

MUSIC & MEDIA

This Week: M&M's Guide To European Radio! Also, Scandinavia Special. See Pages 16 - 25 & 28 - 30.

Europe's Music Radio Newsweekly . Volume 10 . Issue 5 . January 30, 1993 . £ 3, US\$ 5, ECU 4



MTV PULLS PLUGS OUT FOR ROXETTE — MTV Europe recorded an Unplugged session with Roxette on January 9, 1993, to be broadcast early this year. Pictured here during a press conference announcing the collaboration in Stockholm are (l-r): MTV Europe executive producer Brian Diamond, Per Gessle (Roxette), head of entertainment at Swedish TV's Channel 1 Monica Eek and Marie Frederickson (Roxette).

Fourth Quarter Ratings Down For French Networks

by Steve Wonsiewicz & Emmanuel Legrand

Nine of France's 10 largest stations lost listeners during the November - December ratings period, according to the latest Mediametrie survey. EHR net NRJ was the only major station to eke out a gain, rising only 0.1 points to a 9.4 cume share.

No formats escaped the drop. Perennial ratings leader RTL fell 1.1 points to a 17.6 cume share,

while fellow generalist stations RMC and Europe 1 slipped 0.7 and 0.1, respectively. Cume shares at EHR webs Fun Radio and Skyrock decreased 0.8 and 0.7 respectively, while News/Talk pubcasters France Inter and France Info fell 0.3 and 0.4 respectively.

RTL director of artistic service Patrick Renault says the holiday season is usually not good for radio stations in general. "RTL has been hurt more than other stations by the audience drop, although we remain far ahead of any other competitor," he says. "We will be introducing shortly a series of changes in the programmes which we hope will help us regain strength."

Europe 1 programme director Patrice Blanc-Francard says he is pleased with the results, which confirm the analysis of the last

Top Five French Networks (1992 Audience Cume %)

	Sep/Nov	Oct/Dec
RTL (FS)	18.7	17.6
Europe 1 (FS)	11.6	11.5
Fr. Inter (N/T)	11.0	10.7
NRJ (EHR)	9.3	9.4
Fr. Info (N/T)	8.1	7.7

Retail, Radio Turn In Upbeat Holiday Sales

by the M&M staff

Retail chains and radio stations appear to have enjoyed a profitable holiday season in '92, all reporting an increase in sales and ad bookings during the festive period, according to an informal M&M poll.

Head of purchasing at German retail chain WOM, Wolfgang Orthmayr says same-store unit sales for the holiday period were

up around 10% compared to the same period last year. This brings total same-store unit sales for 1992 to 6% below 1991, with retail value slightly above that of 1991.

He comments, "Taking into account the positive things which happened in 1991 and a far from easy market in 1992, I don't think it was a bad performance at all. In fact, compared to other industries, it was good."

(continues on page 45)

Virgin Radio Launch Set

Virgin Radio, the UK's first commercial pop net, will go on air April 30 at 12.15 from its headquarters in Soho, London.

The hallmark of the AOR outlet, says Virgin Group president Richard Branson, will be "Much More Music" which will fill a "huge gap in the market" with a non-stop blend of classic album tracks and chart music from the past 25 years. The Virgin Group is a 50-50 partner with TV-am in the station.

Branson says Virgin Radio won't chase the "fads and fashions" of top 40 charts, nor will it be a gold station. "You won't hear Freddie And The Dreamers, but you will hear Neil Young. There will be no room for dub reggae and urban dance, but we'll always play Bob Marley and UB40."

(continues on page 45)

The BPI Speaks Out For BBC Radio 1

(See Forum, page 7)

No. 1 in EUROPE

European Hit Radio
WHITNEY HOUSTON
I Will Always Love You
(Arista)

Eurochart Hot 100
WHITNEY HOUSTON
I Will Always Love You
(Arista)

European Top 100 Albums
OST - THE BODYGUARD
The Bodyguard
(Arista)

BMG Purchases Sweden's SweMix

by Ken Neptune

BMG Ariola Munich is believed to have bought Swedish dance independent SweMix Records/Publishing for an undisclosed amount on January 14. SweMix Productions will continue to write, record and produce materi-

al, while BMG will have a three-year option on unsigned artists. BMG will also have the use of the SweMix label name for a period of three years. Although a spokesperson for BMG denies it has actually purchased SweMix and instead refers to the deal as "an intense form of cooperation," SweMix executives, however, confirm the acquisition.

The two labels have already enjoyed a relationship through Frankfurt-based Logic Records (50% owned by BMG), which licensed SweMix product such as Dr. Alban.

In an official statement, BMG says that under the deal, SweMix will work worldwide as an independent partner, handling production and A&R, with BMG supporting it in the administrative

(continues on page 45)

German Execs Organize First KlassikKomm

by Miranda Watson

Following the success of the music trade fair POPKOMM over the last four years, the German music industry is now plan-

(continues on page 45)

ENERGY



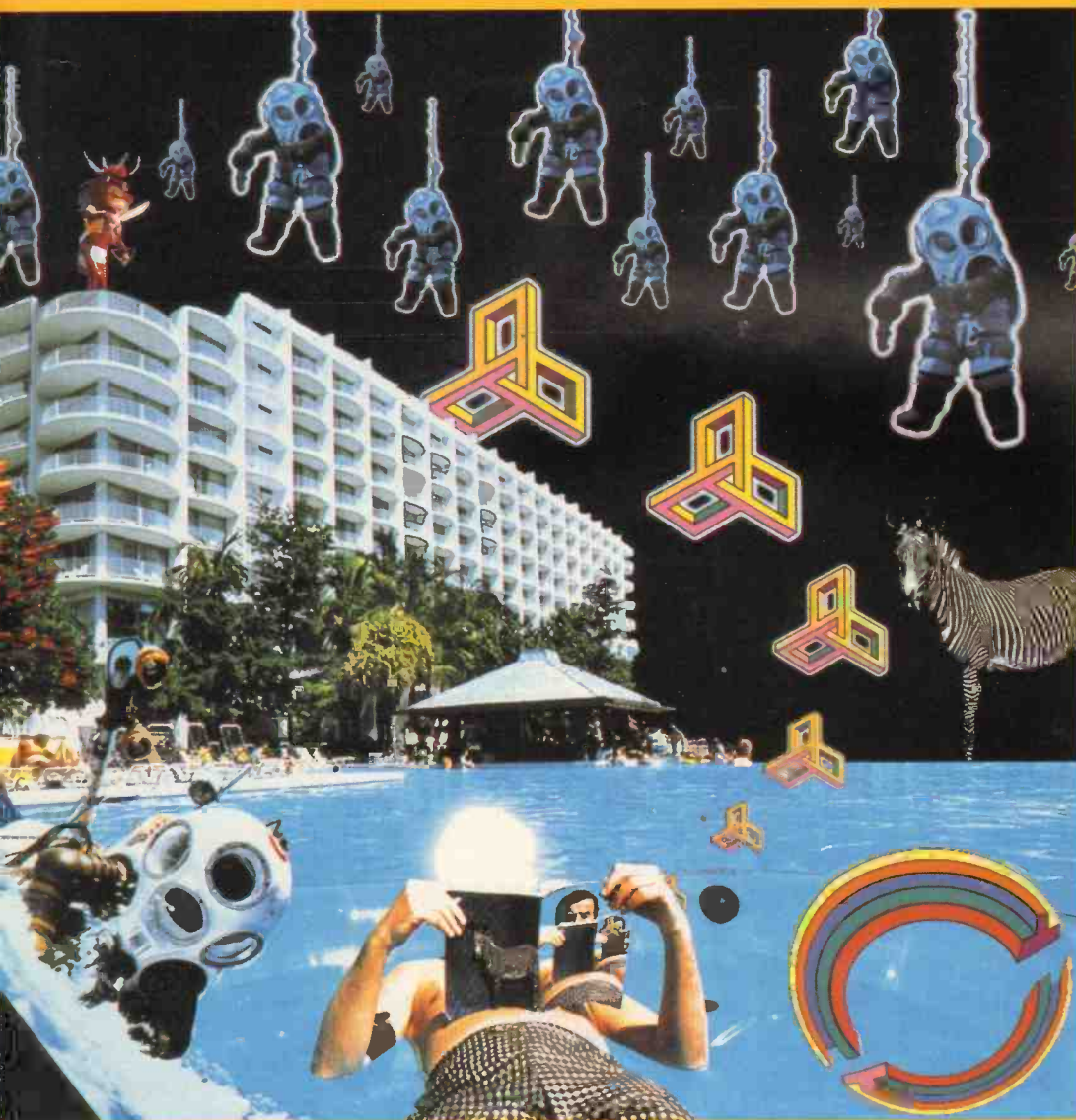
the politics of dancin'

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S

omething's Rockin' in the State of Denmark



PARADOX, who emerged from over 23,000 bands from 27 countries to become winners of Yamaha's Band Explosion 1991 World Final, have released their debut album, produced and mixed by Marc J. Wallis and distributed by Replay Records in Denmark. Following the success of the first single, "Over and Over," Games in Wonderland is now climbing the Danish album charts, and headed for pan-European breakthrough.



P A R A D O X

GAMES IN WONDERLAND

"The Danish band Paradox are poised on the brink of international breakthrough."
Mads Kastrup, *Berlingske Tidende*

"There are straight ideas, straight songs, and no doubts in Games in Wonderland, and that makes this a perfect album."
Marc Girelli, *Pollitiken*

"They have got lots of musicality giving them a better chance to make it, which they deserve after six years on the road!"
Peter Noregaard, *Ekstra Bladet*

"The rock surprise of the year." Danmark's (National) Radio 3



MUSICQUEST
The International Fun and Rock Magazine

FIMI Adds Nine Members; Split With AFI Grows Wider

by Steve Wonsiewicz

ITALY The split between AFI (Italy's IFPI) and FIMI, which includes the five major record companies, looks set to stay intact, according to a statement issued in late December. FIMI broke away from AFI last summer when **BMG, EMI, Sony, PolyGram** and **Warner Music** claimed their voting power was not adequate given their combined market share of around 60%. Ex-AFI director general **Ernesto Magnani** also quit his post suddenly last year.

FIMI has since risen to 14 record companies, which include **DDD, IT Dischi, Nuova Carisch**, and the **Walt Disney Company**, as well as the original five members. It claims its current membership represents 80% of 1992's turnover.

Current AFI president and **Dischi Ricordi** president **Guido Rignano** counters that it was a mistake for the five majors to exit AFI, arguing that there was no practical difference, only a question of language and feeling. The current number of voting AFI member companies is 67, while there are also 84 non-voting affiliate companies.

FIMI president and **BMG Italy MD Franco Reali** says in the statement, however, that the rift runs much deeper than market share. "The latest AFI by-laws have been in force for over 10 years without ever being amended," he says, "despite the various changes that have

occurred within the association over this long period. The disorderly growth of the number of associates had in particular created a disproportion among the associates themselves, to the disadvantage of those who had originally financed the organization."

Reali says during 1990-91 several attempts to amend the by-laws proved impossible, despite working with AFI members and presidents.

FIMI has drawn up guide-

lines for the organization to increase the number of associates during the coming months. It lays out the group's objectives as:

- Market development, especially strengthening anti-piracy efforts, combatting illegal manufacturers and protecting independent producers
- Rights protection, especially extending copyrights and fighting bootleggers
- Carrying on the development of Italian music abroad.

Engen Takes Over At Sonet

SWEDEN

PolyGram has tapped veteran **Terje Engen** as MD of **Sonet Sweden**, replacing **Dag Haeggqvist**, the company's founder and co-chairman who retired in November 1991. Engen, whose appointment is effective February 1, will report to **Allen Davis**, president of **PolyGram Continental Europe**.

Haeggqvist, who has just launched **Gazell Music (M&M January 23)**, will continue to act as an advisor to **Sonet**. **PolyGram** bought **Sonet's Scandinavian record and publishing interests in July 1991**. The 42-year-old **Engen**, who is currently **Sonet Norway MD** and who joined the company in 1983, will oversee the Norwegian operations, as well as the company's activities

in Denmark and Finland.

Comments **Davis**, "Dag has made an enormous contribution both to the Scandinavian music industry and to **PolyGram**. We are extremely grateful for his help in ensuring the smooth integration of his company with our existing businesses in the region. **Terje** also has an outstanding track record. The fact that under his leadership **Sonet Norway** has amassed a 25% share of the local repertoire market speaks for itself."

Adds **Engen**, "**Haeggqvist** has always been and still is my guru and I am delighted to be following in his footsteps. I feel very comfortable with the **PolyGram** team and am confident we will achieve our goals for **Sonet Scandinavia**." SW

CSA Clamps Down On Skyrock

by David Roe

FRANCE

French broadcasting authority the **CSA** forced French **EHR** net **Skyrock** to take its programme "Turlututu" (17.00 - 19.00) off the air in early January, warning it to fulfil its obligations regarding French music quotas and local station programming.

A **CSA** prepared statement referred to undesirable currents in the programmes of **Skyrock** and in particular the "pornographic" and degrading contents of shows aimed at a young public. It noticed certain themes which "show great contempt towards human dignity, and towards the respect of public order," and reminded the directors of **Skyrock** of the station's "editorial responsibility."

The question of French music

quotas and local programming were also brought up and on both issues the **CSA** advised the **Skyrock** to respect its obligations.

Skyrock president **Pierre Belanger** says, "We are considering new programmes, but have yet to arrive at any final decisions."

Skyrock has already withdrawn three programmes—"Turlututu," "Les Rodeo des Insultes," and "L'Erectometre"—while the problem of local programming has also been solved.

Jean-Francois Gueguen, secretary of regional broadcasting regulator in Brittany, the **CTR**, says, "Stations in category C have an obligation towards local production whereby for every one minute of local advertising the station is obliged to have four minutes of locally produced programmes. This obligation was not

being met. However, I can say that the situation has been altered and that the stations which subscribe to **Skyrock** are now conforming to their contracts."

The problem of French music quotas and local programming have been aired frequently over the past year, and it was suggested by one analyst that the **CSA** is toughening up on offenders. A **CSA** radio source, however, says this is not the case. "This action does not represent a change in the politics of the **CSA**, nor are we vetting one station more than another. It takes time to build up a dossier on any station. When they have been awarded a frequency, they are obliged to sign an agreement. If they don't adhere to the terms of the agreement, then we react. It's not a case of one station or another."

EUROPE AT A GLANCE

EUROPE: World Music Awards Set For May 12

The 1993 **World Music Awards** will be held May 12 at the Monte Carlo Sporting Club before a live audience of 1,000. The event will be televised to over 70 territories around the world, including Europe, reaching an audience of around half a billion. The awards, based on year-end record sales, are supported by the **International Federation of the Phonographic Industry (IFPI)**, whose members provide the organisation with the names top-selling artists. IFPI president **Sir John Morgan** will present the award for the world's best-selling artist/group of the year.

Steve Wonsiewicz

GERMANY: National Music Day Planned In June

German record industry body the **BPW** will launch a national music industry day in Bonn this June. **BPW MD Peter Zombik** says the event is aimed at creating a platform to increase contact between the music industry and politicians and decision makers, as well as increase the profile of music as a cultural good.

Miranda Watson

HOLLAND: Industry Unites In New Top 50 Chart

New chart foundation **Stichting Top 50** has now been officially founded and, in a unique move, combines the record and retail companies together with copyright body **BUMA/STEMRA** and pubcaster **Radio 3 (M&M, January 16)**. As of February 6, the chart will be broadcast by **Veronica** and **TROS**. Directed by **Sieb Kroeske**, it will compete with **De Nederlandse Top 40**, Holland's oldest chart system.

Machgiel Bakker

FRANCE: Boucherie Inks Distribution Pact With FNAC

Indie label **Boucherie**, founded by **François Hadji-Laxarro**, who is also leader of the bands **Pigalle** and **Garçons Bouchers**, has just inked a distribution deal with **FNAC Music**. **Boucherie** was distributed by **PolyGram** via a deal with **Island**. The consolidation of **Island** and **Barclay** is believed to have prompted this decision. **FNAC Music** is also expected to announce another deal with "a minor French indie label" at **Midem**.

Emmanuel Legrand

BELGIUM: Kusters Starts Flemish Folk Label Granota

HKM MD Hans Kusters, the person behind successful acts **Clouseau** (now with **EMI**) and **Stef Bos**, has launched a new label **Granota**, which will mainly feature Flemish folk music. A distribution deal has been secured with Antwerp-based **Baltic**, which handles **Kusters's** jazz label **September**. First releases are an album by **Wanne Van De Velde** and the first in a series of **Liedboek** compilations, produced by pubcaster **BRTN**.

Marc Maes



POLYGRAM/ARS DEAL KICKS OFF WITH ROMANTIC HEROES —

As from January 1, **PolyGram Records Belgium** took on the distribution of **ARS's** international repertoire, with **ARS's Olivier Guns** remaining promo officer for the company's repertoire. A first release will be **Kid Safari's** new album "The Romantic Heroes," scheduled for a January 18 release. Pictured (l-r) are **Polydor** product manager **Erik Vervloet**, **ARS** artist marketing **Gino Moerman**, **PolyGram** marketing manager **Francois Vaes**, **Kid Safari**, **ARS MD Patrick Busschots** and **PolyGram MD Bert Cloeckaert**.

FOR THE RECORD

In **M&M** issue dated January 23, **Virgin Radio** should have been identified at the UK's first national commercial pop music station. Also, **Virgin Radio** has chosen to base its headquarters in London instead of Woking. The company was never originally based in Woking.

Solo Musica Italiana Tops Datamedia Survey

by David Stansfield

ITALY National-music-only station **Radio Italia Solo Musica Italiana** ended 1992 in the same style it had begun, as the leading station in the private national radio sector. Figures soon to be published by the **Datamedia** research institute show the station with an average daily audience of

3.595 million in the final quarter of 1992. This was a small gain on third quarter's 3.521 million. **Datamedia** estimates the station increased its audience by 435,000 last year.

Comments station MD **Fillipo Broglia**, "We're obviously pleased with the success and will continue with our policies of direct contact with the public, plus playlisting great Italian

music." **Broglia** says, however, there is too much domestic product on the market, some of it of poor quality. He predicts that this factor, coupled with a general distribution problem for product, will result in a national music sales drop of 20% for 1992. **Rete 105 (EHR)**, **Radio Montecarlo (ACE)** and **105 Classic (Gold)**, which are owned by the **Hazan** family, enjoyed audience rises on the previous third quarter figures. **Rete 105**, ranked second in the **Datamedia** ratings, attracted 3.061 million daily listeners, while the figures for **Radio Montecarlo** rose to 1.843 million. "We're particularly pleased at the results for **Radio Montecarlo**," comments PR executive **Edoardo Hazan**. "Its music policy of only playing great hits has proved to be successful. It's also the only national station to target 25-44 olds. It's an important section of the public which no other commercial station has managed to touch."

Dance/Rock **Radio DeeJay** and **EHR RTL 102.5 Hit Radio** do not subscribe to **Datamedia** research. They are, however, included in the institute's call-out

surveys, and figures obtained by **M&M** show that **Radio DeeJay** lost listeners on the third quarter by dropping to 2.970 million. **RTL 102.5 Hit Radio** gained listeners meanwhile, and ended 1992 with an average daily audience of 1.813 million. Comments station director **Claudio Astorri**, "We have reservations on the methodology used by **Datamedia**. We are on the committee of **Audiradio**, which we believe to be much more reliable and is the industry standard."

Listeners to **EHR** network **Radio Dimensione Suono** rose from 1992's third quarter figures of 1.665 million to 1.715 million. Station head of music **Carlo**

Mancini comments, "We're happy. I believe it means we were right last year to change our music format to **Hit Combination**, which includes 50% international and 50% Italian hits. I also predict that music industry sales figures for last year will be split equally by national and international product, which will give further proof to our argument."

Mancini adds that the station's new format has enabled a cut of hourly advertising breaks from three to two. This is important," he explains. "The public has been tired of stations airing too many advertising breaks for some time. Zapping is no longer confined to TV."

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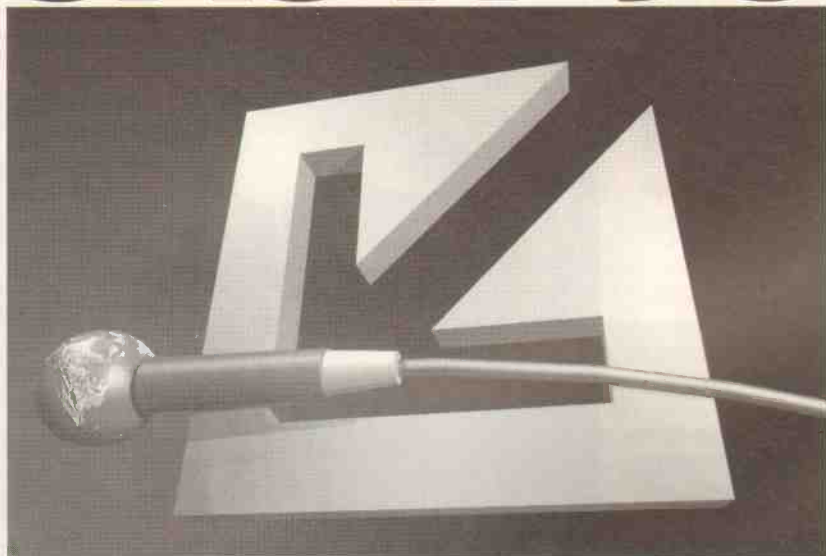
Top Italian Private Stations

(millions of listeners)

Station	Format	July-Sept '92	Oct-Dec '92	% chg.
Radio Italia S.M.I.	NMO	3.521	3.595	+2
Rete 105	EHR	3.050	3.061	+0.3
Radio DeeJay	EHR	2.987	**2.970	-0.5
Radio Montecarlo	ACE	1.810	1.843	+1.8
RTL 102.5 Hit Radio	EHR	1.795	**1.813	+1
Radio Dimensione Suono	EHR	1.685	1.715	+1.7

Source: *Datamedia*. ** Indicates non-subscriber stations.

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Bashung Leads Victoires Nominees

by Emmanuel Legrand

FRANCE Barclay veteran act **Alain Bashung** leads the list of nominees for the first round of the French annual music awards, the Victoires. Bashung picked up five nominations: best male act and best song twice performed with **Madame Rêve** and **Osez Josephine**, who were both also nominated as best video. It's the first time a French act has scored with two songs in two different categories.

New act **Pow Wow (Remark)**, grabbed three nominations: album of the year with *Regagner les Plaines*, best song with *Le Chat* and best band. Meanwhile, two acts have scored two nominations; **Jacques Dutronc** and **Michel Jonasz** were both tipped for male act of the year and best live performance.

Other nominees in the main categories are: **Maurane**, **Vanessa Paradis** and **Véronique Sanson** (female act of the year); **Laurent Voulzy** with *Regagner Les Plaines* and **Etienne Daho** with *Paris Ailleurs* (album of the year); **FFF**, **Les Innocents**, **Les Negresses Vertes** (band of the year); **Arthur H**, **Danny Brillant**, and **Pascal Obispo**, (best new male act of the

year); **Mathilda May**, **Princesse Erika** and **Zazie** (best new female act of the year). Apart from Bashung, the other nominee for best video is **Renaud**, with *P'tit Voleur*, filmed by **Lewis Furrey**. Best world music albums of the year are **Deep Forest's** eponymous album (**Columbia**), *Immensément* by **Robert Charlebois** (**FNAC Music**) and *Masada* by **Alpha Blondy**.

PolyGram leads the list with 13 nominations; five for **Barclay**, four for **Remark** (**Pow Wow** and **Paradis**), three for **Polydor**, (**Arthur H**, **Maurane**, **Princesse Erika**) and one for **Phonogram** (**Zazie**). Next is **Sony Music** with six (**Dutronc**, **FFF**, **Pascal Obispo**, **Mathilda May**, **Deep Forest**), **Warner** with four (**Jonasz**, **Sanson**, **Dany Brillant**), **Virgin** with three (**Les Innocents**, **Renaud**, **Daho**). **BMG** has one (**Voulzy**), as does **Virgin's** label **Delabel** (**Negresses Vertes**), **EMI** (**Alpha Blondy**) and **FNAC Music** (**Charlebois**).

Like last year, the ceremony will be held in the 3,500-seat venue the Palais de Congres and will be broadcast live on pubcaster **FR2**. Total budget for the two-hour-plus show is Ffr6.5 million (app. US\$1.2 million) and is financed by the different professional organizations and **FR2**.

New Danish Record Label Boosts Dance, Metal

by Kai Roger Ottesen

DENMARK Innovative marketing techniques, licence deals with successful Swedish labels such as **SweMix** and **Telegram**, and three niche-labels for own acts are some of the formulas for newly launched record company **Grand Central Records** (**GCR**), based in Copenhagen.

Headed by **MD Soren Voss**, formerly with **CBS Records** and **Sonet**, the company embraces a main label **GCR** and two sub-labels **Watt's Up Releases** and **Raw Releases**.

GCR will work with several licensed acts, as well as developing its own roster. As from January 1, the company handles **SweMix**, **Telegram**, **Indisc/Buzz**, **Reel Records**, **Creed Taylor**, **ZYX UK**, **MNW**, **Black Mark** and **Noise**. The main label, **GCR**, will be managed by **Voss**, who will concentrate on artists from a variety of genres. **Watt's Up Releases** will concentrate on dance, hip-hop and techno, under the management of **Nicholas Terp**. Meanwhile, **Raw Releases** will be managed by **Jens**

Rasmussen, and will concentrate on non-mainstream products in heavy metal and hardrock.

Says **Voss**, "During the last 10 years, independent record companies in Denmark have been merging with multinational record companies to such an extent that very few options have been left open for foreign independents. This situation has created room for a company like **GCR**."

Voss owns the record company 100%, but he says he is currently negotiating with "someone in the music industry about injection of capital and repertoire into the company."

Many of the Swedish artists he has licensed are Swedish, something he thinks is profitable for the company. "Denmark is going through a Swedish phase right now," he says, referring to the current chart success for **Lisa Nilsson** (**Diesel Music**), **ABBA** (**Polar**), **Ace Of Base** (**Mega**) and **Roxette** (**EMI**). And, although Denmark will be the core market, **Voss** hopes to build up a strong Scandinavian network during the year.

RICK DEES SPEAKS THE UNIVERSAL LANGUAGE: ENTERTAINMENT!

INTERNATIONAL RADIO PROGRAMMERS AGREE THE RICK DEES WEEKLY TOP 40 SOUNDS GREAT ON THEIR STATIONS

"**RICK DEES** is more than a countdown show. If it's not on your lineup, you have no idea how much you're missing!"

-*Juanita Melson, English Programme Manager, REDIFFUSION Singapore*

"Without question, Rick's sense of timing is the key element, coupled with an original creative feel for what makes fun-listening."

-*Giles Squire, Programme Director, METRO FM, Newcastle Upon Tyne, U.K.*

"Rick's warm personality makes the Japanese listeners very comfortable. It is the most exciting and informative American countdown programme I've heard."

-*Yoshikazu Ohno, Programme Director, FM YOKOHAMA, Tokyo, Japan*

"**THE RICK DEES WEEKLY TOP 40** is the most well-produced and entertaining countdown out there. After all, entertainment is more important these days!"

-*Gert Zimmer, Consultant, General Manager, BCI Nuremberg, Germany*

"Rick's bits between the hits make **THE WEEKLY TOP 40** 82% more fun than any other countdown"

-*John Rosbarrough, Head of Programming, DOWNTOWN RADIO, Belfast, Ireland*

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HELPING ASYLUM SEEKERS — "Nur Mut!", the anti-fascist compilation album released by Rough Trade in Germany in June '92, has raised DM17,500 (app. US\$11,000) for the Pro Asyl organization, which helps asylum seekers in Germany and campaigns against the present violence against foreigners in Germany. For every copy of the album sold, DM5 is donated to Pro Asyl. Pictured (l-r) are: Rascal Hüppe from the band The Fair Sex, Pro Asyl president Günther Burkhardt and Rough Trade marketing director Carsten Stricker.

Swiss Indies Could Feel Impact Of EEA No Vote

by Willy Viteka

SWITZERLAND The Swiss music industry remains cautious despite statements by president Adolf Ogi that the country will not withdraw its application to join the EC. The announcement comes nearly two months after the country's voters rejected joining the European Economic Area (EEA) by a narrow margin.

While December's rejection of membership of the EEA will affect the country's export-driven multinationals the most, some music industry executives say the

decision will have a trickle-down effect. But the smaller Swiss labels are likely to feel the pinch the earliest and the most. In 1991, sales of international pop repertoire accounted for 80% of the market versus 5% for national product and 15% for classical. The Swiss also now find themselves facing a gloomy economy. An annual survey by **Union Bank of Switzerland** shows a majority of Swiss companies expect a decline in turnover and marginal profits.

Comments **Patrick Liechti**, director general for Swiss publishers group **SUISA**, "Economic consequences will appear sooner or later. Doing business in Switzerland could become too complicated, subject to many restrictions and too expensive. Also, small- or medium-sized companies may lose their appeal for foreign partners. [The vote] came right at a time when many people are trying to promote Swiss music abroad, especially in Europe. The negative vote somehow destroys these efforts."

