrying about specific authorisation. Currently, the real copyright owner has no means of preventing this from happening."

"The main change for the phonographic industry will be to provide specific rights to producers. Producers can carry out anti-piracy campaigns, and the new territories will hopefully provide civil or criminal penalties.

London IFPI spokesperson Lisa Gordon reports that her organisation is carrying out extensive efforts in Poland to combat piracy. Gordon says there are ways to eliminate piracy without copyright legislation. But the European Commission, which is pushing these trade ties that brings Central and Eastern Europe in line is going to help combat piracy, because copyright protection does exist within the EC and we can use it."

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DBM Label To Focus On High-Quality Recordings

HOLLAND
by Maasghe Bibker

Now that the CD boom is over, what is the next step in the market- ing of digital music recordings? According to Wouter Tabernal, co-MD of the newly launched Dutch DBM label, high-quality recordings will be the trend of the future.

"At least 40-50% of CD recordings are below the average," says Tabernal. "We are interested in the so-called 'audiophile' recordings: more emphasis on natural, direct to two-track registration, with no overdubs. Although it requires a more intense and concentrated performance from the musician, the reproduction on CD is closer to the actual recording sessions."

DBM (Dynamic Brothers Music) combines the talents of brothers Wouter and Peter Tabernal, who launched a CD-only retail outlet in Holland some years ago and are now licensing a variety of audiophile labels for the Benelux, including Proprius, Audiosoque, M.A. Recordings, Vital Music and Wilson.

Despite the emphasis on high-quality recordings, the label is not losing sight of artistic values, says Tabernal. "Artist marketing remains central and our real experience will help in this respect. We know pretty well what appeals to the consumer and this knowledge will always form the basis for marketing the [licensed] labels." Artists promoted in the Benelux include Robert Lucan, Dave Holland, and Charles Jordan and Swedish saxophonist Arne Domnérus.

DBM will employ three sales people plus a marketing and a promotion manager. DBM also intends to move into direct Internet signings and an own label imprint is expected before early next year.

For more information contact tel: (+31) 20.636.0838; fax: 63.7381.
Local Acts Add Spice To Programming

by Steve Wonsiewicz

Local. That one word just about sums up radio's appeal to listeners and advertisers. Musical tastes vary from market to market and smart programmers constantly work to learn the musical nuances of their audience.

Regardless of format, programming local artists can play a key role in reinforcing a station's image as a music trendsetter in the market, as well as supporting the area's bands, and with the ratings rise of national-music-only formats and the dominance of public and private networks, programming local acts can be a key weapon in avoiding audience erosion.

Johan Bring, programme director at EDR (European Dance Radio) Hit FM/Stockholm, devotes about one-third of the playlist—about 21 of 60 titles—to local and national Swedish acts. "We've always supported local talent because it's in our best interest, and we add local artists to our playlist every week," he says. "Our listeners demand to hear new acts. We were playing Army Of Lovers and Clubland way before they really broke on a pan-European level."

"One example of helping break a local act was when we played 'Unplugged At Home,' once a week, about a band or artist to play in someone's home. The first one was from the Big Geraniums, who are a hot band on the way up in Dublin. We hope to turn the programme into a kind of local, neighbourhood event, complete with a live remote." The 'Unplugged Irish' segment has already been picked up as a feature in the local newspaper The Daily Star, and is cross-promoted on both mediums. On the possibility of songs by local bands being added to the full-time playlist, O'Brien says, "It all starts from the Seven At Seven programme. There's a couple of reasons for that. Many local artists are not ideally suited for our format, which targets a 20-40 demo. We hope people will get more exposed to new bands from Seven At Seven's 'Unplugged At Home' series and that those artists will eventually crossover to our format. 'Unplugged At Home' couldn't be better for a format like ours, given the success of Eric Clapton and Rod Stewart's MTV 'Unplugged' albums. We want to give local bands—who get great reception in the pubs—more exposure to our audience so they will eventually accept them."

One example of helping break a local artist is Mary Black. "One is a one-hour programme called the 'Top Seven At Seven' in the evening on Mondays-Fridays," he says. "It's literally a call-in show for the audience's favourite songs during which we also feature a new local band. Within that programme that we have a feature called 'Guaranteed Irish' in which one of our staff members talks about a local group, like the Crying Dols, which is an up-and-coming band. Then we play a song by the band."

"The other thing that we're excited about is a 30-minute programme called 'Unplugged At Home.' Once a month we get a band or artist to play in someone's home. The first one was from the Big Geraniums, who are a hot band on the way up in Dublin. We hope to turn the programme into a kind of local, neighbourhood event, complete with a live remote."

"There is a push in this country to get more Irish music played on the radio. We are telling the labels, 'Hey, you give us the right product and we will play it.' But you do have to have quality product. You do have to record the kind of product the public wants. Listeners in Dublin have a definite thing about music. If you don't play what they like, they'll tune you out."

"We've always supported local talent because it's in our best interest, and we add local artists to our playlist every week. Our listeners demand to hear new acts." - Johan Bring

Comments head of music Keith Pringle, "I think it's safe to say there is positive discrimination for local bands. There are two good reasons. One, which is the most obvious, is that people in Manchester are very proud of the city and its music. It makes good sense to play it. The other thing that I think is our unique selling point over our main rival [EHRI] BBC Radio 1 is our localness. It's one way we can do something they can never do."

Pringle says there are three things that influence his decision to programme local talent. He explains, "There's your natural gut reaction as to how good you think the record actually is. Also, a lot of the DJs here have really good connections with the 'street' and what the vibes are for certain acts, which I think is quite important. And thirdly, we do a lot of music testing research. We test all new music each week."

Pheidias is working with at least one band, a local band, for local artist spotlights. "During the Thameside Festival we are going to do an outside broadcast of 'IQ' from a pub outside Manchester in Ashton," Pringle says. "We will get a lot of local bands there, along with a few more established names like James and Inspiral Carpets, who will be there just to chat. It's an image thing, really. There aren't going to be loads of people there actually just a spotlight. 'But it's a great scene just to get the radio station out in the grass roots of the music.'"

