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The European
Music &
Broadcast
Trade Magazine

German Radio Groups Merge

by Howard Shannon

(M&M September 29).

West German private radio associations BPRT and BKS are due to merge on October 15, less than two weeks after the country's nine largest commercial stations joined forces to create the new trade body, ALPHA

'Red Hot & Blue' Targets All Formats

Chrysalis Records says it aims to get tracks from the *Red Hot And Blue* AIDS charity compilation played on all music radio formats in Europe when it is released on October 22.

The double album features 20 versions of Cole Porter songs performed by artists including U2, Neneh Cherry, Sinead O'Connor, Fine Young Cannibals, Deborah Harry & Iggy Pop, Neville Brothers and David Byrne.

"We will be attacking the easy-listening stations and dance formats as well as the

continues on page 3

BELGIAN RADIO NETWORK DECLARED BANKRUPT

Nostalgie To Be Sold To Europe 2, NRJ!

by Marc Maes

Belgium's Nostalgie radio network has been declared bankrupt and was expected to be sold at press time for more than Bfr 55 million (app. US\$ 1.7 million). Companies understood to be interested in taking over the network include French radio stations Europe 2 and NRJ, and the press group Vers L'avenir.

The network is currently controlled by Pro-Public Benelux NV, which was declared bankrupt by a Brussels court on September 24. Pro-Public owns five Nostalgie stations outright, plus the Belgian licence for the Nostalgie identity, which it acquired from Nostalgie France last year. This has been franchised to

another 20 stations in Belgium.

The court also declared bankrupt Nostalgie Belgium's advertising sales house, Regie Leader. This handled local sales for the group since its foundation, and also took over national sales from Optimedia in July. Jean-Paul Vittu de Keraoul is MD of both Pro-Public Benelux and Regie Leader.

David Daggelinxck and Laurence Housiaux, managers of Nostalgie's Flemish and French stations respectively, were officially dismissed on September 24. However, they and the rest of Nostalgie's 50-60 employees have continued working and the sta-

tions are operating as normal.

Daggelinxck: "For the French-language service, Vers L'avenir is providing the money. We have been able to keep the stations in Flanders on air through financial support from the franchisees."

He cites a number of reasons for the bankruptcy. "National advertising remained below expectations, and the political instability over networking in Flanders never allowed Nostalgie to break through."

In Flanders, competition for ads with commercial television channel VTM is fierce, and the Flemish government is due to vote on an anti-network law within months.

Vittu de Keraoul is also MD of Pro-Public France, which operates all Nostalgie France's outlets north of Paris. Pro-Public France is trading as normal and has not been affected by the developments in Belgium.

Europe 2 and NRJ were not available for comment at press time. □

EMI Lures Lewis From BBC Radio 1

by Hugh Fielder

Radio 1's head of programmes Roger Lewis is leaving the BBC to become director of EMI's classical division at the beginning of November.

The move has surprised

stunned by the news - although Lewis spent many years in the classical world as a musical director and conductor before he started in radio.

"When I looked at his career I wondered how he had ever become involved in pop radio," joked EMI strategic marketing director David Hughes.

In his new role, Lewis, who will report to Hughes, will be responsible for EMI's Classics label and for developing EMI's roster of classical recordings by UK artists.

"The business role within EMI's classical division has taken on greater significance since the success of Nigel Kennedy and it is important to manage that business

continues on page 5



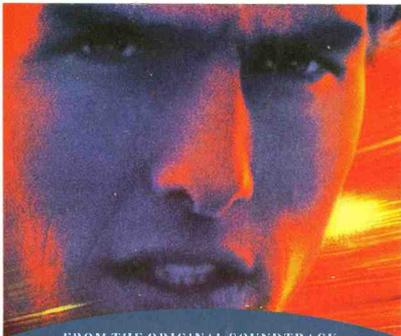
Roger Lewis

both the UK radio and record industries - Radio 1 DJs were reported to be

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N E W S

Capital Finalises Century Stake

by Hugh Fielder

Ireland's Century Radio will be spending IRE 500,000 (approx. US\$ 850,000) on new transmitters and introducing a new programme schedule following its agreement with Capital Radio for a IRE 5 million rescue package in return for a 20% stake in the station (M&M August 4).

Colin Walters, appointed chief executive at Century by Capital in July when the two companies started negotiations, says: "Now that the deal is complete we can go ahead with buying new transmitters to fill up the remaining gaps in our national coverage." The transmitters will serve the Bedford area and the centre of Ireland.

Walters, who was previously MD at Manchester's Piccadilly Radio and now runs the Laurel Benedict radio management consultancy with US consultant Jeff Pollack, has also been working on a new programme schedule for Century with programme controller Bob Hopton, who joined the station last month from BRMB in Birmingham.

"We are looking at the new schedule now and we'll be introducing it in the last week of October," he says. "And we'll be following that with a major marketing push."

The agreement between Century, Ireland's first national commercial radio station, and Capital Radio provides for an immediate IRE 1.8 million loan plus a further IRE 3.2 million to be made available to Century by its major shareholders and bankers. In exchange, Capital has an option on 720,000 Century shares, 20% of the company's share capital.

Capital Radio MD Nigel Warnley: "I believe we can play a valuable role in the development of Century in Ireland where radio is already well established as an advertising medium. I have every confidence that Century, with its increased financial resources and new marketing opportunities, will continue to improve on its recent encouraging audience research figures and will become a suc-

cessful station!" Century went on air in September 1989 but ran into problems earlier this year as a result of poor listening figures, low advertising revenue and the lack of a clearly defined image. That resulted in resignations, staff cuts and board-room rows.

Walters says the problems were typical of those faced by new radio stations: "They were caused by underfunding and a false perception of the size of the audience and how fast it could be achieved. Everybody in radio knows those problems. But the latest audience figures conducted in the summer give us a weekly reach of 70% which is encouraging. We feel very confident now that the company is well-financed. There will be a clear-cut policy coming out of Century Radio over the next 12 months." □



Colin Walters

'Red Hot & Blue'

continued from page 1

pop stations" says international director Mike Allen. "The variety of the songs means that there is something for all formats. There's a range of interpretations from the traditional to the radical!"

The first single from the album, Neneh Cherry's *I've Got You Under My Skin*, is released on CD. It enters the Eurochart Hot 100 Singles this week at no. 64. Meanwhile, it is at no. 13 in the European Airplay Top 50 after just two weeks.

Other tracks include Sinead O'Connor's *You Do Something For Me*, Annie Lennox's *Everytime We Say Goodbye*, Kirsty MacCall & The Pogues' *Miss Otis Regrets*, The Jungle Brothers' *I Get A Kick Out Of You* and David Byrne's *Don't Fence Me In*.

Radio will also be able to use the BBC Radio 1 AIDS Day special broadcast on September 26, which features interviews with the artists and a history of the album project. It will be available free from Chrysalis offices in each European territory.

All profits from the record will go to local AIDS charities chosen by each territory in conjunction with King Cole Inc, a non-profit organisation set up to administer the project. And Chrysalis will account to King Cole for all its production and distribution costs.

The LP is reviewed on page 18.

Soviet Station Launches From Oslo

by David Rowley

Radio Roks, which claims to be the Soviet Union's first commercial pop station, is due to begin broadcasting via satellite from Oslo on October 15.

Operated by a new Russian media company called Interroks, the service is backed by Hungary's state-owned FM station, Radio Danubius, with US consultancy firm Radio Express supplying playlists and programming material. With a Western-style, predominantly Top 40 format, plus news and advertising, the station will be on air from 06:00-10:00 and 16:00-19:00 CET daily.

It has a staff of six, who have 'defected' from Radio Moscow. Studio time has been leased for the next 12 months at Norwegian private Radio Oslo, because it was impossible to find sufficient studio space in Moscow. From Oslo, Radio Roks will send its signal via satellite to land-based transmitters in Soviet cities including Moscow, Leningrad, Kiev and Minsk, and claims it will be able to reach at least eight million people at launch.

Oslo-based advertising company Salgsavdelingen is actively seeking advertisers. MD Finn Norvegold says he has had considerable interest from multinational companies anxious to advertise in the USSR, Coca-Cola amongst them. □

According to EMI Electrola chairman Helmut Fest, Herbert Groenemeier's new album *Luzas* reached platinum status (500,000 copies) 10 days after its September 18 release - making it the fastest selling German-language album ever. The previous record was also held by Groenemeier, for his album *O*. On release, *Luzas* shipped gold both in Germany (250,000) and Austria (25,000). It is currently no. 5 in the European Top 100 Albums.

Dutch soundscaper body CPG says Holland has the highest CD-player penetration level in the world at 55%. And it believes that this figure will jump to 100% by 1995. CPG estimates that each Dutch household with a CD player spends an average of Dfl 300 (approx. US\$ 170) annually on CDs.

Is Wanted no longer wanted? Set up by Marc Britin in 1988, EMI France's new talent label seems to be about to close its doors. The move is thought to be linked to the recent restructuring at EMI France (M&M July 20). Noel Castaing, EMI France's MD, declines to comment.

Robert Maxwell, publisher of the Mirror Group, says he intends to sell the group's television interests, which include a 51% stake in MTV, 20% in Central Television and 12.5% in French channel TF1.

Industry observers say the termination of Walter Yetnikoff's contract as CBS president/CEO is set to cost the 50%-owned giant as much as US\$ 20 million. Yetnikoff, who had run only two months of the five-year deal when he stepped down on September 4, is yet to accept. Day-to-day operations of the company are currently in the hands of Tommy Mattola, president CBS Records USA, Robert Summer, president CBS Records International, and Neil Keating, president Columbia House.

Record companies are finding that a substantial number of their artists are now on the books of a new, super-sized US-style booking agent. The London-based Primary Talent International (PTI) was created out of a merger between World Service, The Station Agency and The Foundation Agency. Acts who have European representation with PTI include Phil Collins, Neneh Cherry, Pat Gabriel, Simply Red and Depeche Mode.

edited by Machgiel Bakker

European Radio Revenue Continues To Climb

by Emmanuel Legrand

Radio in Europe has experienced one of the biggest expansions in its history during the past decade, according to Carat International, a European specialist in media planning and advertising buying.

Radio revenue rose to US\$ 2.7 billion in 1989, up 11.7% from the previous year, and 272% higher than a decade ago. Since 1980, radio's share of total European advertising has risen from 3.9% to 5.1%. These figures confirm the findings of the UK's advertising agency Saatchi and Saatchi, published earlier this year.

In a 120-page booklet called European Radio Minibook 1990, Carat presents statistics about the state of radio in 16 territories. The company puts the total number of stations in Europe at 7,934, with 6,348 operating commercially.

The countries with the biggest number of commercial stations are Italy, France, Spain, and Greece. Southern Europe has seen many more changes than the north, where deregulation and the development of the FM band are very recent.

The top revenue-producing

European station, according to Carat, is French AM outlet RTL (US\$ 328 million), which has been no. 1 in France for the past nine years. The European average radio advertising expenditures per capita reached US\$ 7.6 in 1989, but the situation is very different country-by-country. For example, Sweden has not yet authorised advertising on radio. The three countries with the highest per capita rate are France (US\$ 15.9), Spain (US\$ 15.6) and Austria (US\$ 12.6). The two countries enjoying the biggest growth in radio advertising expenditures are Denmark (+568% from 1988 to 1989) and Norway (1988 to 1989). □

EMR Renamed BPI Communications BV

European Music Report BV, the company publishing Music & Media, has been renamed BPI Communications BV in order to reflect the fact that it is a wholly owned subsidiary of BPI Communications Inc. in New York.

Publisher Leon ten Hengel says: "The goal of Music & Media is to become the primary information source for the radio industry in Europe. Being part of BPI's exciting operations, including Broadcast Data Systems which electronically monitors and recognises songs and advertisements that are broadcast, will add an important strategic dimension to our services."

BPI Communications Inc. is a

subsidiary of Affiliated Publications Inc., publisher of the Boston Globe. BPI is internationally recognised as a leading publisher of specialty magazines such as Billboard, The Hollywood Reporter, American Film, and Back Stage. The company publishes 19 specialty magazines, plus 29 annual directories. In addition, it publishes and distributes speciality books under five separate imprints, operates two book clubs, hosts several annual industry conferences, licenses its copyrighted material for broadcast and publication on an international basis, and electronically distributes information around the world. □

Invicta Forms New Sales Company

by High Fieder

The UK's Invicta Sound has joined forces with two companies in France and Belgium to form Diamond Media, a new sales group for 14 stations in northern France and south west Belgium.

Together the stations have a potential audience of two million. The companies involved are Top Media (France) and Winners (Belgium). Along with Invicta, they each hold a 33% stake in the new operation. Invicta is taking a 20% share in both companies and

is also merging Invicta Continental into Diamond Media, which will be run by Jerome Ryckwaert, currently MD of Top Media.

Invicta MD Nigel Reel and finance director John Parker will also join the board. Diamond Media will sell space to UK, French and Belgian advertisers for the radio stations - nine in France and five in Belgium - and Reel expects the company to be profitable within the first year.

RTBF Board Approve Restructuring

by Marc Maes

The board of RTBF, Belgium's French-language state broadcaster, has approved a proposal which, if accepted by staff unions, will see current expenditure reduced by Bfr 1.5 billion (app. US\$ 47 million) and a 12% staff cut over the next three years.

The proposal aims to restructure RTBF's financial position

EMI Lures Lewis

continued from page 1 properly," says Hughes. "Roger Lewis has demonstrated that he has both the management and the creative abilities that we are looking for."

Lewis, who was not available for comment at press time, joined Radio 1 in 1985 after spells at Radio Tees and Capital Radio and his programmes won three consecutive Sony Radio Awards and a gold medal and grand award at the International New York Radio Festival. In 1987 he became the BBC's youngest department head when he was appointed head of programmes. And he was mainly responsible for Radio 1's manifesto published earlier this summer called Music Radio For The 1990s.

Radio 1 controller Johnny Beering describes Lewis as "one of the most dynamic young managers in the BBC, both on a practical and creative level."

"His style of management has helped Radio 1 shape up to an increasingly competitive broadcasting world. He has been a guiding force in broadening Radio 1's output into more than just music. And he has been a particular champion of our new female DJs. He leaves a Radio 1 which is buoyant and bullish and we wish him well in his new career." □

and was made by Robert Delville, a former Coca Cola executive who replaced Robert Stephane as director general last year after allegations of mismanagement of the company's interests and improper conduct.

Under the proposal, which was presented to the board on September 24, budget savings will be made in several areas: the broadcaster's symphony orchestra and choir will be abolished, along with RTBF Radio 4 International (the world service), and the company's offices at Flagey square in Brussels will be sold - subject to approval by the other owners.

Meanwhile, the 12% cut to RTBF's 3,000 staff will be achieved via an early retirement package offered to employees when they turn 60, as opposed to the standard retirement age of 65.

German Radio

continued from page 1

local stations". Antenne Bayern MD, Donald McLaughlin, a member of ALPHA, welcomes the news of VPRT becoming a stronger trade association.

"I can see ALPHA soon linking up with VPRT. To be part of an umbrella organisation is a good thing. ALPHA could then operate from within on specific radio matters."

