Music & Media®

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Blur's *Best Of* is this week's highest new entry in the European Top 100 Albums chart at number nine.

we talk to radio

M&M chart toppers this week

Eurochart Hot 100 Singles
MODJO
Lady (Hear Me Tonight)
(Universal)

European Top 100 Albums
U2
All That You Can't Leave Behind
(Island)

European Radio Top 50
U2
Beautiful Day
(Island)

European Dance Traxx
MODJO
Lady (Hear Me Tonight)
(Universal)

Inside M&M this week

WORLD UNCOVERED
In his report from WOMEX 2000, *Nigel Williamson* reports on how enterprising indies are leading the way in the world music sector. **Page 7**

SISTERLY ACT
Currently on tour with Britney Spears, Aussie duo Sister 2 Sister (pictured left, with the US teen queen) are making radio waves in Europe with their Mushroom single *What's A Girl To Do*. **Page 8**

HEAR THEM NOW
The retro-disco sound of Modjo is currently topping the Eurochart Hot 100 with *Lady (Hear Me Tonight)* (Sound of Barclay). But just who are they? **Page 8**

BMG shake-up means return of Gassner

by Emmanuel Legrand

NEW YORK — It's the unexpected return of the prodigal son. Nine months after departing BMG, Rudi Gassner is back, and this time, he's in full charge.

Gassner, a former president/CEO of BMG International, has been appointed president/CEO of BMG Entertainment following a brutal management shake-up which will see the departure of BMG Entertainment chairman Michael Dornemann and president/CEO Strauss Zelnick.

According to a company statement, Dornemann will step down from the Bertelsmann executive board (effective December 31) and as chairman of BMG Entertainment at the end of the company's fiscal year on June 30, 2001, while Zelnick's resignation is effective from December 31. Zelnick will become the non-executive chairman of B2B Internet services provider On2.com.

Gassner, who will also have a seat on Bertelsmann's board, is expected to take up his position on January 1, but sources close to the situation say that the shift of power is already happening. "Dornemann has no interest in exercising power and Zelnick is no longer in the picture. [Gassner] is calling the shots," says a senior source.

While Dornemann's departure was expected, the resignation of Zelnick was a surprise. Zelnick joined BMG Entertainment as CEO of North America in January 1995 and was promoted to president and CEO of

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Gassner

Elton pulls out the stops

by Paul Sexton

NEW YORK — From the stage of Madison Square Garden into the world's record stores in 23 days flat—that's not bad going for a 53-year-old with a pacemaker fitted to his heart.

Elton John's *One Night Only* album, recorded on October 20 and 21 with a gaggle of guest stars at New York's Madison

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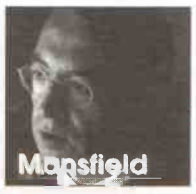
Capital Radio seeking European partnerships

by Jon Heasman



Mansfield

BERLIN — Affluent British radio company seeks sexy continental European partners for long or short term relationships.

Delivering a keynote address at the NAB European Radio Conference in Berlin on November 6, Capital Radio chief executive David Mansfield made it clear that his company wished to remain a radio-focussed company, and in order to help it to do that it wants to grow bigger through partnerships in Europe.

"We question the attention radio gets when it's part of a wider media group," Mansfield noted, warning that media giants such as the UK's Granada are likely to be eyeing specialist radio companies like Capital once cross-media ownership restrictions are loosened in the next couple of years. He admitted that some of Capital's own past brand diversifications outside of radio, such as its themed restaurants business, had been a mistake.

Explains Capital's group head of international development Donnach O'Driscoll: "[The speech] was a question of us saying for the first time on a public forum this is who and what we are in the UK, and that we are interested in exploring and developing relationships with other European groups who might have a like-minded view."

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Music & Media

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Upfront

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

Are we diverging or converging? That is the question.

At least, that was the question participants at last week's NAB European Conference in Berlin were asking.

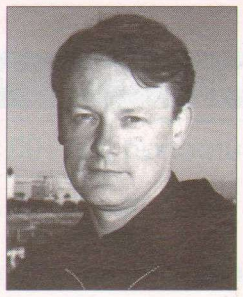
With the digital era radically transforming the radio landscape, one school of thought—the "divergence" proponents—claims that digital developments are creating a set of different competing businesses. On the other hand the "converging" enthusiasts, view all these new digital goodies as one expanding jigsaw where all the pieces fit with one another.

At this stage, it's probably as important as defining the sex of angels. No matter how you look at it—convergence or divergence—radio is in the thick of it, and those who are not acting now will have a painful wake-up call tomorrow.