Despite the special programme, a lot of local artists still aren't making the core playlist, says Pringle, who leaves adds to his main DJs. Commenting on some of the acts which have moved from 'IQ' to the main playlist, Pringle says, "The Sugar Merchants moved because of the airplay from their sessions. They managed to get a publishing deal with Chrysalis. And then there is a band called the Joy, which has put out a self-financed single, which is getting a lot of exposure."

"On other things which crossed over, obviously there's the latest Sub Sub record which we were playing a lot before it became popular, and also Eskimos & Egypt and their song 'Fall From Grace.'"
We demand your attention for a classic contradictio in terminis. In these days of the hip "retro" phenomenon, why not go back to the days of so-called "progressive" rock like Italian Matilda Mothers. Creative masterminds Jean Marc Calmi (keyboards and sampling) Luca Rosi (vocals, guitar and percussion) go back in time, to roughly Pink Floyd's "pre-wall" period. It was prior to the era of blow-up pigs in space above football stadiums, when imagination and hallucination were still duelling for the sake of creativity. In short, when avant garde still meant to be ahead of your time.

Their second album Life Needs A Melting Scarecrow is a trip through long forgotten psychedelic landscapes. Hippy sonic experiments are interluded by more accessible pieces of work, like the cover of Pink Floyd's Lucifer Sam, out of the days when Syd Barrett was the musical director. That song, remade by numerous garage and trash bands, is regarded as one of the most cherished relics of the '60s.

For Rosi, who has lived in New York for the past seven years, this time travel to the heyday of progressive rock is quite logical. "It's the music we listened to when we were young. We loved all that stuff from Jefferson Airplane to King Crimson. The two of us share a deep interest in avant garde artists. Integrating natural sounds, like sampled animal noises is another hobby horse. Our debut album Old Pictures had almost a soundtrack-like character. The new concept album is more rocky and jazzy, and boasts a live sound. Most session musicians we've worked with come from the world of jazz."

Apart from a great deal of improvising, Matilda Mothers also provide true pop songs like Master Of Depth, Axeleyne and the rather manic Lonely Sweet Doll. Guest musicians include the late Chet Baker's flautist Nicola Stillo, and harmony vocalist/sax player Roberto Laneri, providing moments of peace.

It's difficult music, but certainly worth a try. Thanks to Chris Blair's mastering at the Abbey Road studios the sound quality is not only optimal but also very authentic. Small wonder, the man did this work before for the Floyd's Roger Waters and the Alan Parsons' Project. The engineering part of the recording job was handled by the band itself.

A quarter of the profits from this independent production will go to Caritas Internationalis to help the orphan children of Uganda. The Rome-based Interbeat label is looking for partners abroad, willing to license or distribute the CD. If you're interested, call Luigi Piergoavanni at tel (+39) 6.5091 5353; fax: 6.5091 7200.
Héroes Del Silencio Pour New Wine

"Eagerly awaited" is one of the most used clichés in the business. But what if both Héroes Del Silencio's new single "Nuestros Nombres" and album "El Espíritu Del Vino" entered at number 1 in the Spanish charts, as they did? There is no better indicator of the anticipated after a three-year recording break since the "Senderos De Traicion" album. Radio appetite for it was very strong: the "Love W' Peace" single and its 12" double mix entitled pack-the only drop of water poured into the Spanish wine is that an English translation of the lyrics is presented next to the original lyrics in the CD booklet.

EMI Hispanoamericana international manager Ana García Villas-Boas thinks that the Spanish lyrics are one of the main attractions for foreign acceptance. "I've seen the band several times performing live in Germany, and the crowd knew the songs by heart. They sang along with all the words! I can still hear Entre Dos Tierras. The language barrier didn't seem to bother them at all. The Héroes are a very powerful rock band, and in another language they would lose a great deal of their strength. Maybe in pop it would have been possible, but certainly not in rock."

The lead off single Nuestros Nombres is an unexpectedly hard rocking tune with a grunge edge to it. Even more surprising, that didn't scare off programmers in their newly conquered territories, where the "conquistadores" have to defend a sales base of 250,000 copies in Germany and 100,000 in Italy. As achieved with the last album. Number One Radio/Brescia head of music Rudy Zerbi says that Lombardy is probably the most rock-minded area in Italy. "Vasco Rossi and Ligabue have their biggest successes here, and our station has to react to this love for rock. I must say that I was surprised when I first heard the single. It takes a lot of courage to harden your sound. After the Senderos De Traicion album they could have easily opted for a softer, more commercial direction, but they didn't." On June 11 Zerbi gave the song "Yesterday and Today" programme slot. It was played five times that day along with five old songs by the Héroes.

In Germany new rock-oriented EHR outlet ORB/Fritz/Berlin jumped on the song like a jackal. Programmer Bernd Albrecht is a fervent benefactor of Héroes Del Silencio. "All employees here come to the first place—and now we continue our support. It's a hard song, but that's okay with us. We know that this band has its place. Lots of people like loud music, and we're still looking for our own niche on the very narrow radio market in Berlin. Our first choice is to be a bit rocky." La Strena Varada. Tumbas De Sal, Bendecida and Los Plazaere De La Prohibición are the album tracks which Albrecht has picked out of the set.

García Villas-Boas says that from cult status in Germany EMI is now trying to expand to something bigger. "In Germany so far the 15-25 demo was interested in the band, as opposed to the 15-30 demo in Spain." With the live performance at the "Rock Am Ring" festival near Koblenz in June and a nationwide radio campaign with over 150 prime time spots in the first two weeks of July—in the same period as another one on MTV Europe—the map of Germany is covered more than sufficiently. According to Zerbi, who was previously a concert promoter, the level of acceptance in Italy is already across all ages like in Spain. "If I would still be in that role, I would have organised a club tour instead of the bigger venues. Full houses will be guaranteed." An eight-week campaign with 10 spots per day has been bought on Video Music. On the radio side, similar, but one-week only, maneuvers have been previously a concept promoter, the level of acceptance in Italy is already across all ages like in Spain. "If I would still be in that role, I would have organised a club tour instead of the bigger venues. Full houses will be guaranteed."