The main problem faced by VPRT in the year ahead, says Adelt, will be "to find a solution so that public radio will not expand as quickly as it has the past year. The advertising market is big - but there are limits".

She explains that public radio has found it easier to acquire new

frequencies, while private have had to fight much harder.

Talking of the "rival" association, Adelt stresses ALPHA deals with financial questions, "whereas we are more of a political lobby".

BKS first formed in 1984, with a number of staff then leaving three years later to set up BPRT. The two attempted to merge a year ago but were unsuccessful because of what are described as "personality differences". There have been no redundancies following the move and the new organisation now employs seven staff.

An upcoming board of management meeting will decide who is to be the president of VPRT, which will be based in Bonn.

Warner Music International has established a new music video division, Warner Music Vision, to handle the marketing of all non-classical music with initial releases from Phil Collins, Madonna, Eric Clapton, Meat Loaf, Simply Red, R.E.M., John Cale/Lou Reed and Alanah Myles.

Warner claims the company is launched on the back of detailed research, which showed an obvious demand for music video. Ray Still, formerly WEA Records (UK) director US labels, is VP of Warner Music Vision.

RVI Completes Japanese Deal

Radio Vision International (RVI) has struck a deal to supply music programming to a Japanese Satellite Broadcasting's (JSB) new channel, Wowow, due to launch on November 30.

Under the two-year contract, RVI expects to supply around 30% of the network's output. Among shows already acquired are Roger Waters' Berlin concert, 'The Wall', 'Knebworth '90' and a Madison Square Garden concert given by Phil Collins. RVI will also produce a version of 'Yantra's 10 day 'Rocking Rio' event for the channel.

The JSB deal is RVI's second of this kind, the first being with British Satellite Broadcasting's Power Station music channel. It will be managed by VP acquisitions David Knight. Wowow will be a 24-hour, satellite-delivered subscription service for viewers in Japan, showing first-run movies and other events well as concerts. □

Warner Establish Video Division

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MUSIC INDUSTRY NEWS

Media: Claudio Astorri, formerly programme director at RTL 102.5 Hit Radio in Italy, has been named station manager at the Radio Dejay Network * DJ Bob Stewart has returned to Radio Luxembourg after working in the US; prior to that he worked at Radio Luxembourg for 19 years * Terry Mann has been promoted to director of programmes at Country Sound in the UK, where he was special projects manager; MD Mike Powell was previously in charge of programming at the station. Country Sound has also appointed Tony B as head of promotions and publicity * Alec Howe has been promoted to head of press and promotion at Capital Radio, responsible for co-ordinating pro-



grammes at Capital Radio, responsible for co-ordinating pro-

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Scanning The Spectrum For Ethnic Appeal

Spectrum Radio is an AM station licensed to provide programming for London's diverse ethnic communities. While other stations in the increasingly competitive market of the capital are moving to specifically targeted formats, Keith Belcher, station and programme controller, tells Paul Easton about Spectrum's progress towards building a loyal audience using its streamed programming.

Q: What is the basic idea behind Spectrum?

A: To provide radio for the major minorities who are not catered for in London. People who have not been offered anything before. There have been programmes on other stations but only motivated by commercial reasons, or the pursuit of brownie points in order to keep a franchise. I do not think those motives are right. So, at Spectrum, programming involves compiling a series of shows put together by people from the minorities and aimed at them. The breakfast slot now has the only two members of staff on air who are not from the ethnic communities. The advantage of targeting the major minorities is that London is almost entirely made up of these people, but nobody else seems to have noticed. Depending on where you draw the line there are at least 2.5 million who come from our minorities and from our target audience.

Q: Who is behind Spectrum?

A: It is slightly complicated. It is owned by seven different companies, each one of which owns one seventh of the shares and each of those companies is community owned. So you have an Arabic programme company, an Asian programme company and so on. They own all the shares and nominate a director to the board. The board represents those companies who are the shareholders, which means that the people behind Spectrum are the very people who are broadcasting. Nobody has a major controlling stake in the station.

Q: Was it easy to find broadcast partners?

A: Very. There are people from all of our communities who are already radio freaks and have had careers barred to them because having a slight trace of an accent

is seen as a bad thing by most UK stations. It is great to be able to give people a chance.

Q: The trend in radio is to move towards stations specialising in a specific format. Because of the way Spectrum operates, you are having to break programming. Are you finding that a problem?

A: No. I think our programming streams are an unique product. If you are Spanish and you live in London there is no alternative but to listen to us. It is an advantage to know what you want to hear is going to be in the same place at the same time. The difficulty is bleeding that blend over into the breakfast show, which we want to keep general. We did not want to put a particular flavour on it. If it was from one particular ethnic grouping people would say that Spectrum was, say, an Arabic station or an Asian station. The breakfast show has to be international and we faced a huge problem in trying to get those particular programme audiences to tune in to a general programme.

A: It was evidence from the other programmes. In simple terms of response from letters and phone calls we could tell that the directly targeted programming was doing its job, and was very popular. Now we just have a general breakfast show and the rest is all specialist. In any case, the last hour of the breakfast show is presented by one of the ethnic presenters in turn, which enables them to promote their own particular shows.

Q: Do you have problems in building an audience among ethnic groups who also now have their own particular station in London, such as Sunrise, Choice FM and London Greek Radio? A: No. There are a lot of mistakes being made about perceptions. The white man's perception of Choice is as an Afro-Caribbean

radio station. It is not. Choice plays black music. Capital plays black music and we play black music. Anyone can play black music, but that does not mean they are an Afro-Caribbean station. Our audience is people who want to listen to something that means something to them and their culture. We do not believe you have a jukebox playing a certain type of music and call that a radio station. We think you have to be much more dedicated to your audience and you have to be more valuable to them. Maybe because of that we get a smaller slice of the action, but it is a loyal and positive slice. In some programmes, our talk/music ratio drops as low as 50:50, although the majority of the time we are between 60% and 80% music. The Jewish community would not put up with an all-music programme whereas the Chinese love their music.

Q: How do you promote and build audience loyalty with such a mixed programme schedule?

A: It is probably easier than any other station in London at the moment. Within our communities it is a slow process, but the more we build then the greater the loyalty grows. A lot has come by a word-of-mouth process and when that happens the loyalty is tremendous. We can tell by the advertisers what sort of response they are getting. There is one advertiser in mortgages and financial services who is advertising both with us and Capital, and he has told us that the response he is getting from us is about 75% of the response from Capital. Now I am happy with that because anybody who can do three quarters as well as Capital in this town has to have a big audience.

Q: You recently made some programming changes which seem to have taken out some of the broader programming. Was this as a result of research?

A: To help us we have compiled a playlist which has an east/west division because of the styles of music, so we have a playlist of 30 records in the earlier hours of the morning with Chinese, Indian and Arabic music; and then a further 50 records which run in the second two hours of the breakfast show which is a mixture of Spanish, Afro-Caribbean, Jewish, Greek and Italian music. They rotate throughout the show and we change two records each week. It seems to work.

Q: When Spectrum first came on air it raised a few eyebrows among people because you were playing a lot of music by mainstream artists, claiming that Barbara Streisand was Jewish, Michael Jackson was black and so on. Has that philosophy changed?

radio station. It is not. Choice plays black music. Capital plays black music and we play black music. Anyone can play black music, but that does not mean they are an Afro-Caribbean station. Our audience is people who want to listen to something that means something to them and their culture. We do not believe you have a jukebox playing a certain type of music and call that a radio station. We think you have to be much more dedicated to your audience and you have to be more valuable to them. Maybe because of that we get a smaller slice of the action, but it is a loyal and positive slice. In some programmes, our talk/music ratio drops as low as 50:50, although the majority of the time we are between 60% and 80% music. The Jewish community would not put up with an all-music programme whereas the Chinese love their music.

Q: What about future plans?

A: There are more audiences out there that need radio stations. We are doing nothing for the Poles, Turks or Japanese, or for small communities that have fewer numbers. We are on the lookout for more frequencies to help us reach those people.

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Bertelsmann Scores Second Distribution Win

by Robert Lyng

Bertelsmann was the leading album distributor in Germany during the first three quarters of this year, according to Media Control. The company has also topped Media Control's list of singles distributors (M&M October 6).

With 14 labels putting 74 titles into the national album charts, Bertelsmann earned a 25.6% share there, a drop of 1.2% compared to last year.

The company's leading album

label was Virgin, which took fourth place (6.1%) among the 67 labels that made it into the charts during the period. Fifth place Ariola scored 3.05% while Chrysalis, which went to EMI in July, followed at no. 7 with 3.1%. Tenth place was taken by Arista with 2.2%.

Other Bertelsmann-distributed labels included in the charts are Berlin-based Hansa (no. 11 in the label hierarchy with 2.1%); Island (no. 19, 1.6%); Italian label DDD

(27.1.3%); and RCA (29.1.1%).

Warner Music Germany was the second most successful album distributor with a 19.5% chart share. The company distributed 12 labels yielding 43 titles. WEA is the company's most successful label, reaching no. 3 in the labels list with 6.9%. Atlantic, now handled by Teldec, scored 1.9% for 12th place followed by Warner (1.9%), Elektra (1.7%), Reprise (1.9%), Teldec and Magnet (both 1.5%).

At no. 3 on the distributors list, EMI Electrola's six labels scored 16.3% with 61 titles. This represents a gain of 1.4% in comparison to the same period last year. EMI led the company's label pack and is overall, second best label with 8.9%. Capitol is next, with 3.1% (no. 8 in the label's list), followed by Electrola (1.7%) and Parlophone (1.3%).

Six labels and 36 titles give CBS the fourth position with a chart

share of 15.6%, a gain of 1.4%. Out of the 67 labels that contributed to the charts, CBS comes at no. 1 with 12.8%, 3.9% ahead of no. 2, EMI. Epic scores 1.9%, making it 14th best label.

PolyGram is no. 5 with 15.2%, a loss of 4%. Some 16 labels contributed 72 titles, with Polydor (3.9% and no. 6 in the labels list) leading. A&M follows with 1.8%, just ahead of Vertigo (1.7%), Metronome (1.6%) and PolyStar (1.5%).

Closing the distributor ranks are Intercord (3.7%) and Dino (1.04%). All other distributors scored less than 1%.

To contact
Music & Media
Tel: 31 20 669 1961
Fax: 31 20 669 1951
(editorial)
31 20 669 1931 (sales)

TOP 10 Albums

1. <i>But Seriously</i>	Phil Collins (WEA)
2. <i>I Do Not Want What I ...</i>	Shed O'Connor (Chrysalis/EMI)
3. <i>Affection</i>	Lisa Stansfield (Arista/BMG)
4. <i>Kuchelrock III</i>	Various Artists (CBS)
5. <i>Storm Front</i>	Billy Joel (CBS)
6. <i>Foreign Affair</i>	Tina Turner (Capitol/EMI)
7. <i>Hallelujah</i>	WEA (WEA)
8. <i>The Road To Hell</i>	Chris Rea (Magnet/WEA)
9. <i>In Ogni Senso</i>	Eros Ramazzotti (DDD/BMG)
10. <i>Crossroads</i>	Tracy Chapman (Elektra/WEA)

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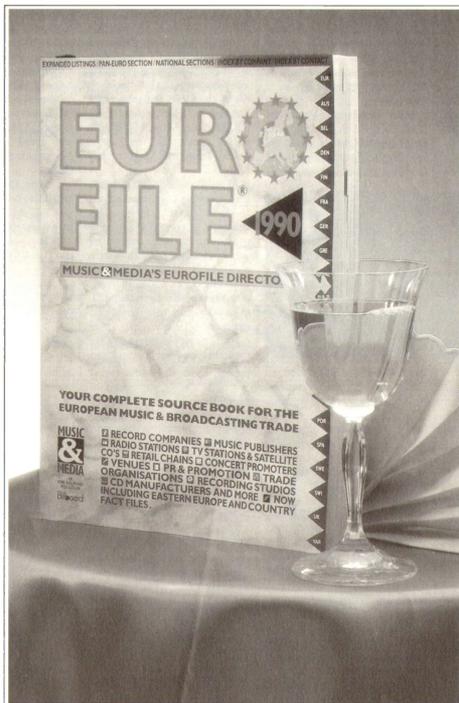
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Rete 3 Introduces Playlist

by Paul Andrews

Rete 3, Switzerland's Italian-language public service channel, has introduced daytime playlisting. The move is part of the station's continuing development since it opened three years ago and aims to counter the influence of private Italian networks in the Ticino region.

Between 06.00 and 17.00 (08.00-19.00 Sunday), five records per hour are drawn from the playlist, at four rotation levels: heavy (2 titles, 3 plays per day), medium (10/2), light (17/1) and soft (7/2 per week). While 'heavy' and 'medium' titles are primarily current releases, the 'light' and 'soft' lists include a high proportion of oldies and 'alternative' titles.

For instance, during the week September 10-14, listed artists included: Living Colour, Was Not Was (both 'heavy'), Gianni Minni, An Emotional Fish ('medium'), Poison, Spock Dragons, Roxy Music, Ladysmith Black Mambazo ('light'), The Byrds and Suicidal Tendencies ('soft').

Giorgio Passera, head of music at the Lugano-based station: "The aim is to have a common sound, though it is not a strict for-

mat. DJs still have a lot of freedom to choose what they like outside those five records, within general guidelines.

"We have made this move now because the station is three years old and beginning to mature. Earlier in our development we could be more varied, more experimental, as we found a direction.

"Italian stations have developed a strong identity so we need to distinguish ourselves too, to make sure young people listen to Swiss radio. Just doing what we wanted didn't work."

However, the lists and rotation are still compiled by hand. While he would welcome computer "assistance", Passera does not foresee Rete 3 following the tight computer-led scheduling policy of the Italian privates, emphasizing its continuing role as a broad-based public service station.

Rete 3 broadcasts around the clock on FM throughout Italian-speaking Switzerland, where it claims a 20% audience reach, targeting 15-35 year-olds. Apart from daytime pop, it transmits specialist music and youth-oriented talk shows during the evening.

Klassik Radio Delays Launch

Hamburg-based Klassik Radio will now launch its 24-hour classical service on October 27, nearly four weeks later than planned. Station director Bernd Reichstein says the delay is due to unspecified problems with the studio building.

Programming on Klassik Radio will range from Mozart, Brahms and Stravinsky through to jazz guru like Miles Davis. The programme director is Martin Falk

and the head of music is Jürgen Christ (M&M September 1).

Klassik plans to use CDs only and will broadcast via the Kopernikus satellite. It will also be included on the German cable radio programme and will be available on FM in Hamburg.

Advertising sales for the station are handled by Radio Marketing Services. The top advertising rate during weekday breakfast is DM 750 for a 30-second spot. □



Following a recent concert at Hamburg's Sporthalle, Fleetwood Mac received a gold award for sales of their 'Behind The Mask LP' in Germany (250,000 units). From left: Freddie de Walt, senior product manager WEA; Bernd Dogge, WEA marketing manager US labels; Christine McVie; Rick Vito; Mick Fleetwood; Gord Gebhardt WEA MD; Billy Burnette; Fleetwood Mac manager John Courage; Frank; Manfred Zunkler, president of UFA International for central Europe and John McVie.