This was particularly apparent in all the Internet-related sessions and in the presentations regarding digital radio—yes, the beast is still alive!

The general consensus is that the radio industry is moving from a single model of development—over the air—to several new models—on cable, via satellite, through the 'Net, via digital transmission and on mobile applications—all of which both compete with and complement each other.

That said, there were some voices—most notably that of Chrysalis Radio chief executive Phil Riley—who introduced some notes of caution. Yes, he said, the world of radio as we know it is changing, but the introduction of new technologies always take time before making an impression on the mass market.



After all, he claimed, it took 30 years for the Internet to become mainstream, so the new technologies will certainly have an impact, but not as quickly as some would think.

In the meantime, broadcasters will have to continue to invest fortunes in the Internet or in digital radio simply to keep up with the pack.

Music & Media values its readers' opinions—you can e-mail the editor-in-chief at: **elegrand@musicandmedia.co.uk**

GWR expands with Marcher

by Jon Heasman

LONDON — The GWR Group has further extended its UK radio empire by paying £12.1 million (euro 20.5 m) to take over the loss-making Marcher Radio Group.

Marcher, which was one of the few remaining independently-owned groups in UK radio, operates one AM and four FM licences covering around one million adults in Cheshire and North Wales. Its stations are MFM/Wrexham, Marcher Gold/Wrexham, Champion FM/Bangor, Coast FM/Colwyn Bay and The Buzz 97.1/Birkenhead.

GWR already owned 20% of Marcher, which recorded pre-tax losses of £475,000 on a turnover of £1.7 m in the financial year ending September 2000. The take-over means that GWR stations will now account for 23% of commercial radio's total audience in the UK.

Godfrey Williams will remain with Marcher as its non-executive chairman, but is replaced as managing director of the Marcher Group by Josh Easby, who first worked for GWR in New Zealand when it acquired that country's Prospect radio group. Easby's subsequent projects for GWR have included a spell as managing director at Chiltern FM in Luton and, most recently, as executive chairman of the York-based Minster Sound Group and Stray FM/Harrogate.

Leading the new programming team at Marcher will be industry veteran Graham Ledger, who joins from Darlington's Alpha 103.2, where he was programme director. Ledger replaces Terry Underhill, who recently left Marcher to become programme director at Cardiff AC/talk station Real Radio.

Meanwhile, GWR's pre-tax profits have increased by 9.2% for the six months ending September 30. Turnover was up by 23.7% from £47.5 million to £58.7m. The eight radio stations which GWR acquired from DMG Radio earlier this year have been integrated into the group during the past three months, although a company statement reports that the financial performance of those stations "has been slightly below our initial expectations."

Danish Radio 2 increases listening share

by Charles Ferro

COPENHAGEN — Commercial AC station Radio 2 has boosted its market share from 3.0% to 4.1% in the third quarter, according to the latest Gallup figures measuring the popularity of radio stations in Denmark.

Radio 2's figure is even more impressive considering the station accounted for just 1% of the market this time last year. CHR sister station Radio Uptown also increased its share, from 0.8% to 1%.

"The main reason is that we're sticking to format and not adjusting the way everyone else is," remarks Radio 2/Uptown MD Jim Receveur. "It seems other stations aren't being consistent, finding a niche and sticking with it."

The country's other major commercial player, the Voice group, boosted its share from 6.3% in the second quarter to 7.4% this quarter. The station says that the main reason for the rise was the increasing popularity of its AC outlet, Pop FM.

Commercial stations continue to chip away at public broadcaster Danmarks Radio (DR)'s dominant share. Commercial players increased their share to 32.9% from 31%—last year they stood at 29.7%.

DR has a 62.2% share in the latest figures, down from 64% in the previous quarter and from 65.9% a year earlier. In the past year, DR has been adjusting its programming in order to win back former listeners. CHR station P3 in particular has been moving younger to compete with commercial CHR rivals The Voice and Radio Uptown, but P3's share still slipped this quarter, by 0.3% to 22.4%.