"Call that solo? Maria McKee is on her European tour practically accompanied by her old band Lone Justice."

Now that Richard Janssen has launched his Shine solo project on BMG, Warner Music Netherlands has released the first two albums by his previous band Fatal Flowers on one CD, the generously titled mini debut album and Younger Days.

Disposable Heroes Of Hiphoprisy plan to release an album of readings by William Burroughs set to a jazzy hip hop beat.

Texan blues from Holland. From now on Darren is the official European licensor of Austin's Antoine's label.

Like father like son. A.J. Croce is following his late dad Jim's footsteps. His self-titled debut album on Private Music is co-produced by T Bone Burnett and John Simon and breathes a similar love for early 20th century music.

Watch out for Martiha Carey's new single Dream Lover, a passionate ballad sung with heartfelt conviction, to hit your desks on July 27. Carey's new album, tentatively entitled Hero, will be out on August 24.

Black Machine Generates A Heatwave Again

SPAIN

by Robert Tili

In its first week the new Héroes Del Silencio album is also charted in Germany (60), Switzerland (8) and Italy (18). The Spanish epic is unprecedented. Unlike other bands from the Iberian peninsula, these guys have never compromised their mother tongue for international exploitation. Never have they sung their songs in English or French. Still they make quite an impact abroad, which has given them the status of international priority act for EMI. On the again Phil Manzanera-produced El Espíritu Del Vino the only drop of water poured into the Spanish wine is that an English translation of the lyrics is presented next to the original lyrics in the CD booklet.

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Black Machine Generates A Heatwave Again

ITALY

by Robert Tili

Question: What's black, makes a lot of noise and swings like hell? Answer: Black Machine. With one minor European hit in the end of 1991 on its account—How Gee with that perpetual sax riff—the Italian dance act has caused lots of slippery dancefloors. New frontmen, Alasassane Wat and Harry Dee are bound to do it again with the new Love 'N Peace single and album. No sweat!

He who has tasted success always has an appetite for more. The engine of Black Machine is running full blast at the New Music office in Milan, and MD Pippo Landro is unstoppable. "We now intend to conquer the world. The 11-track album is perfect for the UK and US market. So far, Black Machine has been a familiar name in the clubs. We now want to move from the dance to the official sales charts. At the moment we're looking for the right partners in the various territories."

With a limited edition 8-track double 12" single, the indie supplied potential partners with a glimpse of things to come. All tracks on this Double Mix entitled package will be included on the September release album. The goal on the domestic market is to at least equal the amount of four top 10 hits as scored with the singles off the debut CD The Album.

The new tracks betray a great interest in the works of "super bad" James Brown and the JB Horns. A funky rhythm guitar sets the pace on the first single and title track. Fred Wesley's spirit is tangible on the trumpet-dominated track Black Nation, which is featured twice—in an instrumental and a rap version. The Way Of Africa is based on Toto's 1982 world hit Africa. The well-known inventive rhythm pattern of the late drummer Jeff Porcaro is intensified by the use of more percussion, both electronic and manual. It looks like Black Machine will cause a heatwave in clubland and with a little luck in the charts too this summer. Paraphrasing on Stevie Wonder's words: it will be hotter than July.

Signed to and managed by PLM/New Music.

Publisher: Lampi.

New (album and) single: Love 'N Peace.

Album is at number 12 in the RAI chart, while the album is to be released in September.

Most tracks were recorded Maryhouse/ Milan.

Producer: Ottomix.

"Marketing the Music: Artists featured have achieved Top 15 chart status in their country of origin."
SINGLES

BLUR
Chemical World - Food
A/EHR
PRODUCER: Blur/Langer/Winitory
Enter Blur’s laboratory, where the psychedelic era has been reconstructed in the most digestible way. Take a bite of this “space cake.”

TAYLOR DAYNE
Can’t Get Enough Of Your Love - Arista
EHR/D
PRODUCER: Robert Clivilles/David Cole
Long time no see, but now she rolls out of the C&C Factory for a pop/dance rendition of the Barry White classic. You can’t get more sensual than this. Moving up the EHR Top 40 chart of this week.

LET LOOSE
The Way I Wanna Be - Vertigo
EHR
PRODUCER: Nicky Graham
From east to west, people are taking on that fresh boy image. That’s the way they wanna be. With those very effective harmony vocals, the chorus lingers on longer than you would like to admit.

ZIGGY MARLEY & THE MELODY MAKERS
Brothers And Sisters - Virgin
EHR
PRODUCER: Ziggy Marley & The Melody Makers
No studio tricks, just musical kicks. After many excursions into pop Ziggy goes back to his parent reggae roots. Will Ziggy have another “biggy” in the charts? Already reported on 17 EHR stations.

MIDNIGHT OIL
My Country - Columbia
R/A/EHR
PRODUCER: Nick Launay/Midnight Oil
Apart from the heavy guitar interlude, tinkling piano is the hook of this song, in the same way as on U2’s New Year’s Day. Funny, it has the same title as Gloria Estefan’s new single, but then in English.

SHARA NELSON
Down That Road - Cooltempo
D/EHR
PRODUCER: Michael Peden
Going down the same dance road, the triumvirate that started with Des’Ree and Gabrielle is now complete with Shara who sang with Massive Attack before. The trumpet accents are very Herb Alpert-like.

THE POPPIES
Four Songs EP - WEA
A/EHR
PRODUCER: Clifford Lane/Kevin Killen
It’s not a reincarnation of the French boys choir Les Poppys, this is the American answer to Roxette. The track That’s What We’ll Do with the Hey Jude-esque epic final in the top ten.