Adds **K-Tel Switzerland MD Martin Schiess**, "The Swiss have unfortunately proven once more that they are having extreme difficulties with the changes taking place in Europe. Especially in the fields of import/export licensing of soundcarriers, Swiss

companies are going to be faced with worse conditions, simply because the record business and the production of records of a small country largely depend on free access to other markets. This chance has been missed."

For the majors, the impact seems to be less direct. **EMI Music Switzerland MD Peter Manpell** says the no vote will not contribute positively to the country's economy in the long run. However, he does not expect any major negative impact on the music business.

"The flow of product will remain the same, but could probably have been simplified if we had voted yes," he says. "As an international company, there is a certain need to develop international thinking and understanding among our employees by sending them abroad to other markets. This exchange would have been easier if the borders had disappeared."

Adds **BMG Ariola Switzerland MD Marco Zanotta**, "This is basically a political decision. It is very difficult at this early stage to draw any conclusions for the music business. We shall certainly follow further developments closely, but this is a very complex issue which requires further study."

CSA, CLIM Increase Pressure On FM Nets Over French Quotas

by Emmanuel Legrand

FRANCE EHR FM networks **NRJ**, **Fun** and **Skyrock** came under attack from broadcasting authority the **CSA** and the music industry recently during the launch of a new professional organization created to protect the interests of local creation. The **CSA** issued a mandatory requirement to stations to meet with their commitments toward French musical content.

The new organization, the **Comité de Liaison Interprofessionnel de la Musique (CLIM)**, which includes French performing rights society **SACEM**, industry body **SNEP** and artists union **SFA**, attacked the networks for not respecting the agreements signed in 1992 calling for a minimum share of French music. The quotas varied according to station, but were in

any case above 10%, which also included at least one new artist (an act under the 200,000 sales barrier) per hour between 06.00 and 22.00.

According to **CLIM** data for September-October 1992, **NRJ**'s share of Francophone artists dropped to 7.8% from 9.6%, while **Fun**'s slipped to 4.9% from 6.7% and **Skyrock**'s increased to 8.1% from 6.0% during the period. Meanwhile, sales of French music have fallen drastically over the past few years (42% of the total industry sales in 1992, compared to 50% in 1992).

SACEM president **Jean-Loup Tournier** is urging the **CSA** to make a stand by asking the stations to meet their requirements.

Says **Tournier**, "There are two ways to increase the share of French music. One is to negotiate for a commitment, as **SNEP** has done. But these agreements have

not been respected. The other way is to get the **CSA** to make a move to check that the percentage is respected and if not, act. Otherwise, there is still the option to demand more regulations."

The three nets received a requirement on December 18 to fulfill their commitments and were threatened with penalties and potential problems with their licences if the targets were not met. The commitments were agreed upon either a) when they were granted a licence by the **CSA** (15% of programming), or, b) agreed directly with **SNEP** (between 20 and 25% according to the radio format, of which 40% must be new talent.)

Radio stations contend it is not always easy to meet these requirements, and the **CSA** letter has spread concern among broadcasters. Sources indicate the three networks scrutinized by the **CSA** will try to adhere to regulations in their efforts to meet the 15% French music requirement.

CLIM, which was officially formed last December, was created to help promote French music, notably new talent; to enhance the promotion of French product at a European level; to encourage stations to respect their commitments regarding the share of Francophone music they broadcast; to lobby for a music channel; and to defend rights owners threatened by Europe and new technology.

MMI To Continue Ratings Survey

NORWAY

The Norwegian local radio association **NNP**, pubcaster **NRK**, and Oslo-based research company **MMI** are continuing the radio ratings research service **Radio Riks-Undersokelsen** launched as a joint project in 1991.

MMI has conducted quarterly ratings for both private and public broadcasters since its launch (**M&M**, August 3, 1991). Among

the advantages it offers is information about listeners' use of other media. Interviewees have increased from 24,000 to 56,000 per survey, and involve the question what stations did the interviewee listen to yesterday, which newspapers they read and which TV shows they watched. **P4** has also been invited to join the project, says **NNP MD Lars Bruusgaard**. Costs are shared by the participating stations. **KRO**

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M&M is a publication of BPI Communications BV, a subsidiary of BPI Communications.
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 Subscription Rates: United Kingdom UK£ 135, Germany: DM. 399, Benelux DR. 397, Rest of Europe US\$ 249, USA/Canada US\$ 270, Rest of World US\$ 288.
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The Italian tricolore is waving proudly in the Dutch wind since Alabianca Records opened up its Benelux affiliate in Hilversum, in 1991. Henry Lessing is area manager, a function that includes promotion, A&R and marketing.

The expansion of the Italian leading independent label **Alabianca** to Holland in the summer of 1991 received immediate support from the unified Dutch publishers, who made the first Benelux release **Denis Azor's** *Ala Li La (Segà)* "Tour De France" record, one of the most sought after power-plays. **Henry Lessing** remembers that the national dance schools association promoted the accompanying "segà" dance from Mauritius to "dance of the year," like they did before with the lambada.

"It started as an experiment," says Lessing, "we came to Holland because of its reputation as a test market for the rest of Europe. In 1992 we became more serious, and began releasing albums by **Tony Esposito** and **Allan Sorrenti**, plus dance compilations and 12" singles. Also, after a while we set up our own local A&R."

Singles by **Sophia** (*Running So Hard*) and American youngster **Eve** (*I Don't Know How To Love Him*) are probably the best known own productions. All in all Lessing is satisfied with the results so far. "Of the seven singles released in Holland, four made the charts. Since then we haven't

sat still, and now we are trying to gain a little bit of the market. We want to follow up these singles with [mini] albums pretty soon."

Another new project is the introduction of **Jazz-Line**, Alabianca's jazz label. First release was *To Say Goodbye* by the late 1991 Bird Award winner, tenor saxophonist **Ruud Brink**. Also planned are albums by sax player **Piet Noordijk** and **Pall Mall Export** Price winner, singer **Lucette Snellenburg**.

Lessing is looking forward to being involved in Alabianca's recent acquisition of original mambo and salsa back catalogue by the Italian parent company. "We want to be ready for the real breakthrough of Latin product. Especially here in Holland with its big Antillian community, we expect a lot of the South American samplers to be released."

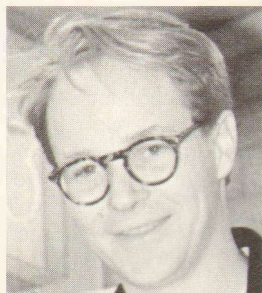
Other projects for the new year include new albums by **Sorrenti**, **Esposito**—who now works together with salsa star **Tito Puente**—and **Armadillo**, a new band formed by three former members of the **Gipsy Kings**. Meanwhile, soul fans, get ready for the new **Solomon Burke**

album, partly produced by Italian act **Souled Out**.

Lessing formulates his philosophy as, "Creating a symbiosis between our music and the taste of the audience and programmers. You have to believe in what you do when you start up a project, work hard, and still believe in it once the ball starts rolling."

by **Robbert Tilli**

Promo Manager Of The Week



Henry Lessing
Promotion/A&R/
Marketing manager
Alabianca
Benelux

Is Pop Music Safe With The Decision Makers?

The British Phonographic Industry Responds To The UK Government Green Paper On The Future Of The BBC

Hidden in the Government's otherwise unexceptional **BBC Green Paper** is a troubling and dangerous development which has been largely overlooked—most alarmingly by the **BBC** itself—namely the view of the future of popular music radio.

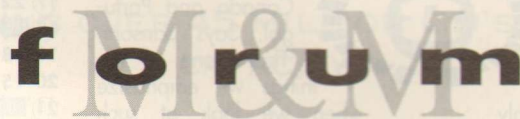
In an otherwise surprisingly consensual exchange of views, both the Government and, it seems, the **BBC**, are happy to ignore the listening public's

desires in the form of proposals for **Radio 1's** future. Reading between the lines, it is impossible to avoid the impression that it is the Government's desire that **Radio 1** should be privatized, and the **BBC's** desire that it should be turned into a worthy youth club of the air in order to define itself sufficiently "distinctively" from other commercial radio services.

These are both dangerously misguided ideas and most alarmingly out of touch with what the most significant audience of the **BBC** expects and wants. "Distinctive Radio" in practice will mean that **Radio 1's** distinctiveness is measured by the fact that it no longer enjoys a mass audience.

The Government and **BBC** mandarins—both groups un touched by any form of regular exposure to popular culture—start from the same fundamental

misapprehensions. These include the notions that popular music is irrelevant or at least highly marginal; that it provides little or no nourishment in the same way that other "public service broadcasting" does; and finally—and most dangerously—that it is all basically the same.



(Generations of popular musical excellence were summarized in a famous **House of Lords** discussion on the future of broadcasting as "thump thump thump.")

It would take an economist with the distinctive vision of our own current Chancellor of the Exchequer **Norman Lamont** to believe that yet more commercial radio in Britain is going to help the **UK** radio economy. In fact,

■ **GERMANY:** **Kick Musik Publishing** has restructured its promotion department in time for the arrival of the single European market: **Biggi Fischer** is now promotion assistant, **Oliver Jaeger** is radio coordinator and promotions manager for western regions, while **Sandra Kirst** will handle radio promotion in the south-west. **Dagmar Spremberg** is office manager Hamburg, and radio promotions manager for the north and **Birgit Westphal** is office manager Berlin and radio promotions manager for Berlin and eastern regions. Meanwhile, **Susanne Lubben** is head of press, **Birgit Honsch** head of TV promotion and **Simone Seiger** head of non-music promotion.

■ **SPAIN:** **Jorge de Anton**, PD of **SER's ACE Radio Minuto**, is to be promoted this month. The nature of his new position is yet to be disclosed but he is sure to leave **Radio Minuto**.

■ **UK:** **Virgin Records UK** has appointed commercial director **Charlie Dumont** to replace **Jon Webster** as MD of international. **Matt Voss** rejoins as international marketing manager.

■ **UK:** **Paul Russell**, former chairman/CEO of **Sony Music UK**, has

been appointed European president of **Sony Music Entertainment**. His position at **Sony Music UK** will be filled by **Paul Burger**.

■ **UK:** **Arista** has promoted product manager **Julian Wall** as head of international. **Judith Weaterton** has been confirmed as head of press.

■ **GERMANY:** **Horst Bork** has been appointed MD of Munich-based rock-formatted **Radio Xanadu**, taking over from **Günther Löffler**.

■ **SWEDEN:** **Rune Ofwerman**, former MD of **Sonet Publishing**, is joining **Dag Haeggqvist** in his newly launched publishing company **Gazell Music**. He takes up the position of MD.

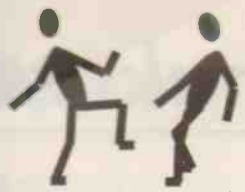
■ **UK:** London dance station **Kiss 100 FM** recently announced the appointment of UK advertising veteran **Martin Boase** as chairman of the board of directors. Boase fills the position left vacant since last spring by **Keith McDowall**.

Send all information on appointments, plus photos, to **Julia Sullivan**, at the **Music and Media offices in Amsterdam**.

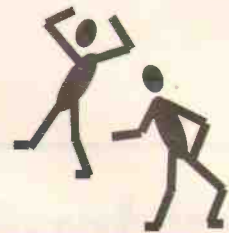
SWITZERLAND

● A special on the Swiss music and radio industries coming up in issue 14 ●

Publication date: April 3, 1993 Ad deadline: March 16, 1993



GROOVEMIX



Aired Views

As a broadcaster within the traditionally inertial German dance market, Nuremberg-based **HIT Radio N1** head of music **Cetin Yaman** is mindful of what constitutes dance music on his German airwaves. Including pop dance tracks like **Heaven 17's Temptation** or **Rozalla's Born To Love Ya** in his personal assessment of N1's dance allocation of air-time, Yaman suggests a figure of 80% dance music for dance music

gadag"—the reggae and ragga excursion—"N1 House Nation" is on Wednesdays, with Thursday's featuring classic disco.

"The Friday slot is for our weekly dance chart run-down, compiled 50% from airplay and 50% from the several hundred daily listener requests," says Yaman. With a specialist rave, techno and acid show on Sunday night and Mix shows on Saturday night, N1 clearly demonstrates one of the more upfront of Germany's playlist policies, though it hasn't always been so.

"Two years ago we tried to follow the market and broaden our programming to more chart-oriented dance music. That lost us 1% point market share," recalls Yaman, adding that since then "we have recognized our market lies in a more specialist format. We have only been running the weekday specialist slots for three to four months, so we're awaiting those listenership figures."

for N1. Using a stricter definition of dance with club tracks like **Wreckx-N-Effects's Rumpshaker** or **Leila K Open Sesame** as examples, the air-time share of such tracks comes closer to 60% needle time.

Nevertheless his daily banded format for the 19.00-21.00 slot does allow greater freedom for his club DJs' radio shows. Monday sees "N1 Posse" offering hip hop and rap, Tuesday is "Rag-

Ownership: Private shareholders
Potential Reach: 1.2 million
Listeners: 15 to 34 age group
Music: Dance/EHR



Promo Promo

For the European businessman, 1993 will naturally mean more than renewed prospects for a market upturn to replace '92. It will mean further opportunities to exploit a single European music market. Yet some independent dance labels have long since capitalized on the potential for pan-European sales, with considerable success.

Formed in August 1990, London-based **Pulse-8 Records** has the enviable, but perhaps now appropriate, track record of being the only independent label to have had at least one top 10 chart record in every European territory.

"Europe is our first market," says MD **Frank Sansom**. "To some extent we see ourselves as a European label. **Rozalla's** been

a big European success for us, and now we're on the threshold with **Rage's Run To You**." Scoring number 1 hits from Madrid to Munich, Sansom offers a unique insight into the European potential for music's most universal language—dance.

"I think there are still only one or two labels capitalizing on the wider market.

There aren't as many as there should be, mainly because it takes quite a degree of time and investment to set the whole thing up. You've also got to have a consistent amount of product to want to get into the wider market in the first place. For a lot of small labels with one

TAANA GARDNER

What Can I Do For You? - Network/E-Legal
PRODUCER: T. Salomon
This instantly uplifting number has anthem potential abounding. Power vocals surge up through this neo-disco bass creature, while the dub mixes on the flip-side throb with conviction. Now available on single release or on the Network compilation *Elixir Vitae*. Feel it now!

MAXTON BEESLEY JNR.

High Vibes - Boogie Back
PRODUCER: Maxton Beesley
American percussionist, keyboard & vibes player for acts that list **The Brand New Heavies**, **Omar** and many others, Beesley has delivered rolling baseline with cool vibes and brass eloquence with his debut vinyl excursion *High Vibes* (UK release Jan.25).

Recently departed from **Talking Loud** (very soon to sign with a US major) Omar features on the flip AA with the breezy and melodic *Painful Truths*.

New Grooves

CHANTAY SAVAGE

If You Believe - ID/Sony Music
PRODUCER: E Smoove
After **Body 2 Body's Let's Get Intimate**, Chantay Savage returns with more **Hurley** mixes. Again she brings us something soulfully happy, with ragga rap courtesy of **Kelly Ranks** coming in in a **Dr. Alban** manner. It has enough commercial edge to crossover quite easily with mixes to suit most airtimes. If you've time, "E Smoove's 13-minute *Believer mix*" flows with style.

USURA

Open Your Mind - Time Srl/Deconstruction
PRODUCER: W. Cremonini
So, Italian techno, eh? Four Italian DJs have created a dance-floor stomper which just flashes around your head. A pace worth keeping up which rolls on around some creative sampling,

as you are well and truly entranced. Faintly reminiscent of *Age Of Love (Jam And Spoon Mixes)*, but somewhat friendlier. All mixes are worth a spin especially *Classic Mix*.

VARIOUS ARTISTS

Extra Sensual Perception
ESP/Boudisque
PRODUCER: Various
Boudisque's new label ESP displays a wealth of trancey talent, Neder-style. Apart from *Cosmic Baby* all acts are Dutch, but with very definite Detroit techno influences. In fact there is a collaboration between **Orlando (Night-tripper) Voorn** and US maestro **Blake Baxter** as **Ghetto Brothers**. More radio friendly than you'd think, but the late shows only. Let the "hyperspaced transcendental dancefloor experience" caress your brain. Sublime.

European Dance Radio Top 25

TW	LW	WOC	Artist/Title	Label
1	1	8	WHITNEY HOUSTON/I Will Always Love You	(Arista)
2	9	4	MADONNA/Deeper And Deeper	(Maverick)
3	2	9	MICHAEL JACKSON/Heal The World	(Epic)
4	3	11	ARRESTED DEVELOPMENT/People Everyday	(Chrysalis)
5	4	8	CHARLES & EDDIE/Would I Lie To You?	(Capitol)
6	17	2	SNAP/Exterminate	(Logic)
7	RE		808 State vs. UB40/One In Ten	(ZTT)
8	NE		ARRESTED DEVELOPMENT/Mr. Wendal	(Chrysalis)
9	5	5	DINA CARROLL/So Close	(A&M)
10	7	2	UNDERCOVER/Never Let Her Slip Away	(PWL International)
11	20	2	STEREO MC'S/Step It Up	(4th & B'way)
12	12	15	BOYZ II MEN/End Of The Road	(Motown)
13	10	5	SHABBA RANKS/Slow And Sexy	(Epic)
14	16	13	PRINCE/My Name Is Prince	(Paisley Park)
15	6	11	BOBBY BROWN/Good Enough	(MCA)
16	24	10	TASMIN ARCHER/Sleeping Satellite	(EMI)
17	22	4	WRECKX-N-EFFECT/Rump Shaker	(MCA)
18	NE		APACHE INDIAN/Arranged Marriage	(Island)
19	18	2	RAUL ORELLANA/My Sun Will Gei You	(Hispanovox)
20	15	3	PRODIGY/Out Of Space	(XL)
21	NE		SHAMEN/Phorever People	(One Little Indian)
22	14	6	EN VOGUE/Free Your Mind	(East West)
23	11	10	CARON WHEELER/I Adore You	(A&M)
24	NE		DOUBLE YOU/Who's Fooling Who	(Robyx)
25	NE		RAGE/Run To You	(Pulse 8)

The European Dance Radio (EDR) Top 25 chart is based on a weighted-scoring system. It is compiled on the basis of playlists of European stations programming various styles of dance music (including hip hop/rap, R&B and swingbeat) for the 15:30 year-olds, fulltime or during specific dayparts. Songs in "A" rotation receive more points than those in "B" rotation or more limited airplay exposure.

© BPI Communications BV



Music: Dance Garage
Recent Trax: **Rage Run To You** and **Urban Hype A Trip To Trumpton**

or two releases a year, the work that goes into finding good licensees, for example, simply wouldn't merit it," he suggests.

Pulse-8 has, for a label of any size, achieved greater success with European licensing than some major counterparts. In 1992 Sansom has scored label deals with South Africa,

France, Benelux, Spain, Italy, US, Canada and Portugal. Says Sansom,

"That's one of the things we emphasize when we look at such deals—the fact that we do get the product released in a lot of territories, regardless of the success in the UK. Our aim is to get as much product into the European markets as possible under the Pulse-8 label." **Eddie Coyle**

PASSION & SKRATCH

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Judging A CD By Its Cover

With new forms of soundcarriers hitting the markets and competition increasing as the EC borders disappear, the demand for creative and exciting packaging becomes more important than ever before. M&M takes a look at two of the Benelux's most successful companies and their plans for staying on top.

Dureco Manufacturing was the first CD manufacturer in the Benelux in 1987, and today, in addition to their Dutch factory, the company has one plant in Norway and two in France.

Both in Holland and France, the company secures solid contacts with nearby high quality printing offices which have been growing together with Dureco. "This allowed us to concentrate on our main activity: manufacturing CDs," says **Jan Willem Van Den Born**, sales manager for the four Dureco plants, adding that each individual factory is dealing with its own local market seeing that centralized management is not feasible in this line of business.

Van Den Born cites wrong dimensions and lack of the essential **BUMA/STEMRA** copyright information as examples of what could go wrong in the first stage, adding that, "Dureco does not just press the CD; it also wants to be partners with the clients to produce quality material."

As a part of this philosophy, each Dureco plant views contact with the clients as a priority. This

DURECO

includes trying to help them solve problems, as not every client is familiar with the whole procedure.

"Quality control goes beyond what our equipment does," comments Van Den Born, "because, despite the high-tech self-controlling machinery we use, optical control is very important; the human eye still plays a substantial role here."

Dureco's plants are equipped with the latest in packaging machines, allowing them to pack up to 80 units per minute. The company's structure with glass-mastering facility allows Dureco to supply a finished product within 48 hours if necessary. "But we prefer to deliver quality first. Everybody claims to be the fastest and whereas originally the industry accepted three-week delivery times, today things run over a much shorter period," says Van Den Born. "Rather than adjusting the speed of the packaging equipment, our company is constantly evaluating the whole process, changing the structure wherever needed, training the personnel and securing close follow-up."

As far as different trends in CD packaging are concerned, Van Den Born's main concern is to find a viable solution for the CD single. As recent develop-

ments haven't yet resulted in a really attractive package, the jewel box remains strong on the market. According to Van Den Born, even the slim line CD box isn't the perfect answer to cater for a catchy, cheap packing. "This year we will launch our own jewel box production line catering for central and southern Europe, becoming fully self-supportive. If you compare the cost of producing the "normal" jewel boxes to slim cases, they end up being almost equal as the machines have to run all the same."

Van Den Born is convinced that cheaper CD singles will boost the carrier's role in the market; an environment-friendly and price-friendly solution would therefore be applauded by the industry.

"The G/S/A countries are especially attaching a lot of importance to the environment aspect, and experimenting with recycled cardboard will perhaps be one of the possibilities to solve this problem. But although many record companies take the environmental aspect into account, only some 5% of our clients bring up the question when discussing CD packaging with us," says Van Den Born.

One of the possible solutions is the Digipak, and although Van Den Born is enthusiastic about the possibilities offered by this method, he regrets that the packing process has to be effected manually.

"I also believe that the double jewel box will not survive too long: already today we have the double slim box replacing it, using less plastics, making it easier to pack for transport," explains Van Den Born, but he remains confident that intense dialogues with both the packaging industry and his clients will result in a bright future for Dureco Manufacturing's plants in Europe.



Dureco B.V.

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Tel: (+31) 294.015.321
Fax: (+31) 294.018.923

MacDesign was launched in 1987, when after having worked for several publications before, **Eric Fimmers** decided to start designing record sleeves. Within two years, MacDesign became one of Belgium's most productive design companies.

Clients like **Sony Music**, **CNR**, **Indisc** and **Play It Again Sam**, plus a number of independents assigned well over 1,500 covers in three years time to MacDesign urging Fimmers to invest in high technology graphic equipment of which the digital Crosfield page assembly terminal (linked to his **Macintosh** graphic stations) became the nucleus.

The beginning of 1993 saw MacDesign moving to new premises in the south of Antwerp and only a step away from the international motorways linking Belgium with Holland, Germany and France.

"I wanted to have more working space first of all," says Fimmers, "as I was really stacking the Macintoshes in my office. In order to work more efficiently we needed more room; the interior of the new office has been designed to add extra image to the company and includes the possibility of further expansions."

In addition to the aforementioned Crosfield terminal, Fimmers invested in an extra terminal to cut in processing time; the purchase of an image setter allows him to insert photographs and graphics directly without having to go to specialized labs first. "The time aspect is still a priority,"

MacDesign

Digital PrePress : Design & Support

explains Fimmers, "but nevertheless, due to the huge amount of work, I added a staff of freelancers to prepare jobs up to the design stage."

Used to coping with strict deadlines, creativity and quality are the key words with MacDesign, and just recently, record companies **ARS**, **PolyGram** and **Dino Music** joined Fimmers' list of clients.

"The next step is going abroad," says Fimmers, convinced that his excellent reputation with numerous clients in the Benelux will spread out and allow him to start creating designs for international clients and subsidiaries from majors abroad. This is illustrated by the fact that

CNR Sweden appointed MacDesign to elaborate and design the cover for **One More Time's Calming Rain**, the band's follow up single for the highly successful *Highland*.

Although the Belgian domestic market has stabilized somewhat from the sudden "Flemish

boom" three years ago, MacDesign does not suffer from a drop in assignments. Fimmers designed the covers for chart-topping albums and singles by **CNR** (*Gert & Samson Vol II* sold over 100,000 albums) and **Indisc** also secured quite some work for domestic talent with crossover potential.

One of MacDesign's recent projects is the cover of the Sony Music album *Voor Mijn Liefste*, released on January 18.

Speed is not the only element here as MacDesign's intense working relation with managers, artists and record company executives is also widely appreciated. "An ongoing dialogue on record sleeves and the impact of cover design and its relation to music make up the cornerstone of MacDesign," says Fimmers, adding that he is currently concentrating on photo manipulation and "video grabbing", a technique allowing insertion of cover artwork into a video clip and vice versa.

He takes the example of **Isabelle A's** new 12-inch single *Wondermooi* to illustrate how text and photographs can be melted to a cohesive graphic design aiming at a slightly different target audience than Isabelle A's previous records.

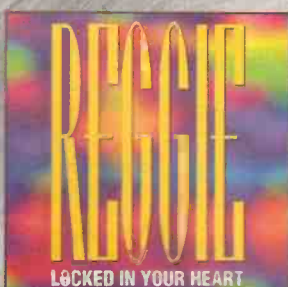
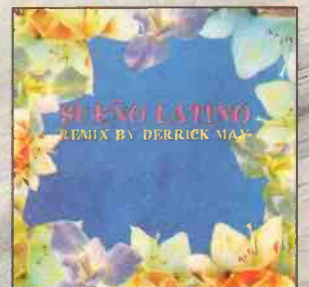
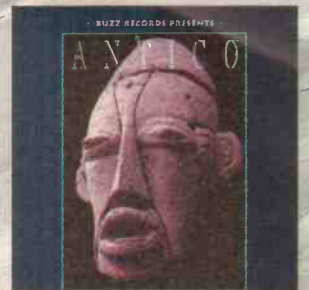
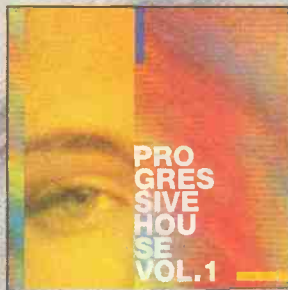
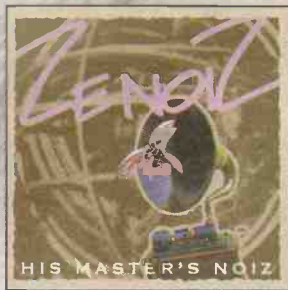
"But music still is the most important," concludes Fimmers, "and I always regret to see how little our job is appreciated. Clients don't always say they like the cover, but they keep coming back which is perhaps their way of showing appreciation. Have you ever heard a radio host giving cover credits to a number one hit single?"



MacDesign

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MACDESIGN



SLEEVE DESIGN

MACDESIGN

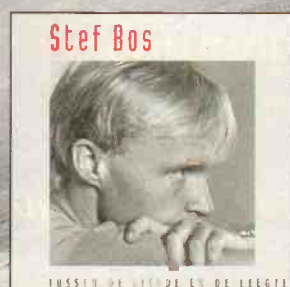
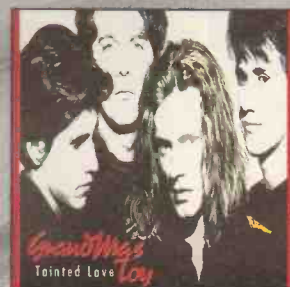
Jan Van Rijswijcklaan 33-35

2018 Antwerp - Belgium

T : 32.3.248.49.01

F : 32.3.248.29.41

SLEEVE DESIGN



New Releases

SINGLES

BADESALZ

Black Or White - Columbia
PRODUCER: G. Knebel/H. Nachtsheim
 Yes, they did it again. This German duo, which specializes in hilarious versions of well-known pop hits has a go at **Michael Jackson's** *Black Or White* in a way which should make "Weird Al" Yankovic blush. It strays quite far from the original with its humpapa arrangement.

FORMOSA

Girls On The Loose - Ariola
PRODUCER: Formosa/Mark Angelo
 This Amsterdam-based English four-some more or less continues where Depeche Mode left off. Although somewhat similar, their sound is far more beefed up with techno influences, which puts them in perfect tune with today's dance crowds.

PATRICK LEMOINE

I've Got The Music In Me - Ariola
PRODUCER: Wildmax
 This is one of those songs that essentially has everything needed to succeed: a strong hook, a catchy chorus, a driving house beat and some ethereal synthesizer lines which provide an ambient feel. It sounds like a bit of an overdose but it works surprisingly well and should score high with both radio and on the dancefloor.

SALLY DAVIS JUNIOR

My Best Friend - WEA
PRODUCER: Fehlmann/Thiel/Loderbauer
 In spite of the name, this is not a close relative to the late Sammy Davis Jr., but an international Cologne-based outfit, whose music is probably best described as danceable pop. The most striking characteristics of their sound are strong melodies propelled by an array of electronic hardware countered by acoustic percussion and drums and sharpened by electric guitars.