Danish radio listening figures (as % share)

Station (format)	2Q 2000	3Q 2000
DR P4 (Various local)	32.0	30.1
DR P3 (CHR)	22.7	22.4
Radio Jylland Group (Various)	12.4	11.9
The Voice (CHR)	6.3	7.4
DR P1 (talk)	5.7	6.0
Radio 2 (AC)	3.0	4.1
DR P2 Classic (jazz/talk)	3.6	3.6
Radio Uptown (CHR)	0.8	1.0

GMV acquires El Diablo

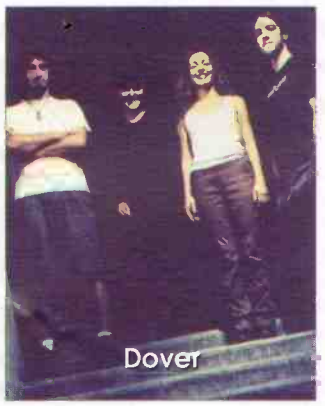
by Howell Llewellyn

MADRID — Spanish music conglomerate Gran Vía Musical (GVM) has acquired a 51% stake in El Diablo, the distribution arm of the country's leading alternative music label, Subterfuge Records.

The new company, Gran Vía Musical-El Diablo, will be incorporated into GVM's Gran Vía Distribucion (GVD) to form Spain's biggest alternative music distributor.

The deal marks the first move for the fast-expanding GVM away from mainstream and Latino music.

Subterfuge's catalogue contains such acts as Sexy Sadie, Mastretta, Los Enemigos, Los Fresones Rebeldes, and includes Dover's sales debut hit album *Devil Came To Me*. El Diablo also distributes 20 Spanish and 10 international indie labels. The latter include the UK's Acid Jazz, Atmospheriques of France, and US labels Tommy Boy and Moonshine Records.


Dover

GVD's licensed labels include Fonovisa, Karen Records, Eurotropical, Soundtracks and Manzana Discos.

CEO of GVM Jaime de Polanco says: "We decided to approach Subterfuge because El Diablo is Spain's most important alternative music distribution company. Our labels already cover the Latino genres, but we wanted to have a role in the vibrant alternative sector. GVM is also an indie music company, and our aim now is to acquire new indie labels to distribute."

El Diablo director Mikel Sagüés comments: "We have the know-how, and GVD has the infrastructure and channels leading to Latino markets in the US and Latin America."

Geenen exits Radio Donna

by Marc Maes

BRUSSELS — Flemish public Hot AC station VRT Radio Donna has been rocked by the departure of four of its staff, including long-serving station manager, Bert Geenen.Geenen is being replaced at Donna by Marc Coenen, who previously worked for Studio Brussel and was part of the VRT's radio programming committee, where he supervised the broadcaster's Internet strategy.

Geenen has left the station to join commercial broadcasting group Vlaamse Media Maatschappij (VMM), the parent company of radio stations TopRadio and Mango and TV channels VTM and Kanaal 2.

Geenen joined public broadcaster VRT in 1984 and worked both as presenter and producer on Studio Brussel and Radio 1 before being appointed station manager at Radio Donna.

Marc Coenen

His departure has been followed by that of Erwin Deckers and Sven Ornelis, presenters of Radio Donna's popular morning show, who like Geenen are joining VMM to apply for a new national radio licence.

"The Flemish government has planned the launch of national Flemish commercial radio and Geenen and Deckers will determine the new station's profile and format," says VMM spokesman Mark van Lombeek.

Another "veteran" to leave Radio Donna is presenter Fien Sabbe. Unlike her three colleagues, Sabbe is staying with the VRT to pursue her career as TV presenter on its second channel Canvas.

Riviera Radio increases talk

by Mark Worden

MILAN — Monte Carlo-based English language station, Riviera Radio, has introduced a new format which features more news and talk, a more structured playlist and a new jingle package.

The changes follow the appointment at the station of Mike Holloway as director of programmes. Holloway, who was previously director of music at AC/Gold Clyde 2 in Glasgow, says: "Our aim is to create a genuine local radio station for the residents of the Riviera, who tend to be both well-informed and selective in their tastes."

Radio Riviera, which broadcasts along the Italian-French coast "from San Remo to St. Tropez" has an over-35 target audience. Typical listeners tend to have English either as a first or a second language, although Holloway says "we receive plenty of enthusiastic e-mails from non-English-speaking listeners."

Holloway describes the music policy as "broadly AC with selected all-time greats." But it is the station's talk output that Holloway and his colleagues are concentrating on. "We really want to build our own news service, instead of having to rely on [bulletins from] the BBC," he says. "We've already started doing our own news bulletins from Monday to Friday."

Riviera Radio, which was founded in 1984, changed owners earlier this year when it was acquired by the US-based Morris Communications Corporation from the Danish businessman, Per Mortenssen, for an estimated $5 million (€5.8m).