B E N E L U X

VAR Reports BRT Radio Ad Success

by Marc Maes

BRT Radio's October advertising figures have nearly reached the target set for year-end, according to Vlaamse Audiovisuele Raad (VAR), the company which is handling sales for the state broadcaster.

BRT Radio began airing advertising on October 1, in a move which is expected to raise Bfr 300 million (US\$ 9.3 million). Most of that will be channelled to BRT TV, which is not allowed to air ads.

Paul Driessen, BRT's co-ordinator at VAR, in which BRT is a 55% stake: "The proceeds of advertising for October have already passed 80% of the initial figure we hoped to realise for 1990, and I am convinced that we will do far better than expected!"

Arcade has been confirmed as the first record company to book a campaign on BRT Radio.

The BRT airs advertising be-

tween 07.00-20.00 on Radio 1, Radio 2 and Studio Brussels, in 90-second blocks before every news bulletin. Driessen: "Two-hour programmes cannot be interrupted by advertising, but then we can mention a company without mentioning the product itself." This form of sponsorship is also used on BRT's classical station, Radio 3.

A VAR spokesman added: "Radio 2 is obviously the no. 1 outlet when it comes to booking advertising, as one in four Flemish listeners tune in to that station. Our rates vary from station to station, according to audience ratings.

"We have two systems - either a la carte, where advertisers are free to book ad space whenever they like with rates varying from Bfr 115,000 (approx. US\$ 300) for 30 seconds on the Radio 2 chart show 'Saturday Top 30', down to

Bfr 500 for a 20-second spot on Studio Brussel. The other possibility is a package deal with fixed spots at fixed times, which is about 13% cheaper. Two out of three media buyers prefer the second system."

Meanwhile, Flemish privates continue their opposition to advertising on the state stations. Freddy Neys, chairman of the Radio Contact franchise group: "The top one or two stations in

every town will not suffer; it is the third or fourth outlets in each market that will lose national ads to the BRT."

Neys adds: "The government is discriminating against private stations. While BRT Radio is now allowed to air advertising, nothing has been done to clarify our legal situation. We only have a broadcast permit for two years and therefore we can't plan any major investment." □

Concert Radio Delayed

Concert Radio, the revival of Dutch cable operation Radio 10's classical arm, has delayed its launch because of technical problems. The service, which was due on air on October 1, is now unlikely to begin a full service before the end of this month.

According to Radio 10 director Poppe Jan Smit, the problems are

with Concert Radio's satellite. "We want to broadcast digitally, because of the better quality, but we don't know yet whether we can fix that."

Smit adds that he expects some three million households in Holland to receive Concert Radio via cable at launch. Belgian networks will also carry the service. □

YRN Accepts Metro's Bid

by Hugh Fielder

The Metro Group looks set to take over Yorkshire Radio Network (YRN) following the company's recommendation to shareholders that they should accept Metro's increased cash offer, which values YRN at £16 million.

And Metro chairman Neil Robinson believes there is more rationalisation to come within UK Radio. "My feeling is that we will land up with five or six companies which will allow us to become more efficient, particularly with national commercial stations just around the corner. One of the great benefits of larger groups is that it means radio will become more listener-led."

Metro's successful bid means that it will now be one of the major players on the UK radio scene. Before Metro made its offer, YRN had announced that it was holding merger talks with neighbouring Trans World Communications, which owns Piccadilly Radio in Manchester and Red Rose in Preston as well as Radio Aire,

which is within YRN's broadcasting area.

If YRN had successfully merged with Trans World the new company would have had a virtual monopoly on the North of England, leaving Newcastle-based Metro isolated in the North East and itself a potential takeover target.

"YRN strongly resisted Metro's 'hostile' bid and has now advised shareholders to accept Metro's increased cash offer of £1.70 per share, rather than the alternative offer of one Metro share plus £0.15. But Robinson does not foresee further problems. "I would be surprised if that was the case. There could be a reluctant shareholder but I very much doubt it." YRN chairman Michael Mellor, who continues to question Metro's bid despite accepting the advice of the company's bankers, says he does not expect to stay on the takeover is completed.

Metro is calling a meeting of YRN shareholders to change cur-

rent restrictions that prevent one company from owning more than 10% of YRN's shares.

Robinson, who criticised YRN's management abilities during the often bitter takeover battle, confirms that he will implement the changes outlined in Metro's original offer. These include the appointment of a full-time programme director and sales director to improve YRN's programming.

He believes YRN's audience share could be significantly improved within 18 months. "I don't think the listeners will be aware of a change. Any differences we make will be approved. Our attitude is to regard both our listeners and our advertisers as our customers."

Metro is also likely to switch YRN's sales house. Broadcast Marketing Services, which is owned by Trans World, to Independent Radio Sales, which currently handles Metro. □

More Radio Jocks For Power Station

The Power Station, British Satellite Broadcasting's (BSB) music channel, is bringing in two more radio DJs for its new programme schedules.

Capital Radio's Pat Sharp will be fronting the weekday "Power Chart" show from 17.00-18.00, presenting a total of 75 of the Top 100 singles each week. Previously linked by voice-over and graphics, the show will now be recorded on location as a live roadshow. But Sharp retains his Capital Radio slots which includes three evening slots and two morning shows at the weekend.

And Greater London Radio's heavy metal DJ Krusher will be presenting a weekly metal chart show in the "Power Hour" every Monday from 19.00-20.00.

In other programming changes former Swing Shift presenter and ex-Madness member Suggs hosts a new Saturday evening show and Boy George's programme has been switched to Friday night. □

French FMs Launch Autumn Campaigns

by Jacqueline Escott

The battle for audience ratings among France's FM stations continues to heat up, as outlets compete for new listeners via autumn promotion campaigns. Television remains the most popular media support - for advertising, commercial co-promotions and cross-media sponsorship.

NRJ's ad campaign (M&M September 15), worth Fr 15 million (app. US\$ 2.9 million), was the quickest off the mark at the beginning of September, along with Fun Radio's Serge Clerc cartoon-style poster campaign.

But the prize for the biggest FM investment goes to Europe's 2's Fr 20 million campaign, which runs from October to the end of the year. The figure underlines Europe's ambitions, as well as the financial support it enjoys as part of the Europe 1 group.

Based on a simple, humorous theme emphasising Europe 2 as a cool/relaxed radio, the national campaign "is more or less a continuation of our last campaign, La FM De Ma Vie", says Europe 2 president Martin Brisac. Handled by advertising agency Robert & Partners, it covers press and all six national TV channels.

The station is also conducting a direct marketing campaign and is building on the success of its summer *Police - The Singles* promotion with a number of TV campaigns, including spots for the double live album *Knebworth*, the CBS compilation *Live Series* and the latest album by Supertramp.

Meanwhile, rival station RFM is concentrating its autumn advertising campaign on the French provinces, with only bus posters in Paris. President Andre Mandelstam: "We are pretty well established in Paris now, so our

new campaign is purely national, targeted at the provinces, where we think our growth will come from."

"It is a concept that has never been tried in France before. Up to now FM stations have used either people or concerts to advertise themselves. The market place is saturated by this kind of approach." Investment for the first wave of the campaign, starting this month, is around Fr 3 million.

Aiming at sports fans, RFM's alternative sponsorship includes promoting polo matches at Deauville and giving a programme slot to French tennis champion-turned DJ, Yannick Noah, who will present a weekly Sunday morning show (10.00-11.00) from October 16.

Although avoiding concert sponsorship, the station is investing heavily in co-promoting TV campaigns for record company artists this autumn.

Maximum has opted for even closer TV involvement - the station is currently working on co-producing a music programme with M6. The first wave of a press, poster and TV (spots on M6 only) campaign worth Fr 7 million is running from October to December and is based on the station's logo. Alternative sponsorship includes the co-promotion of a series of Raw parties held in unusual and unknown locations, from the end of September.

Meanwhile, Skyrock is continuing its successful "more is less" ad campaign, which was first unveiled in 1989 but is now coupled with an ad for the new Zigotos early morning show.

Skyrock president Pierre Belanger comments: "Why change it? All the big brand names keep

the same slogan for years. It suits our image well - a mixture of the commercial with a slightly rebellious spirit."

Media support consists of posters (Fr 1.5 million investment) and press advertising (Fr 2.5 million). The campaign began in mid-September and will run through to December.

Also, the station currently has its logo featured on Antenne 2's ads for comedian Pierre Palmade's one man show, in return

giving the TV channel radio ad space. A similar exchange principle is used for the station's co-promotion of compilations and product by individual artists (TV investment Fr 1.5 million).

Belanger: "I would rather have direct profits from campaigns, than indirect profits from sponsorship. But the best solution is to sponsor artists across several media, to have joint TV/radio operations. It is no longer worthwhile working with just one medium." □

EMI Gives Boost To Happy Few

EMI France is giving a new boost to a marketing campaign known as Happy Few, which focuses on a limited series of records by new international acts.

Launched last year, the campaign aims to give consumers the sense that they discover acts before the mainstream and consists of record stickers and advertising in the consumer music press.

This year the campaign includes two new elements: a strong retail presence, via posters and special displays in selected stores (120 to 140); and radio promotion, via a network of 30 to 40 local rock FM stations.

Most of the stations are selected by trade magazine Le Bulletin to produce the radio airplay charts. They include Vitamines in Orleans, Altitude FM in Toulouse, Radio Star, Radio Neptune, Bleu Marine. Stations will be serviced with records and merchandising to give away in contests and will be closely associated with retail promotion.

Marketing coordinator Pierre Belanger Deplasse, Happy Few campaign co-ordinator: "We

have products that are not very easy for the regular radio stations. Our ambition is to help radio programmers and the public to discover new acts. We needed to create more visibility for the campaign both on the retail and the radio side. We will not work in a city if there is no active retailer or no rock radio."

The forthcoming campaign will focus on new releases by Steve Brookler, New Model Army, Del Lords, TackHead, Everyday People and Skynny Puppy. □

'Disney Rendez-Vous'

The Walt Disney Company is starting a new radio venture with France's leading AM station, RTL. The station will air a 30-minute segment, called "Disney Rendez-Vous", during a Saturday afternoon cinema show.

The segment will highlight various aspects of the Disney company, from new movies and competitions to its history. It is hosted by Anne, a young singer and host of the Disney TV programme on TF 1. □

Sinead Helps Chrysalis Boost Turnover

Chrysalis Records has almost doubled its worldwide turnover, which will approach US\$ 200 million in 1989-90, with Sinead O'Connor selling 6.5 million albums worldwide and Slaughter approaching 2 million with their debut. Full figures, however, will only be announced in the company's annual report later this year.

Chairman Chris Wright told last week's Chrysalis conference that the company is a year ahead of its recovery plan in terms of turnover. Germany is up 300% on last year and Sweden is up 240%. But with the UK and US experiencing a major recession, Wright warned that "however many hits we have I am sure that the resultant sales will be significantly lower".

Chrysalis UK has restructured its A&R department, bringing in Chris Briggs, ex-A&R director at A&M, and John Williams, ex-A&R director at Polygram. A&R resources alongside A&R head Peter Robinson and Engin

chief Nigel Grainge.

Both Briggs and Williams are returning to Chrysalis - in Briggs's case, 13 years after he left the press office and moved to A&R at Phonogram where he signed ABC and Big Country.

Chrysalis will have new albums out from Go West, Sonia, Living In A Box and the soundtrack to the film *Buddy's Song*, out early next year. New signing Respect from Sheffield have a single out shortly featuring Phil Oakley from The Human League.

Engin will have albums from The Blue Aeroplanes and new Dublin-based band Into Paradise next spring. And Cooltempo has Monie Love's debut album out next month together with romantic pop duo Meryc Me.

The Smash Hits 1990 compilation and a Stock Aitken Waterman *Ton Of Hits* collection will be out in time for Christmas, along with the Red Hot And Blue Aids compilation at the beginning of December. □

Irish Seminar Shatters Music Industry Myths

by Ken Stewart

Irish residents Mariann Faithfull and Donovan, Engin Records's Nigel Grainge, U2's sound engineer, Joe O'Herrity, Hinterland manager Kieran Owens, Una Johnson of New York's New Music Seminar and Philip Chevron of the Pogues were among the speakers at the second Irish International Music Seminar (IIMS), which was held at the RDS concert hall in Dublin from September 21-23.

The event centred on the theme sorting out myths from realities. IIMS director Jackie Hayden: "There is now so much competition among Irish bands that it is no longer good enough just to be talented. There is a need - and bands are recognising it - to know as much as they can about the music business. Hopefully, delegates left the hall on the final night with some of the myths accumulated about the industry demolished!"

The seminar, which was divided into five separate sessions, was attended by over 300 delegates, among them musicians, managers, publishers, A&R personnel from the UK and the US, and those seeking careers in music.

Topics discussed included A&R, touring, radio, TV, recording, video, contracts, finance, management, publicity and publishing.

In conjunction with the IIMS, Tennents Live! sponsored two midnight showcase gigs at the Olympia Theatre. The eight bands taking part were Azure, Days, Hottel, Club Honey, Thieves, Little Fish, the Coltranes, Lir, Miss Brown To You and Trenchtown.

The IIMS was organised by Hot Press magazine in association with the Popular Music Industry Association, the Arts Council and Radio 2FM. □

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Astorri Switches To Radio Deejay

by David Stanfield

Claudio Astorri, station director at the Bergamo-based RTL 102.5 Hit Radio, is leaving to take up a similar position at national broadcaster Radio Deejay.



Claudio Astorri

Astorri declined to give details of his new job but confirmed that he will join Radio Deejay on October 15. "I will be able to give details of new strategies and policies at both Radio Deejay and Radio Capital then," says Astorri.

Radio Capital is a recently launched 1970s dance music station which broadcasts throughout the Lombardy region. It is owned by Claudio Cecchetto, who is also co-owner of Radio Deejay and was station director before Astorri's appointment.

Pino Ruggeri is to be the new station director at RTL 102.5 Hit Radio, which is an inter-regional station with a CHR music format.

Fininvest Launches Production Outlet

Silvio Berlusconi's Fininvest Group has formed a new company, Radio Five, to produce and sell radio programmes. Rosario Pacini, director general at the new company says that news and music programmes will be made available to local stations throughout the national territory.

Pacini: "We are waiting for the new broadcast legislation to

become clearer before we start production. We hope that will happen by the end of the month when all stations who want to continue in business will have applied for a licence from the government." Pacini claims, however, that there has been an enthusiastic response from local broadcasters to the new Radio Five project. □

Ricordi Opens New Store

The Ricordi Group, which opened Italy's first record megastore in Milan last year, has launched a new and specialised retail outlet in Bologna called Spazio Musica.

The 800 square metre store is dedicated to the sale of both electronic and acoustic instruments, plus the latest in hardware and

software for musicians. The store will shortly begin a music school and space will be provided for recording. Ricordi MD Matteo Rignano estimates the initial operating and organisational costs at L 1 billion (app. US\$ 86 million). □

(sponsored)

VIVA

Angela Borelli

BMG

Energy Runs Out Of Steam

Attempts to launch Energy Radio, a new station with an all dance music format, have now been abandoned. The station was originally scheduled to open in May.

But director-general Clay Montana blamed technical problems for a series of delays. The financial backers dropped out of the project in August, leaving Montana and fellow partner Roberto Delle Donne searching for new funds (M&M August 18).