TERRY HOAX



Insanity - Metronome
PRODUCER: Jens Krause
 Even though this song has a distinct late '60s/early '70s feel somewhat reminiscent of the Doors, it sounds very contemporary, mainly because of the subtle dance beats and the full-bodied production. The flashy guitar work stands out in particular.

ALBUMS

AFTER HOURS

After Hours - Global Satellite/Ariola
PRODUCER: Mal Luker
 Everyone interested in powerful hot-blooded, bluesy hardrock should investigate into this. Up-tempo rockers like *Girl Like You* and *Goin' Surfin'* and ballads like *Samantha* and *Tommy's Song* are tailor-made for rock radio.

CHROMING ROSE

Pressure - Electrola
PRODUCER: Flemming Rasmussen
 Yes, they are still with us, those rough 'n' tough hardrock bands that sometimes seem to have disappeared without a trace. Sounding somewhat like a cross between early day Metallica and Judas Priest at their peak, they have considerable potential, especially if they can translate their sound in the studio to the stage which is essential for this type of band. Some of the stronger songs on this set are *They Will Always Find A Reason*, *The Snake* and *You Can't Lie Anymore*.

ELOY

Destination - ACI Records/S.P.V.
PRODUCER: Frank Bornemann
 Progressive rockers from that music's golden era should be delighted to find out that after a lengthy absence, Germany's premier band from those years is back with a vengeance. Even though they remain true to their roots they are by no means nostalgic, because they manage to use modern production and writing ideas to their advantage. This works particularly well on songs like *Call Of The Wild*, *Fire And Ice* and the sophisticated ballad *Jeanne d'Arc*.

CHRIS NORMAN

The Growing Years - Polydor
PRODUCER: C. Norman/G. Mende
 This former **Smokie** lead singer already hit paydirt in the mid-'80s with songs like *Midnight Lady* and *Some Hearts Are Diamonds* and especially *Stumblin' In* which was a duet with **Suzi Quatro** who also guests on the most charming *I Need Your Love*. From this opening track, the album goes from strength to strength as witnessed by tracks like *Someone Is Missing You*, *Walkin' In The Rain* and the title song.

SVEN VÄTH

Accident In Paradise - WEA
PRODUCER: Sven Väth
 This DJ/producer is a new star in the ambient galaxy, occupied by a.o. Brian Eno, Holger Czukay, David Sylvian and Ryuichi Sakamoto. He does however combine the standard elements of the genre with some less common items such as highly percussive world beats recorded on location all over the world. Some interesting tracks are *An Accident In Paradise* and *Ritual Of Life*.

People In The News



SONY DANCE DEAL — Sony Music Germany's Dance Pool label has just concluded a production deal with successful dance producer Jam El Mar. The first production under the contract is scheduled for the end of the month. Pictured at the signing of the contract are (l-r): manager of business affairs Eberhard Kromer, director artist marketing Hubert Wandjo, manager Jam El Mar Matthias Grein, MD Jochen Leuschner, Jam El Mar and marketing manager rock/pop international Mike Heisel.



MORE PLATINUM FOR THE WALL — Drummer of Pink Floyd Nick Mason (centre) recently left Cologne with several awards for the band's albums under his arm, including double platinum for "Dark Side Of The Moon" as well as four platinum discs for "The Wall." Presenting the awards were EMI Germany MD Erwin Bach (l) and EMI Electrola GSA MD Helmut Fest.



POWER TO THE PACK — Austrian dance group Power Pack, who have led the national singles charts for seven consecutive weeks with their debut "The Birthday Song", recently received gold from Sony Music Austria. The single is already released in Germany, Switzerland and Belgium. Pictured above are (l-r): Sony product manager Gerald R. Hajos, producer Erwin Kienast, Power Pack members Rose, Stella Jones and Redge Go M., Sony MD Martin Pammer, National Radio ö3's Christian Lehner, producer Norman Weichselbaum and Power Pack member Robert Benkö. Kneeling are Sony A&R manager Andy Zahradnik and Warner Chappel publisher Reinhard Otto.

Sony Music Germany. The Artist Development Company.

DEEP FOREST
PARIS RED
JOE PUBLIC
ANA GONZALEZ
BADESALZ
TOAD THE WET SPROCKET
BANDIT
SIMON CLIMIE
FIREHOUSE
ALICE IN CHAINS
KRIS KROSS
B.G. THE PRINCE OF RAP
ROGER WATERS
WYNONNA JUDD
LDC
DIE FANTASTISCHEN VIER
DES'REE
PETER KRAUS
SOPHIE B. HAWKINS
SHABBA RANKS
PEARL JAM
PEACOCK PALACE
ANDREAS MARTIN
JOE SATRIANI
LOS ROLIN
THE GRADUATES
RICK PRICE
COVER GIRLS
GIANT
BRUCE COCKBURN
HOLY NOISE
THIRD PARTY featuring CHIC VIRGIN

We charted all these new artists in 1992!

Sony Music

DANCE POOL



COLUMBIA

HERZ KLANG



Where Are Sony's UX-S Talents Now?

In the past, talent contests offering recording contracts as prizes usually ended up frustrating both the record companies and the winning artists. With such experiences already behind them, the folks at Sony UX-S in Germany decided to do something about this problem in the second year of their Sony UX-S Talent Award contest.

Teaming up with numerous players on the German music market—including the **Rockbüro Northrhine-Westphalia**, **Popkomm**, **EMI/ Electrola** and Cologne-based **Kick Music**—Sony Germany built a network of professionals who provided winners with a broad palette of opportunities to develop both their talent and business skills. Seven winners were selected from the 1,000 entries and were offered constructive and concrete help based on their own individual situation. "The main prize for this year's contest is realistic support," explains Rockbüro NRW **Volker Heisters**. Each of the seven winners received DM 4,000 (US\$2,500) in cash, which could be used in various ways to fit their specific needs. In addition, artists received professional consulting, live presentations at Popkomm '92 in Cologne and extensive promotional support to the press and electronic media, as well as to A&R people at record companies, music publishers and management companies. According to Heisters, each of the winners in effect receives support in value of between DM 20,000 and DM 40,000, including direct press promotions.

One of the specific promotional/presentation efforts undertaken by Heisters was to create a CD compilation of this year's winners, which was then sent to record companies, publishers and radio DJs.

This year's winners—Frankfurt-based **At The Movies**, **Suckspeed** from Hannover, Berlin-based **No Harms**, the American **Eric "IQ" Gray**, the **Rude Poets** from Cologne, the Bavarian experimental band **Tech Ahead** and the Hamburg-based **Die Sterne**—are by no means newcomers to the German music scene. All have been actively making music in groups or as session musicians for a number of years, and most have releases on the independent market and tour regularly.

BREAKING THROUGH

At The Movies, headed up by songwriter/singer **Ingrid Welsler**, is the youngest of the groups. Although Welsler has been an active studio singer for almost 10 years with considerable group experience to her credit, she has not yet scored a record deal. However, this looks as if it is due to change. According to Welsler's publishing, **Werner Schwarze** of **Mainhattan Music** (**Scorpions**, **Treat**, **Roko**, etc.), "the Sony UX-S Talent Award has aroused the interest of a number of companies for the group. Unfortunately, however, they have only offered singles deals."

Schwarze sees other priorities than just getting a major deal. "The first logical step is to procure individual concerts for the group, then to set them on tour. If we can't secure an appropriate deal for the group, we would also consider releasing the

production ourselves and seeking a distribution partner." Although the group has not yet made use of the consultancy opportunities offered to the winners, Schwarze notes that they may well make use of further Sony support in the video area.

Eric "IQ" Gray, a black American residing in Germany, has gained considerable experience as a producer, working with such artists as the **Poor Righteous Teachers**, **Tony Cook** and various German groups. As can be heard on his **Sub Up** album *The Vinyl Call*, the politically and socially involved artist's own music is clearly hip hop. Comments **Mark Chung** of the Hamburg-based **Freibank** publishing house, "The co-operation with the Sony UX-S team and Volker Heisters have been extremely good. All of the parties met to discuss what the most sensible step would be. And soon the answer was clear. IQ already had a label, and his record was well received, but he had no access to TV, such as **MTV Rap**, because **Sub Up** could not finance a video. The award made this possible, and the video for the title *Snakes* is now finished. "The New Yorker also had a chance to accompany **Boo Ya Tribe** on tour. "This would also not have been possible without help from Sony UX-S."

No Harms, a Berlin trio combining hard rock, punk power and soul, has also looked to **Freibank** as co-publisher and co-management.

"No Harms were just sort of playing around

for us to go to the majors at this time. The people in Germany are just not ready for it. We can adequately cover the scene here working on a considerably smaller scale."

HAPPILY INDEPENDENT

Tech Ahead, an extremely experimental duo from Bavaria, has also gained a lot of experience by having their own label, **Ant*Arctic**. Says guitarist **Fritz Effenberger**, "Because we have been doing everything ourselves for the last few years, we don't really need the consulting. I also see no sense in going to the majors. We would like to get a deal with a middle-size independent label, if anything. Whether the Sony UX-S promotions and presentation helps in this direction remains to be seen. However, we did use the money to help finance the manufacturing."

Hannover-based **Suckspeed**, on the other hand, already has three albums out on the independent **We Bite** label distributed by **SPV**.

Michael Smilgies of **Hidden Force Management** (**Fury In The Slaughterhouse**) has been working with the group as a consultant for the last three years. "As a result of the Sony UX-S award," he explains, "we have intensified our work with the group, deciding from case to case exactly what our role should be." Smilgies confirms that the band's prize money will be used to produce new demos at the beginning of 1993.

"Because the band is already signed to a label, we are not sure at the moment how the situation will develop. We have no problems with the label, but they have reached their limitations. **Suckspeed** is at a point where they need a company with more personnel and more contacts. Whether we look for a new deal, which is made difficult by the existing contract and the fact that the group's music is not easy to promote on radio, or whether we perhaps seek other distribution possibilities will be decided when we have the demos in hand."

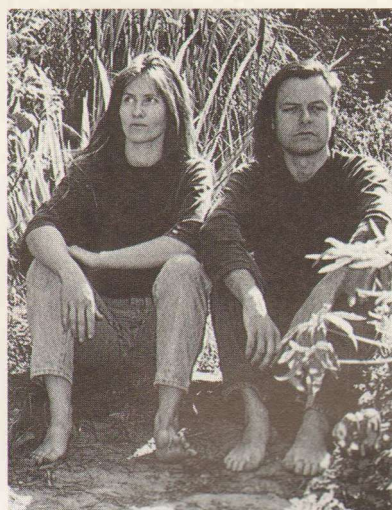
Die Sterne, which are signed to the Hamburg indie label **L'Age d'Or**, have a maxi-single and contributions to compilation albums already on the market. Their upcoming album, however, will be distributed through L'Age d'Or's label with **Polydor**. According to L'Age d'Or's **Pascal**, the Sony UX-S award made it possible for the group "to have both a producer and a sound engineer in the studio, which would have otherwise not been possible." The prize money also enabled the group to take along a permanent mixer on their recent tour, "which greatly improved their performance." Despite some criticism from the Hamburg indie scene, Pascal and the group feel the award has benefitted them. Says Pascal, "We have gotten coverage in magazines, and promoters have taken notice. The band has signed with **Powerline** in Berlin."

All in all, everybody involved in this year's Sony UX-S talent award are very satisfied with the results. As Heisters says, "In general I was quite surprised. The industry's and the musicians' reactions to this new form have been extremely positive. It seems to be working to everybody's benefit."

Robert Lyng



No Harms



Tech Ahead

Berlin. Although they have two indie album releases on the market, their motivation was not what it should be," Chung relates. "The Sony UX-S contest revitalized the group." The group, which is changing its name to **Gum**, are in the process of recording new demos, and Sony UX-S is providing assistance for photo sessions, according to Chung, who is also looking for a new recording deal for the group.

The **Rude Poets**, a Cologne-based hip hop/rap formation, have chosen to "do it themselves." As band member **Jens Kameke** explains, "We have our own studio and our own label, **Sellout Records**. Our first single was well received in the dance scene, and our next maxi-single is scheduled to be released in January." The band took advantage of the consultancy opportunities offered by **Kick**. "They provided us with a lot of basic business information. Now, if offers are made to us, we know what is important, what to say to people." The group also made use of three days in **EMI's** Maarweg studios. "We recorded the vocals there, which was much better suited for that than our studio. The Sony UX-S team has also provided a lot of new contacts for us, as well as some gigs. All in all, it has been very helpful." Kameke, however, is realistic. "I don't think it makes sense

1992: Year Of The Classical Comeback

If buying habits in the UK have any relevance to those in Europe as a whole—and they generally do—then the growing popularity of 20th century music, and specifically that of contemporary composers, is no longer just a suspicion, but a trend confirmed by year-end sales figures.

John Taverner's *The Protecting Veil* (Virgin Classics) topped the classical lists. Henryk Gorecki's *Third Symphony* and *Pieces Of Africa*, performed by the Kronos Quartet, (Elektra/Nonesuch), appear high on the lists, while EMI's recording of Mark-Anthony Turnage's *Three Screaming Popes*, released exclusively as a CD single, and Collins Classics' *Earth Dances* by Harrison Birtwhistle also did well. These are only the most prominent among an increasing number of contemporary works issued by majors and independents alike.

Attention for new composers was undoubtedly given a substantial boost with the introduction this past year of two important series dedicated to new music: Collins *20th Century Plus*—which at the moment focuses on the work of contemporary British composers—and Philips Classics *Point Music* in collaboration with Philip Glass.

A related trend was a

renewed interest in 20th century opera, an often difficult genre whose repertoire, apart from a few well-known works, is the domain of specialists. That may be changing. Operas by Janacek (*The Cunning Little Vixen*) Poulenc (*Pelleas Et Melisande*) and Stravinsky (*Oedipus Rex*) were released to much acclaim by EMI, Virgin, BMG, DGG and Sony respectively, not to mention upcoming works by Bernstein, Schoenberg and Berg.

So if sales were down 20% due to the recession (and perhaps also to the final stages of the switch-over entailed by the introduction of the CD in the mid-'80s), more albums were released, and CD sales were down only about 10%, not bad considering the dimensions of the recession. That some areas actually increased is an encouraging sign. The record companies' room for optimism among the general gloom is shown by their continued support of new work, with upcoming releases on Decca of Sir Michael Tippett's *Byzantium*, on Collins of Peter Maxwell Davies' *Black Pentacost* and *Stone Litany* as well as the opera *Mary Of Egypt* by John Taverner, and from Koch International two works by American composer Charles Wourinen, *Hyperion* and *Archeopteryx*. **TB**

Koch Tackles Overabundance With Creative Marketing

by Terry Berne

Koch International, described by MD UK Klemens Kundratitz as "a mini-major," is actually an independent record company founded in 1978 by current president Franz Koch, with headquarters in Tirol, Austria. The company now consists of publishing, CD and cassette manufacturing, DCC duplication, recording facilities and distribution companies in both Europe and the US.

Classical music is one of the firm's principle fields of focus, though they also handle jazz and world music. In addition to the roster of distributed and associated labels (which, depending on the territory, includes Chandos, Hyperion and the Russian label Melody among others), Koch boasts two classical music imprints: Koch International Classics, which releases primarily American repertoire, and Koch-Schwann, which concentrates on romantic, last romantic and modern repertoire.

About 150 titles a year are issued by Schwann alone. And with their own distribution in Germany, Austria, Switzerland, Holland and Belgium, as well as the UK, the company has both a broad as well as detailed perspective on the complex classical music market in Europe.

"Since the advent of the CD," notes Kundratitz, "classical music has had an incredible development and it is now performing better

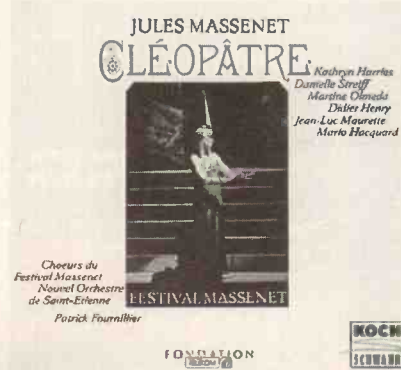
than at any time in its history. Because of its special demographic, even the recession has had only a limited effect."

Can one actually speak of a "European market?" And what changes will the single market of 1993 entail? "As classical music's penetration of the market grows," claims Kundratitz, "definite regional differences appear, niches which only apply within that territory. The most obvious example would be increased interest in the work of local composers in their home country. But local retail and economic realities also create differences. The arrival of a true common market should help us get product to the customer," continues Kundratitz, "and some internal logistics will change, but it is doubtful that the market itself will."

But some new tendencies are having an effect. "Market share of mid-price and budget material has increased tremendously over the past year," he asserts, "and it is both more interesting material and better recorded. This allows for more marketing, and this less costly product is easier to market. The industry suffers from too many releases with too little thought," he adds, echoing what many other industry analysts have recently concluded. "It is increasingly difficult for retailers to do justice to the wealth

of product, and, understandably must pick and choose."

"In addition, many companies re-release and repackage material over and over again, making it difficult for new artists to compete, and leaving customers confused. In the years to come we must make an effort to release more important and worthwhile



A recent release from Koch International

material, as well as concentrate on alternative methods of marketing, be it mail-order, clubs, or other creative strategies to reach buyers and compliment retail activities."

As for radio, Kundratitz comments, "Having two specialist classical labels, BBC Radio 3 is still our main support and creates the most impact for us. But we welcome Classic FM. They do not compete with Radio 3, they widen the audience and fulfill a very valuable roll for classical music in general."

Classical Station Reports

BBC WORLD SERVICE/London

Jeremy Siepmann - Exec. Producer
Poulenc - Catherine Dubose, Rachel Yakar a.o./Lyon Opera Orch./Nagano
Dialogue Des Carmélites [Virgin]
Rossini - Simone Aloimo, Sumi Jo a.o./Academy of St. Martin-in-the-Fields/Marriner
Il Turco In Italia [Philips]
Meyerbeer - Ian Platt, Bruce Ford a.o./Royal Ph.O./Parry
Il Crociato In Egitto [Opera Rara]
Stradella - Catherine Bott, Christine Batty a.o./Les Musiciens de Louvre/Minkowski
San Giovanni Battista [Erato]
Brahms - Stephen Kovacevich/London Philharmonic/Sawallisch
Piano Concerto No. 1 in D minor [EMI]
Tippett - Faye Robinson, Sarah Walker a.o./City Of Birmingham Symp. Orch./CBSO Chorus/Tippett
A Child Of Our Time [Collins Classics]
Respighi - Lausanne Chamber Orch./López-Cobos
Trattico Botticelliano [Telarc]
Turina - Orquesta Ciudad de Granada
Danzas, Gitanas, Rapsodia Sinfónica, Tema y Variaciones, Serenata, Oración del Torero [Claves]
Verdi - Britten Quartet
Sring Quarter in E minor [Collins Classics]
Chopin - Josef Hofmann
Piano Concertos Nos. 1 & 2 [Dante]
Various - Walter Gieseking
Piano music [Pearl]
Various - Mischa Levitzki
Piano music [APR]
Sibelius - Vienna Ph.O./Bernstein
Symphony No. 1 [DGG]
Walton - Lynn Harrell/City of Birmingham Symp. Orch./Rattle
Symphony No. 1, Cello Concerto [EMI]
Shostakovich/Lutoslawski - Cleveland Orch./Van Dohnanyi
Symphony No. 10/Musique Funèbre [Decca]

Aaron Jay Kernis - New York Chamber Symp. of the 92nd Street Y/The Lark Quartet
Symphony In Waves, String Quartet [Argo]
Samuel Barber - Chicago Symp. Chorus & Orch./Schenck
The Lovers, Prayers Of Kierkegaard, Op. 30 [Koch]
William Schuman/Bernard Herrmann - Phoenix Symp./Sederos
New England Triptych/Symphony No. 1 [Koch]

KLASSIK RADIO/Hamburg

Joachim Salau - Producer
Michael Praetorius - New London Consort/P. Pickett
Dances From Terpsichore [Decca]
Hummel, Haydn, Mozart - Reinhold Friedrich/
Ac. of St. Martin-in-the-Fields/Marriner
Classical Trumpet Concertos [Capriccio]
Händel - Nathalie Stutzmann/Hannover Band/R. Goodman
Opera Arias [RCA Victor]
Various - Sarah Chang
Debut [EMI Classics]
Henryk Gorecki - Dawn Upshaw/London Sinfonietta/D. Zinman
Symphony No. 3 [Elektra Nonesuch]
Various - Misha Maisky/Orch. de Paris/S. Bychkov
Adagio [DGG]
Various - El Quinteto Buenos Aires/Royal Ph.O./E. Stratta
Symphonic Tango [Teldec]

RADIO NEPTUNE/Brest

Jean Le Corvoisier - Prog Dir.
Bartok - Zoltan Kocsis
Works for piano solo [Philips]
Codex Las Huelgas - Sequentia
Various [DHM]
Ravel - Paul Paray
Daphnis et Chloé, Boléro [Mercury]
Various - Irmgard Seefried
Lieder [DGG]
Lalo - David Robertson

Namouno [Valois-Auvidis]
Hindemith - Riccardo Chailly
Kammermusik 1-7 [Decca]
Kodaly - Ivan Fisher
Psalmus Hungaricus [Hungaroton]
Weil - Philippe Herreweghe
Berliner Requiem - [Harmonia Mundi]

CONCERT RADIO/Amsterdam

Wouter Spijker - Prog. Dir.
Eric Bleys - Programmer
J.S. Bach - Borella/Ferr
Sonata in g for Oboe & Continuo BWV 1020 [Channel Classics]
C.Ph.E. Bach - Bijlma/Orch. of the Age of Enlightenment/Leonhardt
Celloconcerto in b Wq. 172 [Virgin]
Glazunov - L'Orch. de la Suisse Romande/Ansermet
The Seasons Op. 67 [Decca]
Schubert - Borodin String Quartet
Quartetsatz D.703 [Virgin]
Anonymous - Schola Cantorum Basiliensis
7 Italian Renaissance Dances [BMG]
Prokofiev - Slikovetsky/Gillio
Violinsonata Nr. 1, Op. 80 [Virgin]
Elgar - Chicago Symp. Orch./Salti
Enigma Variations [Decca]
Tartini - Gazzelloni/I Musici
Fluteconcerto in g [Philips]
Dvarák - Chung Trio
Pianotrio Nr. 3, Op. 65 [Decca]
Milhaud - Orch. De l'Opéra de Lyon/Nagano
La Création du Monde, Op. 81 [Musifrance]

NRK MUSIKK RADIO/Oslo

Cecilie Dahm - Producer
Richard Strauss - Hermann Baumann/
Gewandhausork. Leipzig/Masur
Hornkonzert Nr. 1 i Ess-dur [Philips]

Pergolesi - Emma Kirkby/Akademiet for Gammel

Musikk/Hogwood
Salve Regina [L'Oiseau-Lyre]
Haydn - Quatuor Mosaïques
Strjkekvartett i G-dur [Astrée]
Bach - Amsterdam Barokkork./Ton Koopman
Cembalokonzert i d-moll [Erato]
Prokofiev - Det Skotske Nasjonalork./Järvi
Symfoni Nr. 1 i D-dur, Klassisk Symfoni [Chandos]
Tsjajkovskij - Oslo Filh. Ork./Jansons
Italiensk Capriccio [Chandos]
Haydn - Christian Tetzlaff/Northern Sinfonia/Schiff
Fiolinkonzert i C-dur [Virgin]
Max Reger - Bayersk Radios Symf.ork./Davis
Variationer og Fuge over et Mozart-tema [Philips]
Vivaldi - Fabio Biondi/Ensemblet Det Galante Europa
Vinteren Fra Arstidene [OPS]
Muzio Clementi - Ph. Ork./Francesco D'Avalos
Symfoni Nr. 3 i G-dur [ASV]
Chopin - Idl Biret/Tsjekkoslovakisk Statsork./Stankovsky
Krakowisk, Konsert-rondo over en Polsk Dans [Naxos]
Grieg, til diktt av Arne Garborg - Solveig Kringelbott,
Kjell Bækkelund
Haugtussa, Verk 67 [BMG Ariola]
Mendelssohn - London Classical Players/Norrington
Symfoni Nr. 4 i A-dur, Verk 90 [EMI]

RSR-ESPACE 2/Geneva

Jean-Pierre Rousseau - Head of music dept.
Ravel - Orch. de la Suisse Romande/Ansermet
L'Enfant et les Sortilèges [Decca]
Beethoven - Francescotti/Columbia Symp. Orch./Walker
Concerto pour Violon [Sony]
Milhaud - Milhaud
Boeuf sur le Toit, La Création du Monde [A. Charlin]
Suzanne Danca - Ernest Ansermet [Cascavelle]
Bach - John Eliot Gardiner
Cantatas [Philips]

Everything You Always Wanted To Know About Station Reports *(But Were Afraid To Ask)*

Since the launch of Music & Media in 1984 (then called "Eurotipsheet"), station reports have always been a vital part of the magazine's mission. Now, nine years later, the section still offers a unique perspective on the programming of European music radio.

Methods of collecting and processing station reports, however, have changed dramatically over the years. From the initial hassle of typing in every single report in its entirety, to the current data processing and chart computing techniques, has sure been a long journey.

As a service to our most loyal reporters, on the following pages **M&M** presents the **Guide To European Music Radio**. This guide features our regular reporters in a brief profile listing specific formats, target groups, rankings and other important details.

M&M's current station reports database is designed to produce all sorts of charts and cross-statistics. The present **Station Reports**, **M&M Reporter Roster**, **EHR Top 40**, **Regional EHR Top 20**, **ACE Top 25**, **EDR Top 25** and **TrackFax** service (launched autumn 1992) make up only a fraction of its possibilities. In the months to come, **M&M** will launch the new "ECO" statistics (European Crossover), tracking down the cross-region movements of mainland European talent.

To be able to get a well-structured and reliable picture of European airplay, **M&M** records playlist activity of its reporting stations through a sophisticated set of criteria—formats, station rankings, weighting ratios, rotation levels and region allocations.

Formats

With intensifying competition, the necessity to deliver a specific audience to the advertiser is likewise increasing. The rise of format radio is therefore inevitable, especially for private and commercial stations.

The need to attract a segmented audience and to deliver a corresponding musical output is an ongoing process and the European radio situation is far from cast in stone. A format can be best described both in terms of programming material (music styles) and target audience (age groups). Following are the main formats currently in use in European music radio:

■ **European Hit Radio (EHR)** is Europe's leading music radio format and **M&M's** Reporter Roster comprises of 65% EHR stations. EHR aims at a youth audience mostly between 12-34 years and programmes contemporary, Top 40-oriented music. EHR does not only programme current hit material but also emphasizes newly released singles as chart contenders. In other words, EHR plays the hits and the future hits. EHR's core artists for 1992 include **George Michael**, **Madonna**, **Roxette**, **Lionel Richie**, **Genesis**, **Annie Lennox** and **Michael Jackson**.

■ **Adult Contemporary Europe (ACE)** serves the 25-49 year-olds with a more soft and adult-oriented choice of pop and rock. Typical for ACE is its openness to singer/song-writer type of material, as well as to national product. ACE also tends to pick up hits from mainstream and superstar acts. Some of ACE's 1992 core artists include **Lionel Richie**, **Elton John**, **Billy Ray Cyrus**, **Lindsey Buckingham**, **Sade**, **Glenn Frey** and **Vanessa Paradis**.

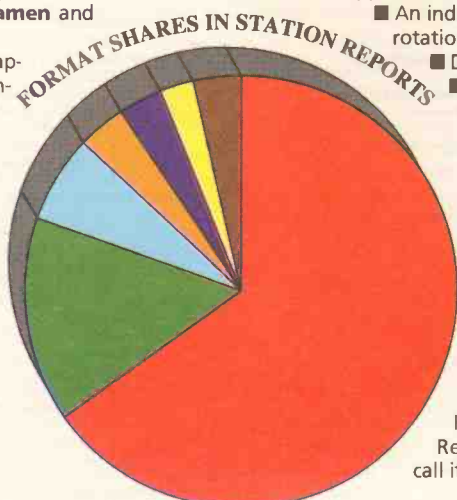
■ **European Dance Radio (EDR)** aims at 15-30 year-olds with various styles of dance music (including hip hop/rap, R&B and swingbeat). As an around-the-clock format, dance radio hardly exists. Because of the uncertainty of labels and advertisers on the commercial viability of such a format, dance radio remains very mainstream. During daytime hours it centers around the danceable end of EHR, sometimes alternated with ballads. The *club* edge of dance, however, is often featured on individual *shows* during specific hours, often at night. To get the EDR Top 25 less mainstream and more targeted, **M&M** is currently boosting its dance roster to better reflect the various sub-genres of dance. EDR's current programming output demonstrates its top 40 orientation: **Snap**, **Shanice**, **Bobby Brown**, **Michael Jackson**, **Rozalla**, **Shamen** and **Right Said Fred**.

■ **Rock** is used by **M&M** as a general description of various, overlapping rock-oriented formats: **Album Rock** (tracks from album-oriented rock acts), **Classic Rock** (oldies from established Rock acts), **Alternative/Progressive Rock** (the challenging end of Album Rock) and **Hard Rock/Heavy Metal**. By nature, Rock radio's core artists vary from station to station. Examples include: **Red Hot Chili Peppers**, **Black Crowes**, **Nirvana**, **Eric Clapton**, **Guns N' Roses** and **Metallica**.