CHRIS REA
Too Much Pride - East West
ACE/EHR
PRODUCER: Chris Reo
Everybody is on the beach again, and Rea provides the right laid-back music for those sun baking and listening to their ghettoblaster.

TOWER OF POWER
You - Epic
EHR/ACE
PRODUCER: Emilio Castillo
TOP’s horn sections belongs to one of the most sought-after sessionists in soul and rock. Check out this mid-tempo groover with trumpet eruptions, and you’ll understand why.

U2
Numb - Island
A/D/EHR
PRODUCER: Flood/Fino/The Edge
Achting baby, U2 takes “Red Boot.” Sailing on the electro and techno waters, the Edge is the singing captain on this weird “Numb-er,” and Bono is that skipper in the background. At first hearing it seems an almost unprogrammable piece of music by a lesser known band, but not for Top Music/Strasbourg head of music Hervé Petit. “On its Zooropa tour U2 hit our town, and we premiered the single one week prior to the official release. In that atmosphere of expectation—the event of the year—the song could do no harm. Actually I think it’s much easier to air than The Fly, the first single of the last album that verged on hard hard rock. For this new one the band is clearly inspired by the dance movement, which is finally accepted in France as well. We got many phone calls for it, all asking for more. We would enter it in EHR this week.

JEFF KARE
Reggae Music - Second Hand (UK)
PRODUCER: S. Antonius/E. Wolffs/ G. Henriksen
With such a title you know what you get, don’t you? Still some explanation is required. Before raggafluffer, rapping on a ragga beat was the only way you know how, you can hear on this highly commercial tune. Contact Peter Lewskyi at tel: (+44) 617206426.

LUCIE BILA
Misanal - Monitor (CD) (Czech Republic)
PRODUCER: Ondrej Soukop
Again, theatrical rock with an opera flavour comes from behind the now lifted iron curtain. Lucie Bila is the Nina Hagen from the Czech Republic and she’s “unbeschreiblich weiblich” too. Contact Vladimir Kocandrle at tel: (+44) 42031111; fax: 42068960.

FULL METAL JACKET
Full Metal Jacket - Polton (CD) (Poland)
PRODUCER: Tom Tom
If you want to wear a jacket for all seasons, this one will do. It’s metal, but not too heavy. Because of the hip hop injection it’s light enough to enable you to jump to this music. Contact Jan Chojnacki at tel: (+48) 223734000; 22360190.

ALBUMS

BILLY RAY CYRUS
You Won’t Be The Last - Mercury/C/R/EHR
ACE
PRODUCER: Joe Scarfi/Jim Cotton
The prosperous Some Give All album is a hard act to follow, of course, but again Cyrus has given all he has. With a powerful song like Words By Heart and a tear-jerker like the title track, the question arises how big would Springsteen be if he made a country album, because Cyrus is completely up Bruce’s (E)-street. Elvis looks over his shoulders on the ballad When I’m Gone with the potential of Are You Lonesome Tonight. Ain’t Your Dog is the Achy Breaky Heart on this album.

AN EMOTIONAL FISH
Junk Puppies - East West
A/R
PRODUCER: Alan Moulder/A.E.F.
The Fly, the first single of the last album was recommended for format or programme use. If the night time is the right time, then this is the white variant of something like Glenn Medeiros meets Bruce Springsteen. With vocals sounding as if recorded at the bottom of a well and the guitar-driven ambience of the songs on a par with the best of what the Irish alternative guitar-scene has on offer, the band shines on a collection of enjoyable tracks not least of which is first single Rain. From there on the weather only gets better.

GLORIA ESTEFAN
Mi Tierra - Epic
ACE
PRODUCER: E. Estefan Jr./J. Casas/C. Ostwald
Mi Tierra is “My Homeland” in Spanish. This CD means sort of home coming for Gloria who explores her Cuban roots, although not a native speaker. Attempts at this traditional style in the past were close but no luxury cigar. This time, however, you can smoke a real Havana. Pour yourself a Cuba Libre rum too, because this album will lift you through the summer.

JUNGLLE BROTHERS
J. Beez Will The Romance - Warner Bros.
D/A/EHR
PRODUCER: Jungle Brothers
The “J. Beez” were true JB—James Brown that is—deads on Done By The Forces Of Nature, the best hip hop album from 1989. In four years time the artistic direction has been changed from nichly to almost militarily arranged rap like the last Gang Starr album. The Book Of Rhyme Pages is worth leafing through for adventures EHR programmers not afraid of the parental advisory sticker.

Masters of Reality
Masters of Reality

SUNRISE ON THE SUFFERBUS
Sunrise On The Sufferbus - Chrysalis
DEF AMERICAN
R/A/EHR
PRODUCER: Chris Goss/Ginger Baker/Googe
In Europe the retro rock experts stick with Def American, while they’re on Chrysalis in the US. The band have always been compared with Cream, and with the entry of its original drummer Ginger Baker the comparison is more evident than ever. Hear him lashing the drums with train-line speed on She Got Me When She Got Her Dress On. Frontman Chris Goss has grown as both a singer and composer. The way he delivers Jody Sings is close to k.d. lang’s Ingenue set. “Masters Of Variety” we say!

ORCHESTRAL MANOEUVRES IN THE DARK
The Liberator - Virgin
EHR
PRODUCER: Andy McCluskey/Phil Coxon
What would OMD be without electricity? Plagued forever is McClusky’s fate, but he can live with it. Those who say synths and their "pilots" can’t sound lively should listen to the Barry White-produced current single Dream Of Me (Based On Love’s Theme). The sure to be future hit Sunday Morning (The Velvet Underground classic) with synthetic xylophone, bass and guitar impeccably depicts that almost unforgivable feeling. Well, that’s human!

