

MUSIC & MEDIA

Music Monitor IV
The Quarterly Round-Up
Of New Album Releases.
 Catch Up On All The New Acts
 On Pages 15-22.

Europe's Music Radio Newsweekly . Volume 8 . Issue 41 . October 12, 1991 . £ 3, US\$ 5, ECU 4

Jazz Extends Deadline For Astor, Maker

by Mike McGeever

The David Maker/David Astor-led consortium **Golden Rose Radio** (GRR) has been given its second deadline to line-up the £1 million (app. US\$1.7 million) financing to acquire **Jazz FM**/London.

The group failed to complete the buyout on September 30, the same day it satisfied the UK **Radio Authority** that funding was secured for **Classic FM**, the UK's first independent national radio licence (INR1).

(continues on page 34)



STICK 'EM UP — Radio 1 DJ Steve Wright is "gently coerced" into playing guitar with Arnie and the Terminators by lead singer Greg Sewell for an old-style *Top Of The Pops* appearance. Lurking among the Arnettes in the back row are l-r: Mike Woolmans and Richard Easter, the brains behind Arnie. Woolmans and Easter also supply the voices on the Steve Wright show.

CONSORTIUM RAISES £6M

Classic FM Meets Funding Deadline

by Paul Easton

Classic FM has succeeded in raising its £6 million (app. US\$10 million) financing by the September 30 deadline and has been awarded the licence for **INR1** in the UK.

Classic FM plans to begin broadcasting by autumn 1992, although **Classic FM** chairman **David Astor** says that an earlier start could be feasible.

Among the station's investors is the **GWR Group**, which holds

ILR licences for Bristol, Swindon, Reading, Bournemouth and Plymouth, and which has a 17.5% stake. Additional backers are **Associated Newspapers Holdings**, **Time Warner**, **Brian Broly** (former MD of **Really Useful Group** who is now running his own company **ROSC Holdings**) and **Cray Electronics** chairman **Sir Peter Michael**. A spokesperson for **Classic FM** says that, apart from **GWR**, the others "are not prepared to reveal their

(continues on page 34)

Holland Keeps CD Lead

by Machgiel Bakker

The Netherlands continues its position as the worldwide leader in CD soundcarrier penetration. During the first half of 1991, CDs (including CD-singles)

Warner Hopes Music Pirates Go Hungry

Warner Music hopes to deliver pirates a blow in Hungary by including the country in its worldwide release schedule for two new records.

Both the new **Prince** album *Diamonds And Pearls* (see review on page 23) and **Simply Red's** *Stars* (page 24) hit Hungarian record stores on September 27, the same as the rest of Europe.

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accounted for 95% of total turnover, the highest figure in the world. Japan is next with 85% (over 1990 figures), followed by Switzerland with 75%.

According to figures released by local **IFPI**-body **NVPI**, total shipments over the first six months was Dfl 615 million (app. US\$300 million), an increase of 20% compared to the same period last year. Total volume grew by 15% to 24 million units.

CD shipments (excluding CD-singles) grew by 27% in value (reaching Dfl 561 million) and 30% in units to 19.5 million.

As expected, vinyl album sales were almost non-existent the Netherlands, representing a mere 1.3% of the total market value. With a decrease of 61% in value, the vinyl album shipments were valued at Dfl 7.7 million for the first six months. The vinyl single has lost impact too with only 665,000 copies sold. Its

share of total shipment turnover is only 0.6%, accounting for a value of Dfl 3.4 million.

While globally the music cassette still is the no. 1 soundcarrier, its influence in the Netherlands is somewhat limited. With total shipments of 1.5 million (Dfl 18 million), volume dropped by 7% and the cassette now takes only 3% of total shipment turnover. The CD-maxi-single (3.6% of turnover) has not yet been able to compensate for the loss of vinyl, mainly because of its high price. However, **NVPI** MD **Rob Edwards** sees an important role for the cassingle, introduced on the national market in March of this year. In four months, it managed to sell 150,000 units with a market value of Dfl 1 million.

If the current growth figures are anything to go by, **Edwards** expects total shipment turnover to be around Dfl 1.4 billion by the

(continues on page 34)

Rete 105 Still Tops; Radio ISMI Hits No. 2

by David Stansfield

While **Rete 105/Milan** continues to be the ratings leader nationally in Italy, music-only station **Radio Italia Solo Musica Italiana** moved from no. 3 to no. 2, according to the latest **Radio Bank** audience survey by the Milan-based research institute **Datamedia**.

The figures for the period April-June 1991 show **Radio Italia S.M.I.** has an average daily audience of 2.8 million, 198,000 more than the period of January-March 1991 and 1.1 million more than the same period in 1990. It's the first time the station has ranked no. 2.

The latest results show that **Radio Italia S.M.I.** has gained more listeners than **Radio DeeJay**. The audience figures for

Radio DeeJay, however, have risen from 2.69 million to 2.78 million. No. 1 **Rete 105** had 3.26 million listeners, down 100,000 listeners from the previous poll.

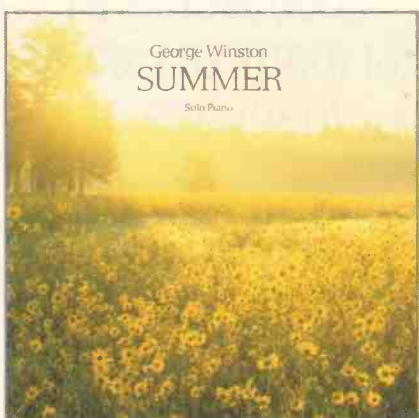
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No. 1 in EUROPE

European Hit Radio
BRYAN ADAMS
(Everything I Do) I Do It For You
 (A&M)

Coca-Cola Eurochart
BRYAN ADAMS
(Everything I Do) I Do It For You
 (A&M)

European Top 100 Albums
DIRE STRAITS
On Every Street
 (Vertigo)



SUMMER

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So you think there are too many conferences already?

We beg to differ. Sure, these days it seems like someone announces a new music conference about once every two months. Trumpets are blown. Brave words are uttered. Each new conference is going to be the biggest and the best. Each is going to blow the New Music Seminar away.

Sure.

Still, the conference trade is booming.

What we have seen in Europe – in Florence and Dublin, Cologne and Copenhagen, Glasgow and maybe next year in Manchester – is a healthy growth in national and regional music meetings. And in serving their various markets, most of them do a pretty good job, too.

But if you want to make the very most of Europe, get beyond the various national horizons, connect with the emerging single market, make contacts with people from East of the old

Iron Curtain, there is still only one conference to attend.

Never mind the bollocks, here are the facts:

Last year at Berlin Independence Days there were 2238 delegates representing 622 companies from 18 countries and including 325 media people from 19 countries.

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M&M is a publication of
BPI Communications BV,
a subsidiary of **BPI Communications Inc.**
President European Operations: **Theo Roos**
Executive Assistant: **Caroline Karthaus**
International Editor-In-Chief: **Adam White**

SUBSCRIPTION RATES:

United Kingdom UK£ 135
Germany DM 399
Austria OS 2800
Switzerland Sfr 337
France Ffr 1395
Benelux Dfl 397
Rest of Europe US\$ 249
USA/Canada US\$ 270
Other territories US\$ 288

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Two Rooms Targeted At TV

by Machgiel Bakker

While **Dire Straits' *On Every Street*** remains at no. 1 in the **European Top 100 Albums** chart, **PolyGram** is preparing to launch another blockbuster entitled ***Two Rooms: Celebrating The Songs Of Elton John & Bernie Taupin***.

The tribute album, which will be released on October 14, features an impressive line-up of 16 artists singing new versions of the duo's extensive catalogue. Among those appearing on the album are **Sting, Phil Collins, Eric Clapton, Sinéad O' Connor, Tina Turner** and **George Michael**.

For most Phonogram companies, the release signifies the start of a massive TV marketing campaign on the scale of those used for Elton's 32-track sampler, ***The Very Best Of***, which sold in excess of six million copies across Europe.

According to **PolyGram International** marketing manager

Robbie Dennis, the album should generate "many millions" across Europe and TV campaigns are scheduled to run in all European markets up until Christmas. The London-based company has already produced TV spots of 10, 30 and 60-seconds, and a video/laser disc will be released by **PolyGram Video**, including rare performances, archive footage and interviews.

In addition, coinciding with the publication of a 128-page hard-back book on the partnership, a limited-edition box set is planned, containing the book, album and video. The album's first single, **Oleta Adams' *Don't Let The Sun Go Down On Me***, has already charted in the UK at no. 37, and is this week's highest entry in the **EHR** Chartbound section. "That single gives us the perfect launch for the album release," says **Phonogram UK** marketing director **Nick Rowe**. "I don't see why we can't do as well as the **Dire Straits** album. It's potential is

enormous, and will appeal to people who like **Phil Collins, Dire Straits** and **Eric Clapton**—the 25-50 year old market."

Rowe expects to sell one million copies before the end of the year. Although not disclosing details, the album will be advertised on TV until Christmas, and will be tied in with a one-hour special on **ITV**, at the beginning of December.

In Holland, expectations are equally confident. With a total investment of Dfl 250.000 (US\$132.000), the album should reach the platinum status (100.000 units) by the end of this year. According to **Phonogram Holland** marketing manager/ international repertoire **Dries van der Schuyt**, Dfl 150.000 will be spent on TV advertising, Dfl 40.000 on radio spot campaigns (including 14 commercials on both the national channels and commercial cable station **Sky Radio**), while the remaining is used for print

and point-of-sale advertising. Radio ads will run from mid-November through to mid-December.

Chris Georgi, GM of **PolyGram** Germany's TV merchandising arm **Polystar**, is aiming to sell close to 500.000 copies of the album before the end of the year. No less than DM600.000 (app. US\$330.000) will be spent on a four-week radio and TV advertising campaign, while another 150.000 is added for print and in-store campaigns. According to Georgi, "The split between TV and radio will be 50/50. Radio, however, is still the best medium to promote music, unless you want to reach an older [50-plus] demographic." Both the **ARD** stations as well as the major privates will be targeted.

The French Phonogram company could not be reached at press time, but is believed to be spending Ffr4 million (app. US\$650.000), likely to be the biggest in the company's history.

New Generation Salutes Cohen

Rediscovered sixties bard, singer and songwriter **Leonard Cohen** is being hailed by a whole new generation of artists in the newly released album ***I'm Your Fan***. Out on **Columbia** for mainland Europe, the album brings together 18 bands with original interpretations of Cohen songs. The rights for the UK are held by **East West**, while **Atlantic** holds them for the US.

The tracks on the album include **R.E.M.'s *First We Take Manhattan***, **Pixies' *I Can't Forget***, **Lloyd Cole's *Chelsea Hotel*** and **James's *So Long Marianne***.

The album was conceived and produced by French rock magazine ***Les Inrockuptibles*** publisher **Christian Fevret**, who discovered the artist some 10 years ago and has been a fan ever since.

Says Fevret of Cohen, "He is an artist with such consistent songwriting over a period of 25 years, which makes him unique. The album ***I'm Your Man*** (1988) brought a sort of comeback for him, and we discovered that many bands actually liked his songs a lot. When we started contacting bands and managers, they were all into the idea."

He adds, "It took a lot of time getting all the labels involved, but I'm sure that no record company could have done the job with all the jealousies and competition [that are likely to be] involved. All the bands contacted are on the record."

According to Fevret, 75% of the royalties for the album go to

the recording artists and the remaining 25% to the magazine. "It's a high level of artist royalty. Actually, this was proposed by **John Cale** who, we know, is a tough negotiator."

Fevret considers the album a one-off, but is very pleased with the results. "It goes to show that his songs are not dated. These versions are not just rewrite of the originals, they are a new discovery."

Discussions with **Sony Music France's Columbia** label started in February 1991, and GM **Patrick Decam** was quickly convinced of the album's potential. "It started off as a project for France only, but European interest was quickly aroused. For me it is proof that an affiliate can generate a worldwide project too."

"After we discussed the whole concept, we decided the magazine should produce the album. It's better if a third, neutral party is handling the clearance of the rights," says Decam.

Co-sponsored by French AM station **France Inter**, the album was launched at national retail chain **FNAC**, and initial shipments were for 25.000 copies. "You know, we're quite obsessed with TV advertising in this market," says Decam. "So [these numbers] are quite a stunt for a project that's not TV-advertised."

Cohen, who debuted in 1967 with ***The Songs Of Leonard Cohen***, has released nine studio albums for **CBS** of which ***I'm Your Man*** became his most successful to date. A new (Columbia) album is expected in 1992. **MB**

Music

● **Eamon Sherlock** is the new director of administration for **MCA Records International**.

● **Nan Schuring** has been appointed international A&R director at **Arcade International**. **Svenno Koemans** is the new creative director at **Arcade Benelux**, and **Niel van Hoff** is the new product director.

● **Wim Reijnen** is the new GM at **SilenZ Records/Amsterdam**, while **Paul Coops** will have the same position at **MusicWorld Management**, also in Amsterdam.

● **Rüdiger Fleige** has been appointed sales director at **Sony Music Germany**, replacing **Horst Bartels**, who left the company late last year.

● **Axel Krausser** has taken over as head of promotion at **Mambo Musik**. **Tanja Suhrmann**, **Annemarie Schobert**, and **Helga Krausser** are now in charge of promotion for the west/southwest, south and central, respectively.

Radio

● **Mike Henfield**, station director at **GWR FM (West)/Bristol** and **GWR Group Classic Gold Radio**, has been appointed new MD at **Trans World Communications' Red Rose Radio/Preston**. Henfield fills the post left vacant by **Dave Lincoln**, new MD at **Radio City/Liverpool**.

● **Andy Archer** has been appointed programme controller at **Invicta Supergold AM/Kent**. Industry veteran Archer joins **Supergold** from sister station **Mellow 1557 AM/Essex**.

● **Violaine Bouteiller** replaces **Ian Travailé** as the new GM for radio analyst **Carat Radio**. Travailé remains with Carat to set up an as-yet-unannounced new structure within the company.

● **Karen Woods** has been appointed news manager at **Ocean Sound**. She has been with the station since it opened in 1986, and replaces **Chris Carnegy**, who is now programme controller at **2CR (Two Counties Radio)/Bourne-mouth**.

● **Metro Radio Group** has made some changes to its sales team. **Liz Chapman** is sales director for **Metro FM/Newcastle**, **TFM/Stockton** and its joint AM service **Great North Radio (GNR)**. **Mike Lynch** becomes associate director of regional sales.

Radio Investments Eyes Smaller Stations

by Mike McGeever

Radio Investments Ltd (RI), the UK radio investment firm, has set its sights on smaller incremental stations (less than 250,000 total service area), following the company's recent friendly buyout of **KCBC/Kettering** for £130,000 (app. US\$217,000). **KCBC**, rated second behind **BBC Radio 1** in a market of 25 stations, is the first station in which RI has a 100% stake.

RI bought **KCBC** after the **UK Radio Authority** decision forced the majority share holder—the **Chiltern Radio Network (CRN)**—to sell its shares.

Because **CRN's** total service area extends into **KCBC's**, they would be allowed only a 20% share of the station, a minority stake that did not interest **CRN**. However, **CRN** management expressed "delight" and "enthusiasm" that the station was in the hands of **RI**.

RI chairman/CEO **Robert Stiby** dismisses some of the industry pundits claims that stations with total service areas of less than 250,000 are not viable. "If the stations are run properly with low operating and start-up costs by experienced owners, they can be successful," he says.

The "keen interest" to take stakes in and purchase smaller

stations while bidding for new licenses is a new avenue the firm is pursuing, according to **Stiby**. "The acquisition of **KCBC** is our first operational venture and marks a significant departure for **RI**. We see it as a blueprint for developing other small stations."

Prior to the purchase, **RI's** interest in stations was focused on investment, rather than the hands-on, day-to-day operations.

Established in 1972, **RI's** portfolio includes shares in metro-area broadcasters **Capital Radio** /London, **Invicta Radio** /Kent and **East Anglia Radio** /Norwich.



GOLDEN DEBUT — Cathy Dennis is presented with a gold disc by Polydor UK for her debut album 'Move To This,' which sold over 100,000 copies in the UK. Pictured from l-r: PolyGram chairman Maurice Oberstein, Cathy Dennis, Simon Fuller of 19 Management and Polydor's senior director of commercial affairs, Andrew Jenkins.

Quality Europe To Provide News

by Paul Easton

Cheltenham-based satellite broadcaster **Quality Europe FM** is offering its hourly European /international news bulletins to other stations. This will make them a third news provider, along with **Independent Radio News (IRN)** and **Network News**.

Unlike the other two services, **Quality** will be charging stations £416 (app. US\$690) per month, on a 12-month minimum contract basis. **IRN** and **Network News** are financed through the sale of a commercial spot during peak-time bulletins.

Says station director **Roy Litchfield**, "While **IRN** and **Network News** are producing good news services, it appears from the phone calls we've been receiving that there are many stations seeking a third service which will enable them to provide an alternative news service from neighbouring stations."

He adds, "We have also had some interest from stations in France, Spain and Norway to carry our normal programming output as a sustaining service. The cost for this will depend on the station's total service area, and how much of our programming they take."

Network News Offers 20% Incentive To Subscribers

Network News, one of the UK's latest news services, will distribute 20% of its national revenue to subscriber stations on an audience-delivered basis.

According to a letter from **Network News** joint MD **Paul Chantler** to the MDs of the 20 stations on the network, the bulletin service will begin carrying com-

mercials when a "critical mass" of stations are committed to using the service.

Network News was launched on July 6, the day after the plug was pulled on **ITN Radio News**. The network is partly managed and operated by former **ITN** staff, and is based at **Chiltern Radio Network** /Dunstable. *MMcG*

Three Vie For Kings Lynn Licence

The **Radio Authority** has received three applications for the **Kings Lynn ILR FM** licence. This is designed to cover the town of **Kings Lynn** and much of west Norfolk, a population group of around 100,000 adults. A decision is expected to be announced within two months.

The applicants include:

Bright FM: Those behind the group include **RTM** /Thamesmead-SE London MD **Rodney Collins**; **Patrick Cox**, MD of **NBC Europe** and former MD of **Radio Luxembourg** and **Sky Channel**, along with **TV AM** former director of programmes, **Mike Hollingsworth**. Other backers include **Radio Investments** and **Chiltern Radio**. Programming would be targeted at the 25-55 age group, with a music mix of current chart hits and oldies, and some specialist

evening programming. Local output would account for 16-hours a day, with **Chiltern Radio's Super-Gold** providing a sustaining service between 22.00-06.00. The station plans to be on-air within four months of being awarded the licence. The first year revenue forecast is estimated at £130,000 (app. US\$ 211,000).

Kings Lynn FM (KLFM): It is backed solely by **Mid-Anglia Radio**, which owns **Hereward Radio** /Peterborough and **CNFM** /Cambridge. Local output would be between 06.00-18.00 weekdays, but would be restricted to only a few hours a day on weekends.

Music would be "a carefully-selected blend of current hits and popular hits of the past four decades," and would account for around 75% of the output.

If successful, **KLFM** aims to be broadcasting by July 1, 1992.

The first year revenue forecast is estimated at £261,000.

X-Cel: The main person behind this group is **Tony Buckingham**, who runs his own builder's business. He has been involved in mobile discos in the past, and the application says that he "has accumulated a wealth of knowledge in all aspects of radio over the years, due to his almost fanatical interest in all areas of radio broadcasting."

X-Cel would provide its own programming 24-hours a day. During the day, the station would have an **AOR** music format with specialist programming during the evening and night. They also plan to have a Sunday evening specialist music slot.

The launch date is expected to be 12 months from the award of the licence. **X-Cel's** first year revenue forecast is estimated at £286,000. *PE*

Radio Image Change Called For

A new report published by **Barclays de Zoete Wedd Research** says commercial radio must advance significantly away from its "independent local radio" image as a provider of pop-based broadcasts, if it is to improve its share of both listenership and advertising revenue.

In **BZW's** latest "Media Sector Review," analysts also warn that radio's penetration is unlikely to grow further, so any new stations will need to win over existing listeners from other stations, leading to smaller audiences per station.

According to the report, in 1983 commercial radio's share versus the **BBC's** was 45%. Almost a decade later, its market share is much the same, despite a notable increase in the number of stations.

BZW, in agreement with the industry (which maintains that radio needs to increase its current 2% share of all advertising), says "the massive growth in radio advertising spend between 1986-1989 was accentuated by demand for advertising space outstripping the supply of airtime available." It adds that media inflation on this

scale is unlikely within the next five years because of the increase in the number of stations resulting in more ad space.

The report concludes that "radio advertising needs to become more financially rewarding for agencies, if it is to take a larger slice of the advertising cake. Radio airtime remains so cheap that it is not cost effective, making a radio campaign unprofitable for an agency. Thus advances in radio sales technique should solve the problems as to disparate rate cards, for example." *PE*

NEWS IN BRIEF

Indies Broadcast Disney's Birthday

A dozen UK independent radio stations took part in Florida's **Walt Disney World** 20th Anniversary celebration during the week of September 30.

The stations participated in simultaneous live broadcasts from various locations at the theme park. More than 150 broadcast hours were racked up over five consecutive days. According to project coordinator **Tim**

Jibson of **Tim Jibson Broadcast Marketing** /York, the broadcasters were sponsored by **Disney World**.

Both **2FM** /Dublin and **Radio 21** /Brussels, along with 160 other stations from the US, broadcast some of their programmes from **WDW** during the week.

On October 12, the **Chiltern Radio Network** and **Invicta FM** /Kent will air their mid-morning shows live from Paris at the opening of **Euro-Disney's Cinderella Castle**. *MMcG*

Media Industry Treads Poor Profit Waters In 1990

by Emmanuel Legrand

EHR FM net NRJ achieved the highest profit margin in the French radio and music industry in 1990, according to an analysis of the top 100 communication companies by trade magazine *Stratégies*.

The magazine found that when compared with 1989, all sectors of the media—press, TV, cinema and radio—suffered from poor profits and turnover figures as a result of the recession.

Stratégies has produced a table ranking the companies according to turnover and profitability. The number one communication company in France is publishing group **Groupe de la Cité**, with Ffr6.2 billion (app. US\$10 million) turnover, followed by advertising company **Information et Publicité**, with Ffr6.1 billion turnover.

According to the analysis, 14 companies showed negative results in 1990, compared to only eight in 1989. The TV industry is also suffering, with only two outlets showing prof-

its, **Canal Plus** and **TF1**. Most other channels are reporting massive losses.

Stratégies has called for "stabilisation" and "consolidation" in the radio industry, noting that advertising revenues for FM

networks are down, with stations as a whole reportedly grabbing about 6.6% of the overall advertising expenditure in France in 1990. However, only one third of this amount was allocated to FM stations.

Communication Industry Results For 1990

Company	Turnover	% Chg.	Profit	% Chg.	Profit Margin
Canal Plus (3)	6.130	15.9	867.9	12.1	14.2
TF1 (4)	5.829	9.8	303.1	37.7	5.2
FR3 (6)	3.735	12.7	(180.0)	96.2	NA
Antenne 2 (10)	3.047	5.9	(744.3)	-126	NA
Radio France (15)	2.063	3.4	(63.3)	-361.5	NA
PolyGram (22)	1.640	14.7	200.0	-16.7	12.2
La Cinq SA (29)	1.259	-8.9	(646.2)	-11.3	NA
EMI France (33)	1.169	5.9	58.6	41.8	5.0
RTL (34)	1.140	7.6	NA	NA	NA
Sony Music (35)	1.105	15.7	86.0	-29.6	7.8
M6 (50)	712	100.8	(159.0)	55.2	NA
Europe 1 (53)	700	7.7	NA	NA	NA
RMC(63)	472	-5.9	(1.2)	-109.6	NA
La Sept (68)	433	26.2	(0.5)	-118.6	NA
RFI (70)	402	9.8	0.1	180.0	0.0
NRJ (73)	367	12.9	97.2	14.9	26.5
Virgin France (74)	365	12.5	NA	NA	NA

Overall media rank in brackets; profit and turnover are in Ffr millions
Source: *Stratégies*

SNEP Gets New GM

Audiovisual field specialist **Bertrand Delcros** has been appointed the new GM of music industry organization **SNEP**.

Delcros is replacing **Patrice Fichet**, who leaves the organization at the beginning of this month. Fichet was a general delegate for five years and promoted to VP of the music industry organization just last year.

Delcros's appointment is being seen as a move by SNEP's president **Patrick Zelnik** to develop a different strategy and set new goals for the group. His first task at SNEP will reportedly be to solve the quota issue by set-

ting up negotiations between the record and radio industry.

Fichet, who has been in the music industry for 17 years, says he has "no specific plans for the future," but he does not want to remain "inactive."

Delcros, 48, has held various civil servant positions, including assistant to **Georges Fillioud**, communications minister in the early 1980s. He was also head of the legal department of the former broadcasting authority **CNCL** before joining the staff of **Catherine Tasca**, minister of communications, in 1988. *EL*

Kaas Heads For Platinum With 'Scenes'

Patricia Kaas has sold over 500,000 copies of her latest album *Scenes de Vie* outside of France, **Sony Music** reports. The sales make the artist a heavy contender for the best French exporting act award at the Victoire, which she had previously won in 1990 and 1991.

Currently, the album has achieved double platinum status in France (600,000 copies), and is heading for triple platinum. Kaas is also doing well in Germany, having sold 170,000 copies so far.

Sony Music France international promotion coordinator **Annick Geisler** stresses that the German success has

been achieved "without radio support."

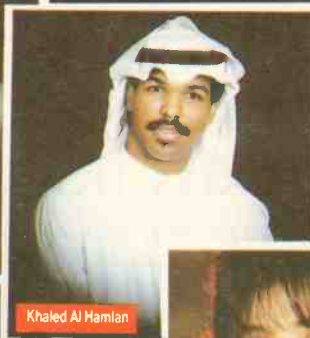
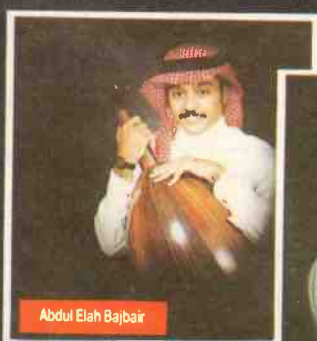
Geisler adds, "Kaas has been selling through her good press coverage. Stations tell us that the songs are too traditional, too bluesy. I believe the day she has a hit radio song, she will make it big."

Kaas's album sales are likely to be boosted in Germany when she embarks on a one-month European tour at the end of September. The tour will include 12 gigs in Germany and two in Moscow.