Montana blames the country's

new broadcast legislation for the final abolition of the Energy project. Montana: "Stations new or established need to apply to the government for a broadcast licence by October 23. Although various people had expressed interest in backing Energy Radio there was not enough time to meet all the legal requirements."

Montana says he now hopes to join another station as a presenter or producer of dance music programmes. □

Radio Milan Int'l Name Change

Radio Milan International is to change its name in a bid to boost audience ratings. The station's full name is currently Radio Milan International 101 Network but all reference to the city is to be dropped.

PR manager Luca Dondoni: "We want to change the name to 101 Network, because people in Rome have a bias against anything connected with Milan. They may still understand that we are based in Milan, due to the station's talk content, but we will stop repeating the name of the city on air."

Dondoni says it may take up to

a year to make the change. "We don't want a sudden loss of listeners; the public needs time to get used to the new name. The first step will be to remove Milan International from all our jingles and then we will change our stickers."

The latest Audiradio statistics say that the station, which has a black-oriented CHR format, has an average daily audience of 66,000 in Milan and 129,000 in the region of Lombardy. Its figures for Rome are not known because, according to Audiradio, they are too low to warrant inclusion. □

National Record For Marathon Man Baccini

CGD recording artist Francesco Baccini is claiming a national broadcasting record after remaining on air for 19 hours and eight minutes. Baccini performed the feat at the Milan-based national station Rete 105.

The start and finishing times of his broadcast were witnessed by a solicitor and a doctor was present throughout his marathon spell. Fellow artists Eros Ramazzotti, Lucio Dalla and Gianni Morandi linked up live by telephone with Baccini.

The artist has just released his album *Il Pianoforte Non È Il Mio Forte*. Luciano Linzi, promotions manager at CGD, says: "Rete 105 came to us with the proposal. We found it interesting and funny. The station includes some locally produced music in its programmes and thought it was the best way to promote Baccini. He is



Record broker Baccini

quite a funny character!"

Edoardo Hazan, PR manager at Rete 105: "A singer has never done such a thing in this country, as far as we know. Baccini is riding on the wave of success at the moment. He was the only one who could have done such a programme." □



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Spain Heads Radio Ad Spend

by James Bourne

The proportion of advertising for radio in Spain is the highest in Europe at 11.5% of the total market. The figures produced by AA/EAT Advertising and Media Forecast for the UK's Campaign magazine were published by its Spanish sister publication Campaña in September.

The high spend on radio advertising in Spain compares with tiny shares of just 1.1% and 1.6% for

Belgium and Holland respectively, 2.1% in the UK, 3.5% in Italy, 4.8% in Germany and 7.2% in France.

The healthy Spanish figure comes despite a strong TV market. Overall, Pta 800 billion (app. US\$ 8 billion) was spent by advertisers in Spain during 1989.

The 11.5% market share figure for radio supports the view that the country's 800 or so commercial

stations are becoming increasingly competitive. State stations RNE 3 and RNE 5 are now allowed by law to accept advertising, a move which has prompted the country's commercial broadcasters to improve their competitive edge. Stations are attracting local advertisers in growing numbers as prices decrease, taking them away from newspapers and magazines.

Broadcasters are hoping radio shares of the advertising pool will continue to increase when the municipal stations receive licences at the end of this year. However, the proposed new stations - which will provide council-funded local public broadcasting - are not being welcomed by the Asociación Española de Radiodifusión Privada (AERP). It claims the new local authority backed outlets, which can offer cheaper ad rates than their commercial competitors, will kill off some small local private stations. □

RTVE Subsidy Warning

by Anna Marie de la Fuente

Jorge García Candau, director general of Spanish state-broadcaster RTVE, is warning the government that if its application for a Pta 20 billion subsidy is turned down, two more of its radio stations will be forced to accept advertising.

"This is not my wish but it would have to happen if we run short of funds, which will inevitably happen if our grant is not awarded," said Candau.

RTVE's budget has to support the state radio and TV stations, an orchestra, a choir, a national training centre and Spain's external radio service, Radio Exterior. Candau told a recent meeting of the national media commission that Radio Exterior's extended output had increased its costs by 11.5% on last year.

The company's Radio 5 is already commercial and Radio 2 accepts programme sponsorship. □

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- A look at FM licensing

Publication date: **October 20**

Norway Set To Cut Levy

by David Rowley

Key commercial radio and TV legislation was due to go before the Norwegian parliament on October 11. If approved it would slash the country's controversial radio advertising levy, and probably open the way for the introduction of national terrestrial commercial television within months.

The bill proposes reducing the radio advertising levy from the current 16% to 5%, a move which the private radio representative body Norskradioforbund has welcomed. If its passage through parliament is trouble-free, the levy

cut would be almost immediate. It has been ready to be put into law since June, when the government reacted to a Norskradioforbund report which showed as many as half Norway's 600 private stations were in financial difficulties as a result of the levy.

The levy was introduced in May 1988 to act as a 'rescue fund' to subsidise smaller stations, but has been under almost constant attack since from the private radio sector.

Parliament will also consider a Ministry of Culture recommendation for a national TV2, which

could broadcast up to 30 minutes of advertising per day. An all-party committee is due to deliver its comments on the proposals, which will form the basis for parliamentary discussion.

According to Kjell Hansen, secretary to the Norwegian prime minister, it is unlikely there will be serious opposition to the plan, although parties on the left may push for concessions for public broadcaster NRK. The bill also proposes that local TV stations be allowed to carry advertising, which has been illegal until now.

The TV2 licence could be open for tender by mid-November, with a decision on who gets the licence by February. The Norwegian government anticipates four or five serious applicants, among them being cable stations TV Norge, Kinnevik and the Swedish-based Nordisk TV, which has just begun its TV4 cable and satellite service in Norway and Sweden. □

Norway Studies Third Network

Norway's proposed third national state radio station has moved a step closer after the completion of a discussion paper by a special committee set up within national broadcaster NRK.

The committee, headed by P2's Kjell Lovkan, delivered its report recently to the NRK directorate, and has since been the subject of heated debate. The document strongly recommends a third channel, and a much clearer profile for NRK's P1 and P2.

It suggests that a third channel should carry mainly news and current affairs, plus some music.

'Sweden Radio' Revamped
Sweden's public broadcaster P3 has just begun a revamped version of 'Europe Radio', a three-and-a-half hour programme focusing on the music and media of Europe.

The programme, which is broadcast every Sunday at 13:00-16:30, has run for the last couple of years. Finnish presenter Pekka Heino: "We have a much clearer idea now of what we are trying to achieve. We try to cover music

The existing P1 could then become an almost exclusively 'cultural' service, broadcasting serious music and discussions.

P2, says the report, could then become a pure light entertainment station, playing pop and other music. An emphasis on youth programming later in the day would underline further its present role as a youth broadcaster.

The next stage is for the proposal to go before the NRK board. But, as one NRK board member pointed out: "This is national radio and nothing happens quickly!" □

from the mainstream, as well as more alternative tracks, and we aim to have one guest live in the studio each week."

Heino says the programme has reporters all over Europe and tries to include six small features on different countries each week, covering all areas of popular culture, from music to film and literature. □

Gen'l Drops Int'l Catalogue

Leading Danish independent label Gen'l, which was recently acquired by BMG, has ended its distribution deal for foreign product with MNW Records in Sweden.

Gen'l MD Jesper Bay says the distribution of MNW licensed labels, which include Factory, Beggars Banquet, 4AD and Play It Again Sam, will be shifted to another of Denmark's top independents, Medley.

"We could have continued distributing this stuff but it would have been a little weird, particularly when you consider BMG's international catalogue. In any case, it will be exactly the same sales force handling it, so there probably won't be much difference."

Bay adds that the label will concentrate its energies purely on its Danish repertoire. Gen'l was bought out 100% by BMG in July, for an undisclosed sum. □

P2 Goes Round The Clock

Norwegian public broadcaster NRK's P2 began broadcasting 24 hours a day on October 1. As part of an ongoing attempt to have its two national channels gain clearer profiles, from now on P2 will also carry all sport, youth and magazine-style programmes.

The moves follow a review of changes instigated at P2 at the beginning of May, when a regular three-hour Monday to Friday 'youth' slot was launched. But Leif Erik Forberg, P2 assistant editor, says there will be no increase in airtime for the specific youth programming, despite lobbying by members of the team responsible for the segment.

There will, however, be generally increased music coverage, including a regular live concert series of Norwegian acts on Saturday afternoons, he says. "We are structuring things more than we have done in the past so it is easier for people to find the programme they want to hear."

"A special feature of Norway, compared to middle Europe or Britain, is that we have managed to get a very high percentage of people listening to national public radio - and have kept them!"

Previously, P2 ran only until 22:00 on weekdays, 08:00-13:30 on Saturdays and 08:00-22:00 on Sundays. From midnight to 06:00, both P1 and P2 sent a combined broadcast consisting of a mix of classical and pop music, with repeat shows and repeats of daytime programmes. □

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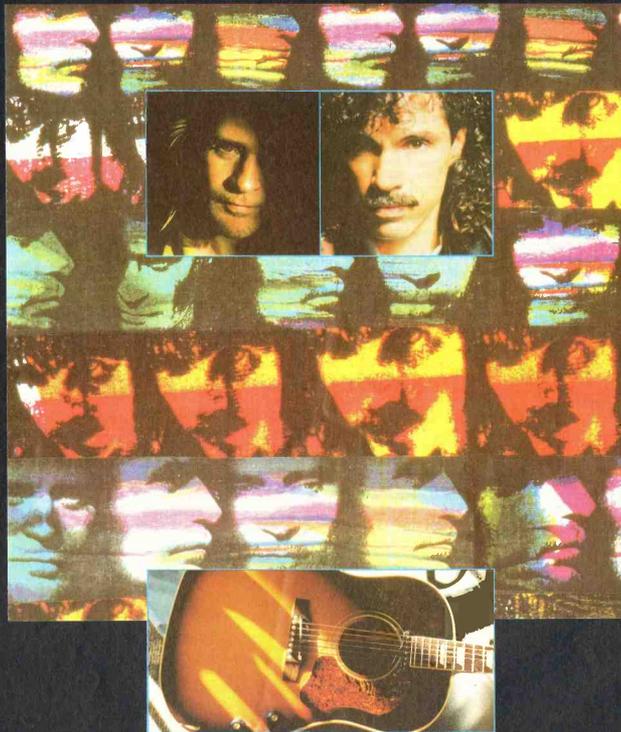
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WEEK 41

MASTER CHART
YOUR WEEKLY PROGRAMMING GUIDE

October 13, 1990

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radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

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SINGLES

DNA feat. Suzanne Vega *Airplay*
London Beat *Sales*

ALBUMS

INXS *Airplay*
Carreras/Domingo/Pavarotti *Sales*

EXPLOSIVES CHART BUSTERS

Explosives features the major new releases by established and new artists. It includes recent releases still in need of support on European radio.

SINGLES OF THE WEEK

The Afro's - Feel It (CBS)
Steve Earle & The Dukes - Justice In Ontario (MCA)
Dan Fogelberg - Rhythm Of The Rain (Epic)

SURE HITS

A-Ha - Crying In The Rain (Warner Brothers) (Arista/BMG)
Whitney Houston - I'm Your Baby Tonight (Arista/BMG)
The Chimes - Heaven (CBS)
Lisa Stansfield - You Can't Deny It (Arista/BMG)
L.A. Mix - Coming Back For More (A&M)
The Grid - A Beat Called Love (East West)
John Farnham - That's Freedom (Wheatley/BMG)

EURO-CROSSOVERS

La Strada - La Muerte (RCA/BMG)
Lilane Foley - Au Fur Et A Mesure (Virgin)
Eros Ramazzotti - Dolce Barbara (DDD/WEA)

EMERGING TALENT

Stress - Beautiful People (Eternal/WEA)
Major Matt Mason - Real (RCA/BMG)
Faith, Hope & Charity - Growing Pains (WEA)
Phil Edwards - Don't Look Any Further (Gig/WEA)
Beverly Craven - Joey (Epic)

ENCORE

Twenty 4 Seven - I Can't Stand It (BMG)
Maria McKee - Show Me Heaven (Epic)
Concrete Blonde - Joey (IRS)

ALBUMS OF THE WEEK

Iron Maiden - No Prayer For The Dying (EMI)
MC Tunes - The North At Its Heights (ZTT/WEA)
Stereos MC's - Supernatural (Island)
John Farnham - Chain Reaction (Wheatley/BMG)
Paul Janz - Renegade Romantic (A&M)
Soul Asylum - And The Horse They Rode In On (A&M)
Pebbles - Always (MCA)
INXS - X (Mercury)
Lucio Dalla - Cambio (Pressing/BMG Ariola)
Charles D. Lewis - Soca Dance - Do You Feel It? (Polydor)
Caron Wheeler - UK Blak (RCA/BMG)

CHART ENTRIES

Airplay Top 50

A-Ha - Crying In The Rain (10) (Warner Brothers)
Paul Simon - The Obvious Child (28) (Warner Brothers)
Twenty 4 Seven - I Can't Stand It (32) (Freaky Records/BCH)
Axtex Camera & Mick Jones - Good Morning Britain (44) (WEA)
Jeff Lynne - Lift Me Up (45) (Reprise)

Hot 100 Singles

Pet Shop Boys - So Hard (11) (Parlophone)
M.C. Hammer - Have You Seen Her (41) (Capitol)
Neneh Cherry - I've Got You Under My Skin (64) (Circa)
Hi Tek 3 & Ya Kid K - Spin That Wheel (68) (CNR)

Top 100 Albums

AC/DC - The Razor's Edge (7) (Atco)
INXS - X (9) (Mercury)
Megadeth - Rust In Peace (27) (Capitol)

FAST MOVERS

Airplay Top 50

UB40 - Kingston Town (6-12) (Virgin)
Neneh Cherry - I've Got You Under My Skin (13-21) (Circa)
Dave Stewart & Spiritual Cowboys - Jack Talking (14-36) (RCA)
Steve Miller Band - The Joker (15-26) (Capitol)
Vaya Con Dios - Nah Neh Nah (18-25) (Ariola)

Hot 100 Singles

Maria McKee - Show Me Heaven (2-3) (Epic)
DNA feat. Suzanne Vega - Tom's Diner (3-4) (A&M)
Snap - Cult Of Snap (4-19) (Logic/Ariola)
Felix Grey & Didier Barbevilien - A Toutes Les Filles (9-20) (Tab)
Bobby Vinton - Blue Velvet (10-31) (Epic)

Top 100 Albums

Herbert Groenemeyer - Luxus (5-12) (Electrola)
Chris De Burgh - High On Emotion Live From Dublin (17-34) (A&M)
Flippers - Sieben Tage Sonnenschein (24-92) (Dino Music)
Depeche Mode - Violator (30-39) (Mute)
Lucio Dalla - Cambio (42-71) (RCA)

HOT ADDS

Breaking Out On European Radio

Glenn Medeiros - All I'm Missing Is You (Mercury)
John Farnham - That's Freedom (RCA)

YESTER HITS

the Eurochart top five from five years ago.