TIM WESTON & SHELLY FLINT
Providence - Soul Coast
J/ACE
PRODUCER: Tim Weston
If the night time is the right time, then this music is best for the easy listening type of programmes. Flint’s silk vocals match perfectly with Weston’s hyper relaxing jazz guitar. Love And Consequence isithought-provoking for heterosexual lovers, while Levitation is an uplifting instrumental.
CREATING POWERFUL, PERSONAL RADIO

Make Your Programming Strike A Chord

What is powerful radio? "I always know when I hear it ..." is the answer most programmers give when you ask them to define it. But when asked specifically to break it down into elements, they often cannot do it.

by Valerie Geller

The essence of powerful radio is hearing anything on-the-air that rings true, causes you to react, feel, laugh or cry, that touches you deeply. It's also anything that makes you want to keep listening to the radio station on the chance that it will happen again.

In working with stations around the world to emphasize creativity, stimulating the best performances from the air-talent and most interesting up-to-date information, I've noticed certain common threads that run through every great and connected radio moment.

First, the audience must care about what is being said. It must matter to them and touch their lives. The content or topic must reach them in a real and true way. And it can never be boring, otherwise the audience tunes out.

Often it is the music itself that touches the listeners, or the news, but I believe the richest source of powerful radio comes from the personalities of the programme presenters on the air.

The key to personality radio is to have a personality. That means having a rich and full life with lots of experiences to draw on. Having a rich and full life is the answer most programmers give when you ask them to define it.

Emphasize the positive. Start out the session with the stuff they do right.

Give them consistent feedback for good work.

Always tell them the truth.

If they made a mistake, they know it. It is their worst critic. They know their own strengths and weaknesses better than you ever will.

If they made a mistake, they know it. It is not necessary to beat them up about it. Acknowledge it, then move on.

Allow them to express their feelings: rage, anger, embarrassment and pride.

Adequate their accomplishments.

Give them consistent feedback for good work.

Always tell them the truth.

Think before you speak. Criticism goes in very deeply.

Very rarely will a fully developed powerful radio personality land on your doorstep, ready to go on air in your most popular time slot. Potential talent must be trained and nurtured.

Take a risk, try things. Dare to be great.

Be who you are on the radio. Have fun.

Love it when they sense you are like them.

If you don't know something, it's alright to say you don't know. In fact, audiences love it when they sense you are like them.

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Take a risk, try things. Dare to be great.

Many programmers argue that truly great personalities are hard to find. I agree with them. They very rarely will a fully developed powerful radio personality land on your doorstep, ready to go on air in your most popular time slot. Potential talent must be trained and nurtured and helped to grow. Radio personalities must be developed and worked with.

One way to do this is for the programme managers to give regular constructive feedback to their people on air with consistent aircheck sessions. Develop your on-air talent with a tape critique or aircheck session, a method that can work to improve the performance of your presenters and personalities.

Keep in mind that the listeners will stay with a show if there is a chance that the presenter will hit on a moment that rings true for them. There is a lot of faith involved.

...that too.

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Take a risk, try things. Dare to be great.

Some final thoughts about airchecking. If a programme director believes in the talent of the broadcaster, it can mean everything to that air-talent. And sometimes the encouragement and genuine belief of the programme manager can actually help lift the presenter up to the next level of performance. These people are fragile. They have delicate egos and must be treated like artists. They are performers. No show will be great. They will make mistakes. That is alright as long as they keep growing and trying things. Without breaking the egg, there is no omelette. Without failure there is no success. The best managers understand that making great radio is like making art, it is a process, it is not always consistent.

But keep in mind that the listeners will stay with a show if there is a chance that the presenter will hit on a moment that rings true for them. There is a lot of faith involved.

Personality radio works and by creating powerful radio you create successful radio by attracting and keeping listeners in the target audience.

By carefully ensuring that the music mix is right for your station, that the news and information programming is interesting, relevant and serves your community and you are making the most of your personalities on the air, you are on your way to creating great and powerful radio.

Very rarely will a fully developed powerful radio personality land on your doorstep, ready to go on air in your most popular time slot. Potential talent must be trained and nurtured.

Work with a variety of stations throughout Europe, I was surprised to learn that there is very little aircheck critiquing going on at the stations. When someone makes a mistake, they get yelled at, that seems to be universal, but a structured session with a programmer or manager actually sitting down with the person on the air and going over the tape in a constructive manner is rare.

In the US, programme directors regular set aside time each week to go over show tapes with the on-air talent. These tape critique-aircheck sessions serve several functions. These tapes allow the air personality to hear the show more like a listener in the audience. (You would be surprised at how little the presenters listen back to themselves.) Another point, when the presenter listens with another person in the room it's somewhat easier to hear the habits they may have fallen into, mistakes they have made, as well as the powerful, fun and great moments on the radio. The goal of the aircheck session is to consistently allow the talent to improve over a period of time.

Another side benefit of the aircheck session is that the person on air feels paid attention to. Validated, the presenter feels that his/her work counts. And that is very important to the people on the radio.

If you are interested in beginning a series of aircheck sessions there are some tips and techniques that may be helpful to you:

- Always end the session with an achievable goal you both agree on to be accomplished for the next meeting.

- Be very clear, very direct and non-emotional.

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Station Reports

Station reports include all new additions to the playlist indicated by the abbreviation TC. Reports from certain stations will also include a "Power Play" (PP) mark, which indicates special emphasis for the week, as well as other new albums indicated by the designation "AL." Within each country, stations are generally grouped by market and listed alphabetically by market.

Hot! Hot! Hot!

New on No. 84 in the airplay charts!

Kraftftr: RSH and Radio Regenburg

Hottest club reactions all over Germany and new releases coming up throughout Europe!

This is an all-out smash add it now!

Believers are:

RSH

Radio Hamburg

Radio Regenburg

SR 1

WDR 1

BR 3

SRR 1

Radio 100,5

Radio Regional

OK Radio

Radio Brandenburg

sir price declaration (DAP)

- RSH
- Radio Hamburg
- Radio Regenburg
- Antenne Bayern
- WDR 1
- BR 3
- SRR 1
- SWF 3
- HR 3
- Radio 100,5
- Radio Regional
- OK Radio
- Antenne Brandenburg

A Time Warner Company.

www.AmericanRadioHistory.com
Station Reports

In Germany:

INNER CIRCLE

The "BAD BOYS" Are Back

Top 10 in U.S.

on Euro-Tour Now!