Sony Music is expected to release Kaas's first live album, entitled *Carnets de Scène*, in Europe at the beginning of November. *EL*

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BMG 'NOW NUMBER 2' IN EUROPE

Crossborder Promotion Credited As Key To Success

by Mal Sondock

BMG International's G/A/S operations have the largest share in the company in terms of both turnover and profits, according to the label's president/CEO Rudi Gassner. And breaking acts internationally has been the key.

Speaking during the company's August 21-24 sales conference, Gassner said BMG is now no. 2 in Europe. "Our company is one of the very few that has been able to establish international product from artists such as Eurythmics, Lisa Stansfield, Black Box, Candy Dulfer, Urban Dance Squad and from Germany, Milli Vanilli, and Snap, in the American market," said Gassner. "Our

strategy is not to buy market share, but to develop one and look not only at turnover, but especially at the profit margin."

According to BMG Ariola MD Thomas M. Stein, who opened the conference, the good sales for radio and TV-promoted product and sales of national productions were the major reasons for the DM330 million (app. US\$183 million) turnover of BMG Ariola Munich—by far the largest turnover within the group.

Stein also pointed to the work of Berlin-based Hansa, the folk music production company, the growth in sales of music video and the Ariola Import Service (ARIS) (in particular the work of their national A&R team) as keys to the

group's success. Stein also announced key signings of former east German stars and exceptionally good results in sales in the five new east German states.

Future goals for the next few months include a strengthening of the already high market share, increasing CD sales, and further developing the music video business. The establishment of new affiliates is also planned, along with a more in-depth look at the merchandising business.

BMG Ariola Munich deputy GM Christoph Schmidt emphasized the healthy relationship between cost and turnover within the group which, he says will be the basis for large investment in the future.



THE NEW TEAM — MCA Music Entertainment presents some of its new staffers. The Hamburg-based company will be fully operational by the end of this year. From l-r: marketing manager Jorg Eiben, MD Heinz Canibol, Geffen product manager Eva Ries, Geffen director of international Mel Posner, MCA senior VP Stuart Watson, controller Wolfgang Praetz and MCA product manager Frank Pagen.

N1 Gets Two New Weekend Dance

by Machgijel Bakker

As of October 5, dance station Hit Radio N1/Nuremberg has added two new shows to its weekly programming, entitled "Top 30 Dance Trax" and "N1 Techno Club."

The first is an adaptation of the previous top 20 countdown show and mixes listener requests and current airplay of the station. Running every Saturday afternoon, the three-hour show will be hosted by PD Cetin Yaman.

The second show will run during Sunday evenings between 23.00-01.00 and will be presented by Uwe Dirk.

According to Yaman, techno is increasingly popular in the Nuremberg region. "We toyed with the idea, however, after running a little promotion on the show. Listener response was so good that we decided to go ahead."

Club DJs will also give their programming input to the show and Frankfurt-based Torsten Senslau

will be the first to be featured. Artists to be played include T'99 and Quadrophenia. Says Yaman, "We'll play the underground dance stuff 'industrial house', as they call it in the US."

Also, two new DJs have been recruited, Stephan Schwenk and

Tina Domina. Schwenk was formerly hosting the popular "Herz Flimmern" show on Radio Charivari and will now present a 09.00-12.00 weekly show on N1. Domina will be responsible for a weekday 22.00-02.00 programme.

N1 is one of the very few stations

in Germany that has a dance format. It operates a playlist of some 38 records and three powerplays (based on call-ins) that run every three hours. The current playlist features artists such as C&C Music Factory, Incognito, Marky Mark and BG The Prince Of Rap.

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Radio 16/Madrid Flips To News-Talk Format

by Anne Marie de la Fuente

The first all-news station in Madrid is set to hit the airwaves in early 1992.

Madrid station **Radio 16**, owned by media publishing company **Grupo 16**, has already stopped alternating music with hourly news breaks, delegating instead the entire 07.00-14.00 morning block to a mix of international, national and local news. Between 14.00-23.00, the station is playing music interspersed briefly every hour by news bulletins. The early morning slot between 23.00-07.00 consists of a phone-in programme.

The station plans to continue to put into effect gradual changes over the next few months to lead to the all news format.

Says Radio 16 MD **Angel Mosterin**, citing the relative success of French 24-hour news station **France Info**, "It's only natural that a newspaper and magazine publisher like Grupo 16 would eventually opt for a more news-oriented station."

Radio 16 announced its programming shift at the same time **SER's** AM/FM news/talk network, **SER Convencional**, increased its news programmes to fill a total of 10 hours a day. (See **M&M** October 5). The

continuous news block opens with "Matinal Ser" between 06.00-09.00, followed by "Hora 14" from 14.00-16.00 and finishes with "Hora 25" between 19.00-24.00. According to **SER** director **Augusto Delkader**, "Hora 25" targets those who want to arrive home [from work] well-informed. With this move, **SER** reaffirms its commitment towards specialization."

While **SER Convencional** is intensifying its news coverage, pop station **Los 40 Principales** is attempting to focus its format on the Spanish youth market.

BMG Hopes Pinned On Complices

BMG Spain's hopes for a significant boost in unit sales of recorded domestic talent reportedly rest on a group called **Complices**.

The group's second album, *La Danza de la Ciudad* (The Dance of the City), has sold more than 200,000 copies in Spain, and much is expected of the third album, *Está Llorando el Sol* (The Sun is Crying), due out in late October.

At the company's annual sales convention in Madrid, **BMG MD José María Cámara** briefly outlined the company's plans for the Christmas 1991 sales period.

Among the artists with new releases that **BMG** will be handling in Spain are **Lisa Stansfield**, **Dave Stewart & the Spiritual Cow-**

boys, **Level 42**, **Guns N' Roses** and **U2**.

Cámara revealed that **BMG's** market share in fiscal year 1990/91 had risen from 14.2% to 15.9%. However, it is expected to improve in fiscal 1991/92 because three of **BMG's** acts have already dominated the summer charts in Spain. **Mecano's** album *Aidalai* has sold more than 600,000 copies (more than one million worldwide) since its June release, merengue-salsa star **Juan Luis Guerra** was no. 1 for eight weeks with the *Bachata Rosa* album, and **Los Manolos** became a successful novelty act with the *Beatles's All My Loving*, and sold 300,000 albums this summer in Spain. **HL**

ITALY

Dimensione Claims Success At Virgin Megastore Launch

by David Stansfield

Radio Dimensione Suono is claiming a tremendous success as a result of its involvement in the launch of the **Virgin Megastore** in Milan on September 19.

The debut of Italy's largest retail outlet was surrounded by three days of intense promotional activity, which included special appearances by **Paul Young**, **Enigma**, **Sandra**, **Jim Kerr** (*Simple Minds*), **Edoardo Bennato** and **Riccardo Cocciante**, special parties were organised, a parade of vintage **Morgan** cars toured the city,

cannons fired and the **Virgin** hot air balloon rose about 10 metres from the ground in Milan's famous **Piazza del Duomo**, where the **Megastore** is sited. **Virgin Enterprises** founder **Richard Branson** absailed-in to be present at the opening tape-cutting ceremony.

Radio Dimensione Suono broadcast a string of two-to-three minute live segments from the **Megastore** on September 19-20. The station also organised games and competitions for the public, as well as presenting artist interviews.

According to the station PD **Bruno Ployer**, "We are a

Rome-based station, and there is always an air of uncertainty when you go to another city. Nevertheless, the Milan public knew our name and logo and, while I'm not sure that everyone was a regular listener to the station, there was a mad hunt for giveaway T-shirts, bags and other items."

The station, which won the deal for exclusive broadcast rights from the **Megastore**, will not be presenting regular daily programmes in Milan. Ployer says the remote studio located in the **Megastore** will be reserved for interviewing artists who are not visiting Rome.

Dischi Ricordi Promo For Nannini Album

Record company **Dischi Ricordi** has reinforced the release of *Giannissima*, the new live album by major artist **Gianna Nannini**, with a free cassette inserted in the September issue of *Tutto Musica & Spettacolo*, a monthly magazine with a readership of 300,000.

The tracks on the tape include *Sorridi*, *Avventuriera* and *Bim Bum Bam*, the same as a CD-single released in most other European countries. However, no commercial single has yet been released on the local market.

Comments the company's promotions director **Maurizio**

Miretti, "Quite simply there's no singles market locally. Consumers prefer to wait for an album release. If you think our artist **Marco Masini** can sell 800,000 units of his latest album *Malinconia*, but only sell 20,000 copies of the single *Perché Lo Fai*, his San Remo song, it gives you the picture."

Ricordi has invested in radio and TV advertising campaigns to promote *Giannissima*. The company chose the national music-only station, **Radio Italia Solo Musica Italiana**, because **Miretti** believes it has developed into the perfect channel to promote locally produced music. **DS**

New Music, CGD Sign Distribution Deal

Indie firm **New Music** has signed a national distribution deal with local major record company **CGD**.

New Music president **Pippo Landro** says the number of acts and artists signed to him has increased to the extent that distribution was becoming hard to handle. He describes **CGD** as a classic Italian company who he believes will be given a boost with the addition of his large catalogue of dance music.

New Music produces a vari-

ety of dance music ranging from house to 1970s disco.

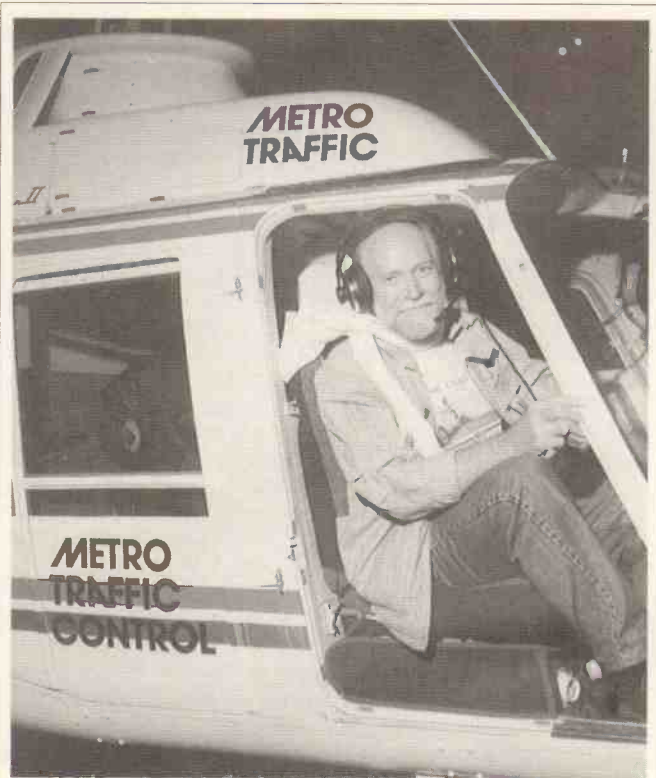
It has also moved into the production of local talent with the recent signing of **Andrea Mora**.

Landro reveals that he has signed the 1970s disco star **Sister Sledge** for a one-off album deal. Slated for release this month on the national and international markets, it will include re-mixes of classics such as *We are Family*, *Lost in Music* and *Everybody Dance*. **DS**

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THE EYE IN THE SKY — Jens Troense, GM of Radio Horsens in Denmark, took his turn in the Metro Traffic helicopter on the conference floor at NAB Radio 1991 in San Francisco. Troense was actively looking at hardware offerings at the convention and was probably the only local Danish radio station executive to make the trip to NAB.

ANTENNE 4 LAUNCHES NEWS SERVICE

News Competition Heats Up In Norway

by Kai Roger Ottesen

Antenne 4, the newly launched Norwegian news network, aims to give rival **Radio Nettverk** a run for its money.

Norwegian satellite news distributors **Rikssnytt** and **Radio Nettverk** merged on September 16, the same date **Antenne 4** began transmitting. The new service is now called simply **Radio Nettverk**. Explains editor-in-chief **Arvid Weber Skjærpe**, "Until now it has been impossible to make money out of this. Today's market is only big enough for one solid news station, besides pubcaster **NRK**. We can now give **NRK** competition on behalf of the locals."

NRK won't be the only station feeling the market pinch, however. Says **Antenne 4's** director **Morten Oseberg Andersen**, "We want to give **Rikssnytt/Nettverk** competition. **Skjærpe** has a solid news staff now with 20 journalists. But **Antenne 4** and the subscribing radio stations will make money out of this. We can manage with five journalists."

According to Andersen, the

subscribing radio stations will be paid by **Antenne 4** for the advertising spots run after each news bulletin. Radio stations can air 19 headline news bulletins each day focusing on national news. The timing of each bulletin is estimated to be two to two-and-a-half minutes. **Norsk Telegrambyra (NTB)** is supplying the news.

The news service is currently aired on MOR-formatted **Radio Limelight** in Oslo, Bergen, Stavanger and Trondheim. Andersen, station manager for all of these outlets, aims to include 20 stations in one year. Continues Andersen, "We do not want any more than 20 stations. That is enough for us." He does, however, have his eye on winning over some of the **Nettverk** stations, as well.

Antenne 4 is a private company owned by several radio stations. Andersen says only some of the stations are among the **Number One Radio** stations, a group said to be eying Norway's proposed national commercial radio station. (Those include leading local stations **Radio Sor/Kristiansand**, **Radio Limelight/Oslo**, **Radio One**

Melhus/Trondheim, **Radio 102/Haugesund**, **Radio Grenland/Persgrunn-Skien**, **Radio Fakta/Drammen**, **Radio Fredrikstad**, **Radio Sjoboden/Tonsberg**, **Radio VLR/Molde**, **Radio Brygga/Tromso** and **Radio Siddis/Stavanger**.)

Some of those stations may play a central role in **Antenne 4**. Says Andersen, "Originally, the **Number One Radio's** were interested in building up its own news staff. That is impossible right now. We have launched this new service in order to service these stations (plus other stations not included in this organisation) and also to break down **Rikssnytt/Radio Nettverk**."

Continues Andersen, "I am convinced that the company should be run with a profit the first year," while estimating the costs will run to NKR3 million (app. US\$429,000). "That is 25% of what **Radio Nettverk** is operating with," he estimates.

Antenne 4's editorial staff is headed by **Hendrik Steen**, formerly with the newspaper **Akershus Arbeiderblad** and **Radio Kristiania** in Oslo.

Sweden's Amigo Creates Finland Branch In Lahti

by Kari Helopaltio

Swedish record company **Amigo Musik AB** has branched out and formed Finnish sister company **Amigo Music (Finland) Oy**.

The parent company reportedly owns 85% and Finnish **MD Martti Heikkinen** holds the remaining 15%. The new company is located in Lahti.

Heikkinen reports the total number of labels available through his Finnish operations is some 400, including such companies as **Fantasy**, **Charlie**, **Rhino**, **Arhoolie**, **Alternative Tentacle**, **Cooking Vinyl**,

Sonodisc and **VeraBra**. **Amigo Music Oy** reportedly has some 14,000 titles.

Says Heikkinen, "We concentrate on wholesaling and promotion, while the actual warehouse and distribution centre is located in Stockholm. The initial reaction among Finnish dealers has been very positive because we have product they've never dreamt of."

Amigo's initial business partners in Finland include **Discus**, the retailing arm of **Fazer Music, Inc.**, which looks after a number of specialistic outlets across the country.

Nydahl Fined Skr2.000 By Swedish Courts; Plans Appeal

by David Rowley

Ad rebel **Radio Nova** head **Clæs Nydahl** has been slapped on the wrist with a Skr2,000 (app. US\$300) fine after being convicted by the Swedish courts for broadcasting without a licence.

Nydahl, whose station's licence was yanked after **Radio Nova** aired commercials in contravention of Swedish law, says he will appeal the conviction "on principle." **Radio Nova** is still broadcasting the illegal ads.

Says **Nydahl**, "The point is they still think I'm a criminal and the court has misunderstood the reasons for our dissent. We'll go on anyway. We're not the criminals. It's our politicians who are criminal. There are a lot of people saying we lost the battle, but won the war."

The "war" started in March 1990, when **Nydahl** told Swedish **Nærradionamnden** he believed the local broadcasting law to be in contravention of both the Swedish constitution and Article 10 of the European Convention of Human Rights. The regulators disagreed,

but **Nova**, nevertheless, started running ads on June 20 of that year. **Nærradionamnden** suspended two of the station's 13 licence holders, and subsequently revoked the **Nova** holding company's permit to broadcast. Six months later, authorities finally charged **Nydahl** for breaking the broadcasting laws.

The case went to trial on

September 9, but a verdict was postponed until September 21—after the Swedish elections. Judge **Karl Fogelqvist's** nine-page judgement was seen in some quarters as a softening in attitude in the wake of the defeat of the Social Democrat government—a fall expected to signal the advent of commercial radio in Sweden.

Three Major Finnish Stations To Simulcast During Primetime

Radio Ettan/Helsinki, **Radio Sataplus/Tampere** and **Radio Auran Aallot/Turku** are joining forces to beat the on-going recession.

The trio will call itself **Radio RuuhkaSuomi** and will simulcast at primetime for two hours daily to a potential listening audience of over one million in the more populated south, a factor the new group hopes will attract advertisers.

According to local regulator **Board of Radio and Telecom-**

munications, simulcast is allowed between a maximum of three indie local stations and can't exceed 25% of their normal transmission time. Earlier weekend experiments of local simulcast weren't successful.

Hard economic times have resulted in eight indie local stations going dark since 1990 and a 5%-10% drop in the industry's annual ad income from Fmk215 million (app. US\$487,000) in 1990 to between Fmk200-195 million in 1991. KH

Westwood's L.A. Radio Takes Finnish Bow

L.A. Radio, a new syndication show created by US-based **Westwood One** and its Finnish partners **PYN Oy** and **Radio City**, is being carried by 13 Finnish indie stations following its recent premiere.

The programme is modeled after **Westwood's "Future Hits Show"**, but has Finnish speaking DJ **Jussi Ratsula** moderating, with comments on the US

entertainment industry and L.A. sandwiched between "future hits."

The show is sponsored in Finland by **Valio** milk products. **Westwood International** head **Bill Stolier** says in the future more of its projects will be geared toward international needs, such as language and programme contents. KH

GRIB Grim Over Launch Of Capitale

by Marc Maes

The **Groupement des Radio Indépendantes de Belgique** (GRIB), a private radio organisation with some 30 members, including all of the French language **Radio Contact** stations, **Bel RTL** and **Nostalgie**, among others, has criticised the September 2 launching of the new **RTBF** outlet for the Brussels area—**Bruxelles Capitale**.

According to GRIB president **Pierre Houtmans**, "We had concluded a kind of gentleman's agreement on the media-decree of last January, whereby the official broadcaster would be authorised to advertise in return for more antenna power and stereo-broadcast for the privates."

Houtmans explains that, with **Bruxelles Capitale**, the public service is using community funds to compete with private initiatives such as **Bel RTL**. He adds, "Then we hear that they have abolished **RTBF 4** (the French community's "world service") due to lack of funds. I think that the real task of a public station is to run a programme like **RTBF 4**, as private broadcasters don't have the means to do so."

Houtmans adds that **Bruxelles Capitale** will also affect regional advertising, "because the same cake will now be split between more partners." He thinks that stations like **Top FM**, **Chérie FM** and **Nostalgie** will suffer from the new competitor. "They have even adapt-

ed **Chérie FM's** format, and both the head of music, as well as the three new hosts, worked with **Chérie FM**. On the other side, I am happy to see that every step the public station has made was inspired by the privates. They launched **Radio 21** to compete with **Radio Contact**, and now we have **Bruxelles Capitale**. It is more than obvious that private stations are the ones bringing in the initiatives here."

Both **Bel RTL** and **Radio Contact** have officially applied to be recognised as networks for the French Belgian community. A positive reaction could influence the pending situation in **Flanders**, where networks are forbidden by law.



PLATO REVISITED — Men 2nd ponder the road to success after recently releasing their debut album entitled "Plato's Highway." (see story below). Pictured from l-r: Martine Couder, Wort Dockx and Luc Gulimck.

Men 2nd's Album Gets Good Reception

The group called **Men 2nd** is receiving plenty of support from both the press and radio industry for their first album, entitled **Plato's Highway**, on Belgian independent **Crammed Discs**. The band will also be the only Belgian act at the upcoming **Berlin Independence Day** festival, staged October 21-24.

According to **Crammed Discs** head of promotion **Dirk Van Der Auwera**, "The album has been particularly well-received. The **Berlin** show will be followed by the release of the album in Germany."

Prior to performing in **Berlin**, the band has been invited to **Studio Brussel's** daily "Update" show (September 24) and to **Jacques De Pierpont's** "Rock a GoGo" on October 1.

Van Der Auwera also announced that **Crammed** signed a distribution deal for the UK with **PolyGram**.

Their first project was the **Anything You Like** single by **AYL** on the **Crammed-SSR**

label, which was released September 24.

"**RIO-Communications** will be dealing with the promotion and marketing of our catalogue in the UK," explains **Van Der Auwera**, "and plans are to release some 20 existing albums and six more new projects before January." The release of the **Men 2nd** album in October in the UK will be backed by several showcases in London during that period.

Finally, **Van Der Auwera** says that the act **Zap Mama**, released on the **Cramworld** label in the **Benelux** on September 30, is to become a major mainstream project, backed both by a strong financial group and the French community's cultural minister. The band performed at the recent **Printemps de Bourges**, supporting **Jimmy Somerville**.

Zap Mama's self-titled album will be followed by an extensive Belgian tour, plus dates in France, Italy and Spain. MM

BMG, EMI, Virgin Launch New Merchandise Company

BMG Ariola's MD Derk Jolink has announced that **BMG Ariola**, **EMI Music** and **Virgin Belgium** have decided to launch **EVA** as a separate company in Belgium beginning October 1, as the market witnesses an expansion in the TV-merchandising market, and "competition has developed alongside."

EVA's new GM will be former **BMG TV** merchandising manager **Amaury de Jamblinne**. The new company will be located in the same building as **BMG Ariola**, but on a separate floor.

"**EVA** has now been channelled into one company, with distribution handled on a 'tour-de-role' basis by each of the three companies. **EVA Belgium** will also work separately from **EVA** in **Holland**, but I don't exclude any future collaboration on certain projects," says **de Jamblinne**, adding that his assistant **An de Keyzer** will also join him at the new company.

EVA was also involved in the September 15 debut of a series of re-runs of the very popular **BRTN TV** series "De Pré-Histoire." It will be followed by

another 10 programmes beginning December 1, taking viewers from 1975—with music and news clips from the year in spotlight—to 1984. The series, hosted by **Guy de Pré**, has been one of **BRTN's** most popular programmes.

The series was accompanied by the **PEVA (PolyGram, EMI, Virgin, Ariola)** release of 11 CDs based on the TV-shows. At presstime, over 330,000 units had been sold. Both **de Pré** and **AMC** compiled the track-listings for the CDs. MM

NEWS IN BRIEF

Studio Brussel's "Jessie-Show"

Studio Brussel has begun broadcasting a weekly, four-hour radio show hosted by TV personality **Jessie de Caluwe**.

Says station manager **Jan Schoukens**, "The whole programme will, of course, feature the necessary **Studio Brussel's** ingredients, which includes news and sports coverage. **Jessie** will also invite a weekly guest, and the show will also have a weekly **Mister Bad Luck**, picked from the audience."

Schoukens reports another important feature in the show is the gold-chart, where **Billboard**

charts are compared with **Studio Brussel's** oldies.

The station was also scheduled to announce the winners of its **New York** contest during a show at the **De Spuien** hall in **Leuven** on October 3. This was to be followed by a party hosted by **Studio Brussel DJs**. The final contest was to feature a quiz, and to be broadcast by **Studio Brussel** on Sunday October 6. MM

BMG's GN'R CD Campaign

The mailing of the **Guns N' Roses** double CD *Use your Illusion I & II* to some 30 top-media people in Belgium was

the last step in a promo-campaign to announce the forthcoming release of the double album.

According to **BMG Ariola** head of promotions **Hilde Van Steenvoort**, "We have managed to get top attention with key radio programmers. For example, **Radio 21** played the double release as album of the weekend during September 14-15 and **Studio Brussel** welcomed it as album of the day on its release date.

Radio 21's Marc Ysaye also reportedly attended the band's press conference, and a special on **Guns N' Roses** was scheduled to follow September 29." MM

VPRO, Ariola Compile Villa 65

Dutch public broadcaster **VPRO** and **BMG Ariola** have teamed up for the release of the compilation **Villa 65**. Named after the recording studios of the same name, the 19-track CD sampler features live recordings of national talents such as **Urban Dance Squad**, **Gotcha!**, **Herman Brood & His Wild Romance**, **Claw Bows** and **The Scene**. Part of the proceeds of the album will go to the **Aids Foundation**.

The album was compiled by **Lotje Ijzermans**, who ploughed through hundreds of live sessions from the **VPRO** library for their three-hour Wednesday afternoon programme "Nozems A Go Go."

It marks the second time that a Dutch public broadcaster is co-operating with a label, following the release earlier this year of **VARA's** live registrations of the programme *Twee Meter De Lucht In* (**Varagram/Phonogram**). MB

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DEXTER GORDON	7911392
DEXTER GORDON BALLADS	7965792
HERBIE HANCOCK	7911422
JOE HENDERSON	7956272
FREDDIE HUBBARD	7932022
EARL KLUGH	7466252
THELONIOUS MONK	7956362
LEE MORGAN	7911382
BUD POWELL	7932042
SONNY ROLLINS	7932032
WAYNE SHORTER	7911412
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HORACE SILVER VOL.2	7932062
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EUROPEAN JAZZ TOP 20 SALES

1	(2)	CHICK COREA'S ELECTRIC BAND /Beneath The Mask (GRP)	11	(-)	CHET BAKER /The Last Great Concert (IMP)
2	(8)	STAN GETZ /Serenity (Emarcy)	12	(-)	BILL EVANS /The Gambler (Jazz City)
3	(-)	MIKE STERN /Odds Or Evens (Atlantic Jazz)	13	(11)	MILES DAVIS /Kind Of Blue (Columbia)
4	(1)	AL DIMEOLA /World Sinfonia (Inakustik)	14	(-)	JAN GARBAREK /I Took Up The Runes (ECM)
5	(6)	HARRY CONNICK JR. /We're In Love (Columbia)	15	(3)	DAVID SANBORN /Another Hand (Elektra)
6	(-)	JULIAN JOSEPH /The Language Of Truth (East West)	16	(4)	MICHEL PETRUCCIANI /Playground (Blue Note)
7	(-)	ACOUSTIC ALCHEMY /Back On The Case (GRP)	17	(5)	WYNTON MARSALIS /Standard Time Vol. 2 (Columbia)
8	(7)	GEORGIE FAME /Cool Cat Blues (Go Jazz/veraBra)	18	(10)	PAQUITO RIVEIRA & ARTURO SANDOVAL /Reunion (Messidor)
9	(-)	THE RIPPINGTONS /Curves Ahead (GRP)	19	(12)	BEN SIDRAN /Cool Paradise (Go Jazz/veraBra)
10	(20)	WYNTON MARSALIS /Uptown Ruler (Columbia)	20	(18)	LOUIS JORDAN /Five Guys Named Moe (MCA)

The European Jazz Top 20 is compiled by sales reports from the following retailers: Bote & Bock/Berlin; Crisol/Madrid; Doctor Music/Rome; Fame Music/Amsterdam; FNAC/Brussels; Free Record Shop/Brussels; HMV Music Stores/London; Jazz Collectors/Barcelona; Jazz Is Beck/München; Jazz Inn/Amsterdam; Jecklin Musikhaus/Zürich; Music Mecca/Copenhagen; Ricordi/Milano; Ricordi/Roma; Ricordi/Torino; Saturn/Köln; Staffhorst/Utrecht; SkivAkademien/Stockholm; Tower Records/London; Virgin/Edinburgh; Virgin/Glasgow; Virgin/Paris; WOM/München.