Station Rankings & Ratios

M&M has awarded each reporting station with one of the following rankings: Platinum, Gold, Silver and Bronze. The ranking serves as an indication of how big or influential a given station is. Because stations within one ranking may still differ in influence, **M&M** gives each station its own in-house weighting ratio to fine-tune its chart impact. In **M&M's** published listings, however, stations within one ranking are put in alphabetical order.

■ EHR	65.2 %
■ ACE	15.2 %
■ EDR	6.6 %
■ Rock	3.6 %
■ EHR/Rock	3.3 %
■ EHR/ACE	2.5 %
■ Other	3.6 %



What's the use of rankings?

Rankings help the reader form a clear picture of how the radio landscape in each market is structured and which stations dominate. A more precise guideline to the four ranking levels can be found in the legends of the **M&M Reporter Roster** on page 39. Rankings also give an indication of how strong stations' playlists are weighted in **M&M's** airplay charts. It should be noted, however, that points awarded for airplay vary within one ranking, as explained above.

What are rankings and ratios based on?

National rating organizations (e.g. **JICRAR**, **Mediametrie**, **Gallup**) provide the basis for the allocation of rankings and weighting ratios. A station's status as a trendsetting and/or authoritative force in the programming of new music also contributes to its ranking.

Rotation Levels

Virtually all private stations work with weekly playlists, naming titles on rotation during the *coming* week. In general, a playlist is divided into an "A" list (heavy rotation) and a "B" list (medium rotation). The songs on a given station's A list could get played 10 or more times a week, while the B list features songs aired about five times a week. However, rotation definitions vary from station to station and another station may have more than two rotation levels, for instance ranging from 1-5 times a day. In such cases, **M&M** translates the individual station's rotation levels into reasonable A and B categories. **M&M** also distinguishes titles on "powerplay", i.e. songs on heavy rotation that get special attention during the week, which often means extra heavy rotation as well. Usually only one title gets powerplay status each week, thus functioning as "the record of the week."

Chart points allocated to a song for its appearance on a given playlist always reflect its rotation status. For statistic and chart purposes, it is also registered if a song is reported by a station for the first time. This produces the numbers of "New Adds", printed on the EHR pages for each song.

Public channels are often less rotation-minded than private stations and networks. Sometimes they hardly use a playlist at all. In those cases, **M&M** accepts a list specifying the most played records during the *past* week.

Regions

As you may have noticed, **M&M** has started mapping Europe by identifying 11 socio-geographic *regions* (introduced mid-September 1992), coinciding with the launch of the Regional EHR Top 20 charts. European Hit Radio statistics are now enriched with an invaluable *regional* perspective, increasing the visibility of domestic and mainland European product.

Regions are not defined purely by geographic boundaries, but are more an indication of common languages and cultures, which in many cases cross national borders. For example, the Franco-phone region, called West, includes not only French EHR stations, but also the French-language broadcasters in Belgium and Switzerland.

Due to population differences and the varying stages of radio's development across Europe, some territories will have more stations representing them than others. Therefore, rankings are distributed naturally according to the individual markets.

Charts, Statistics & TrackFax

Station Reports are used for several different purposes. Apart from publishing the reports themselves (listing powerplays and additions to A and B lists only), **M&M** uses the lists for several formatted airplay charts: the EHR Top 40, the Regional EHR Top 20, the Ace Top 25 and the EDR Top 25, as well as TrackFax, a fax service (available on request) tracking down airplay on specific tracks.

It is therefore of utmost importance to always receive complete playlists from our reporting stations. This includes:

- Accurate information about which tracks have been added to or dropped from the playlist
- An indication of which tracks have been "converted", i.e. moved from one rotation level to another
- Details on the airplay frequency of songs in "A" or "B" rotation
- A maximum of 60 songs reported each week—please provide artist, title and label for each song

Welcome New Reporters!

M&M welcomes new reporters of all formats to the Station Reports section, but requests that you first call Station Reports Manager **Pieter Kops** at (+31) 20.669 1961 to register your station. On your request, **M&M** will fax you our **Station Reporter Sample Form** that may serve as a guideline on how to put together an accurate report.

The reporting deadline is Mondays at 13.00 CET. Stations are asked to fax or call even if their playlist is "frozen" for the week. If you have any problems faxing your station's report or meeting the deadline, please contact us. Please ask for Station Reports Co-ordinator **Raul Cairo** at (+31) 20.669 1961. **M&M's** Reporter fax number is (+31) 20.669 1951 or 1941. Please feel free to call if you have questions, problems or need special assistance.

Pieter Kops

Programmers' 1992 favourites

- | | | |
|-----|-----------------------------------------------|---------------------|
| 1 | SNAP/Rhythm Is A Dancer | (Logic, Germany) |
| 2 | INNER CIRCLE/Sweat (Alalalalong) | (Metronome, Sweden) |
| 3 | JON SECADA/Just Another Day | (SBK, USA) |
| 4 | TEN SHARP/You | (Columbia, Holland) |
| 5/6 | CHARLES & EDDIE/Would I Lie To You | (Capitol, USA) |
| | ELTON JOHN/The One | (Rocket, UK) |

The above list is based on a year-end poll among participating stations in the Guide To European Music Radio.



Pieter Kops



Raul Cairo

ROCK! AROUND THE CLOCK!
VOA at MIDEM, BOOTH G.3.16.



Daytime, Nighttime, Overnight, VOA Europe's exciting rock music format is available via satellite - for rebroadcast by your radio station. Whether you need 24 hours or just a few hours a day VOA Europe is the solution to your programming needs. And it's absolutely free! Call Dick Bertel in Munich at 49 89 28 60 91 or send him a fax at 49 89 280 9210.

VOA EUROPE IS ON THE AIR IN MUNICH, BUDAPEST, MILAN, SOFIA, TURIN, PRAGUE, MOSCOW AND MORE THAN FIFTY OTHER LARGE EUROPEAN CITIES.

Guide To European Music Radio

RADIO ROSKILDE **ACE - SILVER**
 Hersegade 22, 4000 Roskilde, Tel: 4235 8500, Fax: 4235 8040, MD: Kate May Lind, Prog Dir: Carsten Sivertsen, Head Of Music: Karsten Bendix, Sales Mgr: Annelise Jorgensen.
 Music/Speech: 90/10, Target Group: 12 - 50, Cum. Audience: 53,000, Average Audience: 81,000, Source: GALLUP MARKEDSANALYSE. Main programmes: MORGENRADIO, Mon - Fri, 6.00-9.00, Dj: Lou Wulfsberg; FORMIDDAG, Mon - Fri, 9.00-12.00, Dj: Karsten Bendix; EFTERMIDDAGS RADIO, Mon - Fri, 13.00-17.00, Dj: Henrik Lundsgaard; MIDNATSDISKOTEK, Fri, 21.00-24.00, Dj: Steen Olsen.

RADIO SYDKYSTEN **ACE - BRONZE**
 Mollevej 7a, 2690 Karlslunde, PO Box 11 (Zip: 2680), Tel: 4215 1255, Fax: 4215 0899, Station Mgr: Wibeke Vangkilde, Prog Dir: Kaj Jensen, Head Of Music: Peter Hold, Sales Dir: Jytte van Deurs.
 Music/Speech: 80/20, Target Group: 25 - 54, Cum. Audience: 54%, Average Audience: 30%, Source: AGB GALLUP. Main programmes: FYRAFTEN, Daily, 16.00-18.00, Dj: Ib Henriksen; TOP 30, Sun, 14.00-16.00, Dj: Martin Falborg; HER OG NU, Sat, Sun, 8.00-10.00, Dj: John Ludvigsen.

RADIO VICTOR **MOR/EHR - SILVER**
 Jernbanegade 18, 6700 Esbjerg, Tel: 7545 0400, Fax: 7545 0494/0203, MD/Prog Dir: Steen Mogensen, Head Of Music: Lars Meibom, Sales Mgr: Brian Hallen.
 Music/Speech: 65/35, Target Group: 12 - 42. Main programmes: DREJESKIVEN, Mon - Fri, 13.00-15.00, Dj: Lars Meibom; STUDIE 92, Mon - Fri, 15.00-16.30, Dj: Thomas Kristensen, Christina Thomsen; AIRPLAY TOP 40, Sat, 13.00-16.00, Dj: Henrik Lauridsen; A-Z IP/CD TOP 40, Sun, 13.00-16.00, Dj: Peter Joergensen.

VOICE NAERUM, THE **EHR - SILVER**
 Naerum Hovedgade 95, 2850 Naerum, Tel: 4550 5050, Fax: 4550 5199, MD: Otto Reedtz-Thott, Prog Dir: Kasper Lange, Sales Mgr: Peter Brick.
 Music/Speech: 85/15, Target Group: 15 - 34, Cum. Audience: 89,000, Source: GALLUP MARKEDSANALYSE. Main programmes: MORGENTRYDDERKANALEN, Mon - Fri, 8.30-10.00, Dj: Allan Kjaergaard, Lille Lars; THE VOICE AIRPLAYCHART, Sun, 13.00-15.00, Dj: Hans Anders; THE VOICE JUKEBOXCHART, Wed, 13.00-17.00, Dj: Christian Luckow, Allan Kjaergaard.

VOICE - NORDIYLLAND, THE **EHR - SILVER**
 Soparken 4, 9440 Abybro, PO Box 110 (Zip: 9440), Tel: 9824 2655, Fax: 9824 4554, Prog Dir/Head of Music: Dennis Kronborg, Sales Mgr: Ole Holm Christensen.
 Music/Speech: 80/20, Target Group: 15 - 34, Cum.

Audience: 110,000, Source: GALLUP MARKEDSANALYSE. Main programmes: THE THOMAS MADVIG MORNING SHOW, Mon - Fri, 7.00-10.00, Dj: Thomas Madvig; THE DENNIS KRONBORG SHOW, Mon - Fri, 12.00-14.00, Dj: Dennis Kronborg; THE KEVIN JAMES SHOW, Mon - Thu, 16.00-18.00 + Fri, 17.00-19.00, Dj: Kevin James; THE VOICE AIRPLAY CHART, Sat, 16.00-18.00, Dj: Dennis Kronborg, Fritz Jensen.

VOICE ODENSE, THE **EHR - SILVER**
 Brogade 6-8, 5100 Odense, 1163 (Zip: 5100), Tel: 6617 8000, Fax: 6612 4640, MD: Otto Reedtz-Thott, Prog Dir: Eik Frederiksen, Head Of Music: David Dowsett, Sales Mgr: Jan Evon Clausen.
 Music/Speech: 85/15, Target Group: 10 - 34, Cum. Audience: 103,000, Average Audience: 51,000, Source: GALLUP MARKEDSANALYSE. Main programmes: VOICE SINGLE AIRPLAY CHART, Wed, 20.00-22.00 + Sat, 14.00-16.00, Dj: David Dowsett; IT'S EIK ON THE MIKE, Sat, 9.00-12.00, Dj: Eik Frederiksen; GROVBOLLEN, Mon, Wed, Fri, 6.00-9.00, Dj: Eik Frederiksen, Bo Bomuld; SATURDAY NIGHT PARTY PATROL, Sat, 22.00-24.00, Dj: Hans Hansen.

VOICE, THE **EHR - GOLD**
 Vesterbrogade 2e, 1620 Copenhagen V, Tel: 3332 9798, Fax: 3393 0807, MD: Otto Reedtz-Thott, Prog Dir/Head of Music: Lars Kjaer, Sales Mgr: Eric Hansen.
 Music/Speech: 80/20, Target Group: 15 - 24, Cum. Audience: 337,000, Source: AGB GALLUP. Main programmes: THE VOICE AIRPLAYCHART, Sun, 15.00-17.00, Dj: Dan Rachlin, Frank Rasmussen; THE VOICE ALBUMAIRPLAYCHART, Mon, 14.00-16.30, Dj: Lars Kjaer; GROVBOLLEN, Mon - Fri, 7.00-10.00, Dj: Dennis Johannesson, Frank Rasmussen; SIADDERSPALTEN, Thu, 14.00-16.30, Dj: Philip Lundsgaard.

RADIO 100/RADIO SATA **ACE - SILVER**
 Aurakatu 8, 20100 Turku, PO Box 1 (Zip: 20251), Tel: (9)21.337 200, Fax: (9)21.337 451, MD: Leena Rynanen, Prog Dir: Markku Heikkila, Heads Of Music: Kari Palonen, Kari Purssila, Sales Mgr: Pirjo Brusin.
 Music/Speech: 80/20, Target Group: 25 - 49.

RADIO CITY **ROCK - GOLD**
 Parkkalonkatu 1, 00180 Helsinki, PO Box 291 (Zip: 00181), Tel: (9)0.694 1366, Fax: (9)0.694 0479/9252, MD: Christian Moustgaard, Prog Dir: Eero Hyvonen, Head Of Music: Mage Vainio, Sales Mgr: Timo Kakko.
 Music/Speech: 75/25, Target Group: 15 - 34, Cum. Audience: 45%, Average Audience: 21%, Source: FINNPANEL. Main programmes: POWER 96, Mon, Wed, 17.00-19.00, Dj: Norppa/Ski; BELLON GALLERIA, Mon, Wed, Thu, Fri, 12.00-14.00, Dj: Bello Romano; MORNING

SHOW, Mon - Fri, 7.00-9.00, Dj: Luoma/Jone; PYSTYS, Mon, Tue, Thu, 14.00-17.00, Dj: Njassa.

RADIO SATAPLUS/RADIO 100+ **EHR - GOLD**
 Hallituskatu 16, 33200 Tampere, PO Box 55 (Zip: 33201), Tel: (9)31.121 211, Fax: (9)31.122 099, MD: Matti Tulin, Prog Dir: Soili Luoto, Head Of Music: Pentti Teravainen, Sales Mgr: Jari Hemmila.
 Music/Speech: 75/25, Target Group: 20 - 50, Cum. Audience: 400,000, Average Audience: 200,000, Source: FINNPANEL. Main programmes: BACKSTAGE/PAINUTAAN PARKETILLE, Fri, 12.00-14.00/15.00-17.00, Dj: Pentti Teravainen; RADIO TOP 20/NEUV RELEASES, Thu, 14.00-15.00/17.00-18.00, Dj: Pentti Teravainen; LISTAHITIT, Fri, 18.00-20.00, Dj: Jussi, Pentti Teravainen; POP EUROPE, Sun, 18.00-20.00, Dj: Minna Korhonen, Pentti Teravainen.

RADIO YKKONEN - RADIO ETTAN **EHR - GOLD**



Kumpulantie 7, 00520 Helsinki, PO Box 72 (Zip: 00521), Tel: (9)0.146 4911, Fax: (9)0.146 1770, MD: Markku Veijalainen, Prog Dir/Head of Music: Juha Kakkuri, Sales Mgrs: Sten Johansson, Jarmo Hellas.
 Music/Speech: 70/30, Target Group: 25 - 49. Main programmes: ELAMAA STADISSA, Mon - Fri, 9.00-12.00, Dj: Mikke Stenberg, T Ukkola; SAKKI AUKI, Tue - Fri, 15.00-18.00, Dj: Joke Linnamaa; ETTANIN ILTAPAIVA, Mon, 15.00-18.00, Dj: Juha Kakkuri; EUROHITS, Fri, 18.30-21.00, Dj: Mr. Jay Jay.

YLE 2 RADIOMAFIA **EHR - PLATINUM**



PO Box 127, YLE Radio House, 00241 Helsinki, Tel: (9)0.14801, Fax: (9)0.148 2650, Prog Dir: Pentti Kempainen, Head Of Music: Jukka Haarna.

Music/Speech: 70/30, Target Group: 10 - 34, Cum. Audience: 1,241,000, Average Audience: 1,030,000, Source: FINNPANEL. Main programmes: ROCKMAFIA, Mon - Fri, 17.00-19.00, Dj: Leena Lehtinen; PRESSIKLUBI, Mon - Fri, 12.00-13.30, Dj: Juha Roiha; METALLUITTO, Wed, 19.00-20.30, Dj: Klaus Flaming; DANCE MOB, Sat, 21.00-24.00, Dj: Alex Nieminen.

France (Tel: +33)

EUROPE 2 NETWORK **ACE - PLATINUM**
 26 bis rue Francois I, 75008 Paris, Tel: 1.4723 1063/4, Fax: 1.4723 1059, MD: Martin Brisac, Prog Dir: Marc Garcia, Head Of Music: Christian Savigny, Sales Mgr: Olivier Cantel.

Music/Speech: 90/10, Target Group: 25 - 44, Cum. Audience: 4.5%, Source: MEDIAMETRIE. Main programmes: LES NULS, Mon - Fri, 7.00-9.00, Dj: Thierry Weigert; Mon - Fri, 11.00-15.30, Dj: Remy Jonnin; Mon - Fri, 15.30-19.30, Dj: Nicolas Du Roy; LES CHANSONS D'AMOUR, Mon - Fri, 22.00-1.00, Dj: Bruno Laboure.

FUN RADIO NETWORK **EHR - GOLD**
 143 avenue Charles de Gaulle, 92521 Neuilly-sur-Seine cedex, Tel: 1.4747 1172, Fax: 1.4747 4822, GM: Benoit Sillard, Prog Dir/Head of Music: Herve Lemair.
 Music/Speech: 90/10, Target Group: 19 - 30. Main programmes: Mon - Fri, 6.00-9.00, Dj: Difool, Julia;

Europe

Europe 2 the radio which knows no frontiers

- Europe 2 - France
- Evropa 2 - Czech republic
- Europa 2 - Slovak republic
- Europa Plus - Russia
- Radio SalV - Germany
- Europe 2 - Belgium
- Cadena Top - Spain
- Radio Mercury - Great Britain
- Radio Zet - Poland



Guide To European Music Radio

Miscioscia

Music/Speech: 60/40, Target Group: 20 - 50, Cum. Audience: 500,000, Average Audience: 110,000, Source: AUDIRADIO (MILAN). Main programmes: GOOD MORNING ITALIA, Mon - Sat, 7.30-8.00, Dj: Lenny Cirone; CONTATTO RADIO, Mon - Sat, 10.00-11.00, Dj: CNR Milano; DISCHI NEL PALLONE, Mon - Sat, 14.00-14.30, Dj: Maria Grazia Barile; ROCK CAFE, Mon - Sat, 16.00-17.00, Dj: CNR Milano.

RADIO DIMENSIONE SUONO

EHR - PLATINUM



Viale Mazzini 119, 00195 Rome (RM), Tel: (0)6.372 8488, Fax: (0)6.325 2871/372 5336, MD/Sales Dir: Eduardo Montefusco, Prog Dir: Marco Minelli, Head Of Music: Carlo Mancini.

Music/Speech: 73/27, Target Group: 15 - 34, Average Audience: 2,040,000, Source: AUDIRADIO (MILAN). Main programmes: Mon - Fri, 6.00-10.00, Dj: Maurizio Modica; Mon - Fri, 10.00-13.00, Dj: Mauro Marino; Mon - Fri, 13.00-16.00, Dj: Rosario Renna; Mon - Fri, 16.00-18.00, Dj: Maurizio Modica.

RADIO KISS KISS NETWORK ACE/DANCE - PLATINUM

Via Sgambati 61, 80131 Naples (NA), Tel: (0)81.546 1212, Fax: (0)81.546 7789/2916, MD: Lucia Niespolo, Prog Dir: Gianni Simioli, Head Of Music: Rosanna Iannaccone, Sales Mgr: Alberto Roselli, Promo Dir: Ciro Cacciola, Chief Eng: Antonio Niespolo.

Music/Speech: 70/30, Target Group: 25 - 44, Main programmes: INDIETRO OGGI NO, Daily, 9.30-10.30, Dj: Roberto Russo, Gianni Simioli; MONDO SALAME, Daily,

10.30-13.00, Dj: Gianni Simioli; MAMMA DICE CHE E PAZZO, Daily, 0.00-0.00, Dj: Rosanna Iannaccone; POMERIGGIO VITAMINA, Daily, 15.00-17.00, Dj: Rosanna Iannaccone.

RADIO MANIA

NOT REPORTING YET

Via Aquila 2, 60019 Senigallia (AN), Tel: (0)71.64446, Fax: (0)71.64446, MD: Luciano Girolimetti, Prog Dir/Head of Music: Alex Bedin, Sales Mgr: Gaby Giampieretti.

Music/Speech: 80/20, Target Group: 15 - 40, Main programmes: MATTIA MATTINA NO.1, Mon - Sat, 8.00-10.00, Dj: Alex Bedin; MATTIA MATTINA NO.2, Mon - Sat, 10.00-13.00, Dj: Felix Sbröllini; MANIA TOP 40 DANCE, Mon - Sat, 14.30-17.00, Dj: Carlino Bacchiocchi; MANIA HOT 50, Mon - Sat, 17.00-19.00, Dj: Gaby Giampieretti.

RADIO MILANO INT. 101 NETWORK EHR/DANCE

GOLD

Via Locatelli 1-6, 20124 Milan (MI), Tel: (0)2.6698 2551, Fax: (0)2.670 4900, MD: Angelo Borra, Prog Dir: Gigio D'Ambrosio, Head Of Music: Stefano Carbou, Sales Mgr: Adriana Villa.

Music/Speech: 80/20, Target Group: 15 - 34, Cum. Audience: 650,000, Source: AUDIRADIO (MILAN). Main programmes: GRAZIE DELLA COMPAGNIA, Mon - Fri, 6.00-10.00, Dj: Massimo Valli; AMERICAN TOP 40, Mon - Thu, 14.00-15.00/20.00-21.00, Dj: Gigio D'Ambrosio, Shadde Stevens; QUESTA E LA SERA, Mon - Fri, 21.00-24.00, Dj: Mario Pando; ONE-O-ONE DANCE PARADE, Fri, 14.00-15.00, Dj: Roberto Carluvaldesi.

RADIO MONTE CARLO

ACE - GOLD



Via Turati 40, 20121 Milan (MI), Tel: (0)2.2900 1636, Fax: (0)2.655 1451, MD: Alberto Hazan, Prog Dirs: Novella Massaro, Francesco Migliozzi (Head of Music), Sales Mgr: Claudio Trapassi.

Music/Speech: 80/20, Target Group: 25 - 44, Cum. Audience: 6,534,000, Average Audience: 2,517,000, Main programmes: Mon - Fri, 7.00-10.00, Dj: Fausto Terenzi, Paolo Dini, Leone Di Leiria; FAUSTO TEREZI SHOW, Mon - Fri, 13.00-16.00, Dj: Gianni de Berardinis; SALVAGENTE, Daily, 21.00-2.00, Dj: Nick the Nightly, Johnny Angel.

RADIO ONDA LIBERA

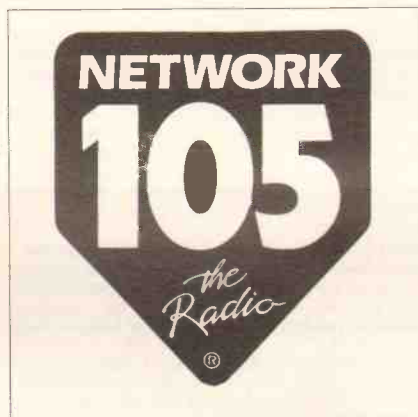
ACE - BRONZE

Piazza Matteotti 21, 06019 Umbertide (PG), PO Box 27 (Zip: 06019), Tel: (0)75.941 3030, Fax: (0)75.941 3034, MD: Giuliano Zucchini, Prog Dir/Head of Music: Marcello Rosi, Sales Mgrs: Marco Picchio, Giuliano Zucchini.

Music/Speech: 70/30, Target Group: 25 - 44, Main programmes: MIRANDA, Mon - Sat, 8.00-9.30, Dj: Marco Picchio.

RETE 105 NETWORK

EHR - PLATINUM



Via Turati 40, 20121 Milan (MI), PO Box 1448 (Zip: 20100), Tel: (0)2.659 6116/655 1243/4, Fax: (0)2.659 2272, MD: Edoardo Hazan, Prog Dir: Silvio Santoro, Head Of Music: Angelo de Robertis, Sales Mgr: Claudio Trapassi.

Music/Speech: 85/15, Target Group: 15 - 34, Average Reach: 7,024,000, Source: AUDIRADIO (MILAN). Main programmes: GIANNI RUSO SHOW, Mon - Fri, 7.00-10.00, Dj: Gianni Ruso; POMERIGGIO FENOMENO, Mon - Fri, 14.00-18.00, Dj: Marco Galli; NIGHT EXPRESS, Mon - Fri, 21.00-1.00, Dj: Angelo de Robertis.

RTL 102.5 HIT RADIO

EHR - PLATINUM

Via Suardi 42, 24040 Arcene (BG), PO Box 1025 (Zip: 20101), Tel: (0)35.879 301/097/294, Fax: (0)35.878 012, MD: Claudio Astarri, Prog Dir: Luca Galli, Heads Of Music: Luca Viscardi, Grant Benson, Sales Mgr: Walter Zicoulo.

Music/Speech: 75/25, Target Group: 18 - 30, Cum. Audience: 2,717,000, Average Audience: 957,000, Source: AUDIRADIO (MILAN). Main programmes: CRAZY CLUB, Tue - Sun, 1.00-5.00, Dj: Claudio Baila, Alberto Bis.

STAR 108

EHR - BRONZE



Via Matteotti 24, 18012 Seborga (IM), Tel: (0)184.29785, Fax: (0)184.29785, MD: Alan West, Prog Dirs/Heads of Music: Alan West, Mark Dezzani, Sales Mgrs: Mark Dezzani, Alan West.

Music/Speech: 70/30, Target Group: 15 - 44, Main programmes: BREAKFAST, Mon - Fri, 7.00-11.00, Dj: Alan West; STAR 108 LUNCHTIME, Mon - Fri, 12.00-14.00, Dj: Alan West, Mark Dezzani; STARDRIVE, Mon - Fri, 16.00-20.00, Dj: Mark Dezzani; THE MAD MIX, Sat, 10.00-14.00 + Sun, 9.00-13.00, Dj: Mark Dezzani, Alan West.

Norway (Tel: +47)

NRK-P3

EHR - PLATINUM

Bjornstjerne Bjornans Plass 1, 0340 Oslo, Tel: (0)2.245 8843, Fax: (0)2.245 7980, Head of Network Radio: Tor Fuglevik, Prog Dir: Anne Aasheim, Head Of Music: Jan Rustad.

Music/Speech: 70/30, Target Group: 15 - 34, Max. Reach:

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Guide To European Music Radio

Prog Dir: Vince Herbert, Head Of Music: Merritt Crawford, Sales Mgr: Neil Kenlock.
Music/Speech: 85/15, Target Group: 12 - 35, Cum. Audience: 200,000, Average Audience: 92,000, Source: JICRAR. Main programmes: BREAKFAST, Mon - Fri, 6.00-10.00, Dj: James Anthony; MID MORNING JAM, Mon - Fri, 10.00-13.00, Dj: Merritt Crawford; AFTERNOON AFFAIR, Mon - Fri, 13.00-15.00, Dj: Clive 'Jiggs' Patterson; DRIVE TIME, Mon - Fri, 15.00-19.00, Dj: George Kaye.

CITY FM **EHR - PLATINUM**
8-10 Stanley Street, Liverpool, Merseyside L1 6AF, PO Box 967 [Zip: L69 1TQ], Tel: (0)51.227 5100, Fax: (0)51.471 0333, MD: Dave Lincoln, Prog Contr: Tony McKenzie, Head Of Music: Sue Taylor, Sales Mgr: Barbara Gardner.
Music/Speech: 90/10, Target Group: 15 - 34, Cum. Audience: 678,000, Source: JICRAR. Main programmes: BREAKFAST SHOW, Mon - Fri, 6.00-9.00, Dj: Tony Snell; Mon - Fri, 9.00-12.00, Dj: John O'Hara; Mon - Fri, 12.00-15.00, Dj: Neil Atkinson; Mon - Fri, 15.00-18.00, Dj: Tony McKenzie.

COOL FM **ACE - GOLD**
PO Box 974, Belfast BT1 1RT, Tel: (0)247.817 181, Fax: (0)247.814 974, MD: David Sloan, Prog Dir: John Rosborough, Head Of Music: John Paul Ballantine, Sales Dir: Kieran Boyle.
Music/Speech: 80/20, Target Group: 18 - 30, Cum. Audience: 31% (246,000), Source: JICRAR. Main programmes: Mon - Fri, 6.00-9.30, Dj: Paul Buckle, Mark Wesley; Mon - Fri, 9.30-13.00, Dj: Neil McLeod; Mon - Fri, 13.00-17.00, Dj: Gene Wilson; Mon - Fri, 17.00-21.00, Dj: John Kearns.

DOWNTOWN RADIO **EHR - GOLD**
Kilonga, Newtownards, County Down BT23 4ES, Tel: (0)247.815 555, Fax: (0)247.815 252, MD: David Sloan, Prog Dir/Head of Music: John Rosborough, Sales Dir: Kieran Boyle.
Music/Speech: 60/40, Target Group: 30 +, Cum. Audience: 38% (441,000), Main programmes: FIRST EDITION, Mon - Fri, 7.00-9.00, Dj: Ivan Martin, Richard Young; Mon - Fri, 9.00-12.00, Dj: John Daly; Mon - Fri, 12.00-14.00, Dj: Big T; DRIVETIME, Mon - Fri, 16.00-18.00, Dj: Dougie Marshall.