14

Don't talk about it... don't waste one more day...
That's how I like it... let's DO IT THIS WAY.

DIE WOLVES DROWN!

This double A-side single is now being played by the following radio stations:

CIS: Radio Kuku
Czech Republic: Hitradio BonTon Prague


Germany: Europawelle Radio Saar, P3/Copenhagen, 2 K.

Italy: Radio Biella, Venice, 100 Network Grinzio, Radio Cagliari, Sardinia

Spain: Radio 3, Radio M-80, Radio Onda Cero

Poland: Radio Merkury Poznan

(D) DSBSVFM/Kick Promotion 8 +199 221 31 7078.

(ATS) E-Mulsion Haus, Hans Peter Drexel +43 3532, 23494.

(M) CHW/Sp. Djon, Claudius Jad +41 52 202 0152.

(B) & (NL) Boskamp, Bert Verniers +31 20 626 6311.

(D) DSBSVFM/Italiano, Sonja Maspero +39 2 170 15562.

(ES) Samir Records, Maria Samson +31 1 564 7915 (FC) DSBSVFM/ BMG Christopher Drexel +43 1 491 7332.

(US) Funk/Alamo, J.J. Mover +46 71 436 3371.

(TK N. & SF) via Scandinavian Records, Nira Beck +49 459 51610.

(Middle East) Mirko Whithfield +43 90 1209 394

DSB

Taken from the albums "MAVARO, CD:MAK,DDB KOLCD, A Music Pro production.

-MUSIC & MEDIA- JULY 10, 1993-
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Station Reports

The "BAD BOYS" Are Back
New versions by Adebratt/Ekman and David Morales

Here's My A

The follow-up to "Love me the right way" by mad
Italians called Rапации

This time using the vocal talents of Carol Kenyon
(known amongst others from "Temptation" by Heaven 17.)

RAPIRATION feat. Carol Kenyon

Available for the first time in a CD single.

Music & Media July 10, 1993

AmericanRadioHistory.Com
**Radio Power Play:**

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**Notional Music**

- John Gall: "Someday Your Love Will Find You"
-1.12. Numb: "Paul McCormey - Biker Like"
- Charles & Eddie: "House Is A"
- Aerosmith: "Livin' On"
- Leila K: "Co Plane"
- Steve Milk Bond: "Wide River"
- Robert Plant: "29 Palms"
- Trashcan Sinatra: "Hayfever"

**Adult Contemporary Europe**

**ACE Top 25**

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**European Dance Radio**

**EDR Top 25**

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**Radio Power Play**

- Power Play:
  - EHR/RADIO PTUJ/PNj
  - 20 17

**Radio Power Play**

- Power Play:
  - EHR/RADIO PTUJ/PNj
  - 20 17

**Radio Power Play**

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<td>F.C.H</td>
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<td>Je te Dis Moin - Columbia</td>
<td>B.F.D.CH</td>
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- Recognition of sales of 500,000 units.
- Recognition of sales of 1 million units, with real million sales indicated by a numeral following the symbol.

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<td>Anda es - Fresh (C &amp; B Nysticlc)</td>
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<td>1</td>
</tr>
<tr>
<td>Little K - Mega (BMG)</td>
<td></td>
<td>BE, UK</td>
<td>1</td>
</tr>
<tr>
<td>Five Live E.P.</td>
<td></td>
<td>BE, UK</td>
<td>1</td>
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<tr>
<td>In All The Right Places</td>
<td></td>
<td>BE, UK</td>
<td>1</td>
</tr>
<tr>
<td>Sweet (A La Lo La La Long)</td>
<td></td>
<td>BE, UK</td>
<td>1</td>
</tr>
<tr>
<td>One Night In Heaven</td>
<td></td>
<td>BE, UK</td>
<td>1</td>
</tr>
<tr>
<td>West End Girls</td>
<td></td>
<td>BE, UK</td>
<td>1</td>
</tr>
<tr>
<td>Somebody To Love</td>
<td>George Michael - Queen feat. Lisa Stansfield - Polygrom (EMI)</td>
<td>BE, UK</td>
<td>1</td>
</tr>
<tr>
<td>Can't Nothin' To Do</td>
<td>Del Dames Deepe - Dine (TBM)</td>
<td>BE, UK</td>
<td>1</td>
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<tr>
<td>All I Want</td>
<td>Captain Hollywood Project - Blow Up (Warner Chappell)</td>
<td>BE, UK</td>
<td>1</td>
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</table>

**Note:** The chart is for Eurochart Hot 100, which tracks the most popular songs in Europe. It includes artists and their songs, along with the countries they charted in and the weeks they were charted. The chart is a representation of the most popular songs in Europe at the time.
# Top 10 Sales in Europe

## United Kingdom

1. **Aerosmith** - *Get A Grip*
2. **UB40** - *Falling In Love With You*
3. **Status Quo** - *Justbinations*
4. **Can't Help Falling In Love With You*
5. **UB40** - *Falling In Love With You*
6. **Bryan Adams** - *The Best of Bryan Adams*
7. **UB40** - *Falling In Love With You*
8. **UB40** - *Falling In Love With You*
9. **UB40** - *Falling In Love With You*
10. **UB40** - *Falling In Love With You*

## Germany

1. **BMG Ariola** - *Dame Dope - Ain't Nothin' To It*
2. **BMG Ariola** - *Dame Dope - Ain't Nothin' To It*
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10. **BMG Ariola** - *Dame Dope - Ain't Nothin' To It*

## Austria

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3. **Status Quo** - *Justbinations*
4. **Can't Help Falling In Love With You*
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## Belgium

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## Switzerland

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## Portugal

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CHALFONT SLATES BRANSON FM PLANS
Chairman of the Radio Academy Lord Chalfont recently labelled Richard Branson's bid to move his AM national rock outlet to BBC Radio 4's FM slot as "totally unacceptable." Chalfont said Branson knew he was applying for an AM licence for Virgin 1215, and that the price of an FM franchise for the station would have been significantly different.