MOST-FEATURED ALBUMS

- Natalie Cole- *Unforgettable* (Elektra)
- Chick Corea- *Beneath The Mask* (GRP)
- Georgie Fame- *Cool Cat Blues* (Go Jazz/veraBra)
- John Lee Hooker- *Mr. Lucky* (Silverstone)
- Freddie Hubbard- *Bolivia* (Limelight)
- Wynton Marsalis- *Soul Gestures Vol. 1-3* (Columbia)
- Michel Petrucciani- *Playground* (Blue Note)
- David Sanborn- *Another Hand* (Elektra)

The jazz albums listed above appear alphabetically by artist, and reflect a consensus of airplay among M&M's Jazz Reporters.

FOR JAZZ STATION REPORTS SEE PAGE 27

JAZZ WAVES

Quincy Jones: Educator

Quincy Jones: composer, arranger, player, and producer extraordinaire, is without doubt one of the most important forces in American popular music of the past four decades. Born in Chicago 58 years ago, reared in Seattle, he was a childhood friend of Ray Charles, with whom he formed his first band. Student of Basie trumpeter Clark Terry, as a teenager he performed with Billie Holiday and Lionel Hampton. Years of session work with the likes of Duke Ellington, Count Basie, Cannonball Adderley, and Charles Mingus followed. In the sixties he began scoring films, eventually composing the music to more than 30 movies. His production and arranging credits are legion and legendary, spanning both the jazz and pop spectrums, from Ella to Aretha, from Little Richard to Horace Silver, and including, of course, Michael Jackson.

No one exemplifies better the broad range of styles and influences characteristic of jazz. A firm believer in musical democracy, innovation is his trademark. "Purity", for Jones is a synonym for limitation. "Jazz, the word, is so broad and all-encompassing," he says, "that most people are confused about exactly what it is. That's why we have to somehow emphasize just what the content of our popular music is. People talk about Ste-

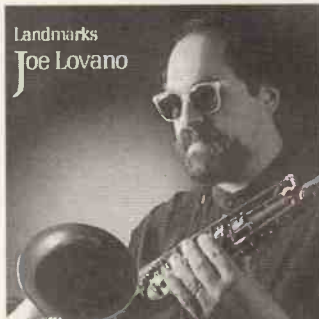
vie Wonder or Earth Wind & Fire, and forget to mention the word jazz. Yet they are almost primarily jazz. You can say "progressive" if you want, but that still means jazz-tinged.

"Even in a record like Michael Jackson's *Thriller*," continues Jones, "there's a song called *Baby Be Mine*, of which the first 2 bars are almost a direct quote from John Coltrane. So there is an exposure which is almost subliminal; the music is coming through all the time."

Gaining a larger audience for jazz, and a broader awareness of pop's musical roots among younger musicians, is, he believes, a matter of more thorough exposure. "In the States we may be suffering from an excess of riches. Young people consider their culture disposable - because it is so rich. I hear young rappers talking all the time about a song six months old as obsolete. So you can understand what they might think about a Duke Ellington or a Miles Davis.

"Europe has been aware of the importance of jazz for a long time. All the European countries have known that this music is one of the strongest exports that America has. If you could make young people aware of this, maybe we could find a more international, democratic audience. That's where pop music is an important link. So in the end it's a matter of education."

Joe Lovano



Landmarks Joe Lovano

Landmarks - Blue Note Intangibles are an important factor in jazz. Technique, of course, is something tangible, and all great players have great technique. But style and authority are something else - they are an expression of personality, and lend music both its mystery and its power. This veteran saxophonist/composer conveys immediate command beyond mere mastery of his instrument. It's there in the writing, on songs such as *Thanksgiving*; and it's there in the playing, on songs like *The Owl & The Fox* and *Emperor Jones*. Jazz is defined by moments like these. Ken Werner plays piano in the same subtle yet passionate way. The combination is a real discovery. Tony Harlow on tel. (+44) 71. 486 4488; fax: 71. 465 0770.

Tough Young Tenors

Alone Together - Antilles A nice idea well realized: combine the talents of five emerging tenors on a selection of standards that leave plenty of room to showcase their individual styles. In a series of solos and duets, supported by an able rhythm section lead by the ubiquitous Marcus Roberts, the five trade riffs and lay down some thoughtful choruses on songs culled carefully from the jazz

repertoire. The exchanges are judicious - this is no "tenor madness," but a very satisfying exploration of the saxophone's traditional role. Contact Amanda Freeman on tel. (+44) 81. 741 1511; fax: 81. 748 1998.

Bluesiana II

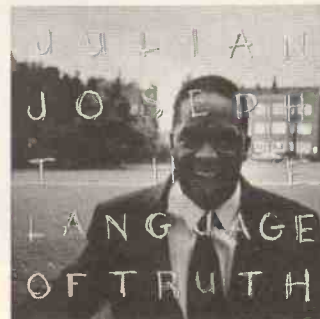
Windham Hill Jazz Follow-up to 1990's wonderful *Bluesiana Triangle* with Art Blakey, Dr. John, and David "Fathead" Newman, this larger ensemble captures the spirit of that first effort, as well as the New Orleans inflected blues that recalls the best of the Jazz Crusaders. Bass and drums drive this music, though the blues enter the picture via Dr. John's funky piano and the expressive horn of David Newman. If there's any doubt, listen to *Santa Rosalia* for indisputable evidence. Or *San Antone*. Or *Cowan Woman*. This release should please everyone from rockers to boppers, and anyone with the blues. One of the year's best. Contact Frank van Houten on tel. (+31) 35. 49 970; fax: 35. 49 319.

Oregon

Always, Never, & Forever - veraBra A characteristically diverse collection from this pioneering West Coast group. Continuing to explore the music of different cultures, Ralph Towner, Paul McCandless, Glen Moore, and Trilok Gurtu always manage to transform their discoveries into gems of their own devising. These 12 new compositions range from the Chopinesque *Apology Nicaragua*, to the Spanish tinged *Rapid Transit*, to the gentle fusion sound of the title track. Fidelity to the group never hinders the distinctive sound

of the individual members. Contact Christoph Bornefeld-Ettmann on tel. (+49) 221. 512 031; fax: 221 529 563.

Julian Joseph



The Language Of Truth - East West On songs like *The Wash House* or *Miss Simmons*, this young pianist proves himself as both composer and player. Capable of laying down simple, lyric melodies that swing with Monkish humor and quirkiness, he can also draw from his classical knowledge for more reflective works such as *Ode To The Time Our Memories Forgot*, a solo piece reminiscent of Rachmaninov. At 24 he's already played with Branford Marsalis and Johnny Griffin, among others. Jean Toussaint's sax is a nice compliment to the thoughtful playing of Joseph. An assured and memorable debut. Contact Tracy Davidson on tel. (+44) 71. 938 2181; fax: 71. 937 6645.

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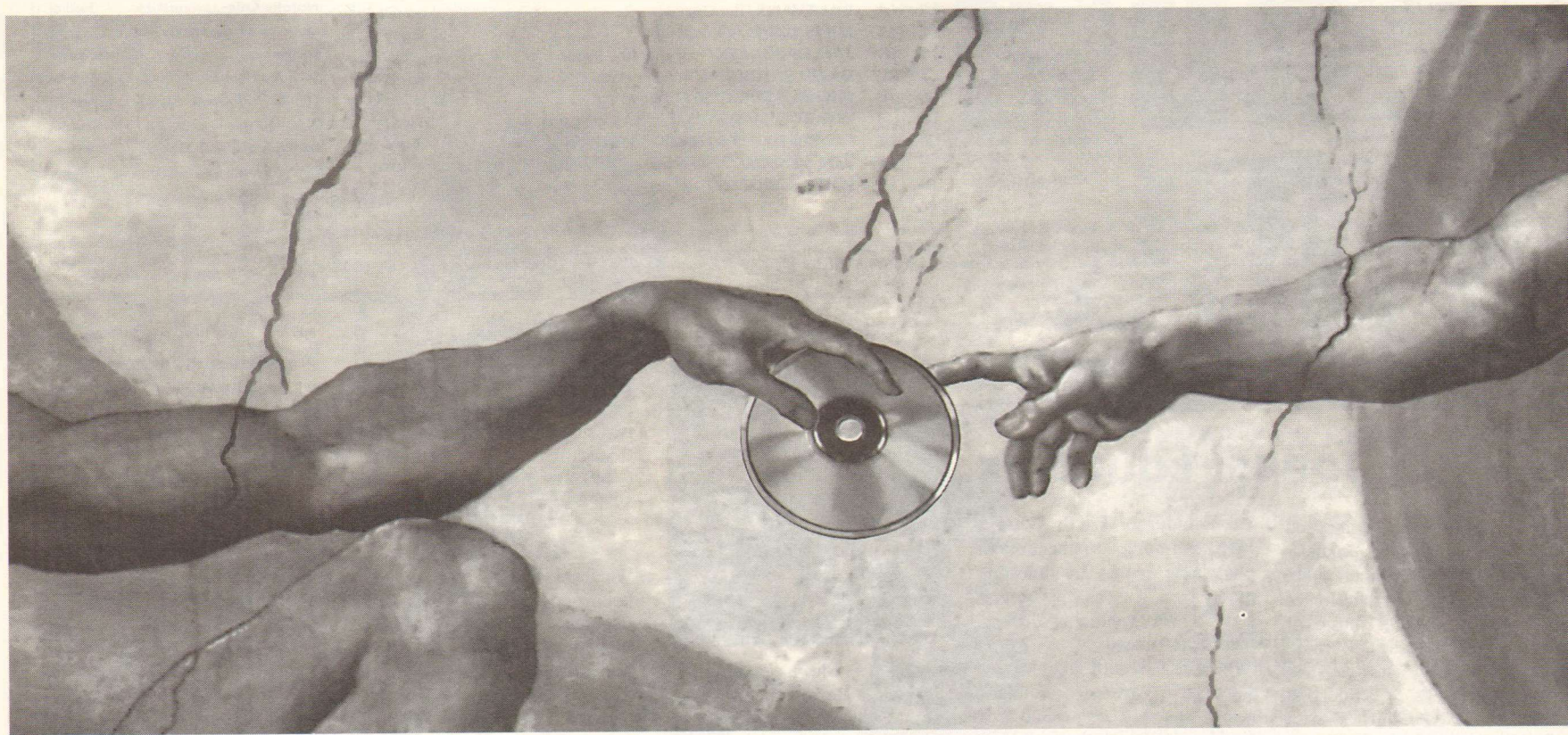
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Syndication - The Rise Or Fall?

The concept of pan-European syndicated programming seems, at first, to be ideal. Make a programme, sell it to radio stations in 10 different countries, and reap the rewards. In fact, it has not been so easy.

Despite the optimism of a few years ago, most radio syndicators would now agree that the programmes must be as unique as the individual European markets themselves. Even though more syndicated shows are now being heard on European stations than were a year ago, syndicators must localise their products to the individual country and market if audiences, broadcasters and advertisers are to reap the benefits.

According to **Ed Mann**, vice chairman at **Premiere Radio Network** (PRN)'s Paris operations, programme makers must listen to what the broadcasters have to say in order to fashion an effective tool for the potential advertiser.

Says Mann, "On the surface of it, things are taking off for syndication compared to a year ago. I think having information at hand from broadcasters working day-to-day in these markets is a tremendous help. Knowing broadcasters want programmes that are localised and tailored to each market opens more doors for syndicators. We will see a decrease in the 'no thank yous' from stations and a sharp increase in the 'maybes' and 'yesses'."

Mann uses PRN's "Plain Wrap" as an example of tailoring a programme for the European market. The show, scripted in German, has just been re-started in Nuremberg

"Knowing that broadcasters want programmes that are localised and tailored to each market opens more doors."

— Ed Mann

and will be heard in three more German markets next month. The weekly programme features 70 songs and interviews with international artists. But, says Mann, with a German script tailored for the station, the show does not come across to the audience as something foreign and generic.

A more definitive way to localise programmes is to incorporate a station's playlist into a chart show. "It gives broadcasters the opportunity, in their own language, to fashion a programme that local sponsors, as well as the listeners, will find attractive," Mann explains.

Marketing Strategy

International advertisers, particularly from the US, are starting to see the advantage of planning a country-by-country and market-by-market strategy. "We have advertisers asking us 'Can we go pan-European?'," says Mann, "But instead of blanketing Europe with a campaign, we give them a country-by-country look. Also, I believe another key to attracting advertisers is granting them exclusivity in the particular market. Look at the UK. Only 2% of the total advertising spend is on radio. Syndicators have to look for new money."

Mann adds the bottom line is to "keep focused on the fact that programming is a local issue. Then hopefully we'll find few problems, and can turn it into a win-win situation for everybody."

Mann believes more syndicators from the UK and the US should look to mainland Europe for expansion if they are willing to adapt Euro-tailoring for their programmes. The only way syndicators can get a toe-hold on Europe is to test the waters. "We all have our own style and niche and if we can offer a shopping mall effect, then the attraction will be there," he says.

Siobhan Crampsey, station relations manager at **MCM Networking/UK**, says along with the fall of the Berlin wall, broadcasting barriers inhibiting syndicators have also collapsed during the last year or so. "Markets in eastern Europe, as well as western Europe have opened up to new



Tim Blackmore

ideas. Hungary and Czechoslovakia want to keep up with the rest of the world."

Station Identity

Tangible evidence of successful syndicated programming in Europe came in the form of a silver medal for MCM's "Rocksat" at this year's New York Festival's Radio Programming and Promotions Awards. The series, broadcast in English to 400 stations in 20 countries, claims to be Europe's first interactive satellite radio programme with an audience of three million. Guests, who have included **Phil Collins** and **Paul McCartney**, answer telephone questions from listeners in between tracks from their latest releases. Although still seeking major sponsorship, the programme offers airtime to individual networks and stations for their sales staff to sell.

Crampsey concedes that even though the English broadcast of "Rocksat" is successful, a regularly scheduled programme such as MCM's "Coca Cola Hot 100 Chart Show" must be multilingual to work. "Although the contents of the programme could be similar for each station, it has to be scripted and tailored for each market and country. This is first of all so that people know what station they are listening to," she says.

"With every project you have to work closely with the broadcasters. It might take five or six visits to a station or network but it makes things a lot easier. Nobody knows what appeals to the listeners better than the stations themselves. It is OK for the syndicators to have a central idea. But we have to be flexible enough to adapt and tailor that idea for individual markets."

Tom Rounds, VP of **Radio Express** (RE) (which produces the American Top 40 show), thinks Europe is a potential goldmine. "I think Europe is developing as quickly as we can accommodate it. But like anything, you just



Tom Rounds

can't start it up overnight."

Rounds concurs with Mann and Crampsey that a concept must be moulded to fit an individual station or market. "The days of an international star playing hits are fading. Flexibility is the key word. We want to establish an environment, but we don't want to rock the boat. We want to work into their structure to localise a programme."

One of RE's latest packages is "Love Songs," a five-hour nightly request and dedication show which has proved successful on **Coast FM** in Los Angeles. RE plans to train hosts from stations in several countries to manage and localise the programme. "Sure, it's an American concept, but the love songs in the show are established international hits presented by local hosts," Rounds explains.

"Love Songs," which targets the 18-35 female audience, has tapped multi-national sponsorship support from a personal care product company, according to Rounds.

Sponsorship

Language and cultural barriers aren't the only obstacles syndicators must face, according to Crampsey. "It is a challenge to get sponsored programmes out to Europe. Advertisers have to realise the potential of radio. Pan-European syndication is relatively new, so we have the responsibility to show the advertiser what can be done."

Since the pan-European programmes are distributed on a barter system, like most in the US, where the stations don't receive compensation for airing the programmes, it is imperative that advertisers come up with a separate budget for each syndication project, apart from their regular radio budgets. "Our aim is to get a larger spend on radio. We appeal to sponsors that support radio across the board—those using radio at the present time," Crampsey explains.

Another frustration is waiting for an answer from a sponsor of a programme that will be distributed to several different markets in Europe. "Sometimes we have to wait for a response from the sponsor's office in each market. It

"Nobody knows what appeals to the listeners better than the stations themselves."

— Siobhan Crampsey

would be an advantage if we could go to just one pan-European contact," Crampsey says.

Again, the real problem in distributing pan-European programmes is money, Rounds says. "The only limitation is trying to get advertisers to divert money from other mediums to radio. We have to show them radio is a good buy." Another drawback—in light of the development of syndication in Europe—is the lack of concise data on what advertisers are doing in a specific market or country. Rounds points out, "What is needed is cohesive research for each country, then combined and made available to sponsors. Right now, they don't have a clue."

Rounds maintains that syndication is competition-driven and, therefore, everybody benefits. "Programme quality is what makes it." A quality and popular programme that is exclusive to a station and advertiser in a particular market is ideal.

There is, however, some dissension among the ranks. PD **Tim Blackmore** at UK-based **Unique Broadcasting** thinks only the occasional live performance by a major artist will stimulate any real pan-European interest. Multilingual scripts are all well and good, but the market's musical wants are as diverse as their cultures.

Says Blackmore, "I never expected syndicated programming to take off around Europe, and I don't think it has. It is limited to the live music events. There are so many things working against you like the language barriers. Besides, the programming is different. What works in London won't be appealing in Frankfurt. It's different in the UK. We share a common language and lifestyle."

It would be arrogant for us to assume that the French should use programmes produced and aired in Britain when they are capable of producing the programming themselves."

Mike McGeever

Basic Elements Of Database Telemarketing

by Michael Lonneke and
Jeff Green

With marketing costs rising each year, the practise of telemarketing, or database marketing as it is frequently called these days, is growing in popularity as a come-generating vehicle. It is not a system or method for building big quarter-hour numbers for a radio station; only the station's programming can do that. Telemarketing can only cause people to sample a radio station. That's all any marketing can do.

How Telemarketing Works

The basic elements of telemarketing involve calling prospective listeners and asking them to sample your station. The phone numbers may be called at random, or better yet, come from purchased or cultivated lists of people who match your station's target demographics/psychographics. Cultivat-

ed lists may include recent contest participants, people who register at station promotions or point-of-purchase locations, etc. Some stations have bags of postcards from listeners trying to win a contest that can be used as a start to your database if they are not outdated.

Research indicates calling people at work results in more sampling than trying to reach them at home. After the initial contact is made, the radio station adds the prospective listener to its database, and follows up with individual reminder or thank-you letters, preferably hand-signed by a station executive.

Sometimes these letters include birthday greetings, merchandise discount coupons, an invitation to play an off-air contest, a certificate for a free dinner, or other personal touches to say you care about the listener and want them to be part of your station's "family."

Telemarketing is effective because it follows the tenets of

effective selling. Most important, it asks for the order.

Getting The Order

Let's examine four cardinal rules for selling, which apply directly to telemarketing for radio:

First, qualify your prospect. Be sure you're talking to the decision-maker. Second, find out what your prospect wants and adapt your product to meet a need or solve a problem. Next, ask for the order. Finally, close—get the order or commitment and follow up by staying in touch to be sure the customer is happy.

Telemarketing for radio stations follows each tenet exactly. It qualifies the prospect by asking if they are, in fact, a radio listener. It meets a need for the prospect—entertainment. It asks the person to switch to the station for sampling. It closes the deal by getting a commitment and the name/address of the person. It follows up with first-class mail, and

the person's name goes into the station database for later re-contact.

Measuring Effectiveness

Measuring marketing effectiveness by comparing results with cost is one of the most worthwhile exercises any marketer can do. However, when comparing direct marketing such as this to mass marketing, the extreme differences in methods and execution make it unwise to measure one kind of marketing with another kind's metre stick.

Telemarketing, like all direct marketing, can actually be measured in commitments. You know exactly who and how many people made the commitment to try your station. With mass marketing, you can only estimate the number and come up with an approximate number of impressions. One kind of marketing is not necessarily better than another; they're just different.

If we divide a telemarketing budget by the number of net samplers enlisted, we'll come up with a cost-per-net-sampler quotient. There is no comparable value in the measurement of mass marketing, because there is no way to actually list those who are trying the station as a result of any mass marketing effort. Still, some persist in ridiculous comparisons of cost-per-impression with cost-per-sampler.

Direct marketing should not be measured by mass marketing standards, and vice versa. The true measure of marketing effectiveness for a radio station is come for both mass marketing and direct marketing.

Michael Lonneke is president of TransAmerica Telemarketing Broadcast Services, based in Washington, DC. TTBS can be reached at (+1) 202.383.8300.

Planning A Killer 4th Quarter

by Irwin Pollack

Ask more than 60% of salespeople what their fourth-quarter goal is and they'll typically say, "My goal is to bill as much as possible each month," or "I work as much as possible, makes sales calls each day and bring in as much business as I can each month. Oh, I try to collect all my receivables too."

Managers are starting to realise, however, that when there's no plan, there's no guarantee of reaching a sales goal. Here are tips to help your salespeople achieve goals during the fourth quarter.

Smart Goals

List each of your goals in "SMART" terms. SMART is made up of:

Specific Goals. Each goal should be specific. Instead of, "My goal is to get ABC Bread on the air soon," a more specific goal would be, "Through effective presentations, I plan to get ABC Bread on the air by December 1 with an order for at least \$2,500."

Measurable goals. Each goal should be in quantitative, measurable terms. Target dates, order amounts and percentage increases should be part of each goal.

Attainable goals. It would be going a bit overboard to suggest that you could increase your billing six times from one quarter to the next. "Pie in the sky" goal projections are unrealistic and only set up individuals and management for disappointment.

Realistic goals. (You may want to refer to them as "challenging.") High achievers usually are the guilty ones here. Listing goals that you know are attainable and would require little or no work is not making goals challenging. Experts suggest that the purpose of setting high goals is to keep reaching for higher ground.

Timely goals. Without projected dates for your goals, there would be no method to measure your success in achieving those goals. "I plan to close this account by November 15" is the way to put goals on a timetable.

Once you have mastered the art of documenting goals in their "SMART" terms, it's time to chart out your course for the fourth quarter.

To do this, announce that by the third week of this month salespeople need to block out an hour with the sales manager to review their plans for the quarter.

The quarterly plan should be written, bound and presented in report form during the salesperson's quarterly meeting. The report could include:

1. **Accomplishments:** new accounts, rate increases, actual billing vs. quota, etc.

2. **Disappointments:** accounts that were either lost or not developed to their fullest potential.

3. **Fears:** Let the salesperson interject concerns. Let the air be cleared.

4. **Short Learning Objectives:** This could include inventory management, getting to deci-

sionmakers, etc.

5. **Fourth-Quarter Short Term Accounts:** List eight to 10 accounts in SMART form.

6. **Main Problem Direct Account/Agency:** List a plan of attack.

7. **Realistic Billing Goal For Fourth Quarter:** set by the salesperson and, if necessary, management can nudge them higher.

Irwin Pollack is president of Boston-based In-Station Sales Training. He can be reached at (+1) 508.653.4000.

Conducting A Quality Interview In Today's Job Market

Today's job market is more competitive than ever before. While this means radio stations are likely to find more qualified employees, it also means they typically spend more money separating good candidates from less capable ones. No station can afford to lose the interest of qualified applicants due to poor interviewing techniques.

Here are some interviewing tips, courtesy of NAB and *Small Business Reports*:

1. **Have the job description clearly defined** so that you know what qualities you want in a candidate.

2. **Divide interviewing responsibilities** to help reduce repetitious questions.

3. **Help out-of-town applicants** with transportation and hotel reservations to reduce their stress level.

4. **Don't dwell on negative aspects** of the resume. Ask applicants what they have learned from negative experiences.

5. **Avoid keeping candidates waiting** before the interview. Also try to keep them informed of their status afterwards to help prevent them from becoming frustrated with the application process.

Ten Steps To Closing More Cold Calls

by John Fellows

Here's a step-by-step method to get you high-quality appointments and a shortened selling process. It lets the decisionmaker feel in control and positions you as a real person with something potentially valuable to offer (not a sales weasel with product to move).

1. **Start tearing down buyer barriers** with the first words you speak. Immediately identify who you are and what you represent.

2. **Gain the support of the receptionist.** Ask for and use his or her name. Ask if the decisionmaker is "available" rather than "in." Ask if the individual will pass along the message if the decisionmaker is not available. Thank the receptionist for his or her help. Always leave a message, even if it's your 10th call

that day. Keep a record of each call.

3. **Appeal to the buyer's best interests.** Let the individual know you have something (i.e., an "opportunity") he or she may find interesting.

4. **Continue tearing down buyer barriers** using words such as "may," "might," and "could." These words say "you decide."

5. **Appeal to the buyer's desire for gain.** Let the individual know his or her sales could increase with your offer.

6. **Appeal to the buyer's sense of reason.** Use words such as "sensible" and "effective."

7. **Establish the offer's credibility.** Use phrases like "time-tested" and "other businesses like yours have been successful with..."

8. **Show respect for the buyer's time.** Use words like "brief."

9. **Establish in the buyer's mind the expectation that he or she will be given enough information** to make a decision when you meet. Lay the foundation for a non-manipulative, non-confrontational, one-call-close that can easily lead to a long-term relationship.

10. **Confirm the value of the appointment.** Send a brief, handwritten note that includes the date, time and place of your meeting. Enclose your card and, if possible, an article of interest to the buyer. Call again the day before the appointment to confirm the availability of the decisionmaker to meet you at that time.

John Fellows is GM of Jeraf Marketing in Portsmouth, NH. He can be reached at (+1) 603.749.9750.