OCTOBER 13 - 1985

Singles

Madonna - Into The Groove (Sire)
Baltimore - Tarzan Boy (EMI)
David Bowie & Mick Jagger - Dancing In The Street (EMI America)
Stevie Wonder - Part-Time Lover (Motown)
Tina Turner - We Don't Need Another Hero (Capitol)

Albums

Dire Straits - Brothers In Arms (Vertigo)
Madona - Like A Virgin (Sire)
Bruce Springsteen - Born In The U.S.A. (CBS)
Sling - Dream Of The Blue Turtles (A&M)
Bryan Ferry - Boys And Girls (Polydor)

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united kingdom

Most played records compiled on BBC stations and the major independents.

1. **INXS** - *Sucka Blow*
2. **Phil Collins** - *Hearts On Fire*
3. **Marla McKee** - *Slow Motion*
4. **London Beat** - *I've Been Thinking About You*
5. **Dave Lee** - *Green in the Heart*
6. **Twenty 4 Seven** - *I Can't Stop*
7. **Heath Cherry** - *I've Got You Under My Skin*
8. **The Firm** - *Greasy Train*
9. **Paul Simon** - *The Obvious Child*
10. **Pet Shop Boys** - *He's Not*
11. **Steve Miller** - *The Joker*
12. **Ban-O-Matic** - *Fascinating Rhythm*
13. **Jeff Lynne** - *Life Is a Trip*
14. **The Beautiful South** - *A Little Time*
15. **John Green** - *Mad Kids*
16. **S-Eyed** - *Nothing To Lose*
17. **The Shamans** - *Make It Hot*
18. **Snip** - *Out of Step*
19. **Robby Vinton** - *Blue Eyes*
20. **Energy Orchard** - *Someone's Brother*

switzerland

Most played records on the national channels DRS 3 and the private stations, Radio Akkord, Basilek, Radio Pilatus, Radio Z and Radio 2. Compiled by Media Control, Basel.

1. **New Kids On The Block** - *Tough*
2. **Vaya Con Dios** - *Nah Nah Nah*
3. **DNA feat. Suzanne Vega** - *Tom Diner*
4. **M.C. Hammer** - *U Can Trust Me*
5. **George Michael** - *Praying For Time*
6. **Rozette** - *I've Been Thinking About You*
7. **Matthias Reim** - *Verdacht, Ich Hab' Dich*
8. **Sinad O'Connor** - *The Emperor's New Clothes*
9. **Mariah Carey** - *Vision Of Love*
10. **Milva** - *Langsam*
11. **Nicki Katt** - *Prisoner Myself*
12. **Maxi Priest** - *Cool To You*
13. **INXS** - *Sucka Blow*
14. **Book Of Dime** - *Rebels*
15. **Dave Stewart** - *Jack Talkin'*
16. **UB40** - *Krypton Train*
17. **Jon Bon Jovi** - *Blaze of Glory*
18. **Go West** - *The King Of Wishful Thinking*
19. **Matthias Reim** - *Ich Hab' Gerad' Dich*
20. **Madonna** - *Happy Face*

holland

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

1. **A-Ha** - *Crying in the Rain*
2. **Cheesha** - *He's Not*
3. **Matthias Reim** - *Verdacht, Ich Hab' Dich*
4. **Andre Hazes** - *Klein Jong*
5. **New Kids On The Block** - *Tough*
6. **London Beat** - *I've Been Thinking About You*
7. **The Firm** - *Greasy Train*
8. **Hank Wingard** - *He Said*
9. **Dino-Lite** - *Green in the Heart*
10. **De Wijkplaats** - *Levens Hoop*
11. **M.C. Hammer** - *U Can Trust Me*
12. **B. Kandaori & H. Filikers** - *Duist*
13. **Sandra Bremner** - *La Corchee*
14. **Rene Fringer** - *Jon Nah Nah*
15. **Heath Cherry** - *I've Got You Under My Skin*
16. **Beverly Craven** - *Prisoner Myself*
17. **Vaya Con Dios** - *Nah Nah Nah*
18. **Robert Cray** - *The Force*
19. **INXS** - *Sucka Blow*
20. **M.C. Hammer** - *U Can Trust Me*

germany

Most played records on the ARD stations and the major privates. Compiled by Media Control, Baden Baden.

1. **London Beat** - *I've Been Thinking About You*
2. **Matthias Reim** - *Ich Hab' Gerad' Dich*
3. **Wilson Phillips** - *Release Me*
4. **New Kids On The Block** - *Tough*
5. **DNA feat. Suzanne Vega** - *Tom Diner*
6. **Charles D. Lewis** - *Soca Drama*
7. **Purple Soul** - *Oh My Sweetest*
8. **Paul Simon** - *The Obvious Child*
9. **Mariah Carey** - *Vision Of Love*
10. **A-Ha** - *Crying in the Rain*
11. **George Michael** - *Praying For Time*
12. **Rozette** - *I've Been Thinking About You*
13. **Maxi Priest** - *Cool To You*
14. **Jason Donovan** - *Rhythm Of The Rain*
15. **Go West** - *The King Of Wishful Thinking*
16. **Corneille** - *Zuttern!*
17. **Vaya Con Dios** - *What's A Woman*
18. **Sander** - *The Secretary*
19. **Harbers Groenewald** - *Dank Uoke Kakt*
20. **John Gorman** - *That's Freedom*

austria

Most played records on the national top radio channel O3. Compiled by Media Control, Baden Baden.

1. **Craig McLachlan & Check 1-2** - *Two*
2. **Rozette** - *I've Been Thinking About You*
3. **Blue Pearl** - *Heart in the Rain*
4. **DNA feat. Suzanne Vega** - *Tom Diner*
5. **INXS** - *Sucka Blow*
6. **UB40** - *Krypton Train*
7. **Vaya Con Dios** - *What's A Woman*
8. **David West & Stranger** - *The Invisible Man*
9. **Maxi Priest** - *Cool To You*
10. **New Kids On The Block** - *Tough*

france

Most played records on the AM1 and FM stations as compiled by Media Control, Strasbourg.

1. **Marx Laraine** - *Aut Foraine*
2. **Johnny Hallyday** - *Cadette*
3. **A-Ha** - *Crying in the Rain*
4. **Patricia Kaas** - *Les Passagers D'Or*
5. **Rick Van der Venne** - *Avant De Partir*
6. **Pauline Ester** - *La Monde Est Ici*
7. **Dave Stewart** - *Jack Talkin'*
8. **DNA feat. Suzanne Vega** - *Tom Diner*
9. **Zola Machine** - *Maison*
10. **Diane Telf** - *La Legende De Jenny*
11. **Francois Feldman** - *Petit Frere*
12. **Patrick Bruel** - *Alors Regarde*
13. **George Michael** - *Praying For Time*
14. **Elia** - *See You See You*
15. **Thierry Hazard** - *Le Jai*
16. **Alan Chambers** - *Sous l'Arbre C'Est Bon*
17. **Vanessa Paradis** - *Tandem*
18. **Julien Clerc** - *Petit Pigeon*
19. **Art Mengo** - *Demain, Demain*

radios peripheriques (media control)

1. **Marx Laraine** - *Aut Foraine*
2. **UB40** - *Krypton Train*
3. **DNA feat. Suzanne Vega** - *Tom Diner*
4. **Dave Stewart** - *Jack Talkin'*
5. **Vaya Con Dios** - *What's A Woman*
6. **Alanah Hurd** - *Back Home*
7. **Double Dee** - *House Love*
8. **M.C. Hammer** - *U Can Trust Me*
9. **Elton John** - *Cheese*
10. **INXS** - *Sucka Blow*
11. **George Michael** - *Praying For Time*
12. **The Christians** - *I Found Out*
13. **Mariah Carey** - *Vision Of Love*
14. **Patrick Bruel** - *Alors Regarde*
15. **Maxi Priest** - *Cool To You*
16. **Sydney Youngblood** - *See You See You*
17. **Marx Laraine** - *Aut Foraine*
18. **The Dillies** - *Oh! Sweetest! How Much I'm Looking For*
19. **Matthias Reim** - *Happy Face*
20. **Rick Van der Venne** - *Avant De Partir*

italy

Most played records compiled from RAI Stereo Due.

1. **Lucca Dalla** - *Canali P*
2. **Francesco Guccini** - *Quello Che Non... (3)*
3. **Caravara Domingo Paronetti** - *In Concerto*
4. **Bacon & Lamb Of Business** - *Some Queens Joe*
5. **Fabrizio De André** - *La Nuova Vita*
6. **Snip** - *Out of Step*
7. **George Michael** - *Praying For Time*
8. **Ello & Le Storme** - *Sim To Be Always*
9. **Gianna Marinelli** - *Scandalo*
10. **Prince** - *Crash! Boom! Bang!*
11. **Nino Buonocore** - *Janari*
12. **Mango** - *Stranità*
13. **Franco De Gregori** - *Flora Loggerrini*
14. **Various Artists** - *Very Home Sweet Home*
15. **Franco De Gregori** - *Neomediterraneo*
16. **Matthias Reim** - *Happy Face*
17. **Sinad O'Connor** - *The Emperor's New Clothes*
18. **Duran Duran** - *Vision Of Summer*
19. **Ligabue** - *Ligabue*
20. **Eric Burdon** - *It's Open Sesame*

spain

The 20 best played records in Spain from Cuarenta Principales, covering the major Spanish stations.

1. **Duran Duran** - *Rollers*
2. **Twenty 4 Seven** - *I Can't Stop*
3. **M.C. Hammer** - *U Can Trust Me*
4. **Madonna** - *Happy Face*
5. **Adelante** - *Algo*
6. **Snip** - *Out of Step*
7. **Revelation** - *He's Not*
8. **Elton John** - *Sorry*
9. **No Me Pasa** - *Después De Sentir Te Necesito*
10. **The Refractor** - *Sera*
11. **Rico & Benjamin** - *Discurso*
12. **George Michael** - *Praying For Time*
13. **Jon Bon Jovi** - *Blaze of Glory*
14. **El Último De La Fila** - *Musa Loco*
15. **Eric Burdon** - *It's Open Sesame*
16. **Prince** - *Thrash It Up*
17. **Sinistro Total** - *Sueños*
18. **Los Llamados** - *No es Nada*
19. **Garibaldi** - *Quejidos Nuevos*
20. **Guru Josh** - *Who's In It? R'Army*

finland

Most played records on 25 private stations as compiled by Discoprint Tampere.

1. **Pirkka Ruuska** - *Rakkaus Laulu*
2. **MIC Mikko T** - *Jon Nauha*
3. **Alanah Hurd** - *Back Home*
4. **Anna Hämälä** - *Song*
5. **Vaya Con Dios** - *What's A Woman*
6. **New Kids On The Block** - *Stop By Stop*
7. **Gary Moore** - *Sit On The Bus*
8. **Madonna** - *Happy Face*
9. **Arg Rantana** - *Ään Kain Nauha Keskust*
10. **Alanah Hurd** - *Love It*

MUSIC EUROPEAN THE RETURN OF A-HA & airplay AT NO. 10! MEDIA TOP 50

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	1	1	Tom's Diner	DNA feat. Suzanne Vega	ASB (Rondor Music)	26	27	11	26	27	11
2	3	2	Praying For Time	George Michael	Epic (Morrison Leahy Music)	27	28	10	27	28	10
3	6	3	I've Been Thinking About You	London Beat	Anonymous/RCA (Warner Chappell)	28	NE	28	The Obvious Child	Paul Simon	Warner Brothers (Paul Simon)
4	5	4	Suicide Blonde	INXS	Mercury (Isi Music)	29	33	3	Groovy Train	The Farm	Produce (Produce)
5	4	5	Tonight	New Kids On The Block	CBS (M.Starr/EMI April/A. Lancetoli)	30	40	5	Fascinating Rhythm	Bass-O-Matic	Virgin (Guerrita/Virgin/Bagle/Pop)
6	12	6	Kingston Town	UB40	Virgin (Sparsa Florida)	31	20	13	Mona	Craig McLachlan & Check 1-2	Epic (Jewel Music)
7	10	7	It Must Have Been Love	Rozette	EMI (Jimmy Fun Music)	32	NE	32	I Can't Stand It	Twenty 4 Seven	Freaky Records/BCH (Stop & Go/Cat/Cat/Sageel)
8	12	8	Vision Of Love	Mariah Carey	CBS (Vision Of Love/Been Jammin')	33	50	2	Hang In There	Phil Collins	Virgin/WEA (Phil Collins/H&H And Run)
9	5	9	Groove Is In The Heart	Dee-Lite	Elektra (Delony)	34	31	3	Nothing To Lose	S-Eyed	Rhythm King (Rhythm King Music)
10	NE	10	Crying In The Rain	A-Ha	Warner Brothers (Screen Gems/EMI)	35	35	3	It's On You	M.C. Hammer	Capitol (ZYYX/Mikkilä (Warner Music))
11	13	11	Close To You	Maxi Priest	10 Records (Various)	36	11	13	Hanky Panky	Madonna	Sire (WEA Music/Blue Deque/Wes/Gri)
12	14	12	What's A Woman	Vaya Con Dios	Arista (Vaya Con Dios/BMG Music)	37	42	2	Rue Fontaine	Marla McKee	Ampe (Joreg)
13	21	13	I've Got You Under My Skin	Nelson Cherry	Coca (Warner Chappell)	38	38	2	Tandem	Vanessa Paradis	Polydor (Melodie Nelson)
14	36	14	Jack Talkin'	Dave Stewart & Spiritual Cowboys	RCA (Eggle/BMG/Rondor)	39	19	28	Black Velvet	Alanah Hurd	Ampe (Eggle/Bear/Walters)
15	26	15	The Joker	Steve Miller Band	Capitol (Warner Chappell)	40	43	2	Cult Of Snap	Snip	Logos/Arlo (Fellow/Warner Chappell/Zomba/On Logos)
16	7	16	Release Me	Wilson Phillips	SBK (EMI Global/Wilphill)	41	28	8	Samurai	Erste Allgemeine	Verunsicherung: EMI (Copyright Control)
17	15	17	U Can't Touch This	M.C. Hammer	Capitol (Jobete/Isi)	42	34	5	Deine Liebe Klebt	Herbert Groenemeyer	Ecotrac (Groenlandek)
18	25	18	Nah Neh Nah	Vaya Con Dios	Arista (Vaya Con Dios/BMG Music)	43	24	20	Club At The End Of The Street	Elton John	Rocking (Big Pig Music)
19	22	19	Verdamm, Ich Lieb' Dich	Matthias Reim	Polydor (Kargus/Musik)	44	NE	44	Good Morning Britain	Attec	Cameras & Mick Jones: WEA (Warner Brothers Music)
20	8	20	Soca Drama	Charles D. Lewis	Voyager (Giem Music)	45	NE	45	Life Me Up	Jeff Lynne	Reprise (EMI/Ar)
21	23	21	Ich Hab' Getrauert Von Dir	Matthias Reim	Polydor (Kargus/Musik)	46	NE	46	Blue Velvet	Bobby Vinton	Epic (Chappell Morris)
22	17	22	The Emperor's New Clothes	Sinad O'Connor	Empire (EMI Music)	47	22	5	Black Cat	Janet Jackson	AM (Black Ice Music)
23	39	23	So Hard	Pet Shop Boys	Parlophone (Virgin Music)	48	NE	48	A Little Time	The Beautiful South	GoGo (GoGo Music)
24	30	24	Show Me Heaven	Marla McKee	Epic (Fantom Music)	49	NE	49	Make It Mine	The Shamen	One Little India (Amokha Song)
25	18	25	The King Of Wishful Thinking	Go West	Chrysalis (Campbell Connelly/Zomba)	50	29	4	Livin' In The Light	Caron Wheeler	RCA (Orange Tree/Postmark)