VIRGIN GARNERS 7% RAJAR figures for Virgin 1215 AM show the rock outlet to have a 7% national reach. May 93 According to sources, Virgin drew listeners from BBC Radio One FM.

DESINES TO JOIN POLYGRAM?
Longtime Arista France MD Philippe Desinnes is rumoured to be joining the PolyGram International in a senior executive role involving the marketing of (mainland) European repertoire.

JAZZ MEETING AT POPKOM
The German Jazz label organisation founded by 101 South MD Michael Jakoby and now managed under the German music industry body BPV umbrella is to hold its first meeting at KOMM. One of the main topics for discussion will be the setting up of a new jazz chart. BPV is also currently working on establishing a separate classical chart.

RTL (continued from page 1)
notably RTL Radio Baden-Württemberg, made considerable gains. The Radio 7 Ulm-based chain of six ACE stations remains the leader of private stations in the area with 120,000 listeners, dropping by 8% from last year's figure.

Audiences at pubcaster SWF fell 98,000 to 2.3 million and the SDR network lost 64,000, bringing its listener reach to 1,873,000 in the state. The Stuttgart-Baden-Württemberg greater metro area is Europe's twentieth largest radio market with 3.4 million people, and the fifth largest in Germany.

Stuttgart-based RTL Radio, combining the two blanket programmes, gold format RTL-Der Oldie Sender and ACE format RTL-Mehr Hits, has tripled its number of listeners to 309,000 from last year's figure.

Radio DJ Rainer Eichhorn says he is astonished at this year's results. "We did much better than I'd expected," he says. "I think just shows we've got our programme right. We went 100% for entertainment radio and it worked."

Eichhorn says the two gold stations in Baden-Württemberg only changed format four weeks before the ratings survey was carried out. "The gold format did very well in the ratings with 107,000 listeners, showing how quickly this format can take off in Germany."

Eichhorn is most pleased with the success of the three-station strong ACE "Mehr Hits" programme however, which notched up 202,000 listeners, putting RTL ahead of ACE competitor Armin 1/1 Stuttgart. He points out that this is despite RTL broadcasting on just 5 kW of power against Antenne 1/5's 75 kW.

At other stations, ACE-format radio stations of the Südwest Radio Schwarzwald Radio gained 71% to 274,000 listeners. This result is deceptive, however, as the Mannheim-based Regenbogen has two separate stations (Radio Regenbogen/Mannheim and Radio Schwarzwald) in last year's ratings, which have now been merged together as one station. If this year's rating is compared against the combined rating for both Radio Regenbogen and Schwarzwald Radio in 1992 (254,000), the real increase in listeners for Radio Regenbogen is just 20,000.

CBM

Columbia/Tristar (continued from page 1)
not go ahead. A second potential investor, Thorrz/E.MI., then backed out of the deal, following its sale of Thames TV, leading to much speculation surrounding the future of the channel.

Viva applied to the North Rhine-Westphalia media authority, LfF, on June 2 for a licence to start broadcasting on August 19.

A statement from Viva MD Michael Dukiesch, who has been, "incommunicado" for the last few months, is expected imminently.

NE Regional (continued from page 1)
Radio North East was the only applicant from a field of five to propose a M Mulimix spoken word output service. Speech will constitue 35% of the service's weekly output, mostly during peak listening periods.

Music programming will include songs from 'mainstream' country artists such as k.d.lang and Garth Brooks, according to Border's spokesperson Kath Worral.


The speech will be much less formal and will include 35% of the seven hours this channel will be on the air.

SIRTI, SNRP (continued from page 1)

by at number 36 in M&M's Eurochart Hot 100 Singles, thanks to positions in Ireland, the UK and Belgium.

In Ireland, the record has enjoyed a strong five week at number 36, putting Ka, the number one hit there last year, at number 36.

Reactions from European EHR and ACE programmers on the format suitability of the song are positive and reflect a belief in the format's potential.

According to Dutch pubcaster TROS Radio 3 head of music Anton Dahlhauses, the record is also suitable for night-time programming. "With us, the record really crossed over from our 'Nachtwacht' [Night Watch] show to the daytime programming," says Dahlhauses. "For us it proves that despite all the talks about for-matting by the EHR and ACE programmers, there is a market for individual selections, and with this record we're standing out from the rest." The record has not yet received airplay from other Dutch broadcasters.

Kavanagh plays close to home at EHR Downtown Radio/Belfast. However, claims PD John Rosborough, the record is enjoying its current "A" rotation—17 times a week—thanks to its qualities. "We chose it primarily for the sound. Although we gave it a few extra plays, the record has to stand up against everything else that's available."

At sister station, ACE Cool FM/Belfast, the record gets an average of 18 plays a week.

Although the record has picked up an unusually good response for a Eurovision winner, it does not seem to have that long an endurance, as most broadcasters are already considering moving it to medium rotation. But, according to Arista head of international Julian Wall, with an artist like Niamh Kavanagh, the key word is "artist development," as opposed to marketing a simple pop record. "The quality of her singing places her in an excellent position to become a major star," says Wall. "The Eurovision success gives her instant status, but the real deal is for the long-term album sales."

The Arista deal was made after intense bidding from other labels and is the editorial pick of UK MD Diane Graham, A&R director Simon Cowell and Wall visited the Dublin finals to watch the performance by Beto The Devil You Know. Although Sonia ended second, the label managed to sign the winner 10 days after the event, spurred on by the enthusiastic response of Irish press editor Clive Davis (who had heard the artist on a cassette presented to him by Graham at an MD meeting in New York).

A bid for the label will be recorded over the summer with a big-name producer promised at the helm; Robin Miller (Sade, Patricia Kaas, Everything But The Girl) is one of the names currently circulating.