Here Music & Media presents the fourth Music Monitor, a quarterly round-up of new album releases. All known European major and independent labels were invited to submit material, and features run alphabetically by artist. The emphasis is on new talent or acts with a label debut. Although Music Monitor intends to be a summary of new album releases for the fourth quarter of 1991, the release schedule for certain records varies by country; they are not always marketed simultaneously across Europe. All submissions received before deadline are included. Certain selections appear on the CD insert that comes with this issue, and are indicated by a shaded box. Companies that wish to be included in the next Music Monitor are asked to send details and photographs by December 4 to Robbert Tilli, Music & Media, Rijnsburgstraat 11, 1059 AT Amsterdam, Holland. Fax: 31 20 669 1951.

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AXXIS

Access All Areas/Live - Electrola
Dortmund-based **Axxis** is a real European hard rock band. Imagine them marching through the gates of Valhalla while **Harry Oellers'** keyboards boast the sound of a clarion-call. The track *Little Look Back* on their new live album *Access All Areas* explains this bombastic style. Although they have a style of their own, you can clearly identify the **Uriah Heep** and **Iron Maiden** overtones. This third album, after 1988's *Kingdom Of The Knight* and 1989's *II*, captures the best moments of their previous efforts, plus two new songs, *Back To The Wall* and *Trash In Tibet*. It confirms their status as one of the leading German hard rock bands.



Axxis

B.E.F

Music Of Quality And Distinction Volume 2 - Ten
After nine years, **Heaven 17's** Martyn Ware is finally out with this unexpected follow-up to the special **British Electronic Foundation (B.E.F.)** project. For those who are not familiar with *Music Of Quality And Distinction Volume 1*, Ware carefully selected international artists to cover classic pop songs, with unforgettable soul songs as the common thread.

Only **Tina Turner** and **Billy MacKenzie** have remained of those first sessions back in 1982, the first singing a smashing version of **Sam Cooke's** *A Change Is Gonna Come*. The most striking contribution is **Terence Trent D'Arby's** soulful adaption of **Bob Dylan's** *It's Alright Mama, I'm Only Bleeding*.

Sly Stone's undestructable song *Family Affair*, aptly covered by **Lalah Hathaway**—daughter of soul legend **Donny Hathaway**—was the first single to be released from this album. The second single *I Don't Know Why I Love You*, featuring **Scritti Politti's** **Green Garthside**, evokes all the vitality of the original artist **Stevie Wonder**. Other artists involved on this musical document are **Chaka Khan**, **Billy Pre-**

ston, **Richard Darbyshire**, **Tashan**, **Mavis Staples** and **Ghida De Palma**.

B.G. THE PRINCE OF RAP

The Power Of Rhythm - Dance Pool
B.G. The Prince Of Rap is top priority this autumn for the **Dance Pool** label within **Sony Music Germany**. He already topped the **Billboard Hot Dance Music** with the single *This Beat Is Hot*. The debut album, *The Power Of The Rhythm*, is out now in G/A/S, preceded by the new single *Give Me The Music*. Because of the problems getting airplay for dance product, it has been serviced to radio in a special edit.

THE BEATMASTERS



Life And Soul - Rhythm King/Epic
This London-based three-piece, two guys—**Paul Carter** and **Richard Walmsley**—and one woman, **Manda Glanfield**—enjoyed a string of UK dance hits at the end of the '80s. Because those singles were fronted by new artists, they fueled many careers. It marked the first taste of chart success for the **Cookie Crew (Rock Da House)**, **MC Merlin (Who's In The House)** and **Betty Boo (Hey DJ! Can't Dance To The Music You're Playing)**. Also, they helped **P.P. Arnold (Burn It Up)** back in the saddle.

The new album *Life And Soul*—the follow-up to 1989's *Anywayawanna*—follows the same pattern, with guest vocalists handling seven of the tracks; the remaining tracks are instrumentals and include the **Specials**-moulded *Night In Action*. **Elaine Vassel**, who sings the opening track *Dunno What It Is (About You)* also sang the first **Definition Of Sound** single. **Rowetta**, who sings *Give Me A Reason* rapped with **George Clinton** on his recent tour and gives a stunning performance on the first single *Boulevard Of Broken Dreams*.

The music on this album ranges from hip hop to reggae and jazz dance. Well, dance programmers, you've got yourself a top-rate album.

BLAQUE

It's A Blaque Thing - Strictly Dance/Electrola

Based in Germany, the American army is a fertile ground for musicians. Soul singer **Karl Keaton** and rapper **B.G. The King Of Rap** are just two recent examples of artists who started their careers in Germany after having debuted as a soldier first. New hip hop act **Blaque** is another. Two American GIs, **T.A.M.C.** and **C-Bone**, team up with **Busy Bee**, one of the best German DJs.

Their debut **Eberhard Hartenstein**-produced album, *It's A Blaque Thing*, successfully blending hip hop with electro, funk, soul and jazz, is not your average hip hop album. Call it what you want, they call it "black grooves". Because of the variety of styles on this album, it has a multi-format appeal, changing from one song to the next. The one moment the atmosphere is calm and moody, as evident on the ballads, *The Heat Of Passion* and *Leaving You Again*; the next moment it's explosive thanks to the funky stomper *This Is How It Should Be Done*. The **Ben Liebrand**-remixed first single *Party Up*—hip hop on a solid electro foundation—is also included on the CD-insert, enclosed with this week's issue.

THE BLUE AEROPLANES



Beatsongs - Ensign
Maybe **R.E.M.'s** *Popsong '89* was two years too early. With the endless string of good pop albums this year, it will definitely be "Popsong '91." This eight-piece outfit from Bristol delivers a worthy follow-up to last year's album *Swagger*. With American producer **Larry Hirsh (Los Lobos)**, a "pupil" of grandmaster **T-Bone Burnett**, they have found the right crystal clear sound for their music.

Album rock programmers will find in the moody folk track *Jack Leaves & Back Spring*, featuring violinist **David Mansfield (Bob Dylan)**, a climax for their shows. Many eyebrows will be raised by their boogie version of **Paul Simon's** *The Boy In The Bubble*. This surprising track will be released as the second single off their album. The band will be sup-

porting the release of album and single with a full European tour, covering six countries, as special guests of **Siouxsie & The Banshees**. This will be followed by headline dates in Scandinavia during November.

BLUE BLOT

Shopping For Love - Ariola
Every now and then, the good old blues enjoys a revival. In the slipstream of youngster **Robert Cray**, the veterans of the genre, such as **John Lee Hooker** and **Buddy Guy**, got charted. In Europe, the blues lives like never before. **Belgian band Blue Blot** is one of the leaders of the new generation of the "Euro-blues." They don't limit themselves to the boring 12-bar blues variety; on the contrary, they add a spoonful of jazz and soul elements, plus some latin, and even fusion. Lead singer **Luke Walter, Jr.** sounds as relaxed as soul singer **Bill Withers**. The man has got a remarkably supple soulful voice.

The success of their second album *Bridge To Your Heart*—co-produced by **B.B. King's** sideman **Calvin Owens**—convinced **BMG Ariola** to re-release their 1987 independent debut album *Shopping For Love*. It will be issued with the addition of three remixes from *Bridge To Your Heart*. One of those tracks, *Who Is He*, has already been released as the new single. As it happens, it's an old **Bill Withers** song.

BÖHSE ONKELZ

Wir Ham' Noch Lange Nicht Genug - Bacilus/Bellaphon
Ever heard of a metal version of German archetype punk rock band **Die Toten Hosen**? If not, then check out the **Böhse Onkelz** (the "Angry Uncles"). They see no danger and don't care about traffic lights or speed limits. It's music of the "never mind the road block" type. These guys must have the complete works of **Motörhead** at home. Their label debut for **Bellaphon**, *Wir Ham' Noch Lange Nicht Genug*, is appropriately titled. Translated it means: *We Haven't Had Enough Yet*.

BOMB THE BASS

Unknown Territory - Rhythm King/Epic
Dance and alternative programmers in search of something really innovative should check out **Bomb The Bass**. This is an act which really adds something new to the music of our time, as witnessed by their 1988 UK hit *Beat Dis*. The band's name derives from the hip hop term "bombing,"

which means spray painting, and **Tim Simenon**, the creative mastermind, bombs the bassline with ideas. His work could be easily compared to **Massive Attack** or to the soundscapes of **On-U-Sound** staff producer **Adrian Sherwood** (**The Poptrop, African Headcharge** and **Gary Clail**).

On the second **Bomb The Bass** album, *Unknown Territory*, the **On-U-Sound** sessioners make their mark, with the most prominent being the contribution of the **Tackhead** rhythm section percussionist **Keith LeBlanc** and (former **Sugar Hill Gang**) bassist **Doug Wimbish**.

Winter In July, the second single off the album, sung by **Loretta Heywood**, has gone Top 10 in the UK and Holland. The follow-up single *The Air You Breathe* has just been released. This month, the **On-U-Sound System** tour Europe under the **Bomb The Bass** banners. Every concert will be called "A Night Of Interference."

THE BUTTERFLY EFFECT

Trip - Radium/MNW
Butterfly Effect's debut album *Trip* is not meant to be some reference to a drug trip, but instead, to travelling music —whether through dreams, through fantasies or in physical reality.

This Swedish band is somewhere between the **Shamen**, the **KLF** and **808 State**. The differ-

ence between **Butterfly Effect** and these acts is the song structure, and the vocals are more at the forefront of the material. Sometimes music and lyrics have the same accessible monotony of UK pop poet **Annabel Lamb**, only with male vocals. There is also a leaning to the '60s psychedelic music where **Syd Barret/Pink Floyd** and the **Beatles** creep through many of the songs. This collection is really interesting stuff for alternative programmers, while **EHR** should check out the poppy track *We Are One Forever*.

BZN

Congratulations - Mercury
The CD *Congratulations* marks the 25th anniversary of Holland's most popular pop band. The news that there's a new album out is enough for a rush at the shops. There is, in fact, no need for big marketing campaigns. The new album—platinum at the day of its release (100,000 copies)—was preceded by the single *It Happened 25 Years Ago*, a medley containing big rock and roll hits, plus one of their own hits, 1976's *Mon Amour*. Because **BZN** hails from the fishing village Volendam, their style is called "eel pop," inspired by both rock 'n' roll and traditional Dutch music. Together with the now defunct band the **Cats**, they have proved to be the village's best ambassadors throughout the years.

THE CROSS



Blue Rock - Electrola

Roger Taylor, drummer with the legendary rock band **Queen**, lives a dual existence with two souls. Apart from his everyday job, he's also the lead singer/guitarist of **The Cross**. An excellent singer, just remember him crooning the **Queen** crowd pleaser *I'm In Love With You*. On the third album, *Blue Rock*, his voice comes out best on the **David Bowie**-moulded ballad *Hand Of Fools*. **The Cross** is something completely different than **Queen**. It's less over the top and theatrical, and far more down to earth. Sometimes they sound like a '90s version of **Mott The Hoople**, as demonstrated on the track *Life Changes*. On their new album the group has refined their classic rock sound in lively up-tempo numbers like *Dirty Mind* and *Bad Attitude*, and melodic straight rock songs like *Millionaire* and the first single, *New Dark Ages*. The latter track is also included on the CD-insert, enclosed with this issue.

D-WORD

Da I & Only - Bite/CNR
Dutch hip hop collective **The Ultimate Alliance** is the nursery-stock for many talented rappers, who later embark on solo careers. The female rap duo **Def La Desh & The Fresh Witness** and male rapper **D-Word** are two acts who recently broke out of the alliance. Nevertheless, they still collaborate with producer **DJ Cooly D**, the mastermind behind all the projects. **D-Word's** solo album *Da I And Only* marks a new milestone in Dutch rap history. The single *Get'n Funk E*, enhanced with samples of **Chic's** *Good Times*, is a good bet for the dance format.

DARE

Blood From Stone - A&M
This is another rockbird to rise from the ashes of **Phil Lynnot's** great rock legacy, **Thin Lizzy**. After **Dare's** very promising debut album, *Out Of The Silence*, the group returns with the more mature, harder-edged effort *Blood From Stone*.

British melodic rock in the best tradition, the album gives us plenty of twin guitar leads and celtic-inspired riffing. Sometimes reminiscent of **Gary Moore**, and thus echoing old shades of **Thin Lizzy**, **Dare's** music can stand in its own right, thriving on outstanding musicianship and the ability to write good rock songs in today's

increasingly over-saturated environment. **Darren Wharton's** voice and compositions somehow manage to sound perfect for the adult-oriented rock circuit, yet are never polished or contrived. **Keith Olsen**, lately of **Scorpions** fame, was the man that managed to package and enhance these qualities into the fine effort that *Blood From Stone* has become. With a band like **Dare**, that couldn't have been too difficult.

DEF LA DESH & THE FRESH WITNESS

Check Out The Ska - CNR
This Dutch female rap duo in a **Cookie Crew**-mould started their career as a part of hip hop collective **Ultimate Alliance**, a project of producer **DJ Cooly D**. Now they have recorded *Check Out The Ska*, their first single under their own name. They have at least as much crossover potential to other markets as their fellow countryman **Tony Scott**, who is Holland's most famous rap ambassador.

MICHEL VAN DYKE

One Life - Chrysalis
After his first self-titled solo album (1989), half German, half Dutch artist **Michel van Dyke** formed his live band, with whom he toured the **USSR**, and afterwards, recorded the follow-up, *One Life* in Normandy.

T H E R E A L *LaToya*

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SEXBOX

NEW SMASH HIT
SINGLE/CD-SINGLE AND 12"

'SEXBOX'

The album is produced by Mike Hedges (The Cure, Beautiful South and Marc Almond), who has been able to capture every nuance of this set of well-crafted pleasant pop songs. The track *Darkness* is especially a pop jewel. The single, *Tell Him*, is charted in Germany. Recently van Dyke supported both Scottish bands *Simple Minds* and *Runrig* on their German dates.

E.Z. MONEY

Getcha Hands On - Columbia
This year Sony Music Holland



increased their local A&R activities. Pop/rock outfit *The Pilgrims* and pop duo *Ten Sharp* were prime examples of this new and successful venture. The future will bring the debut album *Getcha Hands On* by rock band *E.Z. Money*, which was formed by Norwegian singer Chris Nesjar and Dutch rock guitarist Frank Middendorp.

Of all guest musicians, keyboardist *Frank Pels* plays the biggest role. Most of the 15 melodic tracks are based on strong synthesizer hooks, spiced with Middendorp's heavy rocking gui-

tar. Check out the title track, which is a *Van Halen*-moulded piece of hard rock. The tracks *Best Friend* and *Somewhere In Time* show their more sensitive sides. The first single will be *Keyed Up*.

LA FILLE D'ERNEST

La Fille D'Ernest - Ariola
Vevé "Shake" Mazimpaka (vocals), originally hailing from Zaire, and Belgian rocker *Lack* (guitar) started blending African music and rock 'n' roll. Later bassist *Bruno Melon* and drummer *Julien Dieudonné* joined them. In a way, *La Fille D'Ernest* does the the same thing as Los Lobos: these L.A. inhabitants also mix their (Mexican) roots with the music they hear on the radio every day. As a little girl, *Shake* was raised with African music and the records of French rock star *Johnny Halliday*, so for her it's a natural mix.

From day one, Belgium's most demanded rock producer *Jean-Marie Aerts* (of *TC Matic* and *Urban Dance Squad* fame) encouraged them to continue their activities. Finally, he produced their debut album, to be released in November. The first single, *Tout Bouge*, gives a good idea of this high-profile product.

LAURIE FREELOVE



Smells Like Truth - Ensign
American singer/songwriter *Laurie Freeloove* debuts with an album full of "difficult music." Album rock programmers will have a hard time fitting *Smells Like Truth* in, but they should start with the most accessible track, the Dylanesque *O My Heart*, and then increasingly add some more. Freeloove's voice is as flexible as her introspective song material. Like a chameleon, her colour changes with every track. One moment she sounds like *Marianne Faithful*, the next, she's reminiscent of label mate *Sinéad O'Connor*. It's intriguing from the beginning until the end.

MYLO FREEMAN

Mylo Freeman - Columbia
This young gifted Amsterdam-based singer started her career as a

painter. Maybe that's why the first single of her self-titled debut album is called *Missing Colours*. It's the type of song that will work well on both the EHR and the dance format. Together with producer *Steve Clisby*, she wrote a delightful set of dance/pop songs. Gifted with one of the most expressive voices on the Dutch scene, she injects the genre with soul. Her voice suits the material like a glove, from the funky stomper *Best Enemies* with African overtones, to the more laid back material on *Cinderella*.

DORIAN GREY

Rebecca - Columbia
While the trend is to go for dance or guitar-oriented rock, Dutch/Irish singer *Dorian Gray*—the artist name for concert promoter *Berry James*—revives the synth-laden pop. Don't let yourself be misled by the surprising Spanish guitar-intro of the opening track, *Good Morning America*, on his debut album *Rebecca*. It might send you off in the wrong direction. Once you think of listening to the new *Gipsy Kings* album, you're right in the middle of a high-energy pop song. The tone is exemplary for the complete album, which is fully packed with intelligently written pop songs, performed with a lot of pathos.

the CROSS

the band:
 roger taylor - lead vocals
 clayton moss - guitars
 peter noone - bass
 spike edney - keyboards
 josh macrae - drums

the album:
 "blue rock"
 now available on cd · mc · lp

the single:
 "new dark ages"
 available on 7" · 12" · 5"cd

the tour:
 on tour with "magnum"

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9.10. hannover	21.10. offenbch
10.10. herford	22.10. düsseldorf
11.10. hamburg	23.10. erlangen
12.10. bremen	25.10. dietenheim
13.10. berlin	26.10. erntebrück
14.10. hof	27.10. ludwigsburg
15.10. münchen	
16.10. memmingen	
18.10. zürich	
19.10. appenweier	

"without "magnum"
 "something is the life-
 blended rock n roll"
 (roger taylor)

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laboration with Balin. The chorus of the track *Nana* is reminiscent of *Dream Academy's Life In A Northern Town*. This song could provide a short moment of peace in the wild life of EHR. Album rock programmers can dig deep in this album, which was released in Europe in September.

NIRVANA



Nevermind - Geffen
On their first release on a major label, *Nirvana* has retained all the energy of their independent days. Their music always had enormous punk appeal, but now the band has managed to cross over to the hard rock territory, as well. Nevertheless, their old fans from the underground scene shouldn't be disappointed.

Rockers from various beliefs can enjoy this album equally. The variety of styles on *Neverland* leaves space for everyone. On the one hand, there's the punk rock power of *Territorial Pissings*. On the other hand, there is the acoustic ballad of *Polly*. Find out yourself what this talented US trio provides in the no man's land between those two extremes.

PEACOCK PALACE

Adding Wings - Columbia
While the world has its eyes on Berlin, programmers should have a closer watch on the musical activities in this metropolis. Four-piece band *Peacock Palace* should really not be overlooked. On their debut album *Adding Wings*, they provide folk-tinged pop/rock songs, reminiscent of *10,000 Maniacs*. This beautiful set, in a crystal clear production by Nhoah, will be ideal for album rock radio consumption. The voice of cool singer/harmonica player *Petra Jansen* is one in a million, while the band complements and put force to the words. Convince yourself: the lovely track *Like A Snake* is included on the CD-insert, enclosed with this week's issue of M&M.

PRENTISS

Prentiss - Ariola
An American singer recording in Brussels is not so strange any-

more. Since Belgium was the country where the dance craze started as far as Europe was concerned, this makes a lot of sense. *Prentiss* first established her European career with the lead role in the famous French musical-comedy group *Le Grand Orchestre Du Splendid*. Now she is fully committed to her new role as a singer. Having a great need to express her passions and to devel-

op her own style, she chose to write all of her lyrics, as well as to compose some of her songs. The single *Love Is The Answer* excellently previews her self-titled debut album. She proves to be an excellent apprentice of the *Soul II Soul* school of a soulful and polished dance style.

TERRY REID



The Driver - WEA
Those not familiar with *Terry Reid's* 25-year career might not know he was once highly recommended by the *Rolling Stones*, the *Who* and *Led Zeppelin*. To most people, he was simply "Superlungs", the man who would sing the soul out of a song. Sometimes he would faint on stage, that was how much music meant to him.

Even after 12 years of recording inactivity, his is still one of the classic voices in rock 'n' roll. The only thing this man's ever needed is good song material. No problem here: he covers such great rock tracks as the *Spencer Davis Group's Gimme Some Lovin'* and the *Waterboys' The Whole Of The Moon*. At the same time, a sparse acoustic arrangement, like his own composition *Hand Of Dimes* (one of the five tracks produced by *Trevor Horn*), also is enough for him to excel.

For this new album, Reid has continued his collaborative spirit, gathering together friends who

also make an impressive cast, including: *Joe Walsh*, *Timothy Schmidt* (the *Eagles*), *Alan White* (Yes), *Lee Miles*, *Brett Tuggle* (David Lee Roth), *Enya*, *Howard Jones*, *Jai Winding* and *Stewart Copeland*.

REPTILE SMILE



Who Makes The Rules - Epic
More and more hard rock bands go back to the blues rock roots of the genre. The influence of bands like *AC/DC*, *Aerosmith* and even the *Rolling Stones* is growing by the day. *Little Caesar* and *Havana Black* are prime examples of this retro-rock phenomenon.

Dropping the names of all these bands isn't so strange when you talk about Swedish band *Reptile Smile*. The five band members have all been fed and nourished with the basic gutsy, rowdy, classic hard rock of the '70s. Singer *Peter Shapiro* has the same drive as *Aerosmith's Steven Tyler*. The funny thing is that in the original line-up of the band—when they were still called *Boomerang Babies*—he was guitarist instead of singer. The moment he and *Martin Karlegård*—the original singer, now guitarist—traded places, the fire really started burning. Their 1990 debut album *Automatic Cool* got rave reviews in the specialised magazines, while the band proved its value on a nationwide tour through Sweden supporting funk metal band the *Electro Boys*. Their excellent second album *Who Makes The Rules* can only strengthen their position. Tracks like *Hey Mama* and *Wild Life*, the first single, are destined to grace the airwaves of rock radio.

TERRY RONALD

Roma - MCA
Terry Ronald is an exceptionally gifted singer/songwriter. This young Londoner has one of the most soulful voices heard in a long while. His musical influences include *Marvin Gaye*, *Dinah Washington* and especially *Aretha Franklin*, as can be heard on his debut album *Roma*. It's no surprise, because a lot of Franklin's sidemen are featured on this album, recorded in the US.

Maybe it's because of the album's title, but a lot of airplay is reported from Italy. *Calm The Rage* is the track Italian stations

go for. But this blue-eyed soul singer—reminiscent of *George Michael* and the re-styled *Bros*—has more aces up his sleeve. AC programmers searching for tracks to appeal to their listeners, can check out the ballad *Save Me From Myself* or the up-tempo song *Live Forever*. Another strong facet to this gem is the crystal-clear production by *Harvey Jay Goldberg* and *Jimmy Biondolillo*.

THE SEPTEMBER WHEN

Mother, I've Been Kissed - WEA
The second album *Mother, I've Been Kissed* by Stavanger-based band the *September When* is a milestone for melodic rock. The crispy production by *Knut Bøhn* makes it even more enjoyable. He started his career as a pupil of *Nile Rodgers* and *Lenny Kaye*. The acoustic guitar is upfront in the picture, very reminiscent of other great pop bands such as *R.E.M.* and *Aztec Camera*. However, the track *Bullet Me*, the first single off the album, is different than the other 13 tracks. This Norwegian top 10 hit is far more dance-oriented. The album—now released across Europe—reached no. 1 in their home territory in April, and it's still doing well in the charts. On the third single, *Where You Go I Go*, four bonus tracks are included, recorded live at the Midtbyn festival this summer.

SLUKA

Fear Of Ordinary Life - Saar
Almost every band's wish is to be big in Japan. American rock band *Sluka*—named after mainstay *Christopher Sluka*—achieved Japanese stardom long before they received any recognition in their homeland.

After the release and success of their first single *Sunday's Child*, which reached no. 6 in Japan's *Billboard* magazine in 1988, the group was brought to Japan to record their first album. *Emotional Battlefield*, for the Mitsubishi-owned *Meldac Records* label.

Unfortunately, *Meldac* did not release the album outside of Japan. The Italian *Saar* label, however, got the European rights for this year's follow-up album. *Fear Of Ordinary Life*.

Their music boasts a melodic rock style with experimental overtones. The track *Just A Dream* listens like a forgotten *Kurt Weil/Berthold Brecht* classic. Enhanced with a beautiful string arrangement, it breathes the atmosphere of interbellum Berlin.

The atmospheric *Under The Rug* is selected as the track which is included on the CD-insert, enclosed with this week's issue of M&M.

THE SMITHEREENS



Blow Up - Capitol
The *Smithereens* and *R.E.M.* have a lot in common. They both draw influences of late '60s guitar-driven rock. The spectre of the legendary *Byrds* looms high over them. In their early days, they shared producer *Don Dixon*. Also, *Pat DiNizio's* songs have the same pop sensibility. But if it comes to popularity, that's where their ways diverge.

Tell Me When Did Things Go So Wrong and *Top Of The Pops*, the three-chord lead single off this top-rate pop album, must end all the chart injustice against them throughout the years. Together with *Diane Warren*, *DiNizio* wrote *Get A Hold Of My Heart*, which should be the new *Nights In White Satin*. Country singer *Carlene Carter* is credited as backup vocalist on that particular track. The strings-dominated track *If You Want The Sun To Shine* marks the first effort of new songwriter duo *DiNizio/Julian Lennon*. This brilliant album is produced by much in demand *Ed Stasium* (*Ramones*, *Living Colour*, *Cavedogs*).

STILLBORN



Permanent Solution - Radium/MNW
The Scandinavian heavy metal scene has a strong reputation across Europe. Swedish band *Stillborn* redefines the word "heavy" on their second album *Permanent Solution*. Just like *Black Sabbath* in the early '70s, their music is based on stainless steel guitar riffs. Now with the worldwide success of *Metallica*, they couldn't have timed their release better. New singer *Henke* shouts like a young *Alice Cooper* against a wall of sound as high as a skyscraper. Headbanging metal programmers should warn their listeners to wear a helmet while listening to their shows, because *Stillborn* will shake the foundation of their homes. On stage they're even more dangerous.

the ultra unbelievable perspex island quiz

1. Which A&M artist has a song on this week's Music & Media CD sampler entitled "So You Think You're In Love"?
2. Whose new album features guest appearances by R.E.M.'S Michael Stipe and Peter Buck?
3. who will be on tour soon in the U.K., Scandinavia, Germany, Holland, Belgium, France and Austria?
4. Which A&M Artist described his new album as "A Concept Of Love, From Many Different Angles"?

send your answers to these extremely difficult questions to your local Polydor/Polygram representative or to A&M International
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TEMPER TEMPER

Temper Temper - Ten
Although they hail from the now mighty Manchester, **Temper Temper**—**Melanie Williams** and **Eric Gooden**—don't quite fit the "madchester" type. They have danceable music in common, but are probably best described as a young version of the prolific soul duo **Womack & Womack**.