hot 100

SINGLES



THIS WEEK	LAST WEEK	WEEKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	1	6	I've Been Thinking About You	London Beat	Anxious/RCA	(Warner Chappell)	UK, DB, NL, S, F
2	3	4	Show Me Heaven	Maria McKee	Epic	(Famous/Ensign Music)	UK, F
3	4	11	Tom's Diner	DNA feat. Suzanne Vega	A&M	(Rondor Music)	UK, DB, NL, A, CH
4	19	3	Cult Of Snap	Snap	Logic/Ariola	(Follow Warner Chappell/Zomba/Son Of Logic)	UK, DB, NL, DK, F, N
5	6	12	Soca Dance	Charles D. Lewis	Polydor	(Glem Music)	F, DB, NL, P, DK
6	2	17	U Can't Touch This	M.C. Hammer	Capitol	(Jobete/Bust-It)	F, DB, NL, E, A, CH, S, DK, SF
7	9	21	I Can't Stand It	Twenty 4 Seven	Freaky Records/BCM	(Stop & Go/Cat-Talk/Siegel)	UK, DE, A, CH, S, DK, I
8	8	17	Maldon	Zouk Machine	Ariola	(Virgin Music)	F, B, NL
9	20	19	A Toutes Les Filles	Felix Gray & Didier Barbevilien	Talar	(Zone Musique)	F, B
10	51	2	Blue Velvet	Bobby Vinton	Epic	(Chappell Morris)	UK
11	NE		So Hard	Pet Shop Boys	Parlophone	(Cage Music)	UK, DB, F
12	24	8	Megamix	Technotronic	ARS	(Bogam/BMC Publishing)	UK, F, DB, CH, P, DK
13	13	24	Verdammt, Ich Lieb' Dich	Matthias Reim	Polydor	(Kanguruh Musik)	DB, NL, A, CH
14	14	16	It's On You	M.C. Sar & The Real McCoy	ZYX/Mikulski	(Winterup Musik)	F, DB, NL, E, A, CH
15	17	7	Praying For Time	George Michael	Epic	(Morrison Leahy Music)	UK, F, DB, NL, A, CH, S, P, DK, N, GR, I
16	11	19	It Must Have Been Love	Roxette	EMI	(Jimmy Fun Music)	DB, NL, A, CH, S, P, DK, N, I
17	10	28	Kingston Town	UB40	Virgin	(Sparta Florida)	F, D, A, CH
18	5	7	The Joker	Steve Miller Band	Capitol	(Warner Chappell)	UK, B, NL, F
19	85	2	The Anniversary Waltz - Part One	Status Quo	Vertigo	(Various)	UK
20	15	14	Le Jerk!	Thierry Hazard	CBS	(CBS Music)	F, B
21	12	17	Ooops Up	Snap	Logic/Ariola	(Minden/Warner Chappell/Zomba)	DE, A, CH, S, DK, GR, I
22	18	17	Close To You	Maxi Priest	10 Records	(Various)	DB, A, CH, S, DK, GR
23	21	6	Ich Hab' Getraeumt Von Dir	Matthias Reim	Polydor	(Kanguruh Musik)	D
24	7	7	Groove Is In The Heart	Deee-Lite	Elektra	(Delovely)	UK, B, NL, F, S, GR
25	28	10	Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini	Bombalurina	Carpet	(Campbell Connelly & Co)	UK, DB, DK, N, S, F
26	27	10	Blaze Of Glory	Jon Bon Jovi	Vertigo	(Bon Jovi/Pri/Warner)	DE, A, CH, S, P, DK, N, S, F, I
27	25	17	Vous Etes Fous	Benny B.	Vie Privee	(Copyright Control)	F, B
28	32	18	White And Black Blues	Joelle Ursull	CBS	(Warner Chappell)	F, B
29	30	13	Naked In The Rain	Blue Pearl	W.A.U./Mr. Modo	(Big Life (E. G. Music/Copyright Control))	UK, DB, A, CH, S, GR
30	42	19	Insieme 1992	Toto Cutugno	EMI	(Edizioni No. 2)	F, D, A, CH, P, I
31	26	9	Vision Of Love	Mariah Carey	CBS	(Vision Of Love/Been Jammin')	UK, DB, NL, S, P, DK
32	23	9	What Time Is Love? (Live At Trancentral)	KLF	KLF Communications	(E.G./Zoo/Warner Chappell/Copyright Control)	UK, DB, NL
33	34	5	Fascinating Rhythm	Bass-O-Matic	Virgin	(Guerilla/Virgin/Bugle/Point)	UK, F
34	22	6	Groovy Train	The Farm	Produce	(Produce)	UK

THIS WEEK	LAST WEEK	WEEKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
35	31	10	Tonight	New Kids On The Block	CBS	(M.Starr/EMI April/A. Lancelotti)	UK, DB, NL, S, P
36	29	5	The Space Jungle	Adamski	MCA	(Copyright Control)	UK, B, NL, F, S, F
37	35	17	Step By Step	New Kids On The Block	CBS	(Maurice Starr Music)	F, D, A, S, GR
38	69	2	World In My Eyes	Depeche Mode	Mute	(Grabbing Hands/Sonet)	UK, DB, DK, F
39	41	9	Avant De Partir	Roch Voisine	GMI/Ariola	(Ed. Georges Mary)	F, B
40	48	2	Never Enough	The Cure	Fiction	(Fiction Songs)	UK, F
41	NE		Have You Seen Her	M.C. Hammer	Capitol	(Urichappell/Bust-It)	UK, DB, NL
42	40	21	What's A Woman	Vaya Con Dios	Ariola	(Vaya Con Dios/BMG Music)	D, A, CH, P, GR
43	36	4	Suicide Blonde	INXS	Mercury	(Toi Muziek)	UK, B, NL, F, S, F
44	37	3	Then	Charlatans	Situation Two	(Warner Chappell)	UK, F
45	33	3	Thunderstruck	AC/DC	Atco	(J. Albert & Son)	UK, F, S, F
46	44	9	The Party	Latino Party	Polydor	(Copyright Control)	F, B
47	16	3	Holy Smoke	Iron Maiden	EMI	(Zomba Music)	UK, F, S, F
48	38	11	We Love To Love	P.M.Sampson & Double Key	CBS	(2nd Hand Music/Siegel)	D
49	47	5	Black Cat	Janet Jackson	A&M	(Black Ice Music)	UK, DB, NL, F, S, F
50	60	3	It's A Shame (My Sister)	Monie Love feat. True Image	Cooltempo	(Chrysalis/Jobete/Virgin)	UK
51	57	3	Tunes Splits The Atom	MC Tunes	Verloren	(Perfect Songs)	UK, F
52	45	9	Where Are You Baby?	Betty Boo	Rhythm King	(Rhythm King Music)	UK, D, F
53	49	12	Turtle Power	Partners In Kryme	SBK	(EMI Blackwood/Kikinit)	UK, D, CH
54	56	10	Il Suffit D'Un Ou Deux Excites	Footbrothers	CBS	(Captain Click Prod.)	F
55	43	15	Aime Moi	Claude Barzotti	Zone Music	(Zone/Barzo Music)	F, B
56	53	8	Samurai	Erste Allgemeine Verunsicherung	EMI	(Copyright Control)	D, A, CH
57	64	7	Can Can You Party	Jive Bunny & The Mastermixers	Music Factory	(Various)	UK, B, E, CH, DK, SF
58	52	27	I Promised Myself	Nick Kamen	WEA	(EMI Music)	DE, CH, S, DK
59	76	15	Le Temps De Copains	Les Vagabonds	Carrere	(Editions Orlando)	F
60	78	2	Rockin' Over The Beat	Technotronic feat. Ya Kid K.	ARS	(Bogam/BMC Publishing)	DB, CH
61	50	5	Deine Liebe Klebt	Herbert Groenemeyer	Electrola	(Groenland/Kick)	DA
62	46	22	Se Bastasse Una Canzone	Eros Ramazzotti	DDD	(DDD/Una Lira/Scorbanda)	F, D
63	55	32	The Power	Snap	Logic/Ariola	(Hanseatic/Fellow)	F, E, P, GR, I
64	NE		I've Got You Under My Skin	Neneh Cherry	Circa	(Warner Chappell)	UK, B, NL
65	70	2	The Cult Of Snap	Hi Power	USA	(Non Stop/Warner Chappell/USA)	B, NL, E
66	68	2	Nah Neh Nah	Vaya Con Dios	Ariola	(Vaya Con Dios/BMG Music)	B, NL, CH, GR
67	39	7	Four Bacharach & David Songs (EP)	Deacon Blue	CBS	(MCA/Screen Gems EMI/Carlin)	UK, F
68	NE		Spin That Wheel	Hi Tek 3 & Ya Kid K.	CNR	(Bogam/BMC/EMI)	UK

THIS WEEK	LAST WEEK	WEEKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
69	61	2	Holy Wars... The Punishment Due	Megadeth	Capitol	(EMI/Theory Music)	UK, F, S, F
70	54	5	Livin' In The Light	Caron Wheeler	RCA	(Orange Tree/Motherman)	UK, NL
71	71	18	Le Gambadou	Patrick Sebastien	EMI	(Francis Vacher)	F
72	100	2	Une Femme Avec Une Femme	Mecano	Ariola	(Ba Ba Blaxi/BMG Music)	F, B
73	79	2	3 Songs EP	The Wedding Present	RCA	(Hallin/EMI)	UK
74	NE		Heel Alleen	Clouseau	HKM/CNR	(Hans Kusters Music)	B, NL
75	NE		Crying In The Rain	A-Ha	Warner Brothers	(Screen Gems/EMI)	DB, NL, S, F
76	81	7	Sotto Questo Solo	Baccini & Ladri Di Bicicletta	CGD	(EMI/Denny Rose/Insieme/Blue Team/Terra)	I
77	63	11	The Emperor's New Clothes	Sinead O'Connor	Ensign	(EMI Music)	D, A, CH, I
78	RE		Hey Little Girl	Mark Boyce	Epic	(CBS Music/EMI Music)	F
79	95	2	Heaven	The Chimes	CBS	(CBS Music)	UK
80	58	4	Ritmo De La Noche	Lorca	Carrere	(Pink/Hanseatic)	B
81	67	19	Everybody Everybody	Black Box	Groove Groove Melody	(Warner Chappell)	F, I
82	66	4	Lily Was Here	David A. Stewart & Candy Dulfer	Anxious/RCA	(D'nA/BMG Music)	F
83	NE		A Little Time	The Beautiful South	Go!Discs	(Go!Discs Music)	UK
84	NE		Crazy For You	David Hasselhoff	White Records/Ariola	(Young Musikverlag)	D, CH
85	NE		Body Language	Adventures Of Stevie Nicks	MCA	(Warner Chappell)	UK
86	73	3	Scandalo	Gianna Nannini	Ricordi	(Giene/Z-Music)	D, I
87	NE		Aimer D'Amour	Boule Noire	Kimono/Carrere	(Albert Hammond/Warner Chappell)	F, B
88	62	4	Fools Gold/What The World Is...	The Stone Roses	Silverstone	(Zomba Music)	UK, F
89	59	26	Killer	Adamski	MCA	(MCA/Beethoven St. Music)	DB, A, S, GR
90	87	2	Rue Fontaine	Marc Lavoine	Avrep	(Avrep)	F
91	99	2	She's So Fine	Thunder	EMI	(Rondor/EMI Music)	UK
92	75	11	Club At The End Of The Street	Elton John	Rocket	(Big Pig Music)	F, D
93	88	28	Black Velvet	Alannah Myles	Atlantic	(EMI/Bluebear Waltzes)	F, D, S, F
94	RE		Ca Fait Des Nuits	Florent Pagny	Philips	(Editions Glem)	F
95	NE		Love Is Such A Lonely Sword	Blue System	Hansa/Ariola	(Hanseatic)	DA
96	RE		Un' Estate Italiana	Gianna Nannini & Edoardo Bennato	Virgin	(Sugar/Warner Chappell)	D, CH, I
97	NE		People	Soul II Soul	10 Records	(Various)	DB, NL, S, F
98	NE		Right Here, Right Now	Jesus Jones	Food	(EMI Music)	UK
99	84	21	Oui Je L'Adore	Pauline Ester	Polydor	(Ducombe/PolyGram)	F
100	65	6	Rhythm Of The Rain	Jason Donovan	PWL	(Warner Chappell)	UK, B, 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.
 ○ = FAST MOVERS NE → = NEW ENTRY RE → = RE-ENTRY

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 ELECTROLA

hot BREAKOUTS

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uk & ireland

Pet Shop Boys
So Hard (Parlophone)

Neneh Cherry
I've Got You Under My Skin (Circus)

The Beautiful South
A Little Time (Go/Disc)

Jesus Jones
Right Here Right Now (Foad)

spain

Atawalpa
Utopia Interior (Cinger Music)

No Me Pises
Corabando De Saldas... (Mano Negra)

Los Limones
No Le Digas (G.A.S.A.)