ON THE BEAT

EMAP APPOINTS EVENTS DIRECTOR

LONDON — Emap Performance has appointed Malcolm McKenzie (pictured) as managing director for music and events. In his new role Mckenzie will be responsible for all Emap Performance club events and branded compilation CDs. Mckenzie joins Emap Performance from MTV Networks Europe, where was head of Eastern Europe, Israel and South Africa. Prior to joining MTV, he was managing director of Grant James Music. McKenzie will take up his position early next year and will report directly into Dee Ford, managing director of Emap Performance.

VPRT MOVES TO BERLIN

BERLIN — Germany's commercial broadcasting and telecommunications association, VPRT, has announced it is moving its offices from Bonn to Berlin in 2002. VPRT represents the interests of over 160 German commercial broadcasters, including some 60 radio stations. At its annual meeting VPRT also annouced it was to launch a multimedia section. "Electronic media companies are facing new challenges with the internationalisation of markets and the convergence of technology and content. That's why the VPRT is putting a new focus on the development of the new media economy," explains VPRT general manager Ursula K Adelt.

RAJAR REVEALS LONDON TRENDS

LONDON — Detailed analysis of last week's official RAJAR audience figures (M&M, November 11) for the London market shows that CHR station 95.8 Capital FM has lost its market leadership among 15-24 year-olds to dance station Kiss 100. Kiss now reaches 694,000 (47.4%) of this demographic on a weekly basis, compared to Capital FM's 671,000 (46%). Meanwhile, the figures for London also show a dramatic loss of audience for BBC London Live, the public broadcaster's full-service replacement for AOR/talk service GLR. London Live's share of listening stands at just 0.6%, compared to 1.2% in the previous quarter and 1.3% for GLR in the equivalent quarter a year ago.

ANDALUCIAN MUSIC SHOWCASED IN MADRID

MADRID — SGAE, Spain's authors' and publishers' society, has organised a four-day series of concerts entitled Andalucia+Musica in Madrid between November 14-17. The event will showcase the varied music styles of the southern Spanish region of Andalucia. Artists appearing at the free concerts will include copla singer Maria Jose Santiago, flamenco singer Sorderita, rock-flamenco group Lagartija Nick, and flamenco-rap singer Tomasito. The Andalucian Record Labels' Association AEDA is collaborating in the project.

MOVING CHAIRS

OSLO — Managing director of EMI Norway **Michael Manasse** is moving from Oslo to Stockholm to become MD at Edel Records Sweden. Manasse will report to Edel's London-based vice president of Northern Europe, Helge Trilck.

LONDON — The UK's the GWR Group, has appointed **Chris Scott** to the newly-created position of human resources director.

STOCKHOLM — **Magnus Quick** has been made assistant station manager at Malmo public station SR Malmöhus. In his new role Quick will have overall responsibiltity for SR Malmöhus's input to the P4 network of local stations.

BMG receives top award

by Jonathan Mander

HELSINKI — BMG Finland is celebrating its Record Company Of The Year award presented at this year's Musiikki ja Media (Music and Media) conference in Tampere.

Music industry representatives gathered for the 11th staging of the event (October 26-29) to recognise excellence within the sector and discuss, among other things, the success of Finnish music exports.

Asko Kallonen, production manager at BMG Finland, said radio has played an important part in that success, he praised in particular the role of public CHR station, YLE Radiomafia. "They have helped in breaking several artists. It is so important that we have a national station. Radiomafia added Darude, Bomfunk MC's and HIM to their playlists at a very early stage," he noted.

Changes in Finnish society were also cited as one of the factors which has enabled new acts to break into the international market. The boom of the new economy has taken Finland into an economic upswing, with Nokia as its driving force, while business in general has become more globalised.

Kallonen, who received the Production Manager Of The Year award, said: "The overall improvement of the quality of our pop culture has enabled these successes."

Sony Music Finland marketing director Hans Rautio, who was involved with the rise of Bomfunk MC's, agreed there has been a change in the cultural climate. "As consumers of music we are now on the same level as anyone else," he remarked.

EMI Finland local A&R manager Vellu Maurola points out: "A lot of work during the last five to 10 years has been done to create international contacts. Acts like Jimi Tenor and Pan Sonic have made Finland known in the underground music scene."

Where international success has been achieved, delegates agreed it has been on the back of solid domestic performance. "The domestic market is a good place to gain a positive flow," said Kallonen.

Sony's Rautio agreed. "You have to be successful in Finland first. There has to be the back-up, the experience," he said.

The Bee Gees were presented with a four million performance award for *Love Somebody* (Gibb Brothers Music/BMG) at the recent BMI Awards held in London. The awards are given annually to the BMI songs from the performing rights society and European societies' repertoires that have received the most radio and TV airplay in the US. Other songwriters honored included Steve Winwood, Sting and Queen. Pictured from left to right are: Paul Curran (MD, Music Publishing UK), Frances Preston (President & CEO, BMI), Robin Gibb.