When you hear Temper Temper's music, the fire is apparent. The music on their self-titled, self-produced debut album has an unmistakable multi-format appeal. The opening track *Talk Much*, the

first single back in January, suited both the EHR and dance format. The AC format should pay some attention as well to the new single, *Like We Used To*. Only the real talents in the pop/dance genre can handle a precious ballad as apt as **Melanie Williams** does. Singing as confidently as **Shirley Bassey** or **Bette Midler**, she makes the song a true gem.

GIANNI TIRELLI

La Qualita' Dell' Acqua - Saar
With the open European market in 1993, some artists have already started breaking the cultural borders. The album *La Qualita' Dell' Acqua* by Italian singer **Gianni Tirelli** can easily be filed under "pan-European" music. He doesn't limit himself to singing in his mother tongue. The self-written repertoire on this strong album is partly sung in Spanish, French and English, while his style ranges from pop, to blues, reggae and jazz influences. But he never denies his typical Mediterranean temperament. Could he be the next Italian after **Zucchero** making it big abroad? His sophisticated style can be checked out by all readers of **M&M**, because the track *Tutto Da Solo* is included on the CD-insert, enclosed with this week's issue.

MIDGE URE



Pure - Arista

The release of **Midge Ure**'s third solo album *Pure* marks his debut for **Arista/BMG**. The main theme of this album is the highs and lows of love, mirrored in different styles of music. The man who masterminded a string of **Ultravox** hits—the biggest was 1981's *Vienna*—is still a melody-orientated person. On the cheerful first single, *Cold, Cold Heart*, he sounds rejuvenated, like a teenage **Billy Joel**. Imagine a marching band through the Scottish highlands with Ure on front waving the banner.

Ure has always been a socially conscious man—remember **Band Aid**. The opening track *I See*

Hope is his vision of the news pouring in from South Africa. The song is a strange but powerful mix of African rhythms and an African choir coupled with the sounds of the Ullian pipes, played by **Paddy Moloney** from the **Chieftains**, who's also featured on the folk tune *The Only One*. That cut could generate the same results on EHR as **Simple Minds**'s *Belfast Child* in 1989.

THE VIOLET HOUR

The Fire Sermon - Epic

The music of **Violet Hour** is a cross between early **Kate Bush** and **Clannad**, with a strong sense of underlying sensuality. The whole concept, the sleeve design included, evokes strong images of medieval mysticism. Singer **Doris Brendel** sounds like **Christina Amphlett** of the **diVinyls**. October will see the band supporting **Marillion** on a full European tour.



The Violet Hour

i t ' s a b l a q u e t h i n g



blaque

blaque are: T.A.M.C., C-Bone and DJ Busy Bee
blaque is hip hop, funk soul and jazz
"it's a blaque thing" produced by Eberhard Hartenstein, chairman of the german DMC.



blaque

P a r t y U p

the debut album: "it's a blaque thing"
out now on cd/mc/lp

the single: "party up" on 5" / 7" / 12"

"party up" remix by Ben Liebrand · coming soon!



SINGLES

MARK ALMOND

Jacky - Some Bizzare/Warner Music
PRODUCER: Trevor Horn

EHR

Jaques Brel has always been one of Almond's main inspirations. Translated to English by **Mort Shuman**, this song retains its emotional impact. This is the kind of song material—so full of pathos—which suits Almond's voice best.

SIMONE ANGEL

When Love Rules - A&M

EHR

PRODUCER: M. Roosink/N. Verrips

As an **MTV Europe VJ**, Dutch Simone Angel has the opportunity to test the trends. Judging by this first pop/dance effort, she did a good espionage job.

ROZLYNE CLARKE

Dancing Is Like Making Love - ARS

EHR/D

PRODUCER: Nicolas Skorsky

This Belgian singer has already been charted in the **Billboard Hot Dance Music** with *Gorgeous*, the title track of her debut album. The follow-up single is a pop/dance song with a driving pulse beat, heavy enough to stir EHR-airwaves.

COLOR ME BADD

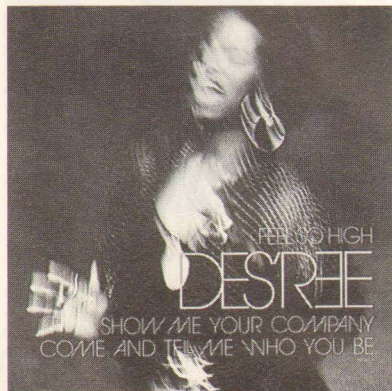
I Adore Mi Amor - Giant

EHR

PRODUCER: Royal Bayyan/Hamza Lee

This slow, close harmony soul song has already topped the US charts for two weeks. The musical colour of Michael Jackson shines through clearly.

DES'REE



Feel So High - Dusted Sound/Sony Soho Square AC/EHR
PRODUCER: Ashley Ingram

This black singer/songwriter is a real asset to the genre. Her soulful debut single could give her the same quick start as Tracy Chapman. Says **Piccadilly Radio/Manchester** head of programmes **Keith Pringle**, "It's a classy record with a great hook. The sound fits the station, as we found out by testing the record with a phone panel. Just like Beverley Craven, it will take some re-releases before it will be a hit, but we're giving this single the lifetime of a hit."

GLORIA ESTEFAN

Live For Loving You - Columbia

EHR

PRODUCER: E. Estefan Jr./Jorge Casas/Clay Oswald

On the third single off of her *Into The Light* album, La Estefan waits for the second verse to add her well known Latin

influences. Up to then, the overall feel is more African. Suddenly a piano slips in and the rhythm changes slightly. This clever arrangement adds to the song's excitement.

BUDDY GUY

Mustang Sally - Silvertone

R/EHR

PRODUCER: John Porter

This version of the **Wilson Pickett** soul classic is different from the one included on his current *Damn Right, I've Got The Blues* album. He went back to the studio and re-recorded this single, featuring another guitar hero, **Jeff Beck**. It's even more ear-blistering now.

THE REMBRANDTS

Save Me - Atco

EHR

PRODUCER: The Rembrandts

More well-crafted, Beatlesque pop from the US duo. Taken from their self-titled debut album, this new single should follow the brush strokes of *Just The Way It Is, Baby* to the charts.

A TRIBE CALLED QUEST

Check The Rhime - Jive

D/EHR

PRODUCER: A Tribe Called Quest

The first single off the new album *The Low End Theory* combines high-speed talkativeness and a low-paced beat. Already having made the crossover to the pop audience, they will tighten their grip now.

PAUL YOUNG

Don't Dream It's Over - Columbia

EHR

PRODUCER: Dan Hartman

Young has always recognised the power of a good composition. Now, with the success of **Crowded House**, Young's version of this **Neil Finn** song is a case of excellent timing. **Radio Hundert 6/Berlin** music editor **Fritz Schönagel** is enthusiastic, "We made it 'super power play' for two consecutive weeks—six times a day—the highest rotation you can get here."

JOE COCKER

Night Calls - Capitol

EHR/AC/R

PRODUCER: D.Korchmar/D.Tickle/J.Lynne

Sheffield steel never rusts, and neither does Cocker's vocal chords. His newest effort is quite rocky. Strong examples are a cover of **Gary Wright's** 1976 hit *Love Is Alive* and *Out Of The Rain*. Once again, Cocker succeeds in making **Lennon & McCartney's** *You've Got To Hide Your Love Away* his own. Also recommended is his version of **Elton John's** *Don't Let The Sun Go Down On Me*. The first single, the title track, is a midtempo ballad. Says **Radio Peter Flowers/Milan** programme director **Marco Garavelli**, "It's a very good song which fits our format nicely. We play it in-between acts such as **Dire Straits** and **Simply Red**."

ROBERTA FLACK

Set The Night To Music - Atlantic

AC

PRODUCER: Arif Mardin

The title of Roberta Flack's new album should be taken as a recipe for late night programmers. The queen of laid back soul music, who enjoyed her biggest successes in the early '70s with hits like *The First Time Ever I Saw Your Face* and *Killing Me Softly*, resumed her cooperation with Atlantic staff producer, Arif Mardin. The title track, also the first single, is a mellow duet with **Maxi Priest**. Programmers who are into **Nathalie Cole** might be interested in Flack's version of *Unforgettable*.

LITTLE FEAT

Shake Me Up - Morgan Creek/Polydor

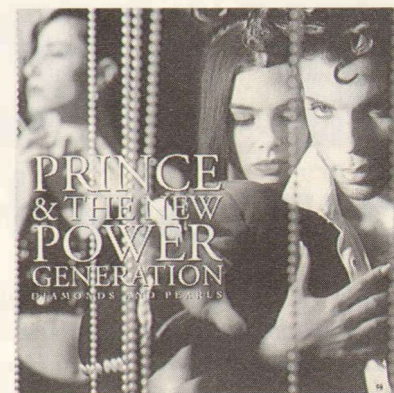
R

PRODUCER: George Massenburg

The Cajun crew is back, this time on new label **Morgan Creek**, after a 20-year run with **Warner Brothers**. This album finds the band fully refreshed after extensive touring, with thoughtfully arranged tracks featuring the **Memphis Horns**, as well as vocalists **Valerie Carter**, **Shaun Murphy (Bob Seger)** and **Bonnie Sheridan (Delaney & Bonnie)**. The title track is very reminiscent of the driving *Teenage Nervous*

Breakdown rocker from *Sailin' Shoes*. Also check out *Livin' On Dreams*, a lovely song which highlights the skillful drumming of **Richie Hayward**, as well as *Love And Lied To*. These are only two of several satisfying songs which reaffirm that this may be the best veteran American band working today.

PRINCE & THE NEW POWER GENERATION



Diamonds And Pearls - Paisley Park

EHR/D

PRODUCER: Prince & The New Power Generation
Prince's 13th album means less jam and a clearer song structure than has been present on his last three albums. Apart from current singles, *Gett Off* and *Cream*, there are many more singles on this brilliant album. The immense variety in styles ranges from the poppy sing-along tune *Daddy Pop* to the **Curtis Mayfield**-moulded soul with a Caribbean back beat on *Willing And Able*. Also, there's the sophisticated night club jazz of *Strollin'*, while *Walk Don't Walk* has a terrific traffic arrangement, complete with honking horns. Comments **Kiss FM/London** head of music **Lindsay Wesker**, "The album is well received here. Our DJs play a lot of tracks of it, so it obviously seems to have something for everybody. But there's not one track that's really coming forward yet enough to be voted on our playlist. But that only gives further proof of the high quality."

RATCAT

Blind Love - rooArt/Phonogram

R/A/EHR

PRODUCER: Nick Mqinsbridge

The Australian scene is a goldmine for guitar-driven rock. Down under, they make the perfect mix of '60s garage rock and energetic punk. The track *Pieces* could have been lifted from a **Buzzcocks** songbook. The first single, *Don't Go Now*, matches the rhythms of the modern Manchester indie bands. The difference is lead singer/guitarist **Simon Day's** voice. Instead of being filled with gloom and doom, he sounds cheerful.

RANDY TRAVIS

High Lonesome - Warner Brothers

C

PRODUCER: Kyle Lehning

Country's nightingale Travis has always been regarded as a great interpreter, but on his sixth album he introduces himself as an excellent songwriter. The listeners of specialised country hours will not be disappointed. Travis wrote half of the album in collaboration with well-established songwriters such as **Alan Jackson** and **Don Schlitz**. With the latter, he penned the neo-western swing classic *Oh, What A Time To Be*, a song with enough potential to delight the EHR audience.

NEW TALENT

THE FISHHOSPITAL

The Fishhospital - Silenz (LP) (Holland)

PRODUCER: Robert Musso

Nervous alternative programmers should call the neurologists of Amsterdam-based **Fishhospital**. Lead vocalist **Beatrice van der Poel** weaves her voice around the strangest of rhythm patterns. Try to imagine German singer **Nina Hagen** teaming up with **Captain Beefheart** and you'll get the picture. The tracks, *You're So Pretty (With Your Nipples Hard)* and *Walking The Dead*, are naturals for this format. Contact **Marique de Vries** at tel: (+31) 20.662 2735; fax: 20.662 9580.

LA GUARDIA

Al Otro Lado - Zafiro (LP) (Spain)

PRODUCER: Andrés Vázquez/Dusty Wakeman

This Spanish four-piece is a real back-to-the-roots driven rock band. Their songs are commanding and catchy, with lead singer/guitarist **Manuel**

España a real singer, not a shouter. The arrangements on their album *Al Otro Lado* leave enough room for harmonica, a horn section and **Flaco Jiménez'** accordion, which makes it more piquant. Rock programmers should listen to the outstanding title track, spiced with a Motown beat. Contact **Jesus Pozo** at **Serdisco** at tel: (+34) 1.541 9424; fax: 1.542 1410.

THE PARKER PROJECT

Looking For The Real Thing - Pagan (New Zealand)

PRODUCER: Rhythm & Business

In June, the Parker Project enjoyed a no. 1 hit in New Zealand with their debut single *Tears On My Pillow*. Their follow-up single, *Looking For The Real Thing*, is a romantic pop ballad in a relaxing production, enhanced by **David Parker's** soulful vocals and the backing of a Polynesian choir. Contact **Trevor Reekie** at tel: (+64) 9.302 3228; fax: 9.302 3229.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, AC, 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/Machgjel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.



Simply Red

This week the green light is flashing for the long awaited fourth Simply Red album. Out on East West, Mick Hucknall's brilliance on Stars takes a meteoric turn. The 10 Hucknall soul originals—no covers this time—mark his maturation as a songwriter.

by Robbert Tilli

Simply Red has an indisputably important commodity at EHR. At presstime *Something Got Me Started*, has jumped to the no. 2 spot of the **EHR Top 40** in three weeks time, an indicator of how much their comeback has been anticipated. Released in 1989, their last album *A New Flame* sold over six million copies worldwide.

Says **East West** international director **Anne Marie Nicol**, "We expect to outsell *A New Flame*. This is a very mature, honest album. Hucknall has developed enormously as a person and a songwriter. The constellation of musicians complement what he does. It's the right album at the right time. I think they will be more successful than ever in the US."

The American radio situation for **Simply Red** has changed markedly, compared to their early days when their blue-eyed soul had to be broken on black radio first. In the US, the album will be out on **East West America**; their previous efforts were on **Elektra**.

The switch to a new label within the **Warner Music** group was necessary because, as **Elliot Rashman** of **So What Arts** management puts it, a "clash of egos." He adds, "Now that the band is at a turning point in its career, we can't have these problems. Besides, it made sense to move to the label we're allied to in Europe, where our relationship is fantastic."

In a brilliant collection of songs on *Stars*, *Your Mirror* showcases Hucknall's talent for writing soulful pop. The smooth reggae-styled track *Model* is destined for EHR airwaves. Hucknall made his name as a superb balladeer with 1985's single *Holding Back The Years* off the debut album *Picture Book*. On the tracks *For Your Baby's* and *How Could It Fall*, he displays that knack once more, while the title track and *Wonderland* are mid-tempo ballads.

Comments Rashman, "This is the pinnacle of Hucknall's achievements so far. He's a real musician—busy with music 24 hours a day. He lives for it, which is very rare these days. If he's not making music, he's listening to it or compiling it on DAT tapes."

Whereas most bands these days tend to overload their musical arrangements, **Simply Red** keep things...well...simple. The songs on this album—recorded in **Condulmer Studios** near Venice—are not spoiled by producer's tricks. Hucknall and Co. continue to work with producer **Stewart Levine**, a collaboration only once interrupted while recording the second album, 1987's *Men And Women*, which found **Alex Sadkin** behind the console.

The line-up has changed since the last album. There are two new band members, bassist **Shaun Ward** (ex-**Everyday People**) and Japanese drummer **Gota Yashiki**. The tightness of this new rhythm section is proved on the track *Freedom*, a funky stomper that will set dance floors ablaze across the globe. The band on the album will be the touring band as well on their 1992 year-long world tour, which starts in mid-January in the UK.

The title of the new album is one perfumed with undertones. Are his *Stars* a reference to the European flag? Admits Rashman, "Hucknall supports the idea of a united Europe, but with different cultures keeping their own identity. It's a very uplifting album; he fights against English isolationism. He lives in Milan and speaks fluent Italian. In short, he feels European."

At the moment, the band is on an extensive European promo tour in Holland, Germany, France Sweden, Italy and Spain, which will end around Christmas. They are also scheduled for a number of major TV appearances.

Various marketing plans have been developed for different territories. The initial push will be via strong visuals, based on the album cover design, showing Hucknall against a dark blue background of a star spangled heaven. Blue is the colour of the whole in-store campaign, as pink was for the last **Simply Red** product.

East West will organise competitions in different territories. In Australia, contenders can win tickets for one of the two **Wembley Arena** concerts in London on January 23 and 24. The funniest competition is in France, where you can have a galactic star somewhere in the universe named after yourself. Says Nicol, "Our campaign is initially focused on the visual aspect. After Christmas we'll promote them via the medium of the tour."

HOLLAND

Mannenkoor Karrespoor

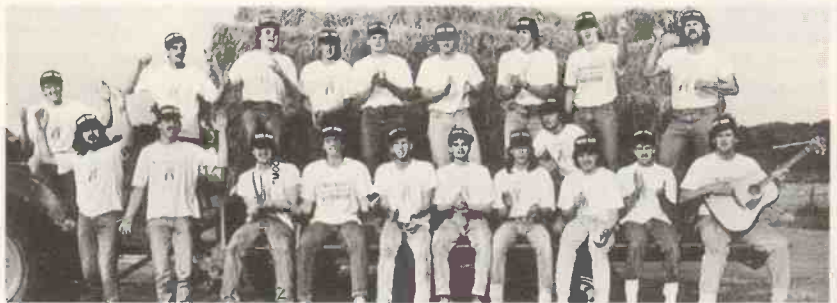
- Signed to Indisc.
- Publisher: **Arcade**.
- New album: *Boeren, Burgers En Buitenlui*, released at the end of October.
- New single: *Lekker Op De Trekker*, released on August 19. Currently, it is at no. 5 in Holland. Also, it's a new entry at no. 84 in the **Coca-Cola Eurochart Hot 100**. Its predecessor *Mooi Man*, is still holding at no. 18 in its 17th week on the Dutch charts.
- Recorded at **Face Sound/Lemmer**.
- Producer: **J. van de Linden/R. van der Zee/M. Hoff**.
- Marketing: Window teasers, baseball caps, T-shirts, shawls, suspenders and boxer shorts.
- European releases: The singles are out in the Benelux only.

Sometimes the most unbelievable acts get charted. That's the case of 20 farmers in Holland, who, united as **Mannenkoor Karrespoor** ("Male Choir Cart-Rut"), were—at the beginning of September—enjoying two top 10 hits at the same time—*Mooi Man* and *Lekker Op De*

Trekker. The first has already been in the charts for 17 weeks. Its gained so many points that it will probably end up second after **Bryan Adams's** (*Everything I Do*) *I Do It For You* in the Dutch year-end chart.

Mannenkoor Karrespoor has set other precedents: they are only the third act in Dutch Top 40 history that has managed to move up again in the charts after having dropped. The similarity between its two predecessors—**Corry & The Rekels** and **De Electronica's**, is that they are all Dutch-language acts.

The success of this bunch started in the local pub of small village Tuk in the eastern part of Holland. One night the jukebox suddenly broke down, so these people decided to sing for themselves. After initially releasing and distributing the first single independently, they signed to **Indisc**. The next big thing will be the October album release *Boeren, Burgers En Buitenlui*. Management calls are made by the group itself during local pub meetings, including decisions on all promotion and marketing. Royalties reportedly go to charity.



FRANCE

Lagaf

- Signed to **Flarenasch**.
- Publisher: **Lagaf**.
- Management: **Hubert/Paris**.
- New album: *Lagaf*, released on September 9.
- New single: *La Zoubida*, released on May 13, currently no. 1 in France, and no. 13 in Belgium; in the **Coca-Cola Eurochart Hot 100 Singles**, it is no. 15.
- Recorded at **Marcadet/Paris**.
- Producer: **Dimitri Yerasimos**.

A year ago famous French humourist **Lagaf** was criticising popular Top 50 records. According to him, it was possible to chart with an ultimately silly song, containing absolutely meaningless lyrics. He was right. His first effort, *Bo Le Lavabo*, went straight to no. 1 in the French singles charts. Lagaf was backed by the instrumental version of **Lil' Louis' French Kiss**, a big European hit that same year. He's done it again, this time with his second no.1 hit, *La Zoubida*, in which he adapts the traditional *Le Pont de Nantes* to an Arabic theme by totally re-arranging the folk song, rewriting the lyrics, and retitling it. The song is about an Arab running into complexities while trying to find a girlfriend. It's absolutely over the top,

although understanding of the French language is required to fully appreciate the humour.

The song, although immensely popular, is not receiving any substantial radio airplay. Apart from Paris-based **RTL's** support, most stations feel the single doesn't fit their format. Even **NRJ**, the station where producer of this novelty hit, **Dimitri Yerasimos**, works as a DJ, doesn't play it. Actually, only one TV appearance—in **TF1's** "Tous A La Une" programme in the end of May—was needed to break this new single. A real sales boom followed. In only two weeks time, the single sold in excess of 200,000 copies and now sales are already past platinum (half a million units). At the moment, the song is at the top slot of the French singles chart for ten consecutive weeks, the second-best top runner for the label. **Image's** *Les Demons De Minuit*, spent 12 weeks at no. 1 in 1987.

Pan-European Spotlight: Artists featured have achieved Top 15 chart status in the European Top 100 Albums within the last five years.

National Spotlight: Artists featured have achieved Top 15 chart status in their country of origin.

STATION REPORTS

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 CD's and LP's indicated by the designation "AL." All playlists must be received by Tuesday at 1 o'clock.

UNITED KINGDOM

BBC RADIO 1/London
Paul Robinson - Prog Dir
A List:
AD Lisa Stansfield-Change
B List:
AD Extreme-Decadence Dance
Kim Appleby-If You Cared
Maxi Priest-Just A Little
Shakespear's Sister-Goodbye

CAPITAL FM/London
Richard Park - Prog Contr
A List:
AD Jellyfish-I Wanna Stay
Oleta Adams-Don't Let The Sun
PM Dawn-Paper Doll
Roberta Flack-Set The Night

METRO RADIO GROUP/Newcastle
Liz Elliott - Music Organiser
B List:
AD Adeva-It Should've Been
All About Eve-Dreamer
Bass-O-Matic-Go Getta
Big Country-Beautiful People
Dannii Minogue-Baby Love
Dimples D.-I Can't Wait
DJ Carl Cox-I Want You
DJH-Move Your Love
Kim Appleby-If You Cared
Lisa Stansfield-Change
Mike & The Mechanics-Stop
Monty Python-Always Look
Paul Young-Don't Dream
Richard Marx-Keep Coming Back
Slade-Radio Wall

PICCADILLY RADIO/Manchester
Keith Pringle - Head Of Music
A List:
AD Kenny Thomas-Best Of You
Kim Appleby-If You Cared
Monty Python-Always Look
Richard Marx-Keep Coming Back
B List:
AD Brand New Heavies-Never Stop
Dannii Minogue-Baby Love
Lisa Stansfield-Change
Oleta Adams-Don't Let The Sun
World Of Twist-Sweets

BRMB FM/Birmingham
Robin Valk - Head Of Music
A List:
AD Lisa Stansfield-Change
Mariah Carey-Emotions
Richard Marx-Keep Coming Back
B List:
AD 2 In A Room-Do What You
Bass-O-Matic-Go Getta
Blue Aeroplanes-Boy In The
Dannii Minogue-Baby Love
DJH-Move Your Love
Extreme-Decadence Dance
Jellyfish-I Wanna Stay
Kim Appleby-If You Cared
Mike & The Mechanics-Stop

RADIO TRENT/Nottingham
Len Groat - Dep Prog Dir
A List:
AD Huey Lewis-Couple Days Off
Lick The Tins-Can't Help
Sydney Youngblood-Wherever
Thompson Twins-Come Inside
B List:
AD Alison Moyet-This House
Deacon Blue-Closing Time
Holland/Brown-Together
Kirsty MacColl-All I Ever Wanted
Moods Swings-State Of
Pride N' Politics-Hold On
TPau-Soul Destruction

DOWNTOWN RADIO/Belfast
John Rosborough - Head Of Programmes
A List:
AD Alison Moyet-This House
Holland/Brown-Together
Kirsty MacColl-All I Ever Wanted
Marc Cohn-Walking In Memphis
Nanci Griffiths-Late Night
Simply Red-Something Got Me

GWR FM/Bristol/Swindon
Andy Westgate - Head Of Music
B List:
AD BEF-I Don't Know
Color Me Badd-I Adore
Fish-Internal Exile
Marc Cohn-Walking In Memphis
Pride N' Politics-Hold On
Slade-Radio Wall

ATLANTIC 252/County Meath
Paul Kavanagh - Head Of Music
A List:
AD Belinda Carlisle-Live Your Life
Cher-Save Up All Your
Jesus Jones-Real Real Real
Rozalla-Everybody's Free
Voice Of The Beehive-I Think

RADIO BROADLAND/Norwich
Dave Brown - Head Of Music
A List:
AD Color Me Badd-I Adore
Huey Lewis-Couple Days Off
John O'Kane-Dance Goes On
Level 42-Overtime
Pride N' Politics-Hold On
Scorpions-Wind Of Change
B List:
AD Azizi-Don't Say It's Over
Brand New Heavies-Never Stop
Mary Black-Thorn Upon The
Robbie Craig-Bad Attitude
Sydney Youngblood-Wherever

RADIO LUXEMBOURG/London
Jeff Graham - Prog Dir
Power Play:
AD Huey Lewis-Couple Days Off
Moods Swings-State Of
Obi Men-Gotta See Jane
Top-Buzzin'
A List:
AD Deacon Blue-Closing Time
Electronic-Feel Every Beat
John Mellancamp-Get A Leg Out
Paul Young-Don't Dream
B List:
AD Alison Moyet-This House
Dare-Real Love
John O'Kane-Dance Goes On
Slade-Radio Wall

SWANSEA SOUND/Wales
Rob Rendry - Head Of Music
B List:
AD BEF-I Don't Know
Fish-Internal Exile
M-People-How Can I
Stevie Wonder-Fun Day

OCEAN SOUND/Fareham
Jim Hicks - Head Of Music
B List:
AD Alison Limerick-Come Back
BEF-I Don't Know
Brand New Heavies-Never Stop
Marc Almond-Jocky