Parachicos
Parachicos (PolyGram)

**germany, austria
switzerland**

David Hasselhoff
Crazy For You (BPG Arista/Ger/Swe)

Blue System
Love's Such A Lonely Sinner (BPG Arista/Ger/Aus)

Nicki
Wenn Du Bei Mir Bleibst (Virgin/Ger)

Flippers
Seben Tage (Dino Music/Ger)

scandinavia

A-Ha
Crying In The Rain (Warner Brothers/Nor/Wi)

Dr. Baker
Reality (Maga/Den)

Izabella
Substitute (Virgin/Swe)

Trussetyven
Jag Er Bar 'Sa' Gø (EMI/Den)

france

Boule Noire
Bonne Toi Sa Abrasim (Circus)

Patricia Kaas
Les Mannequins D'Orser (CBS)

Patrick Bruel
Alors Regarde (RCA)

Johnny Hallyday
Sardilly (Polygram)

italy

Elio E Le Storie
Domeno To Sa Abrasim (CBS)

Chicco Secchi Project
I Say Yeah (CGD)

Fabrizio De Andre
La Nuova (Font. Cecca)

Gianna Nannini
Sardilly (Ricon)

benelux

Clouseau
Hello Allen (RHM/CNR/Hol/Bel)

Jo Vally & Paul Anderson
Aan Alle Vrouwen (Indie/Bel)

Technotronic
Rockin' Over The Beats (A&B/Bel)

King Bee
Hust Bee The Music (Boudisque/Hol)

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**MUSIC
&
MEDIA**

MUSIC & MEDIA top 3 SINGLES IN EUROPE

Country	1	2	3
UNITED KINGDOM	Show Me Heaven Hana Hana (CBS)	I've Been Thinking About You London Beat (BPG Arista)	Blue Velvet Belle Yvonne (CBS)
GERMANY	Tom's Diner Dina Ha, Suzanne Vega (Polygram)	Ich Hab' Getrauert Von Dir Hana Hana (CBS)	Cult Of Snap BPG Arista
FRANCE	Maldon Zak Maltbe (BPG Arista)	A Toutes Les Filles Fies Gray & Odeur Barbouille (BPG Arista)	Sane Dance Charles D. Lewis (Polygram)
ITALY	Sotto Questo Solo Bacon & La Bottega (CGD)	Praying For Time George Michael (CBS)	Scandalo Gloria (Polygram)
SPAIN	I Can't Stand It Terry 5 Feet Simple (CGD)	Infinity (1990's Time For The Guru) Guy Joo (BPG Arista)	U Can't Touch This MC Hammer (BPG Arista)
HOLLAND	Verdamm't, Ich Lieb' Dich Maltbe (BPG Arista)	I've Been Thinking About You London Beat (BPG Arista)	It's On You MC Jam & The New MC's (P.M.C.)
BELGIUM	A Toutes Les Filles Fies Gray & Odeur Barbouille (BPG Arista)	Ritmo De La Noche Lorna Carroll	I've Been Thinking About You London Beat (BPG Arista)
SWEDEN	U Can't Touch This MC Hammer (BPG Arista)	I've Been Thinking About You London Beat (BPG Arista)	Ooops Up Sugar Hill (A&B)
DENMARK	It Must Have Been Love Robyn (BM)	Rabaldstraede Rokken By Odeur (Verg)	U Can't Touch This MC Hammer (BPG Arista)
NORWAY	Crying In The Rain A-Ha (P.M.C.)	It Must Have Been Love Robyn (BM)	Classic Lena Gerken (BM)
FINLAND	Thunderstruck AC/DC (WEA)	Holy Smoke New Model (BM)	Tahvoja Paparella Ego Normal (RCA)
IRELAND	I Love To Love Her Suzy Biondi (A&B)	Show Me Heaven Hana Hana (CBS)	The Joker Suzanne Vega (Polygram)
SWITZERLAND	Verdamm't, Ich Lieb' Dich Maltbe (BPG Arista)	I've Been Thinking About You London Beat (BPG Arista)	Tom's Diner Dina Ha, Suzanne Vega (Polygram)
AUSTRIA	Verdamm't, Ich Lieb' Dich Maltbe (BPG Arista)	Naked In The Rain Bee Gees (Polygram)	Tom's Diner Dina Ha, Suzanne Vega (Polygram)
GREECE	Ooops Up Snap (BPG Arista)	Close To You Hani Papanicolaou	Praying For Time George Michael (CBS)
PORTUGAL	Nao Ha Estrelas No... Ao Noite (BM)	Insierne 1992 Sis Caughe (BM)	Vogue Madonna (WEA)

MUSIC & MEDIA

EUROCHART hot 100 SINGLES

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MUSIC & MEDIA

EUROPEAN top 100 ALBUMS

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95	95	95	95

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MUSIC & MEDIA top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	In Concert Carnegie/Dunlop/Peters (Decca)	X P.M.C. (Parlophone)	Listen Without Prejudice George Michael (CBS)
GERMANY	Luxus Hofner/Gesamter (Gezang)	Pretty Woman Suzanne Vega (Polygram)	Matthias Reim Hana Hana (CBS)
FRANCE	Sane Dance - Do You Feel It! Hana Hana (CBS)	Maldon Zak Maltbe (BPG Arista)	Helene Belle Yvonne (BPG Arista)
ITALY	Cambio Luna Della (BPG Arista)	Quello Che Non... George Michael (CBS)	In Concert Carnegie/Dunlop/Peters (Polygram)
SPAIN	In Concert Carnegie/Dunlop/Peters (Polygram)	Listen Without Prejudice George Michael (CBS)	The Collection Beatles (Polygram)
HOLLAND	Paix To Present 1977 - 1990 CBS (CBS)	Listen Without Prejudice George Michael (CBS)	In Concert Carnegie/Dunlop/Peters (Parlophone)
BELGIUM	In Concert Carnegie/Dunlop/Peters (Polygram)	Listen Without Prejudice George Michael (CBS)	Graffiti Bridge Prince (WEA)
SWEDEN	Blaze Of Glory Jon Bon Jovi (Polygram)	Pretty Woman Suzanne Vega (Polygram)	Om Hana Hana (CBS)
DENMARK	Pretty Woman Suzanne Vega (Polygram)	Still Got The Blues Guy Noya (Verg)	Dark Passion Hana Hana (CBS)
NORWAY	Stereo Dino Dine (CBS)	The Razor's Edge AC/DC (WEA)	Tusen Bitar Belle Yvonne (BPG Arista)
FINLAND	Kun Suomi Putoi Puusta Iano Ranta (P.M.C.)	Historian Suurmiehia Ego Normal (P.M.C.)	Yhdestoitto Hetki Hana Hana (CBS)
IRELAND	In Concert Carnegie/Dunlop/Peters (Polygram)	High On Emotion Live From Dublin CBS (CBS)	Room To Roam The Honeybees (Decca)
SWITZERLAND	Matthias Reim Hana Hana (CBS)	Pretty Woman Suzanne Vega (Polygram)	Listen Without Prejudice George Michael (CBS)
AUSTRIA	Pretty Woman Suzanne Vega (Polygram)	Nepomuk's Rache Suzanne Vega (Polygram)	Luxus Hana Hana (CBS)
GREECE	Listen Without Prejudice George Michael (CBS)	Still Got The Blues Guy Noya (Verg)	Night Owls New On Disc (BPG Arista)
PORTUGAL	Mingos & Os Samurais Ao Noite (BM)	Existir Maltbe (BM)	But Seriously P.M.C. (CBS)

SINGLES



SINGLE OF THE WEEK

The Afro's
Feel It - CBS

A hip hop song with a strong novelty value by a new, exciting DJ Fam act. The whacky rhymes and the squeaky falsetto vocals make the song a little off the wall. But adding to the weirdness, are the pumping '70s funk grooves and the stomping melodic chorus. Combined, makes it a likely airplay candidate for dance programmers. Backed up by promising club airplay across Europe, this addictive tune has good chances to cross over to general radio pop formats.

A-Ha

Crying In The Rain - Warner Brothers
A splendid cover version of the classic Howard Greenfield and Carole King song. Chris Neil's majestic production, gives the song the right moody and melancholic tone.

Whitney Houston

I'm Your Baby Tonight - Arista/BMG
A sure hit and already getting massive airplay support across Europe. A moody dance beat, soberly orchestrated, and a prominent piano form the basis for La Houston's chilling vocals.

La Strada

La Muerte - RCA/BMG
A light-weight and uplifting, Latin tinged song from this French-based four piece.

Stress

Beautiful People - Eternal/WEA



A soulful song with prominent guitars, mixing a U2/INXS groove with some gospel vocals. Also, check the commanding B-side. A band to watch.

Dan Fogelberg

Rhythm Of The Rain - Epic
A bluesy rendition of the Cascades original that first charted in the US in 1963. The cover is done with respect, giving it an Atlantic-soul feel by using live horns and organ. There's a surprising ending with a couple of lines from the Beatles' *Rain*.

The Chimes

Heaven - CBS
Following up their massive *I Still Haven't Found...*, this electrolytic act brings us more home-pulsed dance. Soulful vocals and a rocking piano riff.

Liane Foley

Au Fur Et A Mesure - Virgin
A brooding, soft ballad in the French chanson-tradition wrapped in a modern production. Dreamy and mellow.

Steve Earle & The Dukes

Justice In Ontario - MCA
A folk-rock song with a mesmerizing atmosphere, taking from *The Hard Way* album.

Faith, Hope & Charity

Growing Pains - WEA
Catchy disco pop with a house edge from a new, London-based female trio. Sensual material.

Eros Ramazzotti

Dolce Barbara - DDD/BMG
A solid ballad supported by a subtle clarinet. Picking up airplay.

The Grid

A Beat Called Love - East West
An ambient dance track, with sultry, whispered vocals, suddenly explodes into a cheerful SAW-chorus.

Phil Edwards

Don't Look Any Further - Gp/WEA
A driving and reggae-tinged song, capable of hypnotising a dancefloor with its compulsive house groove.

ALBUMS



ALBUM OF THE WEEK

Various Artists

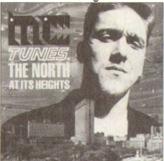
Red Hot & Blue - Chryslis
The Aids benefit featuring the work of the late Greg Porter with an all-star line up, consisting of artists as diverse as U2, Neneh Cherry and Les Negresses Vertes. The result is a sampler of various styles, ranging from hip hop, folk, rock, pop and soul - a delight for any serious album programmer. Among the many highlights, we especially recommend U2's *Night And Day*, *I Love Paris* by Les Negresses Vertes and Annie Lennox's stunning version of *Every Time We Say Goodbye*.

Iron Maiden

No Prayer For The Dying - EMI
After 10 years still hard rock's finest, full-gripping guitar songs, laid enough to please the fans and melodic enough to get mainstream exposure anywhere they wish. Songs that sound simple, but with everyone of them having its own touch of virtuosity. Bruce Dickinson's lyrics have moved away from the joys of sex to themes of war and religious oppression.

MC Tunes

The North At Its Heights - ZTT/WEA



The Manchester rapper in collaboration with dance wizards 808 State, delivering a highly original, hard-hitting hip hop record. Where ambient house layers meet the fast rhythms of MC Tunes. Best: *Own Worst Enemy*, *Primary Rhythm* and the title track. A blockbuster album.

Soul Asylum

Soul Asylum And The Horse They... - A&M
Wild guitar dance from this gifted foursome. Dave Pirner's obsessive vocals, Grant Young's energetic drums and the whole punkish, pure pop attitude make a very attractive and convincing sound. Steve Jordan (Keith Richards's solo album) produced. Try: *Viel Of Tears*, *Nice Guys (Don't Get Girls)* and the C&W-tinged *Brand New Shine*. Recorded live in the studio.

Stereo MC's

Supernatural - Island
Very cool rap on the second album by this British hip hop outfit. The funky, slow grooves are bass-heavy and stacked with horn parts. Jungle Brothers' Afrika Baby Bam's rasta prologue. Great tracks include the raggauffin *Declaration*, I'm A Believer and the superb *Elevate My Mind*.

John Farnham

Chain Reaction - Wheelsey/BMG
A strong album, full of imaginative, elaborate rock songs. Vocal arrangements for a choir of 11 voices coupled with layers of guitars form the basis of this very special album. Try *That's Freedom*, *In Days To Come*, *All Our Sons* and *Daughters* and the title cut.

Paul Janz

Renegade Romantic - A&M
A new rock artist who pens commercial material and sings it with a gritty voice. The slick production, by Bill Drescher, is very FM-friendly and is marked by a majestic keyboard-oriented sound. Check out: *Hold Me Tender*, *Rocket To My Heart* and *One Lovin' Touch*.

Pebbles

Always - MCA
Pebbles has once again delivered a highly commercial disco album, largely written and produced by (husband) L.A. and Babyface. Apart from slick dance grooves, the album features a lot of sultry balladery. Recommended: *Giving You The Benefit*, *Give It To Me* and *Always*.

Editor: Jerry Goossens
Contributor: Pieter de Bruyn Kopp

INXS

With the release of INXS's new album, 'X', PolyGram has launched a major marketing campaign which aims to bridge the gap between the band's sales in the US and those this side of the Atlantic. As Chris White reports, promotion is focusing on European radio outlets.

INXS's last album, *Kick*, sold more than four million units in the US, compared to 2.5 million in Europe. Peter Schultz, PolyGram International area manager for Europe: "INXS are already big in Europe but there is still a gap between their huge sales in the US and here. Consequently, the emphasis with *X* is very much on Europe, rather than the US".



The Australian band are signed to PolyGram International outside the US, Canada and Australia. The campaign for *X*, which shipped one million units before release, kicked off with the release of *Suicide Blonde*. The single is currently no. 36 in the M&M Eurochart Hot 100 Singles.

Radio is playing a key role in the European marketing plans. A special one-hour programme broadcast live on September 21 from Melbourne, and featuring vocalist Michael Hutchence and Andy Farris, went out via MCM Networking throughout Europe.

Stations which aired the show included the SER network in Spain, nine ILR stations in the UK (including Capital in London, Radio Bremen, Radio Salu and OK Radio in Germany, NRJ in France, Rete 105 in Italy, Greece's Antenne FM, Radio

Commercial in Portugal, Radio City in Finland, NRK in Norway, Uptown in Denmark, OPI01 in Yugoslavia, CSSR Radio Czechoslovakia and Radio Danubius in Hungary.

Schultz: "The programme was the official launch pad for the album. Hutchence and Farris did a live satellite link at 05.00 Australian time and fans were given the chance to talk to them via phone. The new album was also played in its entirety".

He adds: "The band will be doing more radio promotion and an itinerary is currently being finalised. PolyGram's local companies, particularly in Spain and Italy, are planning marketing campaigns for *X* which are very much linked to radio stations".

There may also be some TV appearances, but Schultz says: "It

ITALY

Lucio Dalla

- Signed to Pressing, distributed by BMG Ariola
- Publisher: Assist SPA
- Management: Snemo Music, Rome
- Current album: *Cambio*
- Production: recorded at the Clock Studio in Bologna, produced and arranged by Lucio Dalla, Mauro Malavasi and Bruno Mariani
- Marketing: TV adverts on Silvio Berlusconi's three private network channels and on the music channel VideoMusic
- VideoMusic: Radio adverts on state RAJ and private network Radio Dimensione Suono
- Foreign release: *Cambio* will be released in Germany and France by BMG Ariola. The Pressing label, owned by D&L, is not tied to BMG worldwide and the album will probably be released by other labels in certain territories.
- Tour: national dates starting February 1991

Cambio is Dalla's first studio album since *Bugia* in 1986, which



sold 350,000 units in Italy. His last record, *Dalla/Morandi*, was a double album with Gianna Morandi and has sold one million units.

Dalla presents nine new songs on *Cambio*. The track *Attenti Al Lupo* was co-written with ex-collaborator and now WEA recording artist Ron. It was used as a promotional single for radio stations, while the song *Denis* will be released commercially as a single in January.

The video for the TV advert was directed by Dalla and movie director Giacomo Campioli, who has won several awards in the past. BMG promotions manager Michele Mondella says 400,000 units of the album were distributed to retailers within five days of its release.

FRANCE

VRP

- Signed to Phonogram
- Publisher: Warner Chappell Music France (Charcuterie Edition)
- Management: Catherine Couronne, Paris
- Current album: *Rettes Les Nains De Tes Roches*, released on September 17
- Current single: *Ramon Perez*, released on September 17
- Production: recorded at Studio Mix-It by Jean-Pierre Louis and Jean Labbe. Mixed at studio ICP in Brussels by Johan and Pirioult
- Marketing: 30-second ad spots for the single on M6, co-promoted by Skyrock radio; M6/OUI FM promoted tour dates; TV appearances on "Nulle Part Allieurs" and "Rapido" Collaboration with magazine Sabrock includes flexi-disc insertion (52,000 copies), featuring two album tracks and one new track, and associated national poster campaign. Virgin Megastore promotion includes POS and window displays, plus CDM

give away to first 1,000 buyers of the CD

- Tour: The 27-date Tournee Ma Naine tour, September 14-November 24, includes three dates in Switzerland, three dates in Prague and one night at the Paris Olympia on October 29
- Foreign release: Belgium, Switzerland

Although much of VRP's strength lies in their strictly French wordplay, non-French speakers can still appreciate the band's musical accomplishments, which are achieved via a novel range of instruments - including hitting an elephant broom against a Sansonite briefcase.