GALAXY RADIO **DANCE - GOLD**
25 Portland Square, Bristol, Avon BS2 8RZ, Tel: (0)272.240 111, Fax: (0)272.245 589, MD: Colin Mason, Prog Dir: Paul Chantler, Head Of Music: Clive Dickens, Sales Mgr: Eddie Startup.
Music/Speech: 90/10, Target Group: 15 - 34, Cum. Audience: 600,000, Average Audience: 17% (102,000), Source: JICRAR. Main programmes: Mon - Fri, 6.00-10.00, Dj: Rik Scott; Mon - Fri, 10.00-14.00, Dj: Keith Francis; Mon - Fri, 14.00-19.00, Dj: Andy Beezey; Mon - Fri, 19.00-1.00, Dj: Mr. Tristan B.

GEM AM **NOT REPORTING YET**
29-31 Castle Gate, Nottingham, Nottinghamshire NG1 7AP, Tel: (0)602.581 731, Fax: (0)602.588 614, MD/Prog Dir: Chris Hughes, Head Of Music: Len Groat, Sales Mgr: Wayne Lowery.
Music/Speech: 85/15, Target Group: 35 - 55, Cum.

Audience: 25%, Source: JICRAR. Main programmes: THE BREAKFAST SHOW, Mon - Fri, 6.00-9.30, Dj: John Peters; MORNING SHOW, Mon - Fri, 9.30-13.00, Dj: Tony Lyman; AFTERNOON SHOW, Mon - Fri, 13.00-17.00, Dj: Andy Marriott; DRIVE, Mon - Fri, 17.00-21.00, Dj: Steve Vocce.

GLR 94.9 (GREATER LONDON RADIO) ROCK - BRONZE
35c Marylebone High Street, London W1A 4LG, PO Box 949 [Zip: W1A 4LG], Tel: (0)71.224 2424, Fax: (0)71.487 2908, Managing Editor: Trevor Dann, Head Of Music: Jon Myer.
Music/Speech: 60/40, Target Group: 25 - 44, Cum. Audience: 11%, Source: JICRAR. Main programmes: Dj: Richard Skinner, Chris Whatmoven, Mon - Thu, 19.20-22.30, Dj: Steve Barnett, Mon - Fri, 6.00-9.30, Dj: Kevin Greening, Jon Myer.

GWR FM **EHR - SILVER**
PO Box 2000, Wootton Bassett, Swindon, Wiltshire SN4 7EX, Tel: (0)793.853 222, Fax: (0)793.853 929, Tlx: 444450>Chmn: Henry Meakin, MD: Ralph Bernard, Station Dir: Simon Cooper, Prog Contr: Steve Orchard, Head Of Music: Gary Vincent, Sales Mgr: Will Garland.
Music/Speech: 90/10, Target Group: 25 - 34, Cum. Audience: 52%, Average Audience: 38%, Source: JICRAR. Main programmes: BREAKFAST SHOW, Mon - Fri, 6.00-10.00, Dj: Gary Vincent; MID MORNING SHOW, Mon - Fri, 10.00-12.00, Dj: Richard Caveue; AFTERNOON SHOW, Mon - Fri, 14.00-18.00, Dj: Sandy Martin; EVENING SHOW, Mon - Fri, 18.00-22.00, Dj: Mark Franklin.

INVICTA FM **EHR - GOLD**
John Wilson Business Park, Radio House, Whitstable, Kent CT5 3YR, Tel: (0)227.772 004, Fax: (0)227.771 558, MD: Rory Micks, Prog Dir: John Lewis, Head Of Music: Tim Stewart, Sales Mgr: Tim Gill.
Music/Speech: 90/10, Target Group: 15 - 34, Cum. Audience: 41%, Average Audience: 32%, Source: JICRAR. Main programmes: 24 Hours of EHR daily.

KISS 100 FM **DANCE - PLATINUM**
80 Holloway Road, KISS House, London N7 8SG, PO Box 100 [Zip: N7 8BR], Tel: (0)71.700 6100, Fax: (0)71.700 3752/3936/3979, Chmn: Keith McDowall, MD/Prog Dir: Gordon McNamee, Head Of Music: Lindsay Wesker, Sales Mgr: John Reilly.
Music/Speech: 75/25, Target Group: 15 - 34, Cum. Audience: 1,091,000, Source: JICRAR. Main programmes: CRAIG CHALES BREAKFAST SHOW, Mon - Fri, 7.00-10.00, Dj: Craig Chales; STEVE JACKSON'S LOAD, Mon - Fri, 10.00-13.00, Dj: Steve Jackson; DAVID RODIGAN'S LUNCHTIME BOOGALOO, Mon - Fri, 13.00-16.00, Dj: David Rodigan; THE DANGEROUS DAVE PEARCE SHOW, Mon - Fri, 16.00-19.00, Dj: Dave Pearce.

LONG WAVE RADIO ATLANTIC 252 **EHR - PLATINUM**
Summerhill Road, Mornington House, Trim, County Meath, or: PO Box 252 London W1E 2RA, Tel: 463.6655, Fax: 463.6644, MD: Travis Baxter, Prog Dir/Head of Music: Paul Kavanagh, Sales Dir: Andy Hawkins.
Music/Speech: 99/1, Target Group: 15 - 24, Cum.

Audience: 3,300,000, Source: CONTINENTAL RESEARCH. Main programmes: BREAKFAST SHOW, Mon - Fri, 6.00-10.00, Dj: Charlie Wolf; Mon - Fri, 10.00-13.00, Dj: Henry Owens; Mon - Fri, 13.00-16.00, Dj: Kevin Palmer; Mon - Fri, 16.00-20.00, Dj: Dusty Rhodes.

RADIO BROADLAND **EHR - SILVER**
47-49 St. Georges Plain, Colegate, Norwich, Norfolk NR3 1DB, Tel: (0)603.630 621, Fax: (0)603.666 353, MD: Russell Stuart, Prog Dir: Mike Stewart, Head Of Music: Dave Brown, Sales Dir: Robb Young.
Music/Speech: 80/20, Target Group: 20 - 44, Average Audience: 42%, Source: JICRAR. Main programmes: BREAKFAST SHOW, Mon - Fri, 7.00-10.00, Dj: Rob Chandler; TEN TILL ONE, Mon - Fri, 10.00-13.00, Dj: Dave Brown; AFTERNOON SHOW, Mon - Fri, 13.00-16.00, Dj: Chrissie Jackson; DRIVETIME, Mon - Fri, 16.00-19.00, Dj: Stuart Davies.

RADIO CLYDE 1 **EHR - GOLD**
Clydebank Business Park, Glasgow, Strathclyde G81 2RX, Tel: (0)41 306 2200, Fax: (0)41.306 2265, MD: James Gordon, Prog Dir: Alex Dickson, Head Of Music: Bobbie Hain, Mktg/Sales Dir: Geoffrey Holliman.
Music/Speech: 75/25, Target Group: 15 - 34, Cum. Audience: 42%, Average Audience: 40%, Source: JICRAR. Main programmes: Mon - Fri, 6.00-9.30, Dj: Mike Riddoch; Mon - Fri, 9.30-13.00, Dj: Bobbie Hain; Mon - Fri, 13.00-16.00, Dj: George Bowie; Mon - Fri, 16.00-19.00, Dj: Gary Marshall.

RADIO FORTH RFM **EHR - GOLD**
Forth Street, Forth House, Edinburgh, Lothian EH1 3LF, PO Box 4000 [Zip: EH1 3LF], Tel: (0)31.556 9255, Fax: (0)31.558 3277, MD: Richard Findlay, Prog Dir: Tom Steele, Head Of Music: Colin Sommerville, Sales Mgr: Ian Sewell.
Music/Speech: 85/15, Target Group: 15 - 40, Average Audience: 32%, Source: JICRAR. Main programmes: BREAKFAST SHOW, Mon - Fri, 6.00-9.00; ZOO CREW, Fri, Sun, 16.00-19.00, Dj: Alison Craig, John Wood; STEPPING OUT, Sat, Dj: Tom Wilson; DOUBLE JOINT, Sun, 14.00-16.00, Dj: Mark Findlay, Bruce Findlay.

RED ROSE ROCK FM **EHR - GOLD**
St. Pauls Square, Preston, Lancashire PR1 1YE, Tel: (0)772.556 301, Fax: (0)772.201 917, MD: Mike Henfield, Prog Dir: Jeff Graham, Head Of Music: Dave Sander, Sales Mgr: Clive Douthwaite.
Music/Speech: 95/5, Target Group: 15 - 34, Cum. Audience: 30%, Source: JICRAR. Main programmes: INDIE / ROCK, Mon - Fri, 19.00-22.00, Dj: Mark Wallis; EMPOROR ROSKO, Sat, 12.00-14.00, Dj: Dave Sander; SOUL/DANCE, Sat, 18.00-22.00, Dj: Mark Wallis.

SUNSET RADIO **DANCE - GOLD**
23 New Mount Street, Manchester, Greater Manchester M4 4DE, Tel: (0)61.953 5353, Fax: (0)61.953 0170, MD/Prog Dir: Duncan Smith, Head Of Music: Steve Quirke, Sales Mgr: Alison Simpson.
Music/Speech: 85/15, Target Group: 15 - 34, Cum. Audience: 8%, Source: JICRAR. Main programmes: THE DREAM TEAM, Mon - Fri, 9.00-13.00, Dj: Tom Selleck, Patrick

Swayze; RAY ROSE, Mon - Fri, 13.00-16.00, Dj: Ray Rose; MIKE SHAFT, Mon - Fri, 16.00-19.00, Dj: Mike Shaft; SOUL SOUCE, Sun, 19.00-22.00, Dj: Richard Searing.

SWANSEA SOUND **EHR - SILVER**
Victoria Road, Gowerston, Swansea, Glamorganshire SA4 3AB, Tel: (0)792.893 751, Fax: (0)792.898 841, MD: Charles Braham, Prog Dir/Head of Music: Rob Pendry, Promo/Mktg/Sales Dir: John P Thomas.
Music/Speech: 70/30, Target Group: 25 +, Cum. Audience: 49%, Average Audience: 39%, Source: JICRAR. Main programmes: BREAKFAST SHOW, Mon - Fri, 7.00-10.00, Dj: Rob Pendry; GET TOGETHER, Mon - Fri, 10.00-14.00, Dj: Bill Everett; AFTERNOON MIX, Mon - Fri, 14.00-18.00, Dj: Jules Christian; EARLY RISER SHOW, Mon - Fri, 5.00-7.00, Dj: Steve Barnes.

TRENT FM **EHR - GOLD**
29-31 Castle Gate, Nottingham, Nottinghamshire NG1 7AP, Tel: (0)602.581 731, Fax: (0)602.588 614, MD/Prog Dir: Chris Hughes, Head Of Music: Len Groat, Sales Mgr: Wayne Lowery.
Music/Speech: 80/20, Target Group: 15 - 40, Cum. Audience: 37%, Source: JICRAR. Main programmes: THE BREAKFAST SHOW, Mon - Fri, 6.00-9.30, Dj: Gary Burton; MORNING SHOW, Mon - Fri, 9.30-13.00, Dj: Rob Wagstaff; AFTERNOON SHOW, Mon - Fri, 13.00-17.00, Dj: Andy Miller; DRIVE, Mon - Fri, 17.00-21.00, Dj: Tim Disney.

XTRA AM **NOT REPORTING YET**
97-77 Aston Rd North, Radio House, Birmingham, West Midlands B6 4BX, PO Box 555 [Zip: B6 4BX], Tel: (0)21.359 4481, Fax: (0)21.359 1117, MD/Prog Dir: Ian Rufus, Head Of Music: Robin Valk.
Music/Speech: 85/15, Target Group: 35 - 55, Average Audience: 30%, Source: JICRAR. Main programmes: LES ROSS, Mon - Fri, 6.00-9.00, Dj: Les Ross; ANNIE OTHEN, Mon - Fri, 9.30-13.00, Dj: Annie Othen; ADRIAN STEWART, Mon - Fri, 14.00-18.00, Dj: Adrian Stewart; DAVE HICKMAN, Mon - Fri, 18.00-22.00, Dj: Dave Hickman.

Europe

VOA EUROPE NETWORK **EHR - PLATINUM**
Ludwigstrasse 2, 8000 Munich 22, PO Box 221220 [Zip: 8000], Tel: (0)89.286 091, Fax: (0)89.280 9210, MD: Terry Hourigan, Prog Dir: Carol Parker, Head Of Music: June Brown.
Music/Speech: 80/20, Target Group: 15 - 34, Source: TSMS LONDON. Main programmes: VOA EUROPE - MUSIC AND MORE, Mon - Fri, 6.00-10.00, Dj: Jeff Roberts; VOA EUROPE - MUSIC AND MORE, Mon - Fri, 10.00-14.00, Dj: John Martin; VOA EUROPE - MUSIC AND MORE, Mon - Fri, 14.00-18.00, Dj: Carol Parker; VOA EUROPE - MUSIC AND MORE, Mon - Fri, 18.00-22.00, Dj: Eric Phillips.

Note: All information in this guide was supplied by the stations themselves, apart from format descriptions and rankings which were allocated by Music & Media.

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New Releases

SINGLES

EN VOGUE

Give It Up, Turn It Loose - East West **D/EHR/ACE**
 PRODUCER: Thomas McElroy/Denzil Foster
 In which direction will the catwalk lead this time? To soul music à la the Pointer Sisters, or four Mariah Careys. Their last single, *Free Your Mind*, is now included in "Theo's Rec And Wreck" remix without rock guitars but with added male raps.

EXTREME

Tragic Comic - A&M **R/EHR**
 PRODUCER: Nuno Bettencourt/Bob St. John
 Extreme picks two of the finest moments out of 20th century American entertainment industry: **Charlie Chaplin** and traditional Westcoast rock. The combination works wonders.

TOM JONES

All You Need Is Love - Zomba **EHR**
 PRODUCER: Dave Stewart
 The king of schmaltz tackles this Beatles classic in his very own inimitable way, while Stewart takes care of the solid foundation. All proceeds of this single go to **ChildLine**, UK's only free national helpline for children in trouble or danger.

LIVING COLOUR

Leave It Alone - Epic **R/EHR**
 PRODUCER: Ron St. Germain
 The first single off the new album *Stain* introduces new bass player **Doug Wimbish**, who is to be identified behind **Vernon Reid's** "guitacrobatics." Black rock at its best. "Maybe it is a bit too hard for us," says **NOS/Hilversum** producer **Tom Blomberg**, "but the song is 'saved' by the strong harmony vocals. We'll definitely support this one."

BILLY OCEAN

Pressure - Jive **D/EHR**
 PRODUCER: Steely & Cleevie
 After a three-an-a-half year absence Ocean releases the pressure, with a slightly disguised Italo dance tune.

POISON

Stand - Capitol **R/EHR**
 PRODUCER: Richie Zito
 Poison in the post C.C. DeVille days hasn't lost its special qualities as one of the most melodic rock bands around. This gospel-moulded rock ballad is of the same type as Foreigner's *I Wanna Know What Love Is*.

SAFFRON

Circles - WEA **D/EHR**
 PRODUCER: Eric Kupper/Lenny Dee/Neil McLellan
 While Madonna goes deeper and deeper, Saffron goes round and round in circles with no striking differences, both productionwise and seen from the song's perspective. Comments **Invicta FM/Whitstable** **HOM Tim Stewart**, "Although less mature than the original by **Atlantic Star**, it has the advantage that the song is already known. Besides, Saffron has appeared in three TV shows, mostly on children TV. I want to cater to the kids too, so I mainly programme this one in the day slot that they are listening."

SISTER SLEDGE

We Are Family - '93 Mixes - Atlantic **D/EHR**
 PRODUCER: Bernard Edwards/Nile Rodgers
 For those who don't like all that recycling in modern mixes, there's always two sides to a 45. On that flip side you'll find the original version of the '70s disco stomper.

SPIN DOCTORS

Little Miss Can't Be Wrong - Epic **R/EHR**
 PRODUCER: Spin Doctors/Peter Denenberg/Frankie LaRocka
 Add a funky bass to Steve Miller's *Take The Money And Run* and you get this. You can't go wrong. Give these doctors as many spins as you can or we sue for malpractice.

THE TRAGICALLY HIP



Courage - MCA **R/A/EHR**
 PRODUCER: Chris Tsangarides
 Canada's hippest alternative rockers are already big in Holland, so try some "Dutch Courage." Intrinsicly, this R&B-based band has the same potential as U2 or R.E.M.. May this second single off *Fully, Completely* be their first pop hit ever.

ALBUMS

ELVIS COSTELLO & THE BRODSKY QUARTET

The Juliet Letters - Warner Brothers **ACE/A**
 PRODUCER: Kevin Killen
 Like his friend Paul McCartney with the *Liverpool Oratorium*, Costello now goes classical as well, although more song-oriented. Far away though this song series for string quartet and voice might seem to be from pop, so close it is in a way. From his sparsely arranged, more dramatic ballads in the past you can make the step to this fully classical approach, but it won't be easy. Programme with care.

FISH

Songs From The Mirror - Polydor **R/ACE/EHR**
 PRODUCER: James Cassidy
 Fish goes back to the days that he mimed his favorite songs in front of the mirror with his tennis racket at waist-height. His parents must have looked surprised when they entered his bedroom finding little Fish jumping around like a looney while singing *Apeman* by the Kinks. Their son's setlist further consisted of songs from **Alex Harvey, Pink Floyd, Argent, Sandy Denny, Genesis, T-Rex and David Bowie**. Imagine their pride when he performed *Question* by the **Moody Blues**. Join this sentimental journey to the '70s.

FLASH AND THE PAN

Burning Up The Night - Epic **EHR/A/ACE**
 PRODUCER: Vanda/Young
 Still sparkling brightly, the Australian survivors of synth pop never fail to come up with beautiful melodies. *Ivy Love* has the potential of a multi-format smash. From the hip listener of alternative radio to

granddad who listens to the ACE format, they will all turn up the volume. Although Vanda and Young haven't compromised their music to today's fashion, the more uptempo songs are almost an open invitation to smart remixers in the dance field. Somebody like Paul Oakenfold could take a song like *Searching For A Headlight* into New Order/Electronic territory.

SYLVIE MARÉCHAL

Voie Lactée - RCA **EHR/D**
 PRODUCER: Johnny Turnbull/Dave Stewart
 Like the wind changing direction, the atmosphere of this album diverts with every track. Maréchal has the right cameleon voice. She has no problems whatsoever shifting colours from the state of hypnosis on a dance version of **Leonard Cohen's I Just Feels** to the animal stance on the rocker *Les Anges Vagabonds*.

SLEEZE BEEZ

Powertool - Red Bullet **M/R/EHR**
 PRODUCER: Gary Lyons
 While Def Leppard has steered into the mainstream, these Dutch hard rockers come out of the slipstream. They still prefer it the rough way, deeply adrenalized. Because of the ease with which you can join in with the strong choruses (*Raise A Little Hell, Watch That Video*, listeners of EHR stations will have no problems with the souped up guitar sound. On *Dance Cinderella's Tom Keifer* adds his slide guitar to the funky beat. The rock ballad that will break down all radio barriers is *I Don't Want To Live Without You*. The bosses of **Atalantic**—their US label—may have faith in the return on their investments.

THE THE



Dusk - Epic **A/EHR**
 PRODUCER: Matt Johnson/Bruce Lampcov
 Although The The is still the alter ego of "Mad" Matt, the whole concept is looking more and more like a band now. Send these lads featuring guitarist/harmonica player **Johnny Marr** on tour, and they can teach the whole lot a thing or two about music. Mr. Johnson sings his songs so desperately—especially the first single *Dogs Of Lust*—that it sometimes almost frightens you. The mere beauty of this set conquers all. Listen to *This Is The Night*, and wrap yourself in the warm sound of that tinkling piano and those brushes softly hitting the drums, beautifully contrasting with that ice cold guitar solo. **John Thirkle's** trumpet on *Helpline Operator* has that same effect, sending shivers down the back bone.

NEW TALENT

KEN DAVIS

Modern World - Inspired/Dureco (LP) (Holland)
 PRODUCER: Ken Davis
 Australian synth magician Davis is "two-faced" on his new album. The first 10 tracks featuring saxophone are happy go lucky instrumentals, whilst the next 15 are purely high-tech and cinematic by nature. Contact **Diny van Mourik** at tel: (+31) 2940.15321; fax: 2940.18725.

THE JULIE DOLPHIN

Roses - EP - Timbuktu (UK)
 PRODUCER: Jeff Ward/Julie Dolphin
 Pick this bouquet of roses—four pretty songs—which smells like a more powerful, less mysterious flower from the same greenhouse that gave us the Cocteau Twins. Contact **Peter Bond** at tel: (+44) 71.436 3371; fax: 71.436 2837.

RUNAR JÚLIUSSON

Rúnar & Otis - Geimsteinn (LP) (Iceland)
 PRODUCER: Rúnar Júlíusson
 The Icelandic chartbuster Júlíusson is a real adventurer, who made a lot of musical friends along the way. This new good time rock 'n' roll album he recorded with **Larry Otis**, guitarist with the **Ike & Tina Turner Revue** in the early '70s. Contact the artist at tel: (+354) 2.12717; fax: 2.12711.

THE KANES

She Says.... - ABC Country (LP) (Australasia)
 PRODUCER: Todd Hunter/John Kane
 Not to be confused with American act the O'Kanes, but note these Australians have country music in common. Book a room in *Starlight Hotel*, where **Genni Kanes** sings for the guests. Contact **Fraser Sandeman** at tel: (+61) 2.950 3919.

THE SHUFFLE DEMONS

Alive - Stubby (LP) (Canada)
 PRODUCER: Shuffle Demons
 These Canadian jazz dissidents have burned down Europe completely as you can hear on this double live CD. With *Out Of My House, Roach* you have the first poltergeist ever on radio. Contact **Richard Underhill** at tel: (+416) 636.8943; fax: 979.8674.

SYSTEM ENEMY

Rhythm Is An African Thing - Gallo (South Africa)
 PRODUCER: Ian Osrin
 The title of this album is so true. In this case the rhythm travelled back from Jamaica to the African motherland. So don't expect township jive but cheerful reggae, not unlike Inner Circle. Contact **Eleanor Campbell** at tel: (+11) 788.0519; fax: 442.6190.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, ACE, R (Rock), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative) and M (Metal). Records mentioned in New Talent are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Robbert Tili/Machgiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.

Jesus Jones Works On High Continental Profile



Alternative rockers Jesus Jones are in high gear of a European promotional tour in an effort to gather curiosity and exposure for their third album "Perverse" on Food, distributed by EMI UK to be released Jan 25.

by Mike McGeever

The first single from the album, *The Devil You Know*, was released just after Christmas and is getting extensive airplay in the US and the UK. But what about continental Europe?

The high-profile media blitz is an exercise for the European music executives and radio programmers to dispel the notion that Jesus Jones is "just another UK young sound group."

As opposed to much of the rest of the world, Jesus Jones' last two albums have been greeted with less than enthusiasm by the market in continental Europe. In one instance, in France, the 1992 Grammy double nominee had objects hurled at them on stage while on tour supporting the American psycho-billy band the Cramps.

But now promotional tactics have

changed. No more support tours. Instead, the band has a heavy schedule of showcase dates at clubs in each of the European territories. The showcases will be performed to audiences of 500-600 people with music and radio decision makers in attendance as well as members of the general public. The venues include the **Roxy** in Amsterdam January 25 and **Huxly's** in Berlin on January 31.

Also, to heighten interests in the new release are members of Jesus Jones particularly **Mike Edwards** and **Iain Baker** have prefaced the tour with upfront promotion including dozens of print and electronic media interviews in each market.

For example, interviews on Holland's **Radio Veronica** and on Finland's popular cable TV show "Good Morning Finland" (600,000 viewers).

The theory behind the high-profile campaign is to familiarize the continent with the band and the new album, so when it is released, people will be comfortable with Jesus Jones' sound. According to head of international promotion for EMI UK **John Briley**, "It is important that we get copies of the single and the album into the hands of the right people as soon as possible. At the same time, the interviews and media exposure allows them to get across the message of what they and their music are about. As a song writer, Edwards has opinions and ideas about what is on the minds of people in Europe."

Briley is confident *Perverse* will gather momentum from *The Devil You Know* video, which is currently in MTV Europe's "Buzz-Bin" rotation. Briley contends the band's recent upfront promotional visit to Italy has helped to get the single more than token airplay there. "I think radio programmers feel the sound is something they can work with and will want to be part of it from the beginning. Jesus Jones' sound is something that will be around for a long time and is something that could be covered and covered very well by other bands," he explains.

Gail Colson of **Gailforce Management**, London, Jesus Jones' management, echoes Briley's comments about

the importance of the video. Now, MTV Europe is very important "for a band's success in Europe," she says. "I sat down with them and we had a kind of think-tank on what we can do with MTV because of its influence in Europe."

Colson says lessons learned from past experiences on the continent, including having things thrown at them, coupled with the confidence from pre-release promotional visits has thickened Jesus Jones' hide. "In England it was almost too simple for them. They built an audience here and were selling out venues like **The Town & Country**. They had never played to their own audience on the continent. So the support tour with **The Cramps** was done for the experience. For me it did them an awful lot of good. If we only got through to 10% of the audience, then it was worthwhile."

She continues, "Bands that are going to last, have to learn to grow a thick skin. It has been a learning process. If *Perverse* doesn't take off in Europe, I'll be very disappointed but very surprised."

Colson believes continental Europe will have to take *Perverse* seriously given the bands success in the UK, US, New Zealand, Australia and Japan. "Europe will realize that it is not just a fan-based thing." Colson says to reinforce their profile, the band will return to the continent this summer playing at festivals and after touring the US and other parts of the world.

The Devil You Know was written by Edwards and produced by **Warne Livesey**, whose credits include **Midnight Oil** and **Julian Cope**. It is Jesus Jones' first single since *Right Here Right Now* hit the charts including the number 1 US spot in July 1991.

Right Here Right Now was from the US platinum and UK number 1 album *Doubt* and won an award for the most played record on the influential college radio scene last year. *The Devil You Know* is backed with another track, *Phoenix* on 12-inch cassette and CD-digipack. All formats include a vast array of mixes including the *Satellite Over Tehran* mix. The second CD in the digipack offers a Baker-composed track, entitled **Want To Know**.

SHORT TAKES

■ The "ultimate SM" video for the **Nine Inch Nails'** single *Happiness In Slavery* is not only banned for broadcast; it's not even allowed out of the **Island's** office front door. Sex maniacs who want a sneak peak should call **Phil Cooper** at tel (+44) 81.741 1511.

■ The new **Lenny Kravitz** album *Ave You Gonna Go My Way* is out in Europe on March 1. The same-titled single sees the light at February 8. A European tour is scheduled to take place between May 29 and July 9.

■ The second album by Catanese band **Uzeda**, *Waters*, will be produced by American alternative crack **Steve Albini** (**Big Black**, **Pixies** and **Gore**).

■ **Pearl Jam** guitarist **Stone Gossard** is working on a side project with some friends dubbed **Shame** (**Epic**). An album is expected to be out in March. A new Pearl Jam is planned for July, but may be delayed if *Ten* continues selling as strongly as it is.

■ In the series of famous duets, including **Peabo Bryson & Céline Dion**, **Luther Vandross & Janet Jackson**, **Patty Smyth & Don Henley**, we now add a new cute couple: **Helen Hoffner & Bryan Adams**. The latter is said to have written the song.

■ The last one reported to have worked with the almighty **Prince** is UK female rapper **Monie Love**, whose upcoming single is a royal production.

■ While his wife **Whitney** is changing the diapers of their first child, **Bobby Brown** has his hands free for a short European tour, from the end of April to mid-May.

■ After eight years as a rare and expensive import disc, *Hatful Of Hollow* by the **Smiths** starring the enigmatic **Morrissey** will be released in the US this spring.

■ The post-**Georgia Satellites** careers for **Dan Baird**—having a hit single with *I Love You Period* in Holland—and **Ricky Richards** (now with **Izzy Stradlin & The Juju Hounds**) have gotten off to a flying start, reason for **Elektra** to release the **Satellites** sampler *Let It Rock*, featuring their 1986 US number 2 hit *Keep Your Hands To Yourself*.

The Beloved Still Loved After Long Absence

Looking for married couples in the charts? Ok, let's go! In the post John & Yoko-era, the **Whitney & Bobby**-liaison is the most obvious one. The **Beloved**—a new entry in the UK singles charts at number 17 with *Sweet Harmony*—is the newest addition to the list, since, after the departure of **Steve Waddington**, remaining member **Jon Marsh** brought in his wife **Helena**.

The **Beloved** shares the small group of acts (**Bruce Springsteen** and **Def Leppard**) that can permit themselves to have a five-year hiatus between two albums, *Happiness* and *Conscience*, and

meanwhile not affecting the degree of success.

Comments **East West** head of international **Ian Grenfell**, "Usually it's an enormous risk when an artist stays away that long. You have to come back with something really strong, otherwise you can forget it. The **Beloved** made the right record, as is proved by the current UK hit. We want to create the same basis for the album on the continent where the band never had a hit so far. A pan-European marketing campaign and a possible concert tour in the autumn are both fully depending on single

hits. Other tracks that spring to mind for future singles include *Outerspace Girl* and *Spirit*."