RED DRAGON FM/Cardiff
John Dash - Head Of Music
Power Play:
Bryan Adams-Can't Stop
Erasure-Love To Hate You
Julian Lennon-Saltwater
Marc Almond-Jocky
A List:
AD Belinda Carlisle-Live Your Life
Color Me Badd-I Adore
Dannii Minogue-Baby Love
Electronic-Feel Every Beat
Moods Swings-State Of
Scorpions-Send Me An Angel
B List:
AD Alice Cooper-Love's A Loaded
Ce Ce Peniston-Finally
Extreme-Decadence Dance
Four Horsemen-Nobody Said
Ozzy Osborne-No More Tears

BEACON RADIO/Wolverhampton
Peter Wagstaff - Prog Dir
A List:
AD Alison Moyet-This House
Color Me Badd-All 4 Love
Deacon Blue-Closing Time
Kim Appleby-If You Cared
Marc Cohn-Walking In Memphis
Mariah Carey-Emotions
Richard Marx-Keep Coming Back
Stevie Wonder-Fun Day
TPau-Soul Destruction
B List:
AD Adeva-It Should've Been
Color Me Badd-I Adore
Driza-Bone-Catch The Fire
Members Of The House-These Are
Public Enemy-Can't Truss It
Tafari-You Know How

KISS FM/London
Gordon McNamee - Prog Dir
B List:
AD Adeva-It Should've Been
Color Me Badd-I Adore
Driza-Bone-Catch The Fire
Members Of The House-These Are
Public Enemy-Can't Truss It
Tafari-You Know How

SUNSET RADIO/Manchester
Duncan Smith - Prog Dir
A List:
AD Brand New Heavies-Never Stop
Lisa Fischer-Sove Me

Terry Ronald-What The Child
Whitney Houston-I Belong To You

COOL FM/Belfast
John Paul Ballantine - Head Of Music
A List:
AD Airhead-Funny How
Bob Seger-The Real Love
Bryan Adams-Can't Stop
Kenny Thomas-Best Of You
Level 42-Overtime
Marc Cohn-Walking In Memphis
Richard Marx-Keep Coming Back
Scorpions-Wind Of Change
Shakespear's Sister-Goodbye
Slade-Radio Wall
Voice Of The Beehive-I Think
B List:
AD BEF-I Don't Know
Cher-Save Up All Your
Hi-Five-I Can't Wait
Kate Yanai-Bacardi Feeling
Lloyd Cole-Weeping Wine
M-People-How Can I
Rembrandts-Show Me Your Love
TPau-Soul Destruction

FRANCE

EUROPE 1 NETWORK/Paris
Yvonne Lebrun - Prog Dir
A List:
AD Miguel Bose-Madrid Madrid
Patrick Juvet-Solitaires
Texas-Alone Without You
Tina Turner-Nubush City Limits
B List:
AD Bob Seger-The Real Love
Jesus Loves You-Generations
Lenny Kravitz-Stand By My
Rembrandts-Just The Way It Is, Baby
Robert Palmer-Dreams To
TPau-Walk On Air
Tina Turner-Nubush City Limits

NRJ NETWORK/Paris
Max Guazzini - Dir
A List:
AD Dave Stewart-Crown Of
Thierry Hazard-Un Jour C'Est Ou

SKYROCK NETWORK/Paris
Laurent Bouneau - Prog Dir
A List:
AD Guns N' Roses-Don't Cry
Lloyd Cole-She's A Girl
Londonbeat-A Better Love
Marc Cohn-Walking In Memphis
Tom Petty-Learning To Fly

SCOOP/Lyon
Alain Liberty - Prog Dir
Power Play:
Beverly Craven-Holding On
Lisa Lisa-Let The Beat Hit 'Em
Luc De La Rochelliere-Cash
AD Francois Valery-Dans Les Bras
A List:
AD Cathy Dennis-Too Many Walls
Rod Stewart-The Motown Song
B List:
AD Chris Rea-Looking For The
Jackie Quartz-Iout Ce Que
Jon Bon Jovi-Dyin' Ain't Much
Level 42-Guaranteed
Marc Lavoine-Paris
Nomad-Just A Groove
Prince-Cream
Thierry Hazard-Un Jour C'Est Ou

RVS NETWORK/Rouen
Frank Orcel - Prog Dir
A List:
AD Dire Straits-Calling Elvis
E.M.F.-Unbelievable
Francois Feldman-Magic
Jean-Jacques Goldman-C'Est Pas
Prince-Cream
Roch Voisine-Waiting
B List:
AD Arthur H-Quai No. 3
Catherine Lara-Sand Et Les
Christophe Deschamps-Chacun
Extreme-More Than Words
Philippe Swan-Rien Suivre Soy
Seal-Future Love
Simply Red-Something Got Me
Thierry Hazard-Un Jour C'Est Ou

RADIO VIBRATION CENTRE DE FRANCE/Orleans
Jean-Francois Vilette - Prog Dir
A List:
AD Color Me Badd-I Wanna Sex
Dire Straits-Calling Elvis
Francois Feldman-Magic
Jean-Jacques Goldman-Ne En 17
Lenny Kravitz-It Ain't Over
Mecano-Hijo De La Luna
UB40-Here I Am
B List:
AD Antico-We Need Freedom
FMT/Camilla-50 Ways To Leave
Jaymandi-Take Me Away
Lenny Kravitz-It Ain't Over
Level 2-I Feel You
Robbie Nevil-Just Like You
Rozalla-Everybody's Free
T99-Anosthosis

MAXIMUM FM/Paris
Michael Bourgeois - Prog Dir
A List:
AD Antico-We Need Freedom
FMT/Camilla-50 Ways To Leave
Jaymandi-Take Me Away
Lenny Kravitz-It Ain't Over
Level 2-I Feel You
Robbie Nevil-Just Like You
Rozalla-Everybody's Free
T99-Anosthosis

VOLTAGE FM/Rosny-sous-Bois
Olivier Allardet - Music Dir
A List:
AD Club House-Deep In My Heart
Corina-Temptation
Mariah Carey-Emotions

EUROPE 2 NETWORK/Paris
Christian Savigny - Prog Dir
A List:
AD Gildas Arzel-Le Temps
Level 42-Guaranteed
Marc Lavoine-Paris
Stevie B-Because I Love You

RMC COTE D'AZUR/Monte Carlo
A List:
AD David Hallyday-Change Of Heart
KLF-Lost Train To Transcendental
Paul Young-Don't Dream
Simply Red-Something Got Me
Stevie B-Because I Love You

RADIO RIVIERA/Monte Carlo
Daevld Fortune - Music Dir
A List:
AD Bob Seger-The Real Love
Jesus Loves You-Generations
Lenny Kravitz-Stand By My
Rembrandts-Just The Way It Is, Baby
Robert Palmer-Dreams To
TPau-Walk On Air
Tina Turner-Nubush City Limits

RADIO SERVICE/Marseille
Christian Vichi - Prog Dir
A List:
AD Catherine Lara-Sand Et Les
Europe-Prisoners In Paradise
Incognito-Always There
Jean-Jacques Goldman-C'Est Pas
Paul Young-Don't Dream

SDR 3/Stuttgart
Hans Thomas - Producer
Power Play:
AD Bob Seger-The Real Love
AL Bryan Adams

SWF 3/Baden Baden
Ulrich Frank - DJ
A List:
Bryan Adams-Everything I Do
Extreme-More Than Words
Jesus Loves You-Bow Down Mister
Marc Cohn-Silver Thunderbird
Marky Mark-Good Vibrations
Mylene Farmer-Désenchantée
O'MD-Pandora's Box
Scorpions-Send Me An Angel
Simply Red-Something Got Me
Ten Sharp-You

RB 4/Bremen
Axel Sommerfeld - Dj/Producer
A List:
AD Achim Reichel-Aloha Hejo He
Die Prinzen-Gabi Und
Frank Zappa-Bobby Brown
Hape Kerkeling-Das Ganze Leben
Julian Lennon-Saltwater
Matthias Reim-Ich Hab' Mich
Roxette-The Big L
Tina Turner-Nubush City Limits
B List:
AD Allison Gordon-Sweet Stuff
Beats International-The Sun
Belinda Carlisle-Live Your Life
Bryan Adams-Can't Stop
Cher-Save Up All Your
Erasure-Love To Hate You
Gorland Jeffries-Hail Hail
Incognito-Crazy For You
Jesus Loves You-Generations
Joe Cocker-Night Calls
Lenny Kravitz-Stand By My
Lilac Time-In Vernona
Lisa Stansfield-Change
Marc Almond-Jocky
Mock Turtles-Strings & Flowers
O'MD-Then You Turn Away
Paul Young-Don't Dream
Rio Reiser-Jetzt Schlägt's
Tesla-Cal It What
Texas-Why Believe In You

RIAS 2/Berlin
Henry Gross - Head Of Music
A List:
AD Bryan Adams-Can't Stop
Chesney Hawkes-Secrets
Eg & Alice-Indian
Rembrandts-Save Me
Tom Petty-Into The Great

RSH/Kiel
Martin Schwebel - Head Of Music
Power Play:
AD Rainhard Fendrich-Wie Tag Und
A List:
AD Bad Boys Blue-House Of
Cher-Save Up All Your
Martika-Love Thy Will

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B List:
AD Julie Cruise-Falling
Midge Ure-Cold Cold Heart
Bee Gees-Happy Ever
Cheryl Pepsii Riley-Aim't No Way
Gloria Estefan-Live For Loving
Rembrandts-Save Me
Tom Kell-Texas Has

RADIO FFH/frankfurt
Sabine Neu - Head Of Music
A List:
AD After 7-Nights Like This
Cher-Save Up All Your
Mariah Carey-Emotions
Tom Petty-Into The Great

HUNDERT 6/Berlin
Fred Schoenagel - Head Of Music
Power Play:
Viktor Lazlo-Love Insane
AD Bastos & Ritchie-Senza Uno Donna
Flippers-Der Himmel Hat
Kastelruther Spatzen-Da War Die
Nanno/Flamingos-Balaloika
Neil Diamond-If There Were
Rumba Tres-Señora

RTL GERMANY/Luxembourg
Adam Hahne - Prog Dir
A List:
AD Elaine Page-Love Can Do That
Mariah Carey-Emotions
B List:
AD B.V.S.M.P.-Hold Me
Beats International-The Sun
Color Me Badd-All 4 Love
Driza-Bone-Real Love
PM Dawn-Set Adrift
Prince-Cream
Rebel Pebbles-How Do You
Robbie Nevil-Just Like You
Scorpions-Send Me An Angel
AL Peter Maffay

RADIO SALU/Saarbruecken
Adam Hahne - Prog Dir
A List:
AD Elaine Page-Love Can Do That
Mariah Carey-Emotions
B List:
AD B.V.S.M.P.-Hold Me
Beats International-The Sun
Color Me Badd-All 4 Love
Driza-Bone-Real Love
PM Dawn-Set Adrift
Prince-Cream
Rebel Pebbles-How Do You
Robbie Nevil-Just Like You
Scorpions-Send Me An Angel
AL Peter Maffay

RADIO T.O.N./Bad Mergentheim
Reinhard Baerenz - Head Of Music
Power Play:
AD Gianna Nannini-Sorridi
A List:
AD Blue System-Deja Vu
Glenn Frey-Part Of Me Part
Kim Basinger-Satisfy
Mark Stevens-This Is The Way
Wilkins-Sopa De Caracol
Zucchero-Wonderful World

RADIO CHARIVARI/Nuremberg
Matthias Hofmann - Music Dir
Power Play:
Kate Yanai-Bacardi Feeling
A List:
AD Glenn Frey-Part Of Me Part
Rod Stewart-Broken Arrow
B List:
AD Midge Ure-Cold Cold Heart
Sniff N' The Tears-Driver's Seat

STAR * SAT RADIO/Gruenwald
Jo Lueders - Prog Dir
B List:
AD Anny Giant-That's What Love

RADIO 2DAY/Munich
Peter Bertelshofer - MD
A List:
AD 3rd Bass-Pop Goes The Weasel
BG/Prince Of Rap-Give Me
Brothers In Rhythm-Such A Good

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you need MELODY MAKER!
everything turns bad, don't turn away music of your current programming system turns against you and
When your format turns round guilelessly, when the

EBU Sets DAB Meeting For Montreux

The European Broadcasting Union (EBU), in cooperation with the US National Association of Broadcasters, will hold an international symposium on DAB in Montreux immediately preceding the NAB "Radio Montreux" conference next June.

The EBU, an international professional association of broadcasting organisations, has scheduled its first international symposium on DAB June 8-9, while the main conference runs June 10-13.

The symposium will evaluate the situation for DAB after the World Administrative Radio Conference (WARC-92) in March, and assess the possibilities for the introduction of DAB in various parts of the world.

The meeting is expected to pro-

vide valuable information about DAB system design, political and regulatory challenges, as well as the economic outlook for the new technology.

Europe's rapidly changing and expanding radio industry is the impetus for the NAB Radio Montreux meeting. It's the first time NAB has sponsored an exhibit and conference outside the US, although NAB's two US conventions draw thousands of international attendees each year.

NAB Radio Montreux will feature exhibits by broadcast equipment makers and programme providers, along with sessions on radio station management, programming and new technology.

RCS Rolls Out Three New Products

Radio Computing Services, which furnishes the Selector music scheduling systems to hundreds of radio stations in the US and many others in Europe, has introduced three new services.

"Linker" is an integrated log system which schedules promos, liners, sweepers, jingles and other non-music, non-commercial elements. It then merges them with the music and commercial logs to provide an integrated broadcast log. A manual scheduler then allows finishing touches to ensure the best flow.

"Songtrack" is a radio research system which handles call-out, auditorium and perceptual research with in-house software. Automated

input from optical document readers is optional. A wide variety of breakouts and reports can be generated. Results can be directly integrated with Selector to implement rotational changes.

"Tracker" is a digital logging system on a DAT tape. It stores up to a week of a station's audio on a standard DAT. It can record up to three separate inputs while simultaneously playing back prior time periods for any one of the three channels. Digital compression provides acceptable quality with quick random access and no wow and flutter.

RCS can be reached at tel: (+1) 914.723 8567

'92 Flight For USA Today's Sky

USA Today Sky Radio is planning a 1992 launch. The brainchild of Gannett's USA Today newspaper, the new system will deliver satellite DAB programming of a news/sports context to commercial airlines.

The service apparently does not need Federal Communications Commission approval, but does need countenance from the Federal Aviation Administration. Telephones currently in use on airlines use the Ku-band; it is suspected that Sky Radio will, as well.

USA Today spokesperson Steven Anderson said only that the radio programme will implement "a new application of a widely used satellite technology."

SINGLES

Billboard

ALBUMS

TW	LW	Artist/Title	Label	ECO
1	3	MARIAH CAREY/Emotions	Columbia	
2	1	MARKY MARK & THE FUNKY BUNCH/Good Vibrations	Interscope	
3	4	NATURAL SELECTION/Do Anything	EastWest	
4	2	COLOR ME BADD/I Adore Mi Amor	Giant	
5	6	KARYN WHITE/Romantic	Warner Brothers	
6	7	BONNIE RAITT/Something To Talk About	Capitol	
7	9	EXTREME/Hole Hearted	A&M	
8	5	FIREHOUSE/Love Of A Lifetime	Epic	
9	8	BOYZ II MEN/Motownphilly	Motown	
10	12	AARON NEVILLE/Everybody Plays The Fool	A&M	
11	15	MARTIKA/Love... Thy Will Be Done	Columbia	
12	17	BRYAN ADAMS/Can't Stop This Thing We Started	A&M	
13	19	JESUS JONES/Real Real Real	SBK	UK
14	10	R.E.M./Shiny Happy People	Warner Brothers	
15	11	HEAVY D. & THE BOYZ/Now That We Found Love	Uptown	
16	21	METALLICA/Enter Sandman	Elektra	
17	32	PRINCE AND THE NEW POWER GENERATION/Cream	Paisley Park	
18	23	LUTHER VANDROSS/Don't Want To Be A Fool	Epic	
19	22	CHESNEY HAWKES/The One And Only	Chrysalis	UK
20	28	NAUGHTY BY NATURE/O.P.P.	Tommy Boy	
21	25	PRINCE AND THE NEW POWER GENERATION/Gett Off	Paisley Park	
22	26	VANESSA WILLIAM/Running Back To You	Wing	
23	13	BRYAN ADAMS/[Everything I Do] I Do It For You	A&M	
24	27	SHOXSIE & THE BANSHEES/Kiss Them For Me	Geffen	UK
25	14	MICHAEL BOLTON/Time, Love And Tenderness	Columbia	
26	16	C&C MUSIC FACTORY/Things That Make You Go Hmmm...	Columbia	
27	34	RYTHM SYNDICATE/Hey Donna	Impact	
28	33	GUNS N' ROSES/Don't Cry	Geffen	
29	18	CATHY DENNIS/Too Many Walls	Polydor	UK
30	36	TONY TERRY/With You	Epic	
31	35	BAD COMPANY/Walk Through Fire	Atco	
32	39	ROBERTA FLACK WITH MAXI PRIEST/Set The Night To Music	Atlantic	
33	24	BOB SEGER & THE SILVER BULLET BAND/The Real Love	Capitol	
34	40	CURTIS STIGERS/I Wonder Why	Arista	
35	NE	SALT-N-PEPA/Let's Talk About Sex	Next Plateau	
36	20	PAULA ABDUL/The Promise Of A New Day	Captive	
37	30	SCORPIONS/Wind Of Change	Mercury	D
38	NE	BILLY FALCON/Power Windows	Jambco	
39	NE	BOYZ II MEN/It's So Hard To Say Goodbye	Motown	
40	NE	AMY GRANT/That's What Love Is For	A&M	

TW	LW	Artist/Title	Label	ECO
1	NE	GUNS N' ROSES/Use Your Illusion II	Geffen	
2	NE	GUNS N' ROSES/Use Your Illusion I	Geffen	
3	1	GARTH BROOKS/Ropin' The Wind	Capitol	
4	NE	MARIAH CAREY/Emotions	Columbia	
5	2	METALLICA/Metallica	Elektra	
6	3	NATALIE COLE/Unforgettable	Elektra	
7	NE	OZZY OSBOURNE/No More Tears	Associated UK	
8	21	SOUNDTRACK/The Commitments	MCA	
9	5	BONNIE RAITT/Luck Of The Draw	Capitol	
10	4	COLOR ME BADD/C.M.B.	Giant	
11	6	BOYZ II MEN/Coolerhighharmony	Motown	
12	15	DIRE STRAITS/On Every Street	Warner Brothers UK	
13	8	MICHAEL BOLTON/Time, Love And Tenderness	Columbia	
14	7	C&C MUSIC FACTORY/Gonna Make You Sweat	Columbia	
15	14	GARTH BROOKS/No Fences	Capitol	
16	13	TESLA/Psychotic Supper	Geffen	
17	12	VAN HALEN/For Unlawful Carnal Knowledge	Warner Brothers	
18	9	R.E.M./Out Of Time	Warner Brothers	
19	11	BOB SEGER & THE SILVER BULLET BAND/The Fire Inside	Capitol	
20	17	EXTREME/Extreme II Pornograffiti	A&M	
21	10	RUSH/Roll The Bones	Atlantic	
22	16	PAULA ABDUL/Spellbound	Captive	
23	19	NAUGHTY BY NATURE/Naughty By Nature	Tommy Boy	
24	22	BELL BIV DEVOE/WBBD - Bootcity! The Remixes	MCA	
25	18	AMY GRANT/Heart In Motion	A&M	
26	20	SOUNDTRACK/Robin Hood: Prince Of Thieves	Morgan Creek	
27	23	QUEENSRYCHE/Empire	EMI	
28	24	THE BLACK CROWES/Shake Your Money Maker	Def American	
29	26	D.J. JAZZY JEFF & THE FRESH PRINCE/Homebase	Jive	
30	29	TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open	MCA	
31	25	MARIAH CAREY/Mariah Carey	Columbia	
32	32	GETO BOYS/We Can't Be Stopped	Rap-A-Lot	
33	27	TRAVIS TRITT/It's All About To Change	Warner Brothers	
34	28	SKID ROW/Slave To The Grind	Atlantic	
35	33	N.W.A./Efil4zaggin	Ruthless	
36	40	LUTHER VANDROSS/Power Of Love	Epic	
37	36	SCORPIONS/Crazy World	Mercury D	
38	35	EMF/Schubert Dip	EMI UK	
39	38	FIREHOUSE/Firehouse	Epic	
40	31	SEAL/Seal	Sire UK	

Indecency Ban Review Turned Down

The Federal Communications Commission (FCC) has been turned down by the US Court of Appeals on its request for a rehearing of last May's ruling, which struck down the FCC's 24-hour-a-day ban on indecent broadcasting.

FCC options at this point include implementation of a safe harbour—established daily periods when children are least likely to be in the listening audience and when indecent material may be aired—or an appeal for review to the Supreme Court. Currently, the FCC has confined indecency enforcement to daily broadcasts between the hours of 6.00-20.00.

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THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)
1 14	(Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	18 13 12	Learning To Fly Tom Petty & The Heartbreakers - MCA (MCA/EMI)	35 32 4	J'Ai Des Doutes Sarah Mandiano - Polydor (Kondo Music)
2 2 7	Calling Elvis Dire Straits - Vertigo (Chariscourt/Rondor)	19 18 18	It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	36 37 18	Rush Rush Paula Abdul - Virgin America (EMI Songs)
3 4 3	Something Got Me Started Simply Red - East West (EMI/So What)	20 9 8	All 4 Love Color Me Badd - Giant (Rondor)	37 49 2	C'Est Pas D'L'Amour Fredericks, Goldman & Jones - Epic (JRG/Morc Lumbroso)
4 3 3	The Big L Roxette - EMI (EMI/Jimmy Fun)	21 29 8	Guaranteed Level 42 - RCA (Findhaven/WC/Island/BMG)	38 50 2	More To Life Cliff Richard - EMI (Virgin/Silhouette/Wail)
5 12 3	Can't Stop This Thing We Started Bryan Adams - A&M (Adams/Almo/Zomba)	22 27 5	Sunshine On A Rainy Day Zoe - W.A.U./Mr Modo/M&G (EG/BMG/Copyright Control)	39 NE	Nutbush City Limits Tina Turner - Capitol (Copyright Control)
6 16 2	Saltwater Julian Lennon - Virgin (Various)	23 26 14	Décade Patrick Bruel - RCA (14 Productions)	40 28 6	Get Off Prince And The New Power Generation - Paisley Park (Warner Chappell)
7 6 8	Bacardi Feeling (Summer Dreaming) Kate Yanai - WEA (La Frette Music Paris)	24 17 11	Pandora's Box O.M.D. - Virgin (Virgin)	41 NE	Jacky Marc Almond - Some Bizzare (Carlin)
8 11 3	Emotions Mariah Carey - Columbia (M.Carey/Virgin/Cole/Clivilles)	25 NE	Let's Talk About Sex Salt-N-Pepa - ffr (Next Plateau/All Boys)	42 NE	Kribbeln Im Bauch Pe Werner - Intercard (Kick/Nobile)
9 7 7	Love...Thy Will Be Done Martika - Columbia (Warner Chappell)	26 22 7	Regrets Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)	43 NE	Love To Hate You Erasure - Mute (Musical Moments-Sonet/Andy Bell)
10 36 2	Cream Prince & The New Power Generation - Paisley Park (Warner Chappell)	27 25 11	It Hit Me Like A Hammer Huey Lewis & The News - Chrysalis (Zomba/Chrysalis)	44 24 7	Cold, Cold Heart Midge Ure - Arista (Mood/Warner Chappell)
11 5 10	Every Heartbeat Amy Grant - A&M (Various)	28 19 13	Love And Understanding Cher - Geffen (EMI)	45 NE	Ich Bin Der Martin, Ne Dieter Krebs & Gundula - RCA (EMI Music)
12 10 6	Set Adrift On Memory Bliss P.M. Dawn - Gee Street (MCA/Reformation)	29 21 14	Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	46 NE	The One I Love R.E.M. - I.R.S. (Warner Chappell)
13 15 3	I'm Too Sexy Right Said Fred - Tug (Hit & Run)	30 34 2	The Real Love Bob Seger & The Silver Bullet Band - Capitol (Gear)	47 43 2	Everybody Get's A Second Chance Mike & The Mechanics - Virgin (M.Rutherford)
14 14 38	Wind Of Change Scorpions - Mercury (PolyGram Music)	31 44 2	Part Of Me, Part Of You Glenn Frey - MCA (Pathe)	48 NE	Straight To Your Heart Bad English - Epic (Various)
15 20 7	Dejeuner En Paix Stephan Eicher - Barclay (Electric Unicorn)	32 NE	Ich Hab' Mich So Auf Dich Gefreut Matthias Reim - Polydor (Not Listed)	49 RE	Walking In Memphis Marc Cohn - Atlantic (Copyright Control)
16 8 11	More Than Words Extreme - A&M (Rondor)	33 46 2	Peace Sabrina Johnston - East West (MCA)	50 33 17	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)
17 38 2	Don't Cry Guns N' Roses - Geffen (Warner Chappell)	34 31 28	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week	

NATIONAL AIRPLAY

National product is highlighted in red

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (7) Simply Red - Something Got Me Started
- (4) Bryan Adams - I Do It For You
- (1) Martika - Love...Thy Will Be Done
- (6) Zoe - Sunshine On A Rainy Day
- (2) B.Adams - Can't Stop This Thing We Started
- (20) Erasure - Love To Hate You
- (5) Julian Lennon - Saltwater
- (-) Tina Turner - Nutbush City Limits
- (-) R.E.M. - The One I Love
- (11) Sabrina Johnston - Peace
- (-) Prince/The N.P.G. - Cream
- (12) Cliff Richard - More To Life
- (3) Roxette - The Big L
- (17) Cathy Dennis - Too Many Walls
- (14) O.M.D. - Then You Turn Away
- (-) Gloria Estefan - Live For Loving You
- (-) Guns N' Roses - Don't Cry
- (-) PJB/Hannah & Her Sisters - Bridge Over.
- (-) Salt-N-Pepa - Let's Talk About Sex
- (-) Whitney Houston - I Belong To You

GERMANY

Most played records on the ARD stations and major private. Compiled by Media Control/Baden Baden.