It is not the first time, however, that Kavanagh has been recorded in music; she sang three songs in the Alan Parker film The Commitments, two of which, Destination Anywhere and Do Right Man, Do Right Woman, were featured on the soundtrack album.

At the moment, Kavanagh is performing for TV games and entertainment shows in Holland, Switzerland and Germany combined with press and radio interviews.

For information on Trackfax
Call Inez Landwier (+31) 20.669 6911

AmericanRadioHistory.com

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Top Privats in Baden-Württemberg
(Thousands of listeners aged 14+)

<table>
<thead>
<tr>
<th>Station</th>
<th>Format</th>
<th>92%</th>
<th>93%</th>
<th>%chg.</th>
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</thead>
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<tr>
<td>Radio 7*</td>
<td>(ACE)</td>
<td>389</td>
<td>358</td>
<td>-5</td>
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<tr>
<td>RTL Radio</td>
<td>(ACE/gold)</td>
<td>109</td>
<td>309</td>
<td>+181</td>
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<tr>
<td>Radio Regenbogen</td>
<td>(ACE)</td>
<td>160</td>
<td>274</td>
<td>+71</td>
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<tr>
<td>Antenne 1/1 Stuttgart</td>
<td>(ACE)</td>
<td>187</td>
<td>92</td>
<td>-45</td>
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<tr>
<td>Radio Victoria</td>
<td>(ACE)</td>
<td>177</td>
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<td>Welle Fidelitas</td>
<td>(ACE)</td>
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<td>Radio Regional</td>
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<td>Radio RT</td>
<td>(ACE)</td>
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<td>Radio Ladies First</td>
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<td>Stadt-Radio 107.7</td>
<td>(EHR)</td>
<td>48</td>
<td>71</td>
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</table>

ACE = Adult Contemporary Europe

Music & Media JULY 10, 1993

21
1. NEW ORDER/Ruined In A Day
2. JANET JACKSON/That's the Way Love Goes
3. MARRON 5/The One Thing
4. PATRICK STARRING/Rockabye
5. BILLY IDOL/Shock
6. JENNIFER LOPEZ/On the 6
7. LILIANE LEFEBVRE/To Love Is
8. ERIC CLAPTON/Sad Eyes
9. BARRY MANILOW/The Last Time
10. DAWN/More
11. MEL B/Love Don't Cost a Thing
12. TINA TURNER/Give Me All Your Love
13. TINA TURNER/We Don't Need Another Hero
14. BONNIE McKEE/Someone Else's Guy
15. BRIAN CLEARY/Fool For Love
16. KARINA/Singer Songwriter
17. EMILY ATACK/The Only Way Is Essex
18. ANNE SMITH/Just One of The Girls
19. LUKE HENDRICKS/I Found You
20. BURT BACHARACH/Alfie

**Chartbound**

- The EHR Top 40 chart lists the top 40 songs based on airplay data from EHR reporting stations.
- Songs are ranked based on the number of times they are played on EHR stations across Europe.
- The chart is updated weekly and reflects the current state of single radio airplay in Europe.
- Songs that have received the highest number of airplay requests are featured prominently.
- The chart is a valuable resource for understanding the current state of popular music in Europe.
## 1. NORTHWEST

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
<th>Week Added</th>
<th>Week Added</th>
<th>Week Added</th>
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<tbody>
<tr>
<td>1</td>
<td>TINA TURNER</td>
<td>Don't Wanna</td>
<td>Parkmore</td>
<td>Parkmore</td>
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<tr>
<td>2</td>
<td>UB40</td>
<td>Falling In Love</td>
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<td>Parkmore</td>
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<tr>
<td>3</td>
<td>JANET JACKSON</td>
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<td>Parkmore</td>
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<tr>
<td>4</td>
<td>Bono</td>
<td>With Or Without You</td>
<td>Parkmore</td>
<td>Parkmore</td>
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</tr>
<tr>
<td>5</td>
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## 2. CENTRAL

<table>
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## 3. WEST

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## 4. NORTH

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<tr>
<td>3</td>
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<td>That's The Way</td>
<td>Parkmore</td>
<td>Parkmore</td>
<td>Parkmore</td>
</tr>
<tr>
<td>4</td>
<td>Bono</td>
<td>With Or Without You</td>
<td>Parkmore</td>
<td>Parkmore</td>
<td>Parkmore</td>
</tr>
<tr>
<td>5</td>
<td>JANET JACKSON</td>
<td>Don't Wanna</td>
<td>Parkmore</td>
<td>Parkmore</td>
<td>Parkmore</td>
</tr>
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</table>

## 6. SOUTH

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
<th>Week Added</th>
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</thead>
<tbody>
<tr>
<td>1</td>
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<td>Don't Wanna</td>
<td>Parkmore</td>
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</tr>
<tr>
<td>2</td>
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<td>Falling In Love</td>
<td>Parkmore</td>
<td>Parkmore</td>
<td>Parkmore</td>
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<tr>
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<td>That's The Way</td>
<td>Parkmore</td>
<td>Parkmore</td>
<td>Parkmore</td>
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<tr>
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<td>Bono</td>
<td>With Or Without You</td>
<td>Parkmore</td>
<td>Parkmore</td>
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</tr>
<tr>
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<td>Don't Wanna</td>
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## 7. SOUTHWEST

<table>
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<tr>
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<td>Parkmore</td>
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<tr>
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<td>Bono</td>
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## 8. EAST CENTRAL

<table>
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<tbody>
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<td>1</td>
<td>TINA TURNER</td>
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<td>Parkmore</td>
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<td>UB40</td>
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<td>Don't Wanna</td>
<td>Parkmore</td>
<td>Parkmore</td>
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</tr>
</tbody>
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**Notes:**
- The chart is based on playlists from radio stations playing EHR material.
- Most added songs are highlighted in bold.
- *EHR* stands for Early Hi-Fi Radio.
Stephan Eicher

Carcassonne

CD 519414-2 – MC 519414-4

Stephan Eicher “Carcassonne” New album : entered the french album charts at number 1!