The synth-dominated tune *Sweet Harmony* is a traditional verse-chorus pop song, which means very melodic and radio friendly. Grenfell thinks that if that isn't enough, the video will be. "It's a great concept based on the sleeve 'in motion' of the legendary **Jimi Hendrix** album *Electric Ladyland*."

Insiders know that that's the one with the nude ladies. **Jon Marsh** is filmed naked among them. Not to be banned by radio.

- Signed to **East West**.
- Publisher: **EMI/Virgin**.
- Management: **C.M.O./London**.
- New album: *Conscience* to be released on February 8.
- New single: *Sweet Harmony* released on January 11; currently, it is at number 17 in the UK.
- Recorded at **Sarm West/London**.
- Producer: **Jon & Helena Marsh**.
- Marketing: Instore material and merchandising.

Robert Tilli

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

Scandinavia

A&R/PRODUCTION ARE KEYS TO SUCCESS

Scandinavian Labels Increase Their Commitment To Local Talent

Over the last decade, Scandinavian talent has managed to stop the traditional strong grip that Anglo-American music has had on the national and international charts. And if strong A&R policies are the key to establishing market share, than Scandinavian companies have got the message. Multinationals are queuing up to acquire Northern independent labels, while the local affiliates of the majors are increasing their commitment to local talent. M&M examines the rich Scandinavian scene along with local experts.

by Robbert Tilli

The biggest and most obvious example of Scandinavian chart domination is **Roxette**, the flagship of **EMI Sweden**. This pop rock duo didn't come out of the blue; both **Marie Frederiksson** and **Per Gessle** had already built up respectable solo careers. The continuous string of international hits only started after the release of their second album *Look Sharp*, released at the end of 1988.

EMI Sweden head of promo **Marie Dimberg** repeats the old saying that "it is easier to get to the top than to stay there. Roxette never lost its top position, whereas lots of artists of the same generation seem to have vanished completely. The success of Roxette is summed up into two aspects: the power of the songs—Gessle is an unrivalled songwriter—and their credibility as a band. They are for real as they have demonstrated during their 18-month *Joyride* world tour."

More proof of Roxette's musical skills will be demonstrated by the band's live appearance on February 22 for the "MTV - Unplugged" programme, preceded by a special Roxette weekend on **MTV Europe**. For the future, EMI Sweden has set high international hopes for dance/rock crossover **Lovekings**, the only other English-language act on its roster.

THE BEAT GOES ON

Every label wants its local success stories to have a continuation abroad, and there will surely be some more chapters added to the history of



Ace Of Base

Ace Of Base. This pop reggae act's *Happy Nation* album has now sold over 100,000 copies in Denmark, following two hit singles—*All That She Wants* and *Wheel Of Fortune* which occupied the two top slots in the Danish chart last year. Norway has been receptive to the Swedish half male/half female quartet signed to Danish independent **Mega Records**, while Germany is on its way after **PolyGram's Metronome** (not to be confused with the Swedish company by the same name) acquired the rights for the world outside Scandinavia.

Mega A&R manager **Maurice Hawkesworth**, who originally hails from Delaware, US, reveals the label's philosophy. "We're music people here," he says. "Everybody is working here for the love of music. We're not a bank. Strong teamwork and good facilities are essential."

Hawkesworth believes that crossborder exploitation starts with listening to demo tapes. "We listen to the tapes like Americans would. If you can get it on the radio, you've got one shoe in the door. It was quite easy to hear from Ace Of Base's demo tape that this band was very special. The ultimate key to a good product is not to mess with it too much. We try to get as much exposure as we can get. Why produce things that are obscure? Get it to the people is our message."

"You can't force people to buy something that they don't like, certainly not with so much to choose from these days. Whereas in the past, when 100 artists ate a piece of the pie, now there are far more different releases at the same time. You have to compete with everyone."

The company is split up in a record label and a production unit. Continues Hawkesworth, "Production will be the angle for all future operations. Our MD **Kjeld Wennick** plays a very active and senior role in all A&R decisions. New acts on our roster should have an original feel to it. It's easier to imitate than to innovate. We have built up a solid reputation all over Scandinavia, so loads of demos flow in everyday. We don't believe in countries, but in sounds. As long as it's good music, nobody cares where it comes from."

MELTING POT OF TALENT

The same thing could be said about **Dr. Alban**. How many actually know this former dentist comes from Sweden? The success of this international chartbuster is embodied by the **SweMix** credo as quoted by label manager **René Hede-myr**, "We like the idea that Sweden is a melting pot. We get the best out of everything that comes down here, and put together international dance music, which is not the same as Swedish dance music. If you want to be big in our branch, a strong connection to the dance scene—the clubs—is absolutely necessary. Our collaboration with the experienced **Logic** label in Germany was crucial in Dr. Alban's case, while **BMG** has actually broken the act. For our soon-to-be-launched rock label we will employ a specialist, somebody who's got good contacts in the rock clubs as well."

SweMix is organized in a similar way as Mega by having a record and publishing division as well as a production company and studio. **BMG Ariola Munich's** recent acquisition of SweMix doesn't



Miss B. Haven

include the production side, leaving a great deal of its autonomy intact. Album-oriented material will be offered to BMG first, while there is an option to offer purely club-directed product to

"A&R is the basis of our business. Most record companies lack an A&R force. You can take all the ads in the world and set up the most expensive campaigns, but if the record itself sucks, it won't help you."

—EMI-Medley MD Michael Ritto.

various other, smaller international partners.

And the Scandinavian A&R scene continues to flourish, best illustrated by the recent flood of acquisitions. In the beginning of last year, **EMI** bought Danish market leader **Medley** for exactly that reason, a fact acknowledged by EMI-Medley MD **Michael Ritto**. "A&R is the basis of our business. Most record companies lack an A&R force. You can take all the ads in the world and set up the most expensive campaigns, but if the record itself sucks, it won't help you."

A special English-language album of **Miss B. Haven** is just out in Scandinavia, the GSA territories and the Benelux (see "Marketing The Music" last week) and other markets are to be followed suit. Ritto is very optimistic about the international potential of this all-girl group. "Our main philosophy is always to start working from the music."

We ask ourselves, 'What kind of band is this, and what kind of music? What can we do for them? What could be the best market?'

"Sometimes we feel we have to start first abroad. For our 'alternative' band the **Poets** for instance we will start a campaign in the UK prior to Denmark. But in general, our home market comes first." Good examples of this strategy are **Michael Learns to Rock** and **Sko/Torp**.

EXTENDING TO THE CROWDS

Another rich source of talent can be found at **Sony Music Denmark**, which has recently extended its roster. This year, the company will release 15 albums of domestic artists, which means at least one per month, sometimes two. In 1992, Sony Denmark made some noise with hard rock band **Pretty Maids**—best known for their cover of **Thin Lizzy's** *Please Don't Leave Me*, spread across Europe via one of **M&M's** "Loud 'N' Proud" boxes. Local A&R director/staff producer **Kim Hyttel** explains the expansion and the will to get recognized abroad. "As part of a multinational one should develop acts and try to break them internationally as well," she says. "With the **Pretty Maids** we have achieved a lot, because they're big in Japan now, although they're not that big yet in Europe. For that market we have prepared a special acoustic album, which will be a priority for **Sony Music International**."

Hyttel's recent signing and production of American rocker **Link Wray**—who has lived in Denmark for the past 10 years—further fits the international thinking of Sony Music Denmark while the forthcoming album by guitar hero, *Indian Child*, will be released on March 1. Another interesting new release with crossborder appeal is grunge rock act **Boghandle**, whose second album

is again handled by former **Nirvana** producer **Jack Endino**.

The Swedish **Metronome** label is currently at the center of attention with **Inner Circle**, directly signed to the label for the world outside the US. Although these reggae veterans come from Jamaica, their *Bad To The Bone* album is a 100% Swedish production. Metronome product director **Mattias Wachtmeister** has every right to be a proud man. "The project is still very much alive. Due to the hit single *Sweat (Alalala Long)* [one of the best played singles last year in the West, West Central and North European regions], the band has toured Europe heavily last year and will come back in mid-February to back up the current single *Rock With You*, with more concerts scheduled at the summer festivals when the third single *Wrapped Up In Your Love* will be out."

Wachtmeister says that with acts like **Inner Circle** and dance/rock crossover the **StoneFunkers**—who will have a new album out in April—Metronome tries to get them established in as much markets as possible. "But that doesn't necessarily mean that we follow this strategy for all our artists. For some we don't divert our efforts at too many markets at the same time, because that would harm the results at home." **Eric Gadd** is an act that Wachtmeister prefers to be careful with, although his 1991 debut album *Do You Believe in Gadd* sold 100,000 copies in the Scandinavian territories. On February 25, his yet-to-be-named follow-up album will be released.

ALL IN THE FAMILY

"First make all the mistakes in your own market [Denmark] before you go abroad" is one of the guidelines for **Genlyd BMG** marketing manager **Jesper Bay** who has found the time right to

place **Thomas Helmig** in the capable hands of his colleagues of **BMG Ariola Hamburg**. "The open market means a warm welcome to a lot of continental acts. **Vaya Con Dios** from Belgium is doing well here, so why shouldn't we try to place our product on the international market? As far as money is concerned, it's the icing on the cake."



Thomas Helmig

"The international perspective is very tempting, though. The general feel among our artists is that it's only fair that their music goes to other countries, especially now that the borders have disappeared. The fact that we're now part of a multinational will surely be an advantage. Being member of this big BMG family means that at least you get response from the various affiliates when you mail out listening cassettes."

In general BMG Genlyd acts have to be established at home before an international career is even considered. **Fiefraz** is the exception to the rule, because, in comparison to dance acts, rock bands are more expensive to produce.

The same thoughts are echoed by **PolyGram Norway** A&R/marketing manager **Petter Singsaas**, who rolled out the red carpet for traditional rock band **Stage Dolls**, whose single *Love Don't Bother Me* has been included in one of **M&M's** "Track Attack" boxes.

"First what you need when you start thinking internationally is a commitment from your affili-

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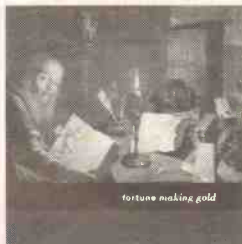
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Scandinavia

ates across Europe. That was no problem for us; the album *Stripped* was released all over the place. The band toured Europe as a support act for **Mr. Big**, so they were confronted with the right target group.

"International exploitation is very important with tour support and the bills for remixes to be paid. We did everything we could for the Stage Dolls, but looking back, we did not yet achieve the same results as in Norway, where the band enjoyed a number 1 hit." Other PolyGram Norway acts ready for the pan-European market include **Yeahlove Swans** and **Claudia Scott**.

Warner Music Norway A&R manager **Fred Engh** agrees with Singsaas on the issue of support within the multinational. "If you want to get your acts across Europe, you should start within the Warner companies. Never expect direct results with your first international release. **U2** had to go a long way as well, so we see a band like the **September When** as a long-term project. That's how we're going to treat their third album *One Eye Open*."

Jimmy Miller [of **Rolling Stones**-fame] is the



Heikki Silvennoinen

executive producer of that album, released on February 15, a good argument to keep at least one ear open. A lot is expected from **September When**, as their last album *Mother, I've Been Kissed* sold an impressive 80,000 copies on national territory. To put things into perspective: that puts them behind fellow countrymen **A-Ha** (125,000 copies sold of their *East Of The Sun* album), but ahead of **R.E.M.**'s *Out Of Time* album (60,000 copies).

For Engh, local acts are very important "because they are always available. A TV appearance really boosts the sales enormously in a country like ours. I wish I could get R.E.M. in a TV show. Getting your acts on MTV Europe is essen-

tial, but hard for Norwegian acts since we don't have a MTV office like the Swedes have in Stockholm."

Languages are fundamental in crossborder exploitation. For example, it is possible to release Swedish-language artists in Finland, but the other way round—Finnish-language export to Sweden—is absolutely out of the question. **Warner Music Finland** marketing manager **Ari Lohenoja** has to bear this in mind all the time. "Swedish is the second language here, so there aren't any problems on that side. But on our own domestic roster we don't have very much suitable for international exploitation. For that reason, the national market will always be our first aim. We only have one English-language act, guitarist and TV personality **Heikki Silvennoinen**. His *Mature & Cool* album is also released in Norway and Sweden."

Kurre—a singer with the most "Mediterranean feel outside Italy"—is one of the Finnish local heroes with unquestionable international appeal; depending on foreign interest, his upcoming second album could easily lend itself to an English-language production.

Scandinavian Product

BACKSTREET GIRLS



Let's Have It - WEA (LP) (Norway)

When you read in the CD booklet produced by Michael Ilbert ("Sator" and the **Sinners**) plus "Fanx to the **Inmates**," you know you can't go wrong: serious rocking in the overdrive. For those who still don't understand, these Norwegian guys (!) use the same elevator as Aerosmith.

THE JUNGLE MEDICS

Wake Up And Smell The Fish - Process (LP) (Norway) Now that **Doug Wimbish** has joined the ranks of **Living Colour**, the question is who will take care of the inheritance of **Tackhead**. The answer is the **Jungle Medics**. Somebody should set up a meeting with sound wizard **Adrian Sherwood**. Industrial sounds on a funky sometimes reggae foundation, it all comes to them naturally. Sometimes they are as accessible as the **Red Hot Chili Peppers** (*Nomads*, *Gipsy Trash* and *H.I.V. Spell*). Published by **Warner Chappell Music Denmark**.

BLOOMING DAYS

Crying On The Phone - Columbia (Sweden) This is pop as it was once meant to be, with a good, immediately hummable melody and lyrics aimed straight for the heart. It is almost too simple to be true. Roxette is living proof that this still works, so why not with this fivesome?

YEAHLOVE SWANS

Love Tech - Vertigo (LP) (Norway) Labeled as alternative, but certainly not looking for the easy way out. When these guys add dance beats to their music, it makes sense. Doomy and carefully shaped according to the works of early '80s cult producer **Martin Hannett**, while the **Sis-**

ters Of Mercy are at hearing distance all the way through. Most optimistic sounding song is the single *She's A Boom Boom*.

THE GIRLS

It's Not For The Öskön - Air (LP) (Sweden) Girls, girls, girls. Okay, "girls" means "boys" in Scandinavia as we know from the Backstreet Girls on this very same page. These Swedish boys do what **Crowded House** excel in—writing **Beatles**-esque melodies—but with a bit more power. By the way, we've never heard such a nice Hammond organ as on the track *Living On The Moon* since **Green Onions** by **Booker T. & The MGs**.

ESTER BROHUS



Ester Brohus - Sonet (LP) (Denmark)

While the discussion of US country making inroads into Europe continues, this is one of the best European country releases ever. And Brohus is not a cheap imitation; on the contrary, this record should be shipped out by thousands to the US. Emmylou, Wynonna and Reba will be shocked by competition coming in from the most unexpected corner, from Denmark...

HENNING STÆRK

Smalltown Saturday Night - Genlyd (LP) (Denmark)

Tell your listeners to put the chairs aside, because it's party time. Stærk is the last of a dying breed, the real rockers. He knows good repertoire is half the work, so again he picked out three songs out of grandmaster **Mickey Jupp**'s songbook, of

which *Claggin' On* is an absolute smash for all formats. A bonus is the clear production by British good time rock expert **Mike Vernon**.

BUBBLEGUM RIDE

La La La! - Dino (LP) (Sweden)

This Swedish band is in the same stage as **Pink Floyd** in 1967 when **Syd Barrett** and **Roger Waters** took their Volkswagen bus to their gigs instead of a big coach. The psychedelic days are still very much alive. And with tracks like *God Bless The Union* and *Waiting For Lies* that should not be regretted at all.

GREAT KING RAT



Great King Rat - Planet (LP) (Sweden)

Traditional '70s hard rock played on the razor's edge is hard to find these days. Whereas most albums are killed by over-production, these Swedes bring us the right stuff. The guts come from themselves instead of modern recording tricks. It's a bit like **Deep Purple** in the **David Coverdale** days, rock no metal. If edited, *Woman In Love*, with its funky guitar breaks is the track that could break them on EHR.

HEIKKI SILVENNOINEN

You Run - WEA (Finland)

Pick out one Finnish album at random, and chances are you'll see Silvennoinen's name on it. This ace session guitarist is omnipresent. The second single taken from his first solo effort *Mature & Cool* is the perfect Clapton-like MOR rock song, one that will make your listeners keep their eyes on the road, meanwhile softly drumming on the steering wheel.



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TECHNOLOGY ROUNDUP

To Russia And Flanders With Lyrec

Danish tape duplication and play-back specialist Lyrec has opened a technical centre in Moscow in conjunction with Melodiya following an agreement signed earlier in 1992. The centre, sited in Melodiya's own headquarters, has a full range of Lyrec tape duplicating and loading equipment as well as its broadcast tape recorders such as FRED and FRIDA.

The "Melodiya-Lyrec Technical Centre" also houses a

parts/service department to cater for Russian and eastern European customers. Address: Tverskoy Boulevard 24, 103 009 Moscow. Tel: (+010) 7095 229.9792.

Lyrec has also delivered 11 FRED portable recorders to Flemish Belgian broadcaster BRTN. The machines will be distributed among the five regional BRTN stations in Brussels, Antwerp, Ghent, Hasselt and Kortrijk. FRIDA's rugged portability will come in handy as the

machines will often be used where the stations produce material out on location.

FRIDA is a professional 4-inch, two-channel tape machine with three speeds, full servo-controlled tape handling and Dolby HX Pro and phase-compensated record amps as standard. It is also available with a special DC power pack for outside broadcast operation.

Lyrec - Skovlunde, Denmark. Tel: (+45) 4453 2522.

New CD Players From Studer

New CD players will soon be available from Studer in the shape of the D730 and D731.

The 730 is similar to older models with the "wedge" shape, top-loading format and varispeed fader, while the 731 is a 2U rack-mounting front-loader version.

Studer - Regensdorf, Switzerland. Tel: (+41) 1 870.7511.



STUDER SIBLINGS: The Studer D730 (above) and D731.



PCM-7000 DAT Tops Sales

Orders placed at the tail end of 1992 took European sales of Sony's PCM-7000 series DAT recorder beyond 2,000 units. Milan-based post production house Video Time purchased 10 PCM-7030 units, while Polish National Radio acquired an amazing 52 PCM-2700s along with 24 TCD-D10 PRO II DAT portables and a PCM-7050.

Polish national Radio's machines will be distributed among its 17 regional studios; the PCM-2700s will be used primarily for transmission and post production roles.

Sony Broadcast & Communications - Basingstoke, UK. Tel: (+44) 256.483.366.

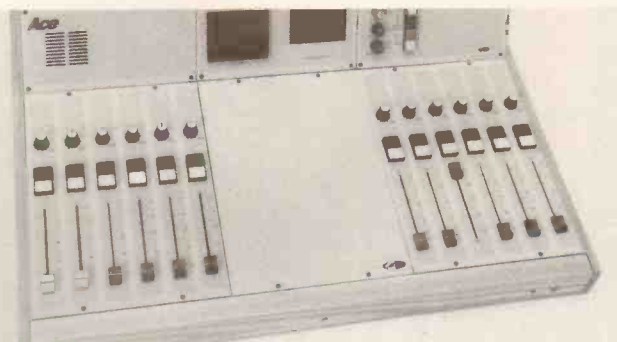
High Marks For Audionics ACE

I was recently able to borrow one of Audionics' new ACE consoles and try it out in a live situation on a 28-day, restricted-service-licence FM station Cracker FM/Hastings. We were raising money for charity so our entire studio was "borrowed" from kind manufacturers. It was an ideal opportunity to put some excellent equipment to the "acid test" with largely non-technical DJs, many of whom had very little experience in radio.

The ACE is a 12-channel, on-air self-op mixer which is "quasi-modular." Rather than having channel modules, the ACE comes as standard with 12 faders and associated knobs and switches. The configuration of channels is done by inserting channel cards at the back of the mixer which have all the necessary electronics on them. This

presents a slight trade-off with cost pitted against ease of maintenance. But at least individual channel cards can be removed quickly and with minimum disruption.

Operationally the ACE is very simple. Each channel has only an input gain pot, a PFL button, a



remote start button and a fader. The remote start can be configured to interface with all types of equipment found in the average studio and a tally light return is available. Meter and studio monitoring is via a bank of buttons with off-air, PFL, output and EXT available. Audionics standard multi-selector units can

be used to extend monitor input choice via the EXT position.

Everybody who used the ACE on Cracker FM found it very easy to operate. The PPM metering is clear and concise, with a mono meter across the output all the time and a stereo meter across the monitor selector. The DJ and guest headphone outputs were capable of driving even high impedance headphones to a useful level.

The ACE is inexpensive

when compared to desks which it easily out-performs operationally. All in all, the ACE is a very good self-op desk. Recent sales to the BBC World Service (albeit in slightly modified form) prove that it is being appreciated even at this early stage.

Andy Bantock

Clyde Awarded Bay Radio Studio Installation Contract

Glasgow, Scotland. Tel: (+44) Glasgow-based Clyde Electronics has been awarded the contract for a turnkey installation of a studio complex for Bay Radio, winner of the new ILR licence for Morecambe Bay in the northwest of England. The studios will be based at a converted mill (the former headquarters of Reebok) at

St. George's Quay in Lancaster on the banks of the River Lune.

Bay Radio MD Julian Allitt chose Clyde after working with them in the past on similar projects. Bay is due to commence broadcast this spring.

Clyde Electronics - Glasgow, Scotland. Tel: (+44) 419 527 9504) 419 527 950

Pan-North American Coverage From New Audio Satellite Service

IDB Broadcast of Culver City, CA has joined forces with Novanet Communications of Canada to introduce Ku-band FM Squared, a new audio distribution service which covers virtually all of North America using a single dedicated transponder on the Canadian Anik E-1 satellite.

The service covers an area from Canada's northwest territo-

ries to Texas, from the Pacific to the Atlantic coast, and offers greater coverage than satellites more usually used for US audio distribution. For reception, dishes as small as 75 centimeters can be utilized, making it extremely cost-effective.

IDB Communications - Culver City, California, US. Tel: (+1) 213 870.9000

Nordic Sound Symposium Calls For Papers

The Bolkesjø Mountain Hotel in Norway will once again be host to the "Nordic Sound Symposium," a joint venture between the Norwegian Broadcasting Corporation, the University of Trondheim and Seem Audio A/S. The arrangement committee are calling for papers presenting new techniques, new equipment and new ideas in the audio and broad-

casting field.

There will be an exhibition at the Symposium, as usual. The first Symposium was held in 1968; the last took place in 1991 with 300 delegates and 30 exhibitors. For more information, contact The Nordic Sound Symposium Committee, P.O. Box 115, N-1380 Heggedal, Norway. Tel: (+47) 6679 7730.

Tannoy Relaunch System 8 And 10; Win Japanese

Tannoy has done some very thorough research in its updating the successful Series 8 and 10 studio news field-monitor loudspeakers. The company looked into component behaviour and, in particular, why capacitors (condensers) produce noise when high-level signals are applied. As a result the new Series 8 and 10 units have custom-produced capacitors for enhanced sonic performance.

Research into the effect of internal vibrations on inductor coils has led to the introduction of coils vacuum-impregnated with a vibration reducing resin at the time of manufacture. These and other improvements are designed to keep the Series 8 and 10 NFM loudspeakers at the leading edge of monitor design.

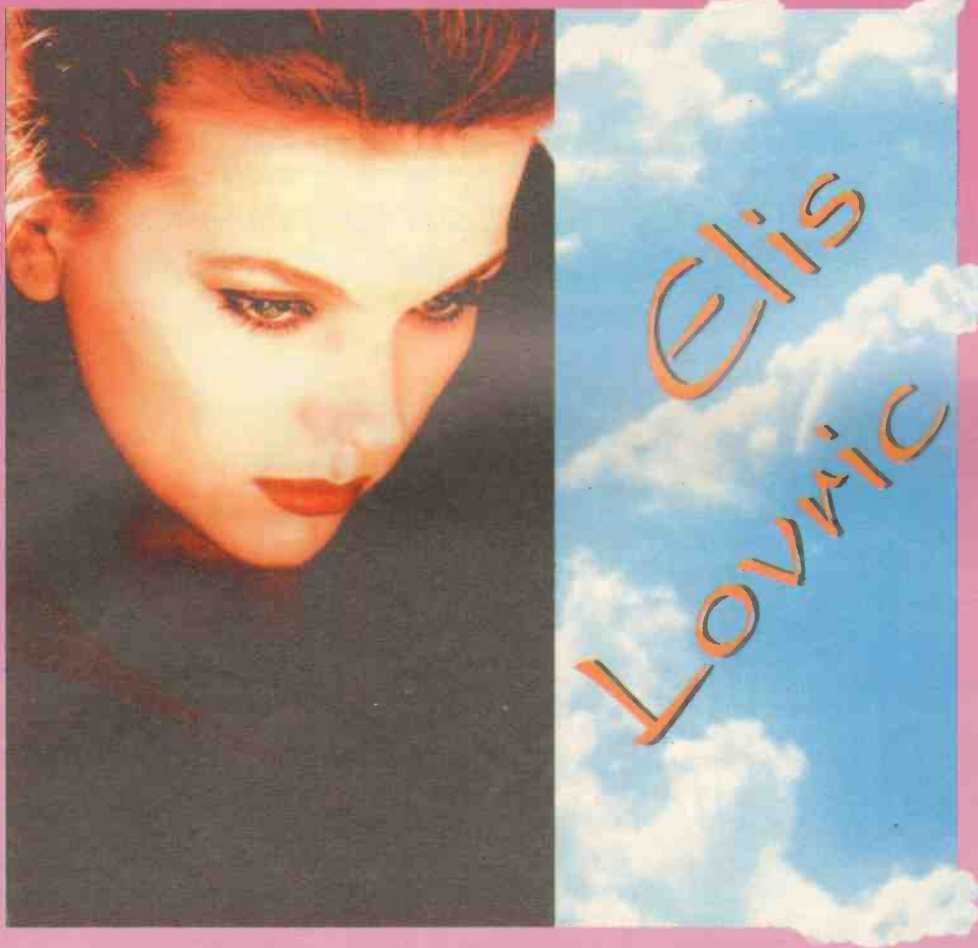
Tannoy has also won a prestigious export award sponsored jointly by the Scottish Council for Development and Industry and

the Japanese External Trade Organization. Tannoy, which has been exporting monitors to Japan for over 20 years, sells more than 70% of its annual business through export with Japan accounting for £2 million turnover in 1992. It was the export of loudspeakers for karaoke machines that won Tannoy the award.

Tannoy - Coatbridge, Scotland. Tel: (+44) 236.420.199.

ANDY BANTOCK started in radio with the BBC in 1980 as technical operator. He has worked as a presenter, manager, engineer, operator and designer. More recently, Bantock set up his own broadcast consultancy, handling both engineering and programming. He can be reached at (+44) 424.434 626.

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Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new albums indicated by the designation "AL." Within each country, stations are grouped by ranking and listed alphabetically. Rankings include: Platinum (P), Gold (G), Silver (S) and Bronze (B). All playlists must be received by Monday at 13.00 hours CET.