- (1) Bryan Adams - I Do It For You
- (2) Kate Yanai - Bacardi Feeling
- (3) Dire Straits - Calling Elvis
- (8) Roxette - The Big L
- (-) Level 42 - Guaranteed
- (15) Pe Werner - Kribbeln Im Bauch
- (-) Simply Red - Something Got Me Started
- (14) B.Seger/Silver Bullet Band - The Real Love
- (-) D.Krebs/Gundula - Ich Bin Der Martin, Ne
- (-) Marc Cohn - Walking In Memphis
- (4) Gipsy Kings - Baila Me
- (16) M.Reim - Ich Hab' Mich So Auf Dich Gefreut
- (17) Glenn Frey - Part Of Me, Part Of You
- (6) Mylene Farmer/Jean-Luis Murat - Regrets
- (4) T.Petty/Heartbreakers - Learning To Fly
- (5) Amy Grant - Every Heartbeat
- (20) Scorpions - Wind Of Change
- (-) Jason Donovan - Happy Together
- (7) Cher - Love And Understanding
- (10) O.M.D. - Pandora's Box
- (9) Mike/Mechanics - Everybody Get's A Second.

FRANCE AM

Most played records on AM stations. Compiled by Media Control/Strasbourg.

- (1) Fredericks/Goldman/Jones - C'Est Pas D'L'Amour
- (2) Stephan Eicher - Dejeuner En Paix
- (12) Zouk Machine - Sa Ké Chô
- (5) Sarah Mandiano - J'Ai Des Doutes
- (8) Liane Foly - Va Savoir
- (-) Jill Caplan - Natalie Wood
- (4) Dire Straits - Calling Elvis
- (-) Roch Voisine - Waiting
- (10) Patrick Bruel - Décade
- (3) Jean-Luis Murat - Col De La Croix Morand
- (11) Simply Red - Something Got Me Started
- (-) Les Inconnus - Rap Tout
- (6) Mylene Farmer/Jean-Luis Murat - Regrets
- (-) Cher - The Shoop Shoop Song
- (-) L.Kravitz - It Ain't over 'Til It's Over
- (15) Marc Lavoine - Paris
- (-) Phil Barney - Il Est Parti
- (-) Seal - Future Love Paradis
- (17) L'Affair Louis Trio - Nous On A Tout Ca
- (-) Francis Cabrel - Petite Marie

FRANCE FM

Most played records on FM stations. Compiled by Media Control/Strasbourg.

- (1) Bryan Adams - I Do It For You
- (3) Stephan Eicher - Dejeuner En Paix
- (2) UB40 - Here I Am
- (6) Mylene Farmer/Jean-Luis Murat - Regrets
- (4) Color Me Badd - I Wanna Sex You Up
- (7) Rembrandts - Just The Way It Is, Baby
- (5) L.Kravitz - It Ain't Over 'Til It's Over
- (-) Dire Straits - Calling Elvis
- (10) Cher - The Shoop Shoop Song
- (8) Patrick Bruel - Décade
- (9) R.E.M. - Losing My Religion
- (12) Sydney Youngblood - Hooked On You
- (13) Seal - Future Love Paradis
- (19) Les Inconnus - Rap Tout
- (15) Paula Abdul - Rush Rush
- (16) Roachford - Get Ready
- (17) Simple Minds - See The Light
- (-) Chris Isaak - Wicked Game
- (17) De La Soul - Ring Ring Ring
- (18) Extreme - More Than Words

NORWAY

Most played records on 40 Norwegian stations. Compiled by Radio Topp 20/Scaneco, Young & Rubican.

- (4) Stage Dolls - Love Don't Bother Me
- (10) Dance With A Stranger - Let Go
- (6) Mariah Carey - Emotions
- (13) Prince - Cream
- (-) Dire Straits - Calling Elvis
- (3) Right Said Fred - I'm Too Sexy
- (8) Guns N' Roses - Don't Cry
- (-) Paul Young - Don't Dream It's Over
- (12) B.Adams - Can't Stop This Thing We Started
- (2) Bryan Adams - I Do It For You
- (-) Simply Red - Something Got Me Started
- (5) Amy Grant - Every Heartbeat
- (17) Glenn Frey - Part Of Me, Part Of You
- (15) Lynni Treekrem - Te Sola Rinn
- (-) Dance With A Stranger - Living In The Future
- (18) Julian Lennon - Saltwater
- (11) Prince - Get Off
- (-) September When - Where You Go I Go
- (9) P.M. Dawn - Set Adrift On Memory Bliss
- (-) Anders Wyller - Bring Back The Heroes

SPAIN

Most played records on Cuarenta Principales, covering the major stations.

- (2) Guns N' Roses - You Could Be Mine
- (1) R.E.M. - Shiny Happy People
- (6) Terapia Nacional - ¿Que Quieres Ser?
- (5) Michael Bolton - Time, Love & Tenderness
- (9) Alejandro Sanz - Pisando Fuerte
- (10) Mecano - El Peon Del Rey De Negras
- (12) Sergio Dalma - Galicia
- (17) Bros - Are You Mine?
- (18) The Simpsons - Schoolday
- (16) Seal - The Beginning
- (11) Status Quo - Burning Bridges
- (19) Bryan Adams - I Do It For You
- (14) Oil - Despues De Haber Peisado En Ti
- (15) La Unión - Si Tu Quisieras
- (-) 091 - La Cancion Del Espantapajaros
- (-) El Regreso - Quiero Volvete A Ver
- (-) Rosendo - Borrachuzos
- (-) Seguridad Social - Solo Tu
- (-) Martika - Love...Thy Will Be Done
- (-) Simple Minds - See The Lights

HOLLAND

Most played records on national stations Radio 2 and Radio 3. Compiled by Stichting Nederlandse Top 40.

- (-) Salt-N-Pepa - Let's Talk About Sex
- (1) Simply Red - Something Got Me Started
- (3) H.Wijngaard - Ik Moet Nog Wat Jaren Mee
- (4) Army Of Lovers - Crucified
- (7) Julian Lennon - Saltwater
- (6) Prince/The N.P.G. - Cream
- (20) Roxette - The Big L
- (-) Garland Jeffreys - Hail Hail Rock N'Roll
- (-) Marc Almond - Jacky
- (6) Dire Straits - Calling Elvis
- (11) Jesus Loves You - Generations Of Love
- (-) Stef Bos - Wat Een Wonder
- (2) B.Adams - Can't Stop This Thing We Started
- (10) T.Petty/Heartbreakers - Into The Great...
- (12) Bad Examples - Not Dead Yet
- (13) Bryan Adams - I Do It For You
- (14) Mariah Carey - Emotions
- (18) PM Dawn - Set Adrift On Memory Bliss
- (-) Bad English - Straight To Your Heart
- (-) Texas - Why Believe In You

AUSTRIA

Most played records on national pop station Ö3.

- (1) Bingoboyz - No Woman, No Cry
- (2) Dire Straits - Calling Elvis
- (3) Amy Grant - Every Heartbeat
- (4) Bryan Adams - I Do It For You
- (5) H.Lewis/News - It Hit Me Like A Hammer
- (6) Jason Donovan - Any Dream Will Do
- (7) Etta Scollo - Chi Ha Ucciso
- (8) Scorpions - Wind Of Change
- (9) Kate Yanai - Bacardi Feeling
- (10) Bilgeri - Keep Your Love Alive
- (11) Paula Abdul - Rush Rush
- (12) Mylene Farmer - Désenchantée
- (13) T.Petty/Heartbreakers - Learning To Fly
- (14) O.M.D. - Sailing On The Seven Seas
- (15) Zucchero/P.Young - Senza Una Donna
- (16) Michael Bolton - Time, Love & Tenderness
- (17) Erasure - Chorus
- (18) Londonboys - Sweet Soul Music
- (19) Cher - Love And Understanding
- (20) Roxette - Fading Like A Flower

SWITZERLAND

Most played records on the national station DRS 3 and major private. Compiled by Media Control/ Basel.

- (1) Bryan Adams - I Do It For You
- (3) Dire Straits - Calling Elvis
- (2) Kate Yanai - Bacardi Feeling
- (5) Extreme - More Than Words
- (4) Roxette - The Big L
- (16) Mariah Carey - Emotions
- (-) M.Reim - Ich Hab' Mich So Auf Dich Gefreut
- (-) Martika - Love...Thy Will Be Done
- (9) Marillion - No One Can
- (6) Bonnie Raitt - Something To Talk About
- (10) Heavy D/Boyz - Now That We Found Love
- (13) Julian Lennon - Saltwater
- (20) Midge Ure - Cold, Cold Heart
- (-) Color Me Badd - All 4 Love
- (-) Paula Abdul - The Promise
- (-) Seal - The Beginning
- (-) Amy Grant - Baby Baby
- (7) Glass Tiger - My Town
- (-) Paul Young - Don't Dream It's Over
- (-) C&C Music Factory - Things That Make You...

SWEDEN

Most played records on Swedish national and local stations. Compiled by Airplay Sweden.

- (2) Irma - Precis Som Du
- (1) Army Of Lovers - Obsession
- (12) Europe - Prisoners In Paradise
- (3) Roxette - The Big L
- (-) B.Adams - Can't Stop This Thing We Started
- (-) Edin Adahli - Jag Lever (Genom Dig)
- (6) Eva Dahlgren - Ven Tänder Stjärnorna
- (14) Mariah Carey - Emotions
- (7) Dire Straits - Calling Elvis
- (-) Lis SÖrensen - 100 Game Til
- (19) Paula Abdul - The Promise Of A New Day
- (13) Right Said Fred - I'm Too Sexy
- (-) The Cross - New Dark Age
- (-) Just D - Hållihop
- (-) Peter Lemarc - Ett Av Dom Sett
- (11) Peter Lemarc - Sängen De Spelar När Filmen...
- (5) Simply Red - Something Got Me Started
- (8) Lloyd Cole - She's A Girl And I'm A Man
- (-) Paris Red - Good Friends
- (16) Angel - Sommaren I City

EUROPEAN TOP 100 ALBUMS

Buma
Stemra

THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED
1	2	TITLE - ORIGINAL LABEL		1	2	TITLE - ORIGINAL LABEL		1	2	TITLE - ORIGINAL LABEL	
1	3	Dire Straits On Every Street - Vertigo ▲2	UK, D, B, NL, E, A, CH, S, PDK, I, SF, GR, IR	35	24 16	Extreme Extreme II Pornografiti - A&M	UK, D, NL, A, CH, DK, SF, GR	69	NE	Eva Dahlgren En Blekt Blondins Hjärta - Record Station	S, SF
2	4	Guns N' Roses Use Your Illusion I - Geffen	UK, D, B, NL, E, A, CH, S, PDK, I, SF, IR	36	NE	Primal Scream Screamadelica - Creation	UK	70	57 8	Achim Reichel Melancholie Und Sturmflut - WEA	D
3	3	Guns N' Roses Use Your Illusion II - Geffen	UK, D, B, NL, E, A, CH, S, PDK, I, SF, IR	37	29 4	Bob Seger & The Silver Bullet Band The Fire Inside - Capitol	D, NL, CH, S, DK, N, IR	71	71 30	Marco Masini Malinconia - Ricordi	I
4	2	R.E.M. Out Of Time - Warner Brothers	UK, F, D, B, NL, E, A, CH, S, PDK, I, N, SF, GR, IR	38	34 4	Tony Christie Welcome To My Music - White/Ariola	D, A	72	62 8	Marc Cohn Marc Cohn - Atlantic	D, A, CH, S, DK
5	NE	Bryan Adams Waking Up The Neighbours - A&M	UK, D, B, NL, DK, SF, I, IR	39	51 2	Antonello Venditti Benvenuti In Paradis - Ricordi	I	73	NE	Ligabue Lambrusco, Coltelli, Rose & Pop Corn - WEA	I
6	5	Metallica Metallica - Vertigo	UK, F, D, B, NL, E, A, CH, S, PDK, N, SF, GR, I	40	NE	Matthias Reim Reim 2 - Polydor	D	74	61 12	Los Manolos Pasion Condal - RCA	E
7	6	Gipsy Kings Este Mundo - Columbia	F, D, B, NL, E, A, CH, S, PJ, GR	41	43 2	Billy Bragg Don't Try This At Home - Gal Discs	UK	75	65 21	Gino Paoli Matto Come Un Gatto - WEA	I
8	7	Cher Love Hurts - Geffen	UK, D, B, NL, A, CH, S, DK, N, GR, IR	42	41 37	Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia ▲	F, B	76	59 12	Thierry Hazard Pop Music - Columbia	F
9	8	Scorpions Crazy World - Mercury ▲	F, D, B, NL, A, CH, DK, I, N, SF, GR	43	39 25	Simple Minds Real Life - Virgin	UK, F, D, E, CH, P	77	RE	Richie Sambora Stranger In This Town - Mercury	UK, NL, CH, S, SF
10	9	Roxette Joyride - EMI ▲	UK, D, B, NL, E, A, CH, S, DK, N, SF, GR, IR	44	60 2	Gianna Nannini Giannissima - Ricordi	D, DK, I	78	67 2	Crystal Waters Surprise - A&M PM	E, A, CH, PDK, GR
11	10	Paul Young From Time To Time - The Singles Collection - Columbia	UK, D, B, NL, S, DK, I, N, SF, IR	45	NE	Status Quo Rock 'Til You Drop - Vertigo	UK, IR	79	82 52	AC/DC The Razor's Edge - Atco	D, PDK
12	11	John Lee Hooker Mr. Lucky - Silvertone	UK, D, B, NL, CH, DK, SF, IR	46	30 5	BAP Affrocks - Electrola	D, CH	80	NE	Barricada Por Instinto - PolyGram	E
13	13	Soundtrack - Robin Hood: Prince Of Thieves Robin Hood: Prince Of Thieves - Morgan Creek	D, B, NL, E, A, S, PDK, GR	47	32 4	Level 42 Guaranteed - RCA	UK, B, NL, CH, S, DK	81	79 45	Madonna The Immaculate Collection - Sire	UK, B, NL
14	NE	Pixies Trompe Le Monde - 4AD	UK, B, NL, GR, IR	48	25 4	Stevie Nicks Timespace - The Best Of Stevie Nicks - Modern	UK, D, NL, S, DK, IR	82	54 27	Soundtrack - The Doors The Doors - Elektra	F, D, B, E, DK
15	14	O.M.D. Sugar Tax - Virgin	UK, D, A, CH, S, DK, GR	49	37 11	Amy Grant Heart In Motion - A&M	D, CH, S, DK, N	83	64 13	Elmer Food Beat Je Vais Encore Dormir Seul Ce Soir - Off The Track	F
16	44	Peter Maffay 38317 - Teldec	D	50	40 13	Alice Cooper Hey Stoopid - Epic	D, A, CH, S, N, SF, GR	84	86 4	Christy Moore The Christy Moore Collection 81-91 - Warner Brothers	Ir
17	12	Tom Petty & The Heartbreakers Into The Great Wide Open - MCA	UK, D, NL, A, CH, S, N, SF, GR, IR	51	55 3	Jethro Tull Calfish Rising - Chrysalis	D, CH, S, DK	85	RE	Pe Werner Kribbeln Im Bauch - Intercord	D
18	15	Seal Seal - ZTT/WEA	UK, F, D, B, NL, E, CH, DK, IR	52	36 4	The Specials The Singles - 2 Tone	UK, IR	86	NE	Clouseau Close Encounters - EMI	B, NL
19	46	Marc Bolan & T. Rex The Ultimate Collection - Telstar	UK, IR	53	NE	Mariah Carey Emotions - Columbia	B, NL, S, DK, SF, I	87	72 20	De La Soul De La Soul Is Dead - Tommy Boy	F, D, NL, GR
20	19	Eurythmics Greatest Hits - RCA ▲2	UK, D, B, NL, E, A, GR, IR	54	73 2	David Hasselhoff David - White Records/Ariola	D, A, CH	88	58 5	Clouseau Live '91 - HKM	B, NL
21	16	Rod Stewart Vagabond Heart - Warner Brothers	UK, F, D, CH, S, DK, N, SF	55	56 4	Martika Martika's Kitchen - Columbia	UK, E, DK, SF, GR	89	74 20	Sergio Dalma Sintiendonos La Piel - Horus	E
22	23	Zucchero Fornaciari Zucchero - London	F, D, B, NL, CH, N, GR	56	42 19	Beverley Craven Beverley Craven - Epic	UK, F, D, CH	90	80 6	Dana Dawson Paris, New York And Me - Columbia	F
23	20	Lenny Kravitz Mama Said - Virgin America	UK, F, D, B, NL, E, A, CH, GR	57	50 4	Tin Machine Tin Machine II - London/Victory	UK, D, B, NL, S, DK, N	91	77 3	Patrick Lindner Eine Handvoll Herzlichkeit - Virgin	D, A, CH
24	NE	The Cult Ceremony - Virgin	UK, NL, IR	58	69 2	Lloyd Cole Don't Get Weird On Me Babe - Polydor	UK, S, IR	92	NE	Talk Talk Laughing Stock - Verve/Polydor	UK, NL, DK
25	35	Patrick Bruel Alors Regarde - RCA ▲	F, B	59	NE	William Sheller En Solitaire - Phonogram	F	93	70 20	Bob Marley Legend - Island	UK, B, NL, IR
26	17	Natalie Cole Unforgettable - Elektra	UK, D, B, NL, S, PDK, N, SF, GR	60	49 3	Pur Nichts Ohne Grund - Intercord	D	94	63 30	KLF The White Room - KLF Communications	D, B, DK, GR
27	28	Michael Bolton Time, Love & Tenderness - Columbia	UK, D, E, S, DK, N, GR	61	NE	Soundtrack - Atlantis Atlantis - Virgin	F, B	95	81 42	Enigma MCMXC A.D. - Virgin ▲	F, P
28	21	Mylene Farmer L'Autre - Barclay ●	F, D, B	62	48 18	Paula Abdul Spellbound - Virgin America	F, D, B, NL, S, DK, GR	96	90 31	Chris Rea Auberge - East West	D, B, NL
29	18	Van Morrison Hymns To The Silence - Polydor	UK, D, B, NL, S, IR	63	68 13	Francois Feldman Magic' Boul'vard - Philips	F	97	95 2	Gnags Lygtemandens Sang - Genlyd	DK
30	33	Stephan Eicher Engelberg - Barclay	F, B, CH	64	38 6	Andrew Lloyd Webber Joseph & The Amazing Technicolor Dreamcoat - Really Useful	UK, DK	98	66 31	Juan Luis Guerra & 4.40 Ojala Que Lleva Cafe - Karen	E
31	27	Juan Luis Guerra & 4.40 Bachata Rosa - Karen	B, NL, E, P	65	53 93	UB40 Labour Of Love II - Virgin	F	99	RE	Kaoma Tribal Pursuit - Columbia	F
32	31	Mecano Aidalai - Ariola	F, E, CH	66	52 4	Rush Roll The Bones - Atlantic	UK, D, NL, S, SF	100	NE	Texas Mothers Heaven - Mercury	UK, DK
33	22	Color Me Badd C.M.B. - Giant	UK, D, NL, A, S, DK, GR	67	47 31	Soundtrack - Grease Grease - Polydor ●	F, E	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.			
34	26	Jason Donovan The Greatest Hits - PWL	UK, DK, IR	68	85 3	Mecano Descanso Dominical - Ariola	F	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY			



JOE COCKER

night calls



**JOE
COCKER**

Composer and writer credits include

LENNON & McCARTNEY · GARY WRIGHT

ELTON JOHN AND BERNIE TAUPIN

PRINCE · JEFF LYNNE · STEVE WINWOOD

ROGERS, KOSSOFF, KIRKE, FRASER

CD · MC · LP RELEASED OCTOBER 7





EUROCHART HOT 100 SINGLES



THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED
		ARTIST - ORIGINAL LABEL (PUBLISHER)				ARTIST - ORIGINAL LABEL (PUBLISHER)				ARTIST - ORIGINAL LABEL (PUBLISHERS)	
1	14	(Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	UK, F, D, B, NL, E, A, CH, S, PDK, I, N, SF, GR, I	35	41	Do The Limbo Dance David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	D, A, CH	69	76	Bridge Over Troubled Water P.J.B. feat. Hannah And Her Sisters - Dance Pool (Charing Cross)	UK, Ir
2	3	You Could Be Mine Guns N' Roses - Geffen (Warner Chappell)	D, B, NL, E, A, CH, S, PDK, I, N, SF, GR, I	36	37	Le Dormeur Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F, B	70	48	Love...Thy Will Be Done Maritka - Columbia (Warner Chappell)	UK, D, GR
3	12	Wind Of Change Scorpions - Mercury (PolyGram Music/Copyright Control)	UK, D, A, CH, DK, Ir	37	42	Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Inconnus - Productions Lederman (Lederman)	F	71	55	Dis Moi Béb� Benny B - PLR (PLR)	F
4	2	Calling Elvis Dire Straits - Vertigo (Chariscourt/Rondor)	F, D, B, NL, E, A, CH, S, PDK, I	38	28	I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	F, D, A, S, DK	72	98	Das Ganze Leben Ist Ein Quiz Hape Kerkeling - Ariola (Not Listed)	D
5	7	Don't Cry Guns N' Roses - Geffen (Warner Chappell)	UK, D, B, NL, E, S, DK, Ir, N, SF, I	39	53	Nutbush City Limits Tina Turner - Capitol (EMI)	UK, D, Ir	73	81	Saga Africa Yannick Noah - Carrere (Copyright Control)	F
6	4	Now That We Found Love Heavy D & The Boyz - MCA (Warner Chappell)	D, B, NL, E, A, CH, S, DK, N, SF, GR	40	43	Pandora's Box O.M.D. - Virgin (Virgin)	D, B, A, S	74	NE	Best Of You Kenny Thomas - Cooltempo (Copyright Control)	UK
7	8	Love To Hate You Erasure - Mute (MM-Sonet/Andy Bell/Sony)	UK, S, DK, Ir	41	54	Such A Feeling Bizarre Inc - Vinyl Solution (Schnozza)	UK	75	NE	No Deeper Meaning Culture Beat - Dance Pool (Warner Chappell)	NL
8	6	Bacardi Feeling (Summer Dreaming) Kate Yanai - WEA (La Frette Music Paris)	D, A, CH	42	29	All 4 Love Color Me Badd - Giant (Rondor)	UK, D, B, NL, S	76	78	Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	D, A, S
9	11	Let's Talk About Sex Salt-N-Pepa - frir (Next Plateau/All Boys)	UK, D, Ir	43	33	Makin' Happy Crystal Waters - A&M (Basement Boys/BMG/CC)	UK, B, CH, DK, I	77	77	Asi Me Gusta Chino Bayo - Area (Not Listed)	E
10	10	Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F, D, CH, S, DK	44	32	Sunshine On A Rainy Day Zoe - W.A.U./Mr Modo/M&G (EG/BMG/Copyright Control)	UK, Ir	78	67	D�senchant�e Mylene Farmer - Polydor (Requiem Publishing)	F, D, A
11	5	Gett Off Prince And The New Power Generation - Paisley Park (Warner Chappell)	UK, D, B, NL, A, CH, S, DK, Ir, N, SF	45	85	Burbujas De Amor Juan Luis Guerra & 4.40 - Karen (Karen)	B, P	79	68	Things That Make You Go Hmmm.... C&C Music Factory feat. Freedom Williams - Columbia (Virgin)	D, CH, S
12	16	Can't Stop This Thing We Started Bryan Adams - A&M (Adams/Almo/Zomba)	UK, B, NL, S, PDK, Ir, SF	46	31	Summertime DJ Jazzy Jeff & The Fresh Prince - Jive (Various)	D, NL, CH, S, DK	80	NE	D�j� Vu Blue System - Hansa (Warner Chappell)	D
13	15	La Zoubida Lagaf - Flarenasch (Copyright Control)	F, B	47	51	Crucified Army Of Lovers - Ton Son Ton (Team Sonet)	B, NL	81	NE	Live Your Life Be Free Belinda Carlisle - Virgin (Various)	UK
14	14	More Than Words Extreme - A&M (Rondor)	UK, F, D, B, A, CH, S, DK, Ir, N, SF	48	46	Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	D, A, CH, S, DK	82	52	20th Century Boy Marc Bolan & T-Rex - Marc On Wax (Wizard)	UK, Ir
15	23	Peace Sabrina Johnston - East West (MCA)	UK, Ir	49	63	Such A Good Feeling Brothers In Rhythm - 4th & B'Way (BMG/CC/Carlin)	UK	83	45	Charly Prodigy - XL (Virgin)	UK
16	13	Gypsy Woman (La Da Dee La Da Da) Crystal Waters - A&M (BMG Music/Basement Boys)	F, D, E, A, CH, PDK, I	50	34	Move Any Mountain - Progen 91 The Shamen - One Little Indian (Amokshasong)	B, NL, CH, S, DK	84	RE	Here I Am (Come And Take Me) UB40 - Virgin (Burlington/B & C Music)	F
17	17	The Big L Roxette - EMI (EMI/Jimmy Fun)	UK, D, B, NL, CH, S, DK, Ir, SF	51	97	Jacky Marc Almond - Some Bizzare/WEA (Carlin)	UK, Ir	85	79	Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	D, A, I
18	27	Something Got Me Started Simply Red - East West (EMI/So What)	UK, B, NL, DK, Ir, SF, I	52	35	Tell Me Bonita Dana Dawson - Columbia (Sony)	F, GR	86	NE	Don't Let The Sun Go Down On Me Oleta Adams - Fontana (Big Pig)	UK
19	50	Dejeuner En Paix Stephan Eicher - Barclay (Electric Unicorn)	F, B	53	47	Aloha Heja He Achim Reichel - WEA (Gorilla Musik)	D	87	83	Bobby Brown Goes Down Frank Zappa - Reel Records (Weinberger)	D, A
20	38	Everybody's Free (To Feel Good) Rozalla - Pulse 8 (Peer/Upfront)	UK, B, E	54	74	Send Me An Angel Scorpions - Mercury (PolyGram Music)	D, B	88	NE	I Think I Love You Voice Of The Beehive - London (EMI)	UK
21	9	I'm Too Sexy Right Said Fred - Tug (Hit & Run)	UK, B, NL, Ir, N, SF, GR	55	65	The One I Love R.E.M. - I.R.S. (Warner Chappell)	UK, Ir	89	72	It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	F, D
22	20	Set Adrift On Memory Bliss PM Dawn - Gee Street (MCA/Reformation)	UK, D, B, NL, S, DK, Ir	56	44	Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	D, B, A, PGR	90	91	Taras E Manias Marco Paulo - EMI (EMI Songs)	P
23	19	Regrets Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)	F, B	57	40	Love And Understanding Cher - Geffen (EMI)	D, B, A, S	91	RE	We Need Freedom Antico - Max (Copyright Control)	E
24	21	Enter Sandman Metallica - Vertigo (Creeping Death/PolyGram)	D, NL, CH, S, N, SF, I	58	66	Misery Indra - Carrere (Carrere/Orlando)	F	92	RE	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	F
25	18	Danca Tago Mago Kaoma - Columbia (Adageo/BM Productions)	F, B	59	39	What Can You Do For Me Utah Saints - frir (NTV/PolyGram/DnA/BMG)	UK, Ir	93	NE	Try Bros - Columbia (Warner Chappell)	UK
26	25	Ich Bin Der Martin, Ne Dieter Krebs & Gundula - RCA (EMI Music)	D	60	58	Rapput (Senza Fiato) Claudio Bisio - Epic (Aspirine/Sony)	I	94	90	Feel Every Beat Electronic - Factory (Warner Chappell)	UK
27	26	Cream Prince & The New Power Generation - Paisley Park (Warner Chappell)	UK, D, B, NL, DK, Ir, I	61	60	Good Vibrations Marky Mark & The Funky Bunch feat. L.Holloway - Interscope (WC/EMI)	UK, NL, S, SF	95	75	Inssomniak D.J.P.C. - CNR (Disco Smash)	B
28	22	Insanity Oceanic - Dead Dead Good (DDGR)	UK	62	62	Bow Down Mister Jesus Loves You - More Protein (Virgin)	D, A, CH	96	NE	Un Homme Heureux William Sheller - Phonogram (PolyGram)	F
29	24	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	F, A	63	NE	Emotions Mariah Carey - Columbia (Sony/Virgin)	UK, B, NL, S, DK	97	86	Should I Stay Or Should I Go The Clash - Columbia (Nineden)	F, P
30	49	James Brown Is Dead LA Style - Decadance (Orfa/Hi-Tension)	D, B, NL	64	64	J'Ai Des Doutes Sarah Mandiano - Polydor (Kondo Music)	F	98	87	Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (Various)	F, CH, GR
31	36	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	F, D, B, A, CH, S, DK	65	57	Rush Rush Paula Abdul - Virgin America (EMI Songs)	F, D, S, GR	99	93	Obsession Army Of Lovers - Ton Son Ton (Team Sonet)	S
32	59	Ich Hab' Mich So Auf Dich Gefreut Matthias Reim - Polydor (Not Listed)	D, CH	66	56	Always There Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	D, B, NL, DK	100	94	Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	A
33	30	Dominator Human Resource - R&S/IMC (MCA)	UK, B, NL	67	84	Lekker Op De Trekker Mannenkoor Karrespoor - Indisc (Indisc)	NL				
34	70	Saltwater Julian Lennon - Virgin (Various)	UK, D, NL	68	61	Hijo De La Luna Mecano - RCA (Ba Ba Blaxi Music)	F				

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.
 NE = NEW ENTRY
 RE = RE-ENTRY

Classic FM

(continued from page 1)

investment at this stage."