'Net portal, more TV for Los 40

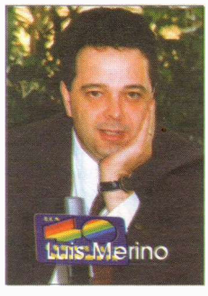
by Howell Llewellyn

MADRID — Spain's CHR market leader, SER's Los 40 Principales, is transforming itself into a fully-fledged multimedia company.

The network's website (www.cadena40.es), which attracts 1.2 million visitors per month, has been replaced by a portal (los40.com). Meanwhile, two new digital TV channels—40Latino and Classic40—will begin broadcasting on Canal Satelite Digital from December 1.

These channels will complement 40TV, which for the past five years has been offering a mainstream CHR music mix. As its name implies, 40Latino will feature artists of a Latin music tendency, while Classic40 will play classic hits.

Unveiling Los 40 Principales' new programming for 2000-2001 at a party in central Madrid, network director Jaime Baró said: "We have moved on to a new model of music radio, with more fun and more direct audience participation. Los 40 Principales is no longer a formatted radio station in the purest sense, but a grand window display for Spanish music."



José María García Lastra, SER's Internet director, said of the company's new online portal offering: "We have the name, the experience and the content. Our website is very easy to navigate. It will also be used by listeners to help select each week's Los 40 Principales chart hits."

Other Los 40 activities include a 250,000-circulation teen pop magazine (40Magazine), and a Los 40 credit card currently held by 500,000 listeners.

Luis Merino, director of SER's music radio division Cadenas Musicales said of the latest brand extensions: "Traditional radio coverage is no longer enough for the demanding music fan with access to digital TV platforms and the Internet. Los 40 Principales is now at the level of any comparable outfit in the world."

ON THE BEAT

LATEST PLATINUM EUROPES REVEALED

LONDON — US artist Moby's *Play* has received a triple platinum certification in Europe by the IFPI for sales exceeding three million units. Three new albums have been certified Platinum in Europe in October by the IFPI for sales in excess of one million units. Eric Clapton (pictured) & B.B. King reach the Platinum Europe plateau with their Warner album *Riding With The King*, joined by Mark Knopfler's *Sailing to Philadelphia* (Mercury) and Alejandro Sanz's *El Alma Al Aire* (WEA). Moving up to double Platinum Europe are the Bee Gees' live album *One More Night* (Polydor) and Westlife's eponymous debut album on RCA.

CHEIRON PRODUCERS LAUNCH VENTURES

STOCKHOLM — The main producers behind the Stockholm production company Cheiron, which created the sound of the Backstreet Boys, Britney Spears and 'N Sync, are launching production new businesses. Tom Talomaa and Max Martin launch Maratone next year, while David Kreuger and Per Magnusson are starting up A Side. Kristian Lupdin and Jakob Schulze are setting up an unnamed firm at Cheiron's studios in Kungsholmen. Each producer will hold a 50% share in his respective company with Talomaa advising all three. No clients have yet been announced and publishing deals are being negoatiated.

WISE BUDDAH GETS PETE TONG INTERNATIONAL

LONDON — UK radio production company Wise Buddah has formed a specialist sponsorship and global programme distribution unit to sit alongside its radio and TV programming team. Its first major project is the international marketing of UK DJ Pete Tong's "Essential Selection" to broadcasters outside the UK. Wise Buddah has been producing Friday night's Essential Selection, which is listened to by over two million people, since 1995 for BBC Radio 1. The company obtained the international licensing rights to the show through a joint venture with BBC Radio International. It will be available in a weekly two-hour version, in a commercial-friendly "kit" format and will, according to the company, be the first of a tranche of new programming versioned specifically for the international market.

wise* buddah

internet in-site

Keynote Systems
www.keynote.com

In yet another indication of how fast the streaming media industry is growing, Keynote Systems has created a benchmark methodology to evaluate and quantify audio and video streaming. It has launched an ongoing index of popular sites' performance as well, which if nothing else proves that there is tremendous scope for improvement across the board. On Keynote's 10-point scale, in fact, the average is 1.87. MTV Interactive ranked less badly than others, with a 3.46, with WUSL-FM in Philadelphia listed as the best broadcast radio. No European sites are included yet, but Keynote's undertaking still makes for thought-provoking reading. The company also provides a range of quality control services to businesses that stream from their sites.

Chris Marlowe