GERMANY

ANTENNE BAYERN/Munich P
EHR
Markus Steinkuhl - DJ/Producer
Power Play:

Charles & Eddie: Would I
Jon Secada: Do You
Lionel Richie: My Destiny
Outfield: Going Back
Vaya Con Dios: Heading
Whitney Houston: I Will
Lindsay Buckingham: Soul

A List:
AD Duran Duran: Ordinary
Edo Zankie: Wie Gut
Inker & Hamilton: You'll
Take That: Could It

B List:
AD Girlfriend: Take It
Juliane Werding: Geister
Shanice: Saving For
Timmy T: Cry A Million

ANTENNE NIEDERSACHSEN/Hannover P
ACE

Antje Schmidt - Head Of Music
A List:
AD Chris Norman: Goodbye Lady
Den Harrow: Real Big Love
Milva: Mein Weg
Van Dango: Esblich
Whitney Houston: I Will

HR 3: LEIDER GUT/Frankfurt P
EHR/Dance

Markus Hertle - Producer
Power Play:
AD Duran Duran: Ordinary
A List:
AD Fantastischen Vier: Soft
Guns N' Roses: November Rain
Mad Cobra: Flex
Michael Jackson: Give In To Me
Take That: Could It
U.S. 3: Cantaloop

HR 3: ON LINE/Frankfurt P
EHR/ACE

Markus Hertle - Producer
A List:
AD Celine Dion: Love Can
Faith No More: I'm Easy
Jennifer Rush: Vision Of You
Martine Girault: Revival
Sade: Feel No Pain
Toad The Wet Sprocket: Walk

RADIO FFH/Frankfurt P
EHR

Andreas Karczewski - Head Of Music
B List:
AD Faith No More: I'm Easy
Lisa Stansfield: Sameday
Münchener Freiheit: Tausend
Take That: Could It
Toad The Wet Sprocket: Walk

RADIO NRW/Oberhausen P
ACE

Jeff van Gelder - Head Of Music
A List:
AD Flying Pickets: Mama
Heights: How Do You
Münchener Freiheit: Tausend
Prefab Sprout: If You
Sade: Feel No Pain
Shai: If I Ever
Take That: Could It

SWF 3: POPSHOP HITLINE/Baden Baden P
EHR

Jörg Lange - Producer
A List:
AD Jon Secada: Do You

WDR 1: SCHLAGERRALLE/Cologne P
EHR

Wolfgang Roth - Producer
A List:
AD Bad Company: This Could
Chris Norman: Goodbye Lady
Colours: Whatever You
Def Leppard: Heaven Is
Diana Ross: Upside Down

Element Of Crime: Sperr
Frank & Walters: After
Lady Soul: If My Sister
Madness: The Harder
Orch Jac: Michel-Medley
Six Was Nine: We Are Free
Sting: If I Ever
Take That: Could It
Toad The Wet Sprocket: Walk
2 Nations: Don't Leave

104.6 RTL BERLIN/Berlin G
EHR

Lari Granger - Music Dir
B List:
AD Ace Of Base: All That She Wants
Beloved: Sweet Harmony
Chess: If You Leave
Faith No More: I'm Easy
Mick Jagger: Sweet Thing
Out/Blue: Out Of
Sade: Feel No Pain

BERLIN 88.8/Berlin G
National Music

Jürgen Jürgens - Head Of Music
A List:
AD David Hasselhoff: The Girl
Den Harrow: Real Big Love
Jesus Loves You: Sweet
Juliane Werding: Geister
Leon: Du Felbst Mir So
Münchener Freiheit: Tausend
Pe Werner: Mehr
Sissi Perlinger: Wo Ist Der Mann?
Take That: Could It

B List:
AD Bellamy Brothers: My Indiana
Bonnie Tyler: Call Me
Chris Norman: Goodbye Lady
Corinna & Dirk: Gib Niemals
Dirk Busch: Typisch
Fernando Express: Canzone
H. Kerkeligh: Witzschkeit
Klaus & Klaus: Aber Schöb
Petra Frey: Herz In
Petra Laser: Das Spiel
Roger Whitaker: Touch' Hinob
Teddy Parker: Eine Tür
Vaya Con Dios: Time Flies

ENERGY/Berlin G
EHR

Holger Richter - Music Dir
B List:
AD Shakespears Sister: Hello
HIT RADIO N 1/Nuremberg G
Dance
Cetin Yaman - Prog Dir
Power Play:
Captain Hollywood: Only
A List:
AD En Vogue: Give It
Peter Gabriel: Steam
Take That: Could It
808 State/UB40: One In

HUNDERT 6/Berlin G
ACE

Rainer Gruhn - Music Dir
Power Play:
Boyz II Men: End Of
Cliff Richard: I Still
Elton John: Last Song
Lionel Richie: Love Oh
Rod Stewart: Tom
Alexander Mezek: Anyone
Shanice: Saving For
Trey Lorenz: Someone
A List:
AD Fernando Express: Canzone
Jordy Dur, Dur
Juliane Werding: Geister
Leon: Du Felbst Mir So
Münchener Freiheit: Tausend
Pe Werner: Mehr
Roland Kaiser: Ganz Oder
Sissi Perlinger: Wo Ist Der Mann?

OK RADIO/Hamburg G
EHR

Oliver Weiberg - Head Of Music
Power Play:
AD Nona Gaye: I'm Overjoyed
B List:
AD Lisa Stansfield: Sameday
Mad Cobra: Flex
Martha Wash: Carry
R.E.M.: Man On The Moon
SOUL SYSTEM: Its Gonna
Snow: Informer
Take That: Could It
Toad The Wet Sprocket: Walk
U.S. 3: Cantaloop
U2: Who's Gonna Ride...

R.S. 2/Berlin G
ACE

Ralf Blasberg - Head Of Music
A List:
AD Faith No More: I'm Easy
Mick Jagger: Sweet Thing
Patty Smyth: No
Sade: Feel No Pain
Take That: Could It
Toad The Wet Sprocket: Walk

RADIO GONG/Nuremberg G
EHR

Peter "Marc" Stingl - Music Dir
Power Play:
Vaya Con Dios: Time Flies
Udo Lindenberg: Körper
AL Josh & Emotionen

HOT ON THE AIR

Rapidly increasing airplay - already hot on these stations:

Radio FFN
NDR 2
RB 4
Radio Energy
SFB 88,8
WDR 1
Radio Regenbogen
Radio RPR
Radio 7
SDR
SWF
RSH

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RADIO SALÜ/Saarbruecken G
EHR

Adam Hahne - Prog Dir
A List:
AD Christophe Deschamps: Love
Dina Carroll: Special Kind
Paul McCartney: Hope
R.E.M.: Man On The Moon
Rick Price: Walk Away

RADIO XANADU/Munich G
Rock

Benny Schnier - Head Of Music
Power Play:
Black Sorrows: Ain't Love The...
Nirvana: In Bloom
U2: Who's Gonna Ride...
B-S2's: Revolution
Magnum: Only In
Peter Cetera: Man In Me
R.E.M.: Man On The Moon
Robert Hart: Fooled Around
AL Northern Pikes

RB 4/Bremen G
EHR

Axel Sommerfeld - DJ/Producer
A List:
AD Mathou: You Never
B List:
AD Chris De Burgh: Talk To Me
Galaktischen 2: Dar Dalli!
Mick Jagger: Sweet Thing
Patty Smyth: No
Paul McCartney: Hope

RSH/Kiel G
EHR

Stephan Hampe - Head Of Music
Power Play:
AD Edo Zankie: Wie Gut
A List:
AD Michael Bolton: To Love
R.E.M.: Man On The Moon
Rick Price: Walk Away
Vaya Con Dios: Time Flies
AL Eddie Money

SDR 3/Stuttgart G
EHR

Hans Thomas - Producer
Power Play:
AD Duran Duran: Ordinary
Paul McCartney: Hope

RADIO 7/Ulm S
ACE

Alex Naumann - Head Of Music
B List:
AD Bonnie Tyler: Call Me
Faith No More: I'm Easy
Martine Girault: Revival
Michael Smith: Color Blind
Six Was Nine: We Are Free
U2: Who's Gonna Ride...

RADIO LINDAU/Lindau S
EHR

Jens Böhm - MD
Power Play:
AD Humphries Singers: Mama Loo '92
A List:
AD Billy Ray Cyrus: Could've
Go West: Faithful
Heaven 17: Temptation
Tasmin Archer: Sleeping

B List:
AD Fantastischen Vier: Soft
Hallies: Baby Come Back
Prinzen: Küssen

RADIO CHARIVARI/Nuremberg B
ACE

Mathias Hofmann - Music Dir
Power Play:
Joe Cocker: Feels Like
A List:
AD Elton John: Last Song
Heights: How Do You
Inner Circle: Rock
R.E.M.: Man On The Moon
Whitney Houston: I Will

RADIO KÖLN: COLOGNE
CHARTS/ Cologne B

EHR
Uwe Spörl - Prog Dir
Ludwig Schieffer - Prog Dir
A List:
AD Billy Ray Cyrus: These Boots
Kylie Minogue: Celebration
LSE: Für Et H
Shamen: Phorever People
The Boys Are Lonely: Goodbye
Twice As Nice: Room With

WELLE FIDELITÄS/Karlsruhe B
ACE

Thomas Tscheschnner - Head Of Music
A List:
AD Patty Smyth: No
Pe Werner: Mehr
Six Was Nine: We Are Free
Toad The Wet Sprocket: Walk
Vaya Con Dios: Time Flies

UNITED KINGDOM

ATLANTIC 252/London P
EHR
Paul Kavanagh - Prog Dir
A List:
AD Dean Callison: Runaways

Duran Duran: Ordinary

Faith No More: I'm Easy
Frank & Walters: After
Prefab Sprout: A Life Of...
West End: The Love

BBC RADIO 1/London P
EHR

Paul Robinson - Prog Dir
A List:
AD Annie Lennox: Lovesong
B List:
AD Dina Carroll: Falling
Duran Duran: Ordinary
Extreme: Tragic Comic
Little Angels: The Way
M People: How Can I Love
Paul Westerberg: Dyslexic
Perception: Serious Love
Saint Etienne: You're In

BRMB FM/Birmingham P
EHR

Robin Valk - Head Of Music
A List:
AD Al Jarreau: What You...
Annie Lennox: Little
Chris Rea: Soft Top
Deacon Blue: We Can
Freddie Mercury: Great
Jimmy Nail: Beautiful
Sister Sledge: We Are
Whitney Houston: I'm Every

B List:
AD Cathy Dennis: Falling
Extreme: Tragic Comic
Jan Secada: Angel
Leila K: Open
Lemon Trees: Let It
M People: How Can I Love
Thunder: A Better
Trey Lorenz: Photograph
Undercover: I Wanna

CAPITAL FM/London P
EHR

Richard Park - Prog Contr
A List:
AD Annie Lennox: Little
Beloved: Sweet Harmony
Billy Ocean: Pressure
Cathy Dennis: Falling
Deacon Blue: We Can
Extreme: Tragic Comic
Fleetwood Mac: Love Shines
Hothouse Flowers: Emotional
M People: How Can I Love
Mick Jagger: Sweet Thing
Sting: If I Ever
Whitney Houston: I'm Every

B List:
AD 808 State: Plan 9
Kym Mazelle: Love Me The
Moods: Swings: Spiritual
Oui 3: For What
Poison: Stand
USURA: Open Your

CHILTERN NETWORK/ Dunstable/ Northampton/Gloucester P
EHR

Clive Dickens - Head Of Music
A List:
AD Duran Duran: Ordinary
Undercover: I Wanna
B List:
AD Barenaked Ladies: Brian
Def Leppard: Heaven Is
Del Amiri: When You
G.W.McLennan: Fingers
Gary Clark: We Sail
Hothouse Flowers: Emotional
Stardub: Hard To Get
Tasmin Archer: In Your
The Dogs Of Lust
West End: The Love

CITY FM/Liverpool P
EHR

Sue Taylor - Coord
A List:
AD Cher: Many Rivers
B List:
AD Deacon Blue: We Can
Duran Duran: Ordinary
East 17: Deep
Girlfriend: Take It
Hannah Jones: Keep It
Jon Secada: Angel
Lorraine Cato: How Can You
Lulu: Independence
Tom Robinson: War
Trey Lorenz: Photograph

KISS FM/London P
Dance

Gordon McNamee - Prog Dir
B List:
AD Dodge City Prod.: As Long As
En Vogue: Give It
Lorraine Cato: How Can You
Mary J. Blige: Reminisce
Sister Sledge: We Are
Watergates: Don't Go Walking

METRO RADIO GROUP/Newcastle P
EHR

Liz Elliott - Music Organiser
A List:
AD Al Jarreau: What You...
Billy Ocean: Pressure
Chris Rea: Soft Top
Hannah Jones: Keep It
Jimmy Nail: Beautiful
Jimmy Nail: Only Love

The Revolution is



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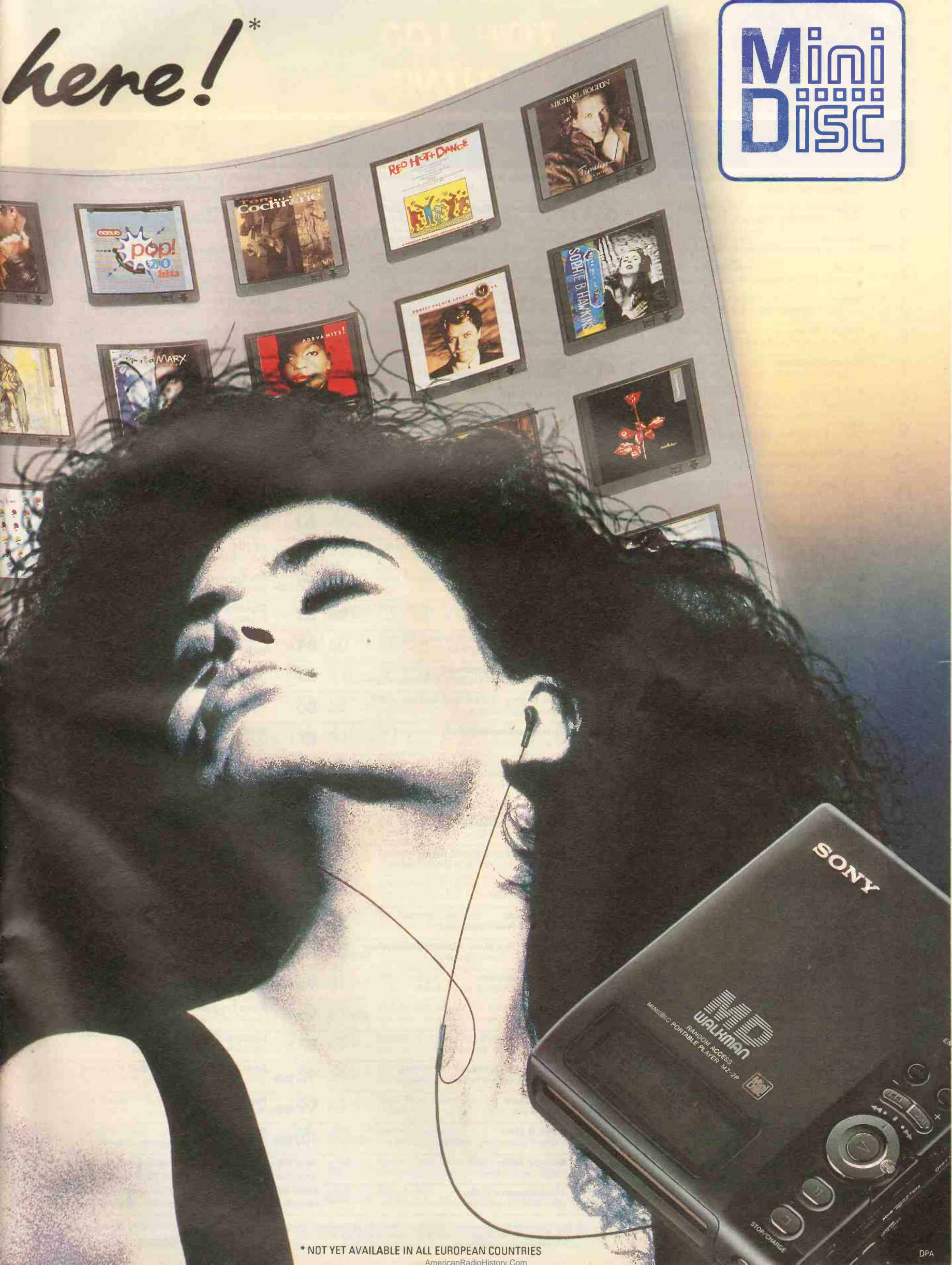
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EUROPEAN TOP 100 ALBUMS

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THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	7	Soundtrack	The Bodyguard - Arista	A.B.DK.SF.FD.GR.IRL.NL.NE.S.CH.UK	35	54	Peter Gabriel	Us - Virgin	A.FD.GR.NL.S.CH.UK	69	84	Hubert Von Goisern & Die Alpinkatzen	Aufgeign Statt Niederschiassn - Ariola	A
2	2	Abba	Gold - Greatest Hits - Palar ▲3	A.B.DK.SF.D.IRL.I.NL.N.P.E.S.CH.UK	36	47	Soundtrack	Sister Act - Elektra	A.D	70	39	Simply Red	Stars - East West ▲5	IRL.UK
3	1	Genesis	Live - The Way We Walk Vol.2: The Longs - Virgin	B.D.IRL.I.NL.N.CH.UK	37	28	Queen	Greatest Hits II - Parlophone ▲4	B.DK.D.NL.UK	71	58	Queen	Queen Greatest Hits - Parlophone ▲5	B.DK.D.NL.UK
4	3	R.E.M.	Automatic For The People - Warner Brothers ▲	A.B.DK.SF.D.GR.IRL.I.NL.N.P.E.S.CH.UK	38	36	Renzo Arbore E L'Orchestra Italiana	Napoli Punto E A Capo - Fonit Cetra	I	72	51	Enya	The Celts - WEA	D.NL.S.UK
5	5	Genesis	Live - The Way We Walk Vol.1: The Shorts - Virgin	A.B.DK.FD.GR.IRL.NL.PE.CH.UK	39	42	Hanne Boel	Kinda Soul - EMI-Medley	DK.N.S	73	RE	The Carpenters	Only Yesterday - Greatest Hits - A&M	E.UK
6	4	Freddie Mercury	The Freddie Mercury Album - Parlophone	A.B.DK.SF.D.I.NL.N.P.E.S.CH.UK	40	35	Pow Wow	Regagner Les Plaines - Remark	F	74	56	Paul De Leeuw	Van U Wil Ik Zingen - Varagram	NL
7	6	Michael Jackson	Dangerous - Epic ▲5	A.B.DK.FD.GR.IRL.NL.E.UK	41	38	Metallica	Metallica - Vertigo ▲	A.DK.SF.D.IRL.NL.S	75	83	J. Karjalainen	Suurimmat Hiiit - Poka	SF
8	9	Eric Clapton	Unplugged - Reprise ▲	A.DK.SF.D.IRL.NL.N.P.E.S.CH.UK	42	88	Ace Of Base	Happy Nation - Mega	DK.N	76	80	Bob Marley	Legend - Island	B.D.UK
9	8	Cher	Cher's Greatest Hits: 1965 - 1992 - Geffen	A.DK.D.IRL.NL.NL.S.CH.UK	43	43	Jean-Philippe Audin & Diego Modena	Ocarina - Delphine	F	77	76	Soundtrack	Dirty Dancing - RCA	F
10	18	Die Fantastischen 4	4 Gewinnt - Columbia	A.D.CH	44	33	Tasmin Archer	Great Expectations - EMI	A.D.GR.I.NL.S.CH.UK	78	68	Claudio Baglioni	Ancorassieme - Columbia	I
11	7	Bon Jovi	Keep The Faith - Jambca ▲	A.B.DK.SF.D.GR.NL.PE.S.CH.UK	45	65	The Police	Greatest Hits - A&M	B.D.P.UK	79	RE	Cathy Dennis	Into The Skyline - Palydor	UK
12	11	Sade	Love Deluxe - Epic	A.B.DK.SF.FD.GR.I.NL.E.S.CH	46	34	Die Prinzen	Küssen Verboten - Hansa	D	80	87	U2	Achtung Baby - Island	DK.D.IRL.UK
13	10	Erasure	Pop! The First 20 Hits - Mute	A.DK.SF.D.GR.IRL.S.CH.UK	47	41	Nirvana	Nevermind - DGC ●	F.IRL.NL.UK	81	91	AC/DC	Live At Donington - Single - Atco	DK.D.CH
14	13	Vaya Con Dios	Time Flies - Ariola	A.B.DK.D.GR.NL.N.S.CH	48	37	Jon Secada	Jon Secada - EMI	D.NL.E.CH	82	RE	Die Fantastischen Vier	Jetzt Geht's Ab - Columbia	D
15	25	Jordy	Pochette Surprise - Columbia	B.F.I	49	57	Juan Luis Guerra	Aretto - Karen	PE	83	74	Christian Morin	Esquisse - Dee	B.F
16	12	Joe Cocker	The Best Of Joe Cocker - Capital	A.B.DK.D.GR.IRL.NL.N.P.S.CH	50	48	Genesis	We Can't Dance - Virgin ▲6	F.D.NL.UK	84	67	Antonello Venditti	Da San Siro A Samarcanda - L'Amore... - Ricardi	I
17	27	Nirvana	Incesticide - DGC	A.B.DK.FD.IRL.NL.PS.CH.UK	51	50	Arrested Development	3 Years, 5 Months & 2 Days In The Life - Cooltempo	IRL.UK	85	71	Die Prinzen	Das Leben Ist Grausam - Hansa	D
18	20	AC/DC	Live At Donington - Double - Atco ▲	A.DK.SF.FD.NL.PE.S.CH	52	40	Neil Young	Harvest Moon - Reprise	A.D.GR.IRL.NL.S.UK	86	85	Prodigy	The Prodigy Experience - XL	GR.IRL.NL.UK
19	21	Fredericks, Goldman & Jones	Sur Scène - Columbia	B.F	53	49	Zucchero Fornaciari	Miserere - Palydor	I	87	66	Wedding Present	Hiit Parade 2 - RCA	UK
20	15	Lionel Richie	Back To Front - Motown ▲	B.DK.D.IRL.NL.UK	54	46	Chris Rea	God's Great Banana Skin - East West ●	D.NL.CH.UK	88	RE	Neil Young	Lucky Thirteen - Reprise	NL.UK
21	29	The Shamen	Boss Drum - One Little Indian	IRL.UK	55	55	Vangelis	OST 1492 - The Conquest Of Paradise - East West	B.F.D.E	89	95	Neon 2	Polku - Columbia	SF
22	16	Simple Minds	Glittering Prize '81 - '92 - Virgin	B.DK.D.GR.IRL.NL.S.CH.UK	56	61	Didier Barbelivien	Vendée 93 - POM	B.F	90	RE	Paolo Conte	900 - CGD	A.I
23	17	Roxette	Tourism - EMI	B.DK.D.NL.N.P.E.S.CH.UK	57	RE	Manfred Man's Earth Band	Blinded By The Light - Best Of - Arcade	D	91	75	Juan Pardo	Sinceramente Juan - EMI	E
24	22	Charles & Eddie	Duophonic - Capitol	DK.D.NL.CH.UK	58	44	Roch Voisine	Europe Tour - GM	B.F	92	RE	Right Said Fred	Up - Tug	UK
25	100	Stereo MC's	Connected - Gee Street	A.D.S.CH.UK	59	63	Inner Circle	Bad To The Bone - Metronome	A.DK.SF.D.NL.CH	93	81	Jimi Hendrix	The Ultimate Experience - PolyGram TV	B.D.NL.S.UK
26	14	Gloria Estefan	Greatest Hits - Epic	B.D.IRL.NL.CH.UK	60	45	Prince & The New Power Generation	Love Symbol - Paisley Park ▲	A.F.NL.UK	94	89	Adriano Celentano	Superbest - Clan	I
27	23	Guns N' Roses	Use Your Illusion II - Geffen ▲	A.B.DK.FD.IRL.NL.S.CH.UK	61	64	Jacques Dutronc	Dutronc Au Casino (Live) - Columbia	B.F	95	RE	Joel Hallikainen	Kuurankukka - Finnlevy	SF
28	31	Mike Oldfield	Tubular Bells II - WEA ▲	DK.IRL.E.UK	62	52	Lucio Battisti	Le Origini - Ricardi	I	96	96	Rene Froger	Sweet Hello's & Sad Goodbyes - Dino	NL
29	19	Michael Bolton	Timeless - The Classics - Columbia	DK.SF.IRL.NL.PE.S.UK	63	60	Vanessa Paradis	Vanessa Paradis - Remark	F.D.NL.S	97	82	Humperdinck & Jones	The Best - Back To Back - Deram	B
30	26	Take That	Take That & Party - RCA	UK	64	90	Jean Marc Thibault	Des Chansons Plein Le Coeur - Columbia	F	98	RE	Bom Bom Chip	Toma Toma Y Toma - WEA	E
31	24	Madonna	Erotica - Maverick ▲	A.SF.FD.GR.NL.S.UK	65	53	Julien Clerc	Utile - Virgin	B.F	99	RE	Noir Desir	Tostaky - Polydor	F
32	32	Leonard Cohen	The Future - Columbia	A.B.DK.SF.D.GR.NL.N.S.CH	66	62	Boyz II Men	Cooleyhighharmony - Motown	DK.D.NL.S.UK	100	RE	Arsch Huh Ag	Arsch Huh - Zèng Ussenander - Electrola	D
33	30	Guns N' Roses	Use Your Illusion I - Geffen ▲	DK.FD.IRL.NL.S.UK	67	59	Bonnie Tyler	Angel Heart - Hansa	A.D.N.CH	As of this week, M&M is implementing new and improved chart software. Coinciding with the new system, M&M has also updated its IFPI-based sales statistics. This will result in some records—in particular albums—moving down the Eurochart, while actually gaining points.				
34	69	Litfiba	Terremoto - CGD	I	68	72	Shakespears Sister	Hormonally Yours - London	D.UK					

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● recognition of pan-European sales of 500,000 units ▲ recognition of sales of 1 million units, with multi-million sellers indicated by a numeral following the symbol.



THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1 10	I Will Always Love You Whitney Houston - Arista (Carlin)	A.B.DK.SF.FD.GR.IRL.I.NL.N.E.S.CH.UK	35 51 12	Run To You Rage - Pulse 8 (Rondor)	A.B.D.NL.S.CH	69 55 9	Temptation (Brothers In Heaven Remix) Heaven 17 - Virgin (EMI/Sound Diagrams/WC)	D.IRL.NL.UK
2 21	Would I Lie To You? Charles & Eddie - Capitol (EMI)	A.B.DK.D.GR.IRL.NL.N.S.CH.UK	36 45 6	Gold East 17 - London (PolyGram)	SF.S.CH	70	Sascha...Ein Aufrechter Deutscher Die Toten Hosen - Virgin (Not Listed)	D
3 9	Heal The World Michael Jackson - Epic (EMI/WC/Zomba)	A.B.DK.FD.IRL.I.NL.PS.CH.UK	37 48 11	Connected Stereop MC's - 4th & Broadway (EMI)	A.B.S.CH	71 36 6	Miami Hit Mix Gloria Estefan - Epic (EMI)	IRL.UK
4 4	Exterminate Snap - Logic (Hanseatic/Songs Of Logic)	B.DK.SF.D.IRL.I.NL.S.CH.UK	38 41 11	Highland One More Time - CNR (EMI Songs/Scandinavia AB)	B.S	72 95 3	Arranged Marriage Apache Indian - Island (MCA/CC)	UK
5 5 17	Dur Dur D'Etre Bebe Jordy - Columbia (Gavroche)	B.SF.F.I.NL.N.E.S	39 27 5	Phorever People The Shamen - One Little Indian (Warner Chappell)	D.IRL.UK	73 68 18	Heading For A Fall Yaya Con Dios - Ariola (Songline/BMG)	A.DK.D.CH
6 6 23	Don't You Want Me Felix - deConstruction (MCA)	A.B.DK.FD.GR.I.N.PE.S.CH	40	Open Your Mind Usura - Down Town Records (Jacomo)	B.I.UK	74 35 2	Womankind Little Angels - Polydor (PolyGram)	UK
7 8 14	More And More Captain Hollywood Project - Blow Up (Warner Chappell)	A.B.FD.CH	41 43 16	Drive R.E.M. - Warner Brothers (Warner Chappell)	A.DK.D.S.CH	75 46 2	Get The Girl! Kill The Baddies! Pop Will Eat Itself - RCA (BMG)	IRL.UK
8 7 13	It Will Make Me Crazy Felix - deConstruction (Copyright Control)	A.B.DK.SF.D.NL.S.CH	42 37 23	Baker Street Undercover - PWL Intl. (EMI)	A.DK.D.GR.I.S.CH	76 88 5	Easy Come And Go Joker - Polydor (Not Listed)	P
9 11 19	House Of Love Easj 17 - London (PolyGram)	A.DK.SF.D.N.S.CH	43 34 2	The Devil You Know Jesus Jones - Food (EMI)	IRL.UK	77	Would? Alice In Chains - Columbia (Sony)	UK
10 24 2	I'm Easy/Be Aggressive (Live) Faith No More - Slash (Jobete/Rondor)	IRL.UK	44 32 10	Le Lion Est Mort Ce Soir Pow Wow - Remark (Peekaboo Productions)	F	78 89 10	Das Boot U 96 - Polydor (Bavaria/Sono)	F
11 17 6	Rock With You Inner Circle - Metronome (Madhouse/Warner Chappell)	A.B.DK.SF.D.NL.PS.CH	45 33 23	November Rain Guns N' Roses - Geffen (Warner Chappell)	F.D.CH	79 81 4	Help Us Back Home, Sarajevo Colours - Columbia (Not Listed)	SF
12 12 18	Iron Lion Zion Bob Marley & The Wailers - Tuff Gong (Bob Marley/Blue Mountain)	A.B.FD.E.S.CH	46 63 37	It's My Life Dr. Alban - SweMix (SweMix)	F.D.GRE	80 58 6	The Great Pretender Freddie Mercury - Parlophone (Southern Music)	A.F.D.CH
13 10 14	Die Da!? Die Fantastischen Vier - Columbia (EMI)	A.D.CH	47 94 2	Open Sesame Leila K - Coma (Songs Of Logic/Hanseatic)	D.UK	81	Tell Me A Poem Papermoon - Ariola (Not Listed)	A
14 15 6	Deeper And Deeper Madonna - Maverick (WC/MCA)	B.DK.SF.FD.IRL.I.NL.PS.CH.UK	48 62 7	Koa Hiataadl Hubert Von Goisern - Ariola (Blanco/Wintrup)	A	82 76 10	Wheel Of Fortune Ace Of Base - Mega (Megasong)	DK.N
15 23 2	Mr.Wendal/Revolution Arrested Development - Cooltempo (EMI)	IRL.UK	49 44 7	Step It Up Stereop MC's - 4th & Broadway (EMI)	IRL.S.UK	83 49 6	Boney M MegaMix Boney M - Arista (Various)	B.IRL.UK
16 13 12	Les Maries De Vendée Anais Et Didier Barbelivien - POM (POM)	B.F	50 40 9	Out Of Space/Ruff In The Jungle... The Prodigy - XL (EMI)	GR.IRL.NL.UK	84 97 2	Give It Up, Turn It Loose En Vogue - East West America (Two Tuff-E-Nuff/Irving)	IRL.UK
17 9 6	Could It Be Magic Take That - RCA (BMG)	B.IRL.UK	51 22 9	Yesterdays Guns N' Roses - Geffen (EMI/WC/McCloud)	A.B.DK.NLP	85 100 2	Stone Me Into The Groove Atomic Swing - Sonet (Not Listed)	S
18 14 18	End Of The Road Boyz II Men - Motown (Warner Chappell)	B.DK.D.IRL.NL.S.CH.UK	52 38 19	Raumschiff Edelweiss Edelweiss - WEA (Bruin Music)	B.SF.D.CH	86	It's Ok It's Alright Def Dames Doop - Game (Not Listed)	B.NL
19 20 14	Because The Night Co.Ro feat. Taleesa - Ginger Music (Tipax)	B.F.GR.I.NLE	53 21 13	La Legende De Oochigeas Roch Voisine - GM (Ed. Georges Mary)	B.F	87 82 3	If I Ever Fall In Love Shai - MCA (MCA)	B.NL.UK
20 18 17	Sleeping Satellite Tasmin Archer - EMI (EMI)	A.B.D.GR.I.S.CH	54	When You Were Young Del Amitri - A&M (PolyGram)	UK	88 69 8	If We Hold On Together Diana Ross - EMI (MCA)	NL.UK
21 83 2	The Love I Lost West End feat. Sybil - PWL Sanctuary (Warner Chappell)	IRL.UK	55 54 25	Just Another Day Jon Secada - SBK (EMI)	D.NL.S.CH	89	Il Suffira D'Un Signe (En Public) Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)	F
22 30 16	All That She Wants Ace Of Base - Mega (Megasong)	DK.D.N.S	56 61 2	Gli Spari Sopra (Celebrate) Vasco Rossi - EMI (Warner Chappell)	I	90	One U2 - Island (Blue Mountain)	P
23 16 16	Be My Baby Vanessa Paradis - Remark (Miss Bessie/Bahama Rhythm)	B.DK.FD.NLS	57 71 4	Nothing Else Matters Metallica - Vertigo (PolyGram)	F	91 50 2	Broken English Sunscream - Sony Soho Square (WC/EMI)	UK
24 28 5	Pour L'Amour D'Un Garcon Helene - AB (ABeditions)	F	58 60 2	You Talk Too Much Sultans Of Ping F.C. - Rhythm King (Dream Song/EMI)	IRL.UK	92 84 22	The World Is Stone Cyndi Lauper - Epic (PolyGram/CC)	F
25	We Are Family ('93 Mixes) Sister Sledge - Dance Factory (Chic)	IRL.UK	59 56 4	I'm Gonna Get You Bizarre Inc. feat. Angie Brown - Vinyl Solution (Schnozza)	B.NL	93	Boss Drum The Shamen - One Little Indian (Warner Chappell)	A.SF.S
26 19 14	Keep The Faith Bon Jovi - Jambco (PolyGram)	B.DK.D.S.CH	60	Bed Of Roses Bon Jovi - Jambco (PolyGram)	IRL.UK	94 67 25	It's Probably Me Siing & Eric Clapton - A&M (Magnetic/Blue Turtle/W.T)	F.I
27 42 2	Steam Peter Gabriel - Virgin (Real World)	D.IRL.NL.UK	61 22 9	Yesterdays Guns 'N Roses - Geffen (EMI/WC/McCloud)	D.IRL.S.CH	95 57 8	Changer Tout Ca Bernard Minet - AB (ABeditions)	F
28 25 10	Never Let Her Slip Away Undercover - PWL Intl. (Island)	A.B.DK.D.IRL.NL.P	62	What You Won't Do For Love Go West - Chrysalis (Planetary Nam)	UK	96	Rhythm Is A Dancer Snap - Logic (Hanseatic/Songs Of Logic)	F.E
29 53 2	After All Frank And Walters - Setanta (Chrysalis)	IRL.UK	63 39 5	Someday (I'm Coming Back) Lisa Stansfield - Arista (Big Life)	IRL.NL.UK	97 80 2	Life Of Surprises Pretab Sprout - Columbia (Kitchen/EMI)	UK
30 47 2	Hope Of Deliverance Paul McCartney - (MPL)	B.DK.D.IRL.I.NL.N.UK	64 92 2	It's Gonna Be A Lovely Day S.O.U.L. System intr. Michelle Visage - Arista (WC/Chelsea)	IRL.UK	98 72 6	Mrs. Robinson/Being Around Lemonheads - Atlantic (PolyGram/Bug)	IRL.UK
31 31 7	Tom Traubert's Blues (Waltzing Matilda) Rod Stewart - Warner Brothers (Warner Chappell)	B.D.IRL.NL.CH.UK	65 52 6	Que Mon Coeur Lache Mylene Farmer - Polydor (Requiem)	B.F	99 75 2	The One Elton John - Rocket (Big Pig Music)	P
32 73 2	Dogs Of Lust The The - Epic (Sony/Lazarus)	IRL.NL.UK	66	Sweet Harmony The Beloved - East West (EMI)	UK	100 98 2	Chiki Chika N.Real Presence - Lucas Records (Not Listed)	E
33 26 32	Sweat (A La La La Long) Inner Circle - Metronome (Rock Pop/Madhouse)	A.B.DK.D.GR.IRL.P.CH	67 65 4	Hello (Turn Your Radio On) Shakespears Sister - London (EMI/Island/BMG)	D.S.CH			
34 29 7	Who's Gonna Ride Your Wild Horses U2 - Island (Blue Mountain)	A.DK.D.IRL.I.PS.CH.UK	68 70 6	One In Ten 808 State & UB40 - ZTT (New Claims-ATV/Perfect)	SF.IRL.P.UK			

UK - United Kingdom, D - Germany, F - France, CH - Switzerland, A - Austria, I - Italy, E - Spain, NL - Holland, B - Belgium, IR - Ireland, S - Sweden, DK - Denmark, N - Norway, SF - Finland, P - Portugal, GR - Greece.
 ○ = FAST MOVERS ↗ = NEW ENTRY
 ↘ = RE-ENTRY

OFF THE RECORD

VIVA OR NOT VIVA?: The proposed German music cable TV channel **Viva** is having a lot of trouble getting off the ground. **Off The Record** hears rumoured investors **Bertelsmann** and **Time Warner** both have cold feet about the project because of the initial financing needed to get the channel up and running.

KINNEVIK BUYS INTO THE VOICE?: Swedish media giant **Kinnevik** is currently negotiating to buy 49% of Danish private **EHR The Voice**. The Voice MD **Otto Reedt-Thott**, who is rumoured to want to keep at least 51% of the station, declines to comment, but MD of Kinnevik's media arm **Medvik**, **Jorgen Widsell**, confirms a deal is being discussed.

THE FRENCH RUMOUR MILL HEATS UP: **RTL** is believed to be interested in buying **Fun Radio**, which reportedly is being shopped around by owner, French publisher **Hersant**. Also, the word on the street is **Sony Music France** is thinking about buying **Trema**, the country's leading indie label.

CHRYSALIS FRANCE BACK IN ACTION: **Jean-Michel Canitrot**, former radio promotion exec at **Island**, has been picked by **EMI France** president **Gilbert Ohayon** to rejuvenate the **Chrysalis** label in France. **EMI** folded the label into its existing operations when it bought **Chrysalis** two years ago.

ARCADE FIRES CNR BELGIUM EXECS: **Arcade Entertainment Holdings** (AEH) president **Herman Heinsbroek** has fired **CNR Belgium's** MD **Rick Blomme** and financial manager **Lieven de Koninck** after the two tried failed to sell the company to a group of private investors. AEH recently acquired the audio operations of **CNR Records** (M&M January 16). Says Heinsbroek, "The action taken was illegal as the company cannot be sold without the prior consent of the shareholders." Blomme declined to comment and is believed to be bringing the case to court.

VIRGIN RADIO CHART SHOW: Expect some type of album rock chart show on **Virgin Radio**. Details of the programme are being finalized between joint PDs **Richard Skinner** and **John Revell** and CE **David Campbell**. Announcement on the chart show expected shortly.

BMG

(continued from page 1)

and financial fields. **BMG** works with many independently functioning A&R/production units and **SweMix** now joins the ranks of **Red Rooster**, **Chlodwig**, **K&P Music**, **Gun**, **Sing Sing** and **Logic**.

Talks about an acquisition began last August when **BMG** approached **SweMix**. When rumours began circulating last November about an imminent purchase, sources at **SweMix** would only confirm that negotiations were in progress, saying that they did not want to reveal anything until the deal was finalized. Negotiations were held between **BMG** head of acquisitions/ joint ventures **Rolf Gilbert** and **SweMix** MD **Tom Talomaa**.

As part of the deal, **SweMix Records/Publishing** will change its name and will now be called **Cheiron Records and Publishing**, with **Tom Talomaa** as MD reporting to **Gilbert** and **Thomas Stein**, president of **BMG Ariola** for the **GSA** territories. **Dag Volle**—producer of **Dr. Alban**, and lately **Leila K** and **Ace of Base**, under the name **Denniz Pop**—will serve as **Cheiron's** A&R/dance manager and producer. While he is signed to produce material for **BMG** over a three-year period, that does not exclude him from producing for other

artists.

SweMix Productions, which is a separate company, will present material of unsigned artists to **BMG**, with **BMG** having a three-year option on such artists. On the rock side, A&R will be handled by **Claes Noting**.

One clear advantage of **BMG's** takeover of **SweMix** is that the label's artists are exposed to a larger market. Says **Talomaa**, "It made sense for us to make Germany our home market. We now have guaranteed release for our artists in the **G/S/A** and **Sweden**. With **BMG**, international exploitation becomes easier."

Operations of the company will be run from new offices in **Stockholm**. **Talomaa**, however, confirms that a new office will be opened in **Munich** on **March 1**.

In the official statement, **Stein** says of the new deal, "We're pleased to gain with **SweMix** an additional important creative unit which is internationally renowned. In this case, as with other similar previous ventures, we shall try to establish a co-operation specially designed to meet the label's requirements."

The first scheduled release on the **SweMix** label under **BMG** will be an album with artist **Kayo**. The music, described by **Talomaa** as pop, is written by popular Swedish artist and hit-maker **Orup** and produced by **Dan Sundquist**. The single release date is **February 11**, with

KlassikKomm

(continued from page 1)

ning to launch a similar event for the classical music industry in 1994, tentatively named **KlassikKomm**.

The classical fair aims to bring together professionals within the classical music industry, to raise the profile of classical music in Germany. It will be a smaller event than **POPKOMM** and will focus on attracting professionals from all sides of the classical industry. **POPKOMM** founder **Dieter Gorny** will oversee the event.

Comments **BPW** MD **Peter Zombik**, "The classical music

industry has needed a platform for some time. The idea of a classical trade fair in the same vein as **POPKOMM** came from the industry. When we looked for a person to run the event, **Dieter Gorny** was the obvious choice."

Zombik says **Gorny** has a classical music background himself, having studied the double bass.

Although **Zombik** says the first **KlassikKomm** won't be until 1994, with the venue and location yet to be decided, a small-scale "appetizer" event may take place this autumn.

Gorny comments, "While I was preparing **POPKOMM '92** it became obvious that there was a great movement in the classical music market. Although classical

music only accounts for 11% of the market, it is the leader and opinion maker in everything in Europe concerning music culture. We decided that we couldn't just make classical music an appendage of **POPKOMM**, but that it needed its own special event."

On the name **KlassikKomm**, **Gorny** says the "Komm" shows that the same organisation is behind both events, and that it will enable **KlassikKomm** to ride on the reputation of **POPKOMM**. **Gorny** says the location of the event, either **Cologne** or **Hamburg**, will be decided at the end of the month. **KlassikKomm** is to be held every March.

Retail Holiday Sales

(continued from page 1)

Orthmayr says he sees no reason for euphoria about the German economy in the coming year and will be satisfied if **WOM** can match the '92 sales figures. **WOM** has opened two new stores in 1992 which will be included in next year's sales figures, one of which is in **Magdeburg** in eastern Germany.

MD of the Italian **Ricordi** retail chain, **Matteo Rignano**, says the holiday period was better than originally feared. Sound-carrier sales rose generally by 4% in December. This figure rose to 15% when taking re-furbished and new stores into account. "We registered a 5% increase with the cassette configuration," says **Rignano**, "but CD sales, which rose by 15%, are not rising to the extent that they were in the past. December sales were below our budget made at the start of '92, but better than later estimates. I think this is because consumers turned their attention to inexpensive goods at Christmas."

Virgin

(continued from page 1)

He sent out positive signals to record companies, saying, "Popular music is a constantly developing form, and artists like **U2**, **Simply Red**, **R.E.M.** and **Nirvana** are adding to the body of classic rock music everyday. You will hear them too, and anyone else whose material appeals to intelligent and discerning rock lovers." *MMc*

the album due to come out **March 15**. Also scheduled for release later this year is material from a new rock group (the name as yet undetermined), with vocalist **Europe**, lead guitarist **Kee Marcello** and former **Alien** vocalist **Thomas Persson** in the line-up. The other members of the group are **Freddie von Gerber**, drums, and **Tobbe Moen** on bass.

Additional reporting by **Miranda Watson** and **Machgiel Bakker**

Virgin Retail UK product and marketing director **John Taylor**, however, says that although Christmas for **Virgin** appeared at first to be less successful than the year before, sales soon caught up to last year's figures. "The sales were crammed into the last few days before Christmas. Up until Christmas day, same store sales were up 2-3% compared to last year. However, during the first week of January, sales were up 20% compared to last year. CDs were the biggest movers, including big releases by **Simple Minds**, **Michael Bolton** and **Gloria Estefan**."

On the radio side, **Friederike Bahlinger**, marketing manager at German private AC net **Radio NRW/Oberhausen**, says ad bookings were substantially up over Christmas '92 compared to the previous year (**NRW** has no figures available for Christmas). **Bahlinger** says the reason for the increase is that **NRW** is still a relatively new player on the German radio scene and it has taken the station time to position itself on the marketplace. "In 1992 I think that **NRW** found full market acceptance. We raised our rates in 1992, but even if we didn't take this into account, we still would have had a bigger turnover than in 1991." **Bahlinger** doesn't think that any general conclusions can be

drawn from **NRW's** performance to the general economic situation in Germany.

Claudio Trapassi, commercial director of **Nove Nove Pubblicita** sales house for Italian privates **Rete 105** (EHR), **Radio Montecarlo** (ACE) and **105 Classic** (Gold), reports a Christmas increase of around 20-25% in local adverts, but no increase in national advertising clients. "Firms which sell product with great consumer appeal usually advertise on TV at Christmas," he says. "That's not to say we weren't busy in December with national advertising clients just like the rest of the year. We'll have registered a 1992 increase in national advertising sales despite the economic crisis and the caution expresses by major companies."

Dave Lincoln, MD of UK EHR private **City FM/Merseyside**, says November was a better month than December in '92 as far as ad bookings were concerned. However, locally the station was up 30% on the previous year and 15% up on budget. He comments, "Nationally, we saw no growth, it was about the same as the previous year, leaving us short on budget. However, the increase in local advertising made up for that shortfall."

by **Miranda Watson**, **David Stansfield** and **Mike McGeever**

French Ratings

(continued from page 1)

ratings, and show that "strategic changes [implemented in September] in programming are working."

Blanc-Francard says the arrival in the morning of **Jean-Luc Delarue** to anchor the news session and the afternoon show by **Arthur** have been followed by a real gain in audience; and most of all, have contributed to attract a younger demo. He says he believes the station will also benefit from changes in the 22.00 - 24.00 slot which has become an all-news session since early January.

French Radio Ratings

(1992 Audience Cume)

Station (Format)	'91	'92	'92
	Nov/ Dec	Sep/ Oct	Nov/ Dec
RTL (FS)	18.7	18.7	17.6
Europe 1 (FS)	11.0	11.6	11.5
Fr. Inter (N/T)	10.8	11.0	10.7
NRJ (EHR)	9.5	9.3	9.4
Fr. Info (N/T)	6.9	8.1	7.7
Fun Radio (EHR)	5.0	5.8	5.0
Skyrock (EHR)	4.8	5.5	4.8
Europe 2 (ACE)	4.2	4.5	3.9
Nostalgie (Gold)	4.7	4.5	3.9
RMC (FS)	4.7	4.5	3.8
Cherie FM (Gold)	2.7	2.3	2.3
RFM (ACE)	2.0	n/a	n/a

Source: *Mediametrie*

EHR Newcomers Everywhere

The fact that Whitney Houston continues to break record after record doesn't even come as a surprise nowadays. This week, she takes the two M&M records achieved by herself last week even further. The total number of stations reporting *I Will Always Love You* (128, last week 118), as well as the number of A lists that it is part of (107, last week 100) are the highest ever scored.

Apart from the entrance at number 40 by Go West's *What You Won't Do For Love*, anticipated last week, all new entries in the EHR Top 40 are from acts who have not enjoyed an EHR hit before. It is also striking to see that all new entries in the Chartbound section, apart from *Sunday Mondays* by Vanessa Paradis, are from artists who have never had an EHR top 20 hit to this date, and therefore qualify as New Top 20 Contenders. It is a week ruled by EHR debuts!

This does not mean, however, that all these acts are totally new themselves. The two highest entries in the chart, for example, come from acts that have been around for years, although never making it in the EHR chart. (In this respect, it should be noted that this chart wasn't launched until December 1990.) Faith No More grabs the highest, entering straight at number 22, with their cover version of the Commodores' *I'm Easy*. Best support comes from the UK, Holland and Denmark. On six reports, notably Dutch ones, the single appears as a "powerplay" and its roster comprises of 69% adds, a really impressive spreading angle: the band's breakthrough on EHR has kicked off.

Second highest entry is for Duran Duran, whose *Ordinary World*, their first single since 1990's *Serious*, has a 50% spreading angle—also quite remarkable! Duran Duran enjoy their best penetration in the UK and Italy.

Mick Jagger collects this week's most additions on EHR with *Sweet Thing*, the highest entry in Chartbound. No less than 31 stations are reporting it for the first time. His biggest solo hit to date was 1987's *Lei's Work*. Jagger's new single fares best in Austria, followed by Sweden and Denmark. Holland, Belgium and the UK are also joining in, but on a lesser scale. Pieter Kops

MOST ADDED

MICK JAGGER/Sweet Thing	(Atlantic)	31
FAITH NO MORE/I'm Easy	(Slash/London)	27
BELOVED/Sweet Harmony	(East West)	17
DURAN DURAN/Ordinary World	(EMI)	17
TREY LORENZ/Photograph Of Mary	(Columbia)	17

Most added are those songs which received the highest number of playlist additions during the week. In the case of a tie, songs are listed alphabetically by artist.

"A" ROTATION LEADERS

WHITNEY HOUSTON/I Will Always Love You	(Arista)	107
CHARLES & EDDIE/Would I Lie To You?	(Capitol)	90
MADONNA/Deeper And Deeper	(Maverick)	74
MICHAEL JACKSON/Heal The World	(Epic)	73
PAUL MCCARTNEY/Hope Of Deliverance	(Parlophone)	71

The "A" Rotation Leaders are those songs which have the highest number of stations playing them in "A" or heavy rotation during the week. Rotation definitions are set by the individual stations. In the case of a tie, songs are listed alphabetically by artist.

"A" ROTATION PERFORMANCE

	"A" %
PREFAB SPROUT/A Life Of Surprises	(Kitchenware) 88
HANNE BOEL/Don't Know Much About Love	(Medley) 85
INNER CIRCLE/Sweet (Alalalalong)	(Metronome) 80
INNER CIRCLE/Rock With You	(Metronome) 77
DURAN DURAN/Ordinary World	(EMI) 75
R.E.M./Drive	(Warner Brothers) 75

"A" Rotation Performance is a listing of those records that have achieved the best A rotation penetration. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 20. Songs tied are listed alphabetically by artist.

TOP RECURRENTS

	Total Stations
BOB MARLEY & THE WAILERS/Iron Lion Zion	(Tuff Gong) 36
BOBBY BROWN/Good Enough	(MCA) 33
PM DAWN/I'd Die Without You	(Gee Street/Arista) 31

Top Recurrents are former EHR top 20 records that have fallen off the chart but are still receiving significant airplay. In case of a tie, records are listed alphabetically by artist.

NEW TOP 20 CONTENDERS

FAITH NO MORE/I'm Easy	(Slash/London)	39
MICK JAGGER/Sweet Thing	(Atlantic)	33
BELOVED/Sweet Harmony	(East West)	29
CAPT. HOLLYWOOD PROJECT/More And More	(Intercord)	25
TREY LORENZ/Photograph Of Mary	(Columbia)	24
TOAD THE WET SPROCKET/Walk...	(Columbia)	22
SARAH JANE MORRIS/Never Gonna Give You Up	(Virgin)	21
LEMONHEADS/Mrs. Robinson	(Atlantic)	20
FRANK & WALTERS/After All	(Setanta/Go!Discs)	19

New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time with this single. Artists are listed by total number of stations. In case of a tie, records are listed alphabetically by artist.

TW	LW	WOC	Artist/Title	Original Label	Total Stations	Rotation A	Rotation B	New Adds
1	1	10	WHITNEY HOUSTON/I Will Always Love You	(Arista)	128	107	21	4
2	2	11	CHARLES & EDDIE/Would I Lie To You?	(Capitol)	110	90	20	4
3	5	3	PAUL MCCARTNEY/Hope Of Deliverance	(Parlophone)	92	71	21	13
4	4	6	MADONNA/Deeper And Deeper	(Maverick)	98	74	24	5
5	3	8	MICHAEL JACKSON/Heal The World	(Epic)	97	73	24	2
6	7	4	PETER GABRIEL/Steam	(Virgin)	79	54	25	9
7	8	4	LISA STANSFIELD/Someday I'm Coming Back	(Arista)	70	53	17	9
8	6	7	U2/Who's Gonna Ride Your Wild Horses	(Island)	67	38	29	4
9	9	6	PRINCE/7	(Paisley Park)	66	47	19	2
10	10	7	R.E.M./Man On The Moon	(Warner Brothers)	61	36	25	3
11	11	14	TASMIN ARCHER/Sleeping Satellite	(EMI)	63	51	12	2
12	18	2	SNAP/Exterminate	(Logic)	53	38	15	6
13	27	2	TAKE THAT/Could It Be Magic	(RCA)	45	31	14	12
14	12	18	BOYZ II MEN/End Of The Road	(Motown)	61	35	26	1
15	14	13	BON JOVI/Keep The Faith	(Jambco/Mercury)	48	34	14	0
16	15	7	UNDERCOVER/Never Let Her Slip Away	(PWL International)	59	39	20	2
17	13	16	VANESSA PARADIS/Be My Baby	(Remark/Polydor)	60	38	22	0
18	16	6	ROD STEWART/Tom Traubert's Blues	(Warner Brothers)	56	37	19	3
19	21	5	FLEETWOOD MAC/Love Shines	(Warner Brothers)	48	32	16	5
20	20	4	STEREO MC'S/Step It Up	(4th & B'way)	43	28	15	4
21	28	2	SHAMEN/Phorever People	(One Little Indian)	45	23	22	9
22	NE	➔	FAITH NO MORE/I'm Easy	(Slash/London)	39	27	12	27
23	22	6	LIONEL RICHIE/Love, Oh Love	(Motown)	51	29	22	2
24	19	6	HEIGHTS/How Do You Talk To An Angel	(Capitol)	49	25	24	0
25	NE	➔	DURAN DURAN/Ordinary World	(EMI)	33	25	8	17
26	25	10	JON SECADA/Do You Believe In Us	(SBK)	45	24	21	1
27	17	9	CHER/Oh No Not My Baby	(Geffen)	39	24	15	0
28	29	3	SHAI/If I Ever Fall In Love	(Gasoline Alley/MCA)	40	27	13	9
29	NE	➔	S.O.U.L. S.Y.S.T.E.M./It's Gonna Be A Lovely Day	(Arista)	35	19	16	7
30	23	11	ROXETTE/Queen Of Rain	(EMI)	42	24	18	0
31	36	4	INNER CIRCLE/Rock With You	(Metronome)	48	37	11	1
32	24	5	DEACON BLUE/Your Town	(Columbia)	31	15	16	0
33	26	12	GO WEST/Faithful	(Chrysalis)	37	22	15	2
34	33	3	CHRIS REA/God's Great Banana Skin	(Magnet/East West)	31	19	12	0
35	35	5	JORDY/Dur, Dur D'être Bébé	(Columbia)	43	31	12	2
36	38	2	HEAVEN 17/Temptation	(Virgin)	38	24	14	4
37	34	9	ELTON JOHN/The Last Song	(Rocket)	38	17	21	0
38	30	6	GENESIS/Tell Me Why	(Virgin)	35	19	16	1
39	39	2	MICHAEL BOLTON/Drift Away	(Columbia)	34	22	12	3
40	NE	➔	GO WEST/What You Won't Do For Love	(Chrysalis)	37	26	11	4

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations, that target 12-34 year-old listeners with contemporary music fulltime or during specific daysparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.

CHARTBOUND

SADE/Feel No Pain	(Epic)	36/10	LEONARD COHEN/Closing Time	(Columbia)	25/2
FREDDIE MERCURY/The Great Pretender	(Parlophone)	36/4	TREY LORENZ/Photograph Of Mary*	(Columbia)	24/17
MICK JAGGER/Sweet Thing*	(Atlantic)	33/31	MAGGIE REILLY/Tears In The Rain	(EMI)	24/1
RAGE/Run To You	(Pulse 8)	33/3	TOAD THE WET SPROCKET/Walk On The Ocean*	(Columbia)	22/15
EN VOGUE/Give It Up, Turn It Loose	(East West)	30/12	SARAH JANE MORRIS/Never Gonna Give You Up*(Virgin)		21/4
BELOVED/Sweet Harmony*	(East West)	29/17	SHANICE/Saving Forever For You	(Motown)	21/3
JESUS JONES/The Devil You Know	(Food)	29/6	GLORIA ESTEFAN/The Miami Hit Mix	(Epic)	21/2
VAYA CON DIOS/Time Flies	(Ariola)	29/2	HANNE BOEL/Don't Know Much About Love	(Medley)	21/1
BON JOVI/Bed Of Roses	(Jambco/Mercury)	28/1	LEMONHEADS/Mrs. Robinson*	(Atlantic)	20/9
FANTASTISCHEN VIER/Die Da!?!	(Columbia)	28/1	BILLY RAY CYRUS/Could've Been Me	(Mercury)	20/8
VANESSA PARADIS/Sunday Mondays*	(Remark)	26/13	ONE MORE TIME/Highland	(CNR)	20/3
THE THE/Dogs Of Lust	(Epic)	26/6	DINA CARROLL/So Close	(A&M)	19/4
ARRESTED DEVELOPMENT/Mr. Wendal	(Chrysalis)	26/5	FRANK & WALTERS/After All*	(Setanta/Go!Discs)	19/4
CAPT. HOLLYWOOD PROJECT/More And More*	(Intercord)	25/7	BRIAN MAY/Back To The Light	(Parlophone)	19/1
PREFAB SPROUT/A Life Of Surprises	(Kitchenware)	25/5	BIZARRE INC./I'm Gonna Get You	(Vinyl Solution)	18/2

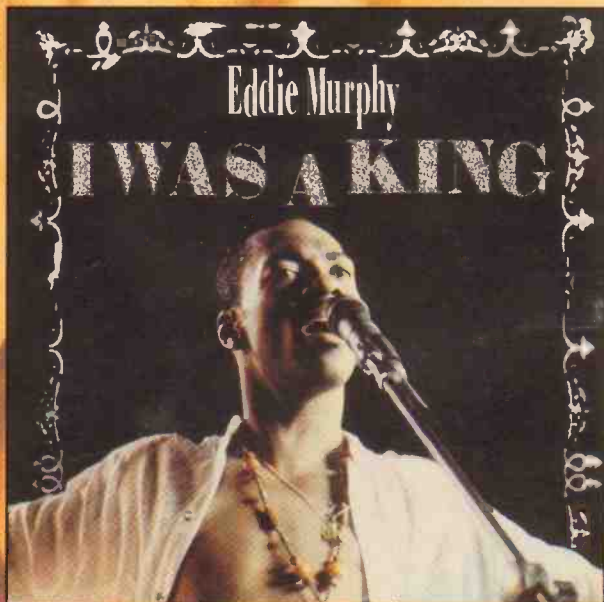
The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 40. The second number represents how many stations reported it to M&M for the first time. Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

Eddie Murphy

COMING TO....
YOUR AIRWAVES

His Motown Debut
I WAS A KING

Featuring Shabba Ranks



Taken from Eddie Murphy's forthcoming "Psychedelic Psoul" album
LOVE'S ALRIGHT



Shabba Ranks appears courtesy of Epic Records / Sony Music Entertainment, Inc.