The board of Classic FM will consist of chairman **David Astor**; deputy chairman **Henry Meakin**, chairman of GWR Group and **Aspen Communications**; **Golden Rose Management MD David Maker**; GWR Group CEO

Rete 105

(continued from page 1)

Radio Dimensione Suono, **RTL 102.5 Hit Radio** and **Radio Kiss Kiss** all registered audience increases in the latest survey, but the listening figures for the **101 Network** dropped from 633,000 to 606,000.

According to Rete 105 executive **Edoardo Hazan**, "We may have lost a few listeners, but our position is steady and we have no reason to be unhappy. It is not easy to stay on top for 15 years in a competitive market, and one in which different musical fashions come and go. We've proved our policy is right."

Hazan is keen to see the results of the new **Audiradio** listeners survey conducted between September 15-October 15 to see how its station, **Radio Monte Carlo**, has fared. "The station has increased its audience slightly, according to Datamedia, but the figures were released before DJ **Fausto Terenzi** joined the station. He's our battle horse," says Hazan.

Radio Italia S.M.I. general manager **Filippo Broglia** expresses delight at the latest results, saying, "We celebrate our 10th anniversary on February 17, 1992, and have adopted the same policy since day one. We have always known that our moment would arrive, but we will continue with our policy of locally pro-

Ralph Bernard; and **Brolly**.

Classic FM's success in raising its finance has come as a relief to the **Radio Authority**, which might have been faced with having to go to the third and lowest bidder, **UKFM**. The original winner, **First National Radio - The Showtime Station**, failed to come up with the funds it promised the Authority in the

allotted time.

Authority CEO Peter Baldwin says the way is now clear to move ahead with the licence for the second national commercial station. He adds, "We shall be advertising **INR2** to all, as long as the proposed service is different from **INR1**. This will probably be towards the end of Octo-

POLYDOR PROMOTIONS: Off The Record hears that **Polydor France** has tapped **Nagi Baz** as its new MD. Baz will report to **PolyGram Records France** president **Paul-René Albertini**. Polydor has also hired a new A&R executive, **Didier Varrod**, who used to work for French public radio. Look for changes at **Epic France** too.

DEAL OF THE WEEK?: OTR is picking up rumours that some major media groups are showing interest in private classical radio in France.

CROSS-CHANNEL CHARTS: At press time, OTR has been told that **BBC Radio 5** is launching a new Saturday evening French chart countdown show in conjunction with French network **Europe 1**. More in the next issue.

OYSTON RETURNS: Former **Trans World Comm.** executives **Owen Oyston** and **Julian Allitt** are among the names in the running for the Blackpool ILR licence in the UK. Oyston is backing **Blackpool Light FM**, while Allitt would like to be MD of **Fylde Coast Radio**, or simply **Coast FM**. Details next week.

JUST YOUR AVERAGE CROWD: An estimated 800,000 people visited the **Monsters Of Rock** spectacle in Moscow on September 28, making it probably the largest attendance for a one-day festival. Artists performing included **AC/DC**, **Metallica**, **Black Crowes**, **Pantera** and **EST**.

THE REAL DEAL?: **Time Warner** is at it again. TW is in advanced talks with **Toshiba** (once more) and **C. Itoh** about selling the Japanese companies a 12% joint stake for US\$500 million each. TW stock popped just over US\$3 a share on the news to US\$86.

DIVERSIFICATION CONTINUES: **PolyGram** continues its push into the movie business. The company has signed a letter of intent to reportedly buy mostly distribution rights from financially troubled Canadian entertainment company **Nelson Holdings International**.

IS HE AN INVESTOR?: OTR has learned that a new community radio franchise being offered in Ireland seems certain to go to a religious group, which plans to start a station called **God FM**. Whether this is a working name or the eventual station's call letters has not been determined. One drawback: it can't accept advertising.

OOPS!: Lastly, apologies to **Chris Wemcken**, the new MD at **BMG Ariola Austria**. His former title was vice president of marketing for **BMG Ariola Classics** in New York, not international marketing manager/classic division.

Jazz FM

(continued from page 1)

After a lengthy meeting on September 30, Jazz FM's board decided to give GRR until October 14 to line-up financing to acquire the station. That date is the second extension of the original August 23 deadline.

According to David Astor, chairman of Classic FM, the consortium has the cash, but more time is needed to complete research on the merger of Classic FM and Jazz FM. Astor claims the group was concentrating on the Authority's deadline first, and is now "going all guns on to Jazz FM as a top priority."

Due diligence studies are being completed to satisfy two of Classic FM's (and ultimately Jazz FM's) investors, **Sir Peter Michael** and **Time Warner**, says Astor. "The Jazz FM board is satisfied there is enough money," and the investors are confident that the deal "makes good commercial sense," he adds.

When asked if sealing the formal buyout agreement was simply a matter of paper-shuffling and if he was certain GRR/Classic FM would acquire Jazz FM,

Astor seems to hedge his bets. "I don't know. I hope it will," he says. "It certainly makes commercial sense; the case is there. If it doesn't, Classic will go somewhere else." However, he adds, "The intention is to broadcast Classic FM from London."

Another possible location could be the **GWR Group's** facilities in Swindon, since the five-station network has a 17.5% stake in Classic FM.

Meanwhile, speculation has increased that a consortium led by **Jon Diamond**, founder of American jazz label **GRP**, will also bid for Jazz FM should the GRR/Classic buyout attempt fail. Diamond, who sold his stake in GRP to **MCA** in 1989 to venture into radio, reportedly met with principals of Jazz in August.

Jazz FM MD **John Bradford** declines to be more specific on Diamond's intentions. He says, "We won't know who's interested unless they submit a mature proposal. Either it's a full bid or no bid at all. Anything else is a hypothesis."

The GRR/Classic FM group also plans to merge with **Buzz FM/Birmingham**, where **Maker** is CEO.

Dutch Sales

(continued from page 1)

end of this year. This would roughly account for a growth of more than 25%. Dutch unit sales during 1990 jumped by 24%.

However, **Warner Music Benelux MD Ted Sikkink** does not believe that growth can continue. "Figures over the summer already indicate a totally different picture. The end of August year-to-date figures show that total turnover has grown by 13.5% [instead of 20%] and unit sales by 10.9% [as opposed to 15%]. I

duced music, presented with honesty and simplicity. By sticking to our guns, I don't think we've made the same mistakes as some of the other stations."

While Broglia says he is satisfied with the no. 2 position, he admits the station aims to be the leader. He agrees that while there is a current boom in national music, it is inevitable that all booms end eventually. "If that day arrives, it won't affect our music policy one bit," he says. "You have to remember that the quality in production of artists has improved immensely over the years, and while there may be less music in the future, the product that does remain will be of a high level." Broglia also claims that **Radio Italia S.M.I.** is the most-copied station in the coun-

try, a factor he sees as a compliment.

Local and regional stations to register audience increases during the first quarter of this year include **Radio Peter Flowers/Milan** (148,000) and **Radio Club 91/Naples** (337,000). National gold station **105 Classic** has raised its listening figures from 431,000 to 463,000 while **Radio Capital**, the northern inter-regional '70s disco music station, increased its audience from 229,000 to 233,000.

Pubcaster **RAI**, which does not subscribe to Datamedia, but is monitored for information purposes, lost listeners. Its average daily audience for January-March this year was 10.1 million, but the latest research reveals listening figures of 9.35 million.

Italian Daily Listener Statistics

Station	1990	1990	1991	1991
	Jan-Mar	Oct-Dec	Jan-Mar	Apr-June
Rete 105 (EHR)	3.34	3.30	3.36	3.26
Radio Italia S.M.I.(national)	1.47	2.24	2.60	2.80
Radio Deejay (Dance/Rock)	2.53	2.59	2.69	2.78
Radio Dim. Suono (EHR)	1.23	1.46	1.55	1.59
Radio Kiss Kiss (AC/EHR)	1.04	1.28	1.37	1.38
Radio Monte Carlo (AC)	1.52	1.39	1.33	1.35
RTL 102.5 Hit Radio (EHR)	0.37	0.93	1.22	1.26
Gamma Radio (EHR)	0.69	0.65	0.68	0.69
101 Network (Dance/EHR)	0.71	0.61	0.63	0.60
Radio Subasio (EHR)	0.48	0.48	0.52	0.60

Note: Figures are in millions
Source: *Datamedia*

Warner

(continued from page 1)

Some 10,000 copies (both albums combined) have been manufactured for that market by Warner's pressing plant in Alsdorf.

According to **Warner Music Austria MD Manfred Lappe**, who is coordinating the activities of several east European territories, "This is definitely a first for Hungary, and I believe for all of the east European countries.

"Timing is crucial in such mat-

estimate that at the end of this year, growth will only be between 8-10%."

EMI Benelux MD and **NVPI** chairman **Kick Klimbie** also believes the growth to be less than 25%. "The July and August months were low compared to last year, so I think we'll probably end up with a 10-12% growth, which is still not bad at all. We're still managing to get a lot of people to the stores. There's one on every 10,000 and that's unique."

The new figures were released on the 10-year anniversary of the

Platen 10 Daagse (The 10-day Record Event), an annual, collective campaign by the Dutch record industry organised by the national association for the promotion of soundcarriers, **CPG**. This year's event, run from October 2-12, again offered a free 17-track CD sampler for consumers purchasing Dfl 49.50 on soundcarriers. Last year, 625,000 premium CDs were handed out and the expectation for this year is 675,000. CPG has also produced two TV commercials and various music TV-gala's will further boost the event.

This means a serious blow for pirates. But not only have we released the albums on the same day, but they will also have western quality. The only thing they still can beat us with, is the price." **Lappe** reckons that some 60% of all national music cassette repertoire is pirated.

The two albums are released through Budapest-based **MMC**, Warner's Hungarian licensing partner. **MMC**—founded 14 months ago—also licences **EMI** product and title-by-title releases

from **Virgin** and **PolyGram**. MD **Laszlo Hegedus** confirms that from now on, all Alsdorf product will be released nationally. "We'll start with bringing out 50 Warner back catalogue items. By Christmas, there will be 150 titles out." **Hegedus** believes that Hungary can no longer be seen as a province of Europe. "The output of state recording company **Hungaraton** was always very low. We are going to change that and if there's a simultaneous release, we'll be part of that." **MB**

EHR TOP 40

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	14	BRYAN ADAMS /(Everything I Do) I Do It For You (A&M)		62	51	11	0
2	7	3	SIMPLY RED /Something Got Me Started (East West)		54	41	13	15
3	3	6	DIRE STRAITS /Calling Elvis (Vertigo)		47	37	10	3
4	2	6	MARTIKA /Love...Thy Will Be Done (Columbia)		42	33	9	1
5	9	4	ROXETTE /The Big L (EMI)		40	28	12	7
6	23	2	PRINCE /Cream (Paisley Park)		36	29	7	16
7	5	11	EXTREME /More Than Words (A&M)		38	26	12	2
8	15	3	GUNS N' ROSES /Don't Cry (Geffen)		32	21	11	8
9	4	7	COLOR ME BADD /All 4 Love (Giant)		33	22	11	0
10	10	5	PRINCE /Gett Off (Paisley Park)		28	20	8	2
11	NE		MARIAH CAREY /Emotions (Columbia)		34	26	8	14
12	6	13	CHER /Love & Understanding (Geffen)		28	22	6	0
13	8	4	PM DAWN /Set Adrift On Memory Bliss (Gee Street)		28	23	5	0
14	19	2	CATHY DENNIS /Too Many Walls (Polydor)		29	20	9	6
15	17	4	JULIAN LENNON /Saltwater (Virgin)		32	24	8	8
16	11	11	OMD /Pandora's Box (Virgin)		26	20	6	1
17	18	3	CRYSTAL WATERS /Makin' Happy (A&M)		24	14	10	4
18	12	8	HEAVY D & THE BOYZ /Now That We Found Love (MCA)		28	21	7	0
19	14	7	LEVEL 42 /Guaranteed (RCA)		29	20	9	1
20	28	2	BRYAN ADAMS /Can't Stop This Thing We Started (A&M)		26	20	6	4
21	NE		PAUL YOUNG /Don't Dream It's Over (Columbia)		21	17	4	13
22	NE		BELINDA CARLISLE /Live Your Life Be Free (Virgin)		24	16	8	8
23	40	2	SABRINA JOHNSTON /Peace (East West)		21	17	4	4
24	21	4	RIGHT SAID FRED /I'm Too Sexy (Tug/BMG)		22	13	9	1
25	NE		ERASURE /Love To Hate You (Mute)		20	17	3	7
26	26	16	ROD STEWART /The Motown Song (Warner Brothers)		19	15	4	0
27	13	10	AMY GRANT /Every Heartbeat (A&M)		22	12	10	1
28	37	2	MARKY MARK & THE FUNKY BUNCH /Good Vibrations (Interscope)		21	10	11	3
29	34	2	ZOE /Sunshine On A Rainy Day (M&G)		18	16	2	0
30	RE		HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer (EMI USA)		17	10	7	2
31	27	11	SEAL /The Beginning (ZTT/WEA)		18	13	5	0
32	36	2	OMD /Then You Turn Away (Virgin)		19	11	8	2
33	NE		CHER /Save Up All Your Tears (Geffen)		18	11	7	16
34	RE		SCORPIONS /Wind Of Change (Mercury)		18	11	7	5
35	NE		SALT-N-PEPA /Let's Talk About Sex (ffrr)		21	11	10	6
36	30	17	LENNY KRAVITZ /It Ain't Over 'Til It's Over (Virgin America)		14	10	4	0
37	32	2	KYLIE MINOGUE /Word Is Out (PWL)		17	8	9	1
38	29	3	JASON DONOVAN /Happy Together (PWL)		14	6	8	3
39	16	6	MIDGE URE /Cold Cold Heart (Arista)		18	13	5	1
40	25	4	ROD STEWART /Broken Arrow (Warner Brothers)		18	9	9	2

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. Unlike M&M's European Airplay Top 50, which includes reports from stations serving a general audience, these stations target 12-34 year-old listeners with contemporary music fulltime or during specific dayparts. 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 RECORDS

PAULA ABDUL /The Promise Of A New Day (Virgin America)	18/2	R.E.M. /The One I Love (Warner Brothers)	13/7
DJ JAZZY JEFF & THE FRESH PRINCE /Summertime (Jive)	18/1	KENNY THOMAS /Best Of You* (Cooltempo)	13/7
OLETA ADAMS /Don't Let The Sun Go Down On Me* (Fontana)	16/7	BOB SEGER /The Real Love* (Capitol)	13/3
TOM PETTY & THE HEARTBREAKERS /Learning To Fly (MCA)	16/3	ARMY OF LOVERS /Crucified (China)	13/2
INCOGNITO FEAT. JOCELYN BROWN /Always There (Talkin' Loud)	16/2	PATRICK BRUEL /Decale (RCA)	13/2
GLORIA ESTEFAN /Live For Loving You (Epic)	15/3	LENNY KRAVITZ /Stand By My Woman (Virgin America)	13/2
SCORPIONS /Send Me An Angel (Vertigo)	15/2	TEXAS /Why Believe In You (Vertigo)	13/2
SIMPLE MINDS /Stand By Love (Virgin)	15/1	R.E.M. /Near Wild Heaven (Warner Brothers)	13/1
GIPSY KINGS /Baila Me (Columbia)	15/0	UTAH SAINTS /What Can You Do For Me (ffrr)	13/1
TOM PETTY & THE HEARTBREAKERS /Into The Great Wide Open (MCA)	14/5	ELECTRONIC /Feel Every Beat (Factory/Virgin)	13/0
BAD ENGLISH /Straight To Your Heart (Epic)	14/2	MARC ALMOND /Jacky* (Some Bizzare/WEA)	12/6
MICHAEL BOLTON /Time Love & Tenderness (Columbia)	14/1	TINA TURNER /Nutbush City Limits (The 90s Version)* (Capitol)	12/5
WET WET WET /Make It Tonight (Precious/Phonogram)	14/1	WHITNEY HOUSTON /I Belong To You* (Arista)	12/4
MARC BOLAN /20th Century Boy (Marc On Wax/East West)	14/0	R.E.M. /Shiny Happy People (Warner Brothers)	12/2
BEVERLY CRAVEN /Woman To Woman* (Epic)	13/7	ROZALLA /Everybody's Free* (Pulse 8/Flarenasch)	11/3

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 odds. Asterisks indicate new entries in Chartbound.

AIRPLAY ACTION

by Machgijel Bakker

The difference between nos. 1 and 2 is slowly decreasing. While **Bryan Adams** remains at no. 1 (for the eighth consecutive week) with 62 stations under its belt, the number of stations reporting **Simply Red's** *Something Got Me Started* has seen an increase of no less than 58%. Now up to a total of 54 stations, Adams is finally getting serious competition for the top spot.

Something Got Me Started is played in 11 markets with its best airplay coming from Italy, the UK, Benelux and Sweden. While the new album *Diamonds & Pearls* has just seen the light of day, **Prince** can boast of having two singles in the top 10. *Gett Off* remains static at 10, but *Cream*—probably more suitable for EHR—jumps to no. 6 (coming from 23), making it the fastest mover of this week. *Cream* gets reports from 12 markets, with the emphasis on the UK, France, Italy and Holland.

Guns N'Roses also move into the top 10 (15->8) with *Don't Cry* getting good reports on EHR stations in Norway, Spain, Holland, and (to a lesser extent) the UK. It is the first EHR top 10 single for the band.

Highest new entry (11) for **Mariah Carey's** *Emotions*. The single seems to be right on target for the Dutch market as all of its EHR stations are playing it; other good reports come from Sweden, Norway and Belgium. Second best entry for **Paul Young's** cover of **Crowded House's** 1986 single *Don't Dream It's Over* that is particularly favoured on French and Norwegian airwaves. Oddly, the single gets hardly any airplay in the UK.

Two re-entries this week: **Huey Lewis's** *It Hit Me Like A Hammer* (it peaked at no. 7 six weeks ago) and **Scorpions's** *Wind Of Change*, that stalled at no. 23 at the end of June.

While UK stations stopped playing 'It Hit Me' a while ago, the single is suddenly popping up again in Germany, Italy and France.

As reported last week, UK stations have finally discovered the impact of *Wind Of Change* and due to this support (plus continued airplay in Germany and Denmark), it re-enters at no. 34.

EHR NEW ADD LEADERS

CHER /Save Up All Your Tears (Geffen)	16
PRINCE /Cream (Paisley Park)	16
SIMPLY RED /Something Got Me Started (East West)	15
MARIAH CAREY /Emotions (Columbia)	14
PAUL YOUNG /Don't Dream It's Over (Columbia)	13
GUNS N' ROSES /Don't Cry (Geffen)	8
JULIAN LENNON /Saltwater (Virgin)	8

The EHR "New Add Leaders" 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.

EHR "A" ROTATION LEADERS

BRYAN ADAMS /(Everything I Do) I Do It For You (A&M)	51
SIMPLY RED /Something Got Me Started (East West)	41
DIRE STRAITS /Calling Elvis (Vertigo)	37
MARTIKA /Love...Thy Will Be Done (Columbia)	33
PRINCE /Cream (Paisley Park)	29

The EHR "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

Artist/Title/Label	"A" %
MICHAEL BOLTON /Time Love & Tenderness (Columbia)	92
ELECTRONIC /Feel Every Beat (Factory/Virgin)	92
R.E.M. /The One I Love (Warner Brothers)	92
TINA TURNER /Nutbush City Limits (The 90s Version) (Capitol)	91
ROZALLA /Everybody's Free (Pulse 8/Flarenasch)	90
ZOE /Sunshine On A Rainy Day (M&G)	88
ERASURE /Love To Hate You (Mute)	85
SABRINA JOHNSTON /Peace (East West)	80
PAUL YOUNG /Don't Dream It's Over (Columbia)	80

"A" Rotation Performance is a listing of those records who have achieved the best A rotation performance. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 10. Songs tied are listed alphabetically.

EHR TOP NEWCOMERS

Artist/Title/Label	Total Stations
PAUL YOUNG /Don't Dream It's Over (Columbia)	21
BOB SEGER /The Real Love (Capitol)	13
MARC ALMOND /Jacky (Some Bizzare/WEA)	12
TINA TURNER /Nutbush City Limits (The 90s Version) (Capitol)	12
ROZALLA /Everybody's Free (Pulse 8/Flarenasch)	11

EHR Top Newcomers are those artists that have never had a Top 20 hit before. Artists are listed by total number of stations. In the case of a tie, songs are listed alphabetically by artist.

ZOUK MACHINE

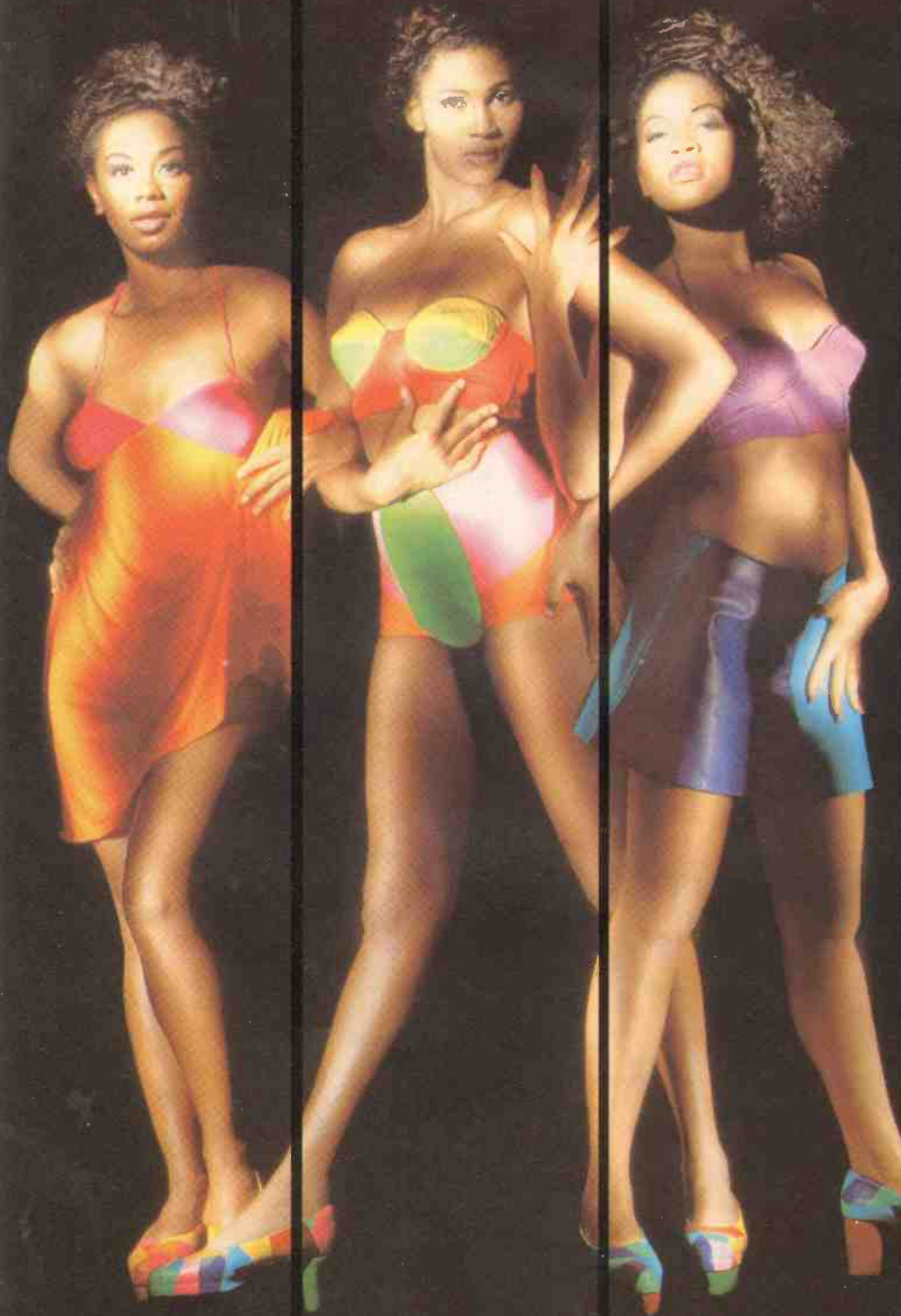
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