All the songs on the album were written and composed by the group, except for *Tabernacle*, which was co-written with Garcon Bouchers Francois Hadji-Lazaro, and *Tu Souter*, written by Fred Le Golf.

Particularly strong live, VRP are one of the few French groups to incorporate a sense of fun capable of crossing national boundaries.



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R A Y D I O



Pssst! Do you want to play a Stone Roses bootleg record? All above board, honest. Fierce Records has released a single called *Spike Island* which is a moment of their Stone Roses show last summer. It features interviews with Manchester residents, "live" action recorded at the band's merchandise stall, a series of stage announcements and the post-gig firework display. It comes complete with a package containing a piece of backstage grass, a candy cigarette and a banana. Now that's what I call payola!

George Michael has made his debut as a TV commercial director for his *Listen Without Prejudice* album. Shot in black and white, the 60-second advertise-

ment features a couple who resolve their musical differences by throwing off their earphones and their clothes and discovering perfect harmony by listening to George's new album. George says it is a "clear interpretation of the album's title". But, the UK's Independent Broadcasting Authority has demanded that he snip off the couple's bottoms before they allow it to be shown on TV. However, elsewhere in Europe, the viewers will be able to see the bottom line.

Another George, this time one of pop's most mainstream acts of the last decade, is switching his attentions towards the 'Indi-pop' scene. **Boy George**, once of Culture Club, has been to Bombay to record an album with Indian singer **Asha Bhosle**. George is looking to spice up his life with a five-concert tour of India to tie in with the album's release. As if that wasn't enough to inflict on the sub-continent, George, who has been practising at his local Indian takeaway, says he is picking up Hindi (a language, not a disease) at an alarming rate and will soon know enough to record his songs in it.

What's wrong, I want to know, with the name **Soulsister**? In my opinion, nothing. So, can somebody tell me why, just as Soulsister's long-awaited second album, *Heat*, hits the streets, the band have changed their name. In future, we have to refer to Levers, Michiels and Soulsister. Jan Levers and Luk Michiels are the two people most associated with the group and both have helped carve the band's image. The change, believe it or not, has been prompted by US radio stations and music critics who thought Soulsister was a band made up of mamas from the Bronx and not boys from Belgium.

And so to the anniversaries... **Justin Hayward** is anything but moody and blue on October 14, as he celebrates his 44th birthday; **Richard Carpenter** becomes the same age the following day. The *Grateful Dead's Bob Weir* was born on October 16, 1947 and **Gary (Union Gap) Puckett** came to be on October 17, 1942. A generation's gap, or so, earlier than these historic events took place, a certain **Chuck Berry** was born, on October 18, 1926. Passing through London's

Heathrow airport the other day I got the chance to hear its special travel news radio station. That led me to wondering just how many people were actually listening to it at any one time. The answer, as you would see, is nearly 2!

How do we get that figure? Calculators at the ready, here we go. According to my friends at the British Airports Authority, 40 million passengers use Heathrow in a year. Divide that by 365 to get a daily figure (109,589). Assume 50% come by car (54,795); half of them see roadsigns on the M4 and M25 motorways (27,397); 10% try to find it on their radios (2,739); and 10% of those succeed (274). Divide that by 24 to get an hourly figure (11.4); and then, because the station is programmed in 10-minute blocks, divide again by 6. This gives you a final total of 1.9 people listening.

Now, if like me, you're doing a stint on the nightshift, try doing the same for Gatwick, which handles 21 million passengers a year...

Ray Dio

MAKING WAVES

Tuning In To Sud Radio

- Format: morning AM news/talk/music/afternoon-evening FM style
- Core artists: emphasis on artists from the region
- Top shows: Christophe Nicolas, 11.00-12.00, Greg Dade
- Hours on air: 24
- Target audience: 15-60 year olds
- Actual audience: app. 3 million daily listeners
- Address: 1 place Albert-Jourdain, 31071 Toulouse
- Ownership: Pierre Fabre Pharmaceuticals
- Frequency: 336.6K/819 KHz; 105.1 FM (Toulouse), one of Sud Radio's 10 FM frequencies in the SW region

Marie-Ange Roig, director of music programmes "Sud Radio is a station which feels close to its region. Broadcasting from Toulouse, we cover the whole south-west area of France. We are the leading radio in the Midi-Pyrenees, second in the Aquitaine, and getting stronger in Languedoc-Roussillon.

"We're not planning any great changes for the autumn schedule, apart from accentuating our AM side a little. At the moment the radio follows a periphery/AM format in the mornings, and an FM format from 13.00 onwards. The 7.00-8.30 news slot has very little music - only classical - and later shows are a mixed internet guest/phone-in format.

"The music until 13.00 is 70% French, 30% Anglo-American. The style has proved popular. We might play some dance music but it will be Kylie Minogue rather than rap. From 13.00 to 17.00 it's 50% French, 50% Anglo-American, and from 17.00 onwards 30% French, 70% Anglo-American. In the evenings we play more rock.

"I'm not completely against the idea of using listeners' panels in order to make up the playlist, but that's not the way

we do it here. Like other periphery stations we have programmes, three in fact, which select the records. Our programming is monitored by Media Control, in the periphery's section. We don't use any computerised programming such as Selector, and we don't have any syndicated programmes in our schedule. Our jingles are all produced in the Studio Polygone in Toulouse.

"Our relations with record companies are excellent. There's no feeling of pressure from them at all. Of course, we're a little far away, but we're still given good service. When I receive a new release, I really want to know everything about the artist. I'm interested in the clip, concert plans, the whole package. Being a mixed AM/FM style station, we play a fairly wide range of music, so it's difficult to name any artists which are particularly representative. However, we're always interested in acts from this region, and if they are

good they will certainly receive good coverage. This summer's local successes included Pauline Ester and Art Mengo.

"Sud Radio sponsors concerts throughout the south-west region, but the station also has close ties with sport, especially the football clubs Bordeaux and Montpellier. We are also involved in promoting tennis and, of course, rugby. There are some new projects planned, but it's too early to talk about them.

"There has been rumours that Sud Radio is up for sale, but I'd like to take this opportunity to deny them completely. I think one of the problems is that we share the same sales house - IP (Information et Publicité) - as RTL, and because of that RTL is often considered, wrongly, to be a potential buyer." □



Updated reports and playlists
additional from its sister radio &
stations in Europe.
PP: Powerplay to the playlist
LP: Album of the week
CL: CLIP
ST: Studio
IN: New

UNITED KINGDOM

BBC RADIO 1 - London
Chris Lytle - Prod.
A List:
AD Asiac Camers: Good Morning
The Beautiful South - A Little
The G 2 Beat Called Love
Hamer: Home - You See Her
Sex Druggs - Another Herse

AD Belinda Carlisle - We Want
The Jeff Lynne - Life Me Up
AD Some Quo: Anniversary Waltz
Whitney Houston - I'm Your Baby
A List:
AD Asiac Camers: Good Morning
The Beautiful South - A Little
The G 2 Beat Called Love
Hamer: Home - You See Her
Sex Druggs - Another Herse

CAPITAL RADIO - London
Richard Park - Prog. Contr.
A List:
AD Eton John - You Gotta Love
Belinda Carlisle - We Want
The Jeff Lynne - Life Me Up

METRO FM - Newcastle
Giles Smead - Prog. Contr.
AD Candy Flip - Newcastle
AD Turner: Be Tender With
Mureen Walby - In My Life
A-Ha - Crying In The Rain
Duran Duran - Serious
New Kids On The Block - Lay
David Coverdale - Light On Me
AD Sweet Sensation: If Whides
Whitney Houston - You Gotta Love
Whitney Houston - I'm Your Baby

PICCADILLY RADIO - Manchester
Keith Pringle - Head Of Music
A List:
AD Bascosic: Fascinating Rhythm
Nene Cherry - I've Got You
The G 2 Beat - A Little
Duran Duran - Serious
New Kids On The Block - Lay
George Michael - Heal The Pain
Monie Love - I'm A Shame
The G 2 Beat - A Little
Baby Vision - Blue Velvet
Wilson Phillips - Eyes Like

GREATER LONDON RADIO - London
Tina Turner - Head Of Music
A List:
AD Robert Cray - The Obvious Child
Bob Dylan - Unbelievable
Deacon Blue
Bill Collins: Hang In Long
B List:
AD Sney Southern LP
Energy Operator: Somebody's
Pet Shop Boys - So Hard

BRMB - Birmingham
Paul White - Head Of Music
A List:
AD Eton John - You Gotta Love
Belinda Carlisle - We Want
The Jeff Lynne - Life Me Up
Adams: The Space Jangle
Steve V - Body Language
The G 2 Beat - A Little
Whitney Houston - I'm Your Baby
The G 2 Beat - A Little
James Brown - Head Of Music
GWR - Bristol/Southern
Andy Westgate - Head Of Music
A List:
AD Talk: Talk: Life - What's Your
Baby Vision - Blue Velvet
Nene Cherry - I've Got You
Twenty 4 Seven - I Can't Stand

AD Talk: Talk: Life - What's Your
Baby Vision - Blue Velvet
Nene Cherry - I've Got You
Twenty 4 Seven - I Can't Stand
B List:
AD Really Auld: Cold Hearted
H 10 - 3:31 That's What
Quo: Quo: Anniversary Waltz
The G 2 Beat - A Little
Hamer: Home - You See Her
Running: Stepping Down The
Road - Duran Duran - Serious
Shamie Ma - I'm Mine
Whitney Houston - I'm Your Baby
The G 2 Beat - A Little
Jonas Brothers: I Can't Say

AD Really Auld: Cold Hearted
H 10 - 3:31 That's What
Quo: Quo: Anniversary Waltz
The G 2 Beat - A Little
Hamer: Home - You See Her
Running: Stepping Down The
Road - Duran Duran - Serious
Shamie Ma - I'm Mine
Whitney Houston - I'm Your Baby
The G 2 Beat - A Little
Jonas Brothers: I Can't Say
Kend Ramos - Head/Backlog
Neil James - Prod.
AD Taylor: Taylor: Head Of Soap
Pet Shop Boys - So Hard

RADIO CLYDE - Glasgow
Alex Dickson - Prog. Dir.
AD Whitney Houston - I'm Your Baby
A-Ha - Crying In The Rain
Eton John - You Gotta Love
The Farm - Growin' Train
Asiac Camers: Good Morning
Twenty 4 Seven - I Can't Stand
Bascosic: Fascinating Rhythm
Nene Cherry - I've Got You
The G 2 Beat - A Little
Cliff Richard: From A Distance
Baby Vision - Blue Velvet
The G 2 Beat - A Little
Tina Turner: Be Tender With
New Kids On The Block - Lay

ATLANTIC 13 - County Meath
Paul Gifford - Head Of Music
Atlantic 106:
The G 2 Beat - A Little
Hamer: Home - You See Her
Dee-Lite: Groove Is In The
London - Love - You See Her
Steve Miller Band: The Joker
Innocent Obession: Tell Me
Paul McCartney: Wings
Adams: The Space Jangle

HORIZON RADIO - Milton Keynes
Cliff Dickson - Head Of Music
AD Wende Williams: Everybody
Paul McCartney: Wings
Paul McCartney: Wings
Paul McCartney: Wings
Paul McCartney: Wings

AD Michael Ball - Sheffield
David Adams - Good Morning
Waters/Legend: Another Brick
In The Wall
B List:
AD Richard: From A Distance
Nene Cherry - I've Got You
The G 2 Beat - A Little
The G 2 Beat - A Little
The G 2 Beat - A Little

CENTURY RADIO - Dublin
Deian Deehan - DJ/Prod.
AD Paul McCartney: Wings
Bascosic: Fascinating Rhythm
Nene Cherry - I've Got You
The G 2 Beat - A Little
The G 2 Beat - A Little
The G 2 Beat - A Little

AD Michael Ball - Sheffield
David Adams - Good Morning
Waters/Legend: Another Brick
In The Wall
B List:
AD Richard: From A Distance
Nene Cherry - I've Got You
The G 2 Beat - A Little
The G 2 Beat - A Little
The G 2 Beat - A Little

DOWNTOWN RADIO - Belfast
John Robertson - Head Of Prog.
AD Eton John - You Gotta Love
Belinda Carlisle - We Want
The Jeff Lynne - Life Me Up
Duran Duran - Serious
New Kids On The Block - Lay
George Michael - Heal The Pain
Monie Love - I'm A Shame
The G 2 Beat - A Little
Baby Vision - Blue Velvet
Wilson Phillips - Eyes Like

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The G 2 Beat - A Little
The G 2 Beat - A Little

SWANSEA SOUND - Wales
David Thomas - Prog. Contr.
PP HC Hammen: Home - You See Her
A-Ha - Crying In The Rain
New Kids On The Block - Lay
A List:
AD Michael Ball - Sheffield
David Adams - Good Morning
Waters/Legend: Another Brick
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AD Michael Ball - Sheffield
David Adams - Good Morning
Waters/Legend: Another Brick
In The Wall
B List:
AD Richard: From A Distance
Nene Cherry - I've Got You
The G 2 Beat - A Little
The G 2 Beat - A Little
The G 2 Beat - A Little

AD Dave Abby: I'll Never Cry
Dolores Keane: Feel In My
John Farrar: Home - You See Her
Muz: Muz: Feel In My
Kean: Feel In My
John Farrar: Home - You See Her
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Kean: Feel In My

AD President: Sense Of Purpose
HC Hammen: Home - You See Her
Whitney Houston - I'm Your Baby
AD New Kids On The Block - Lay
AD Information Society: Think
AD Baby - Where Are You Baby
AD Information Society: Think
AD Baby - Where Are You Baby
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PORTUGAL 31 OCTOBER - 3 NOVEMBER

THE BROAD & NARROW VIEW

Now that we've entered the '90s just where is Radio headed?

How local is local radio? With *NR* arriving, what about the BBC? Has jazz FM set a pattern for the development of generic radio rather than community? And is there enough ad revenue for everyone? Radio 1990 is the conference that asks the questions - and provides the answers.

Speakers like Michael Parkinson, Lord Chalfont and Richard Findlay introduce the key issues facing broadcaster and advertiser alike. With the arrival of the new Broadcasting Bill, James Gordon asks where we are and where we're going. Is it a good time to invest in Radio? Hywel Jones has some answers.

How do people listen to radio? Are multistations working now, and how so many? And what's been done to find a new way of researching and planning radio? Nigel Wainley, Richard Eyre and Jerry Fielder give their views.

Five different advertisers case studies which provide fascinating insights on how to create success on radio. Chris Wilkins takes you on a round-the-world trip of the best ads on radio.

Radio 1990 has all this - and a lot more besides.

So why not spend a couple of days and the conference to take a close-up look at the medium and get yourself right up to date on exactly what is happening in Radio in 1990 - and beyond!

day one

- 11.00 *Thursday 31 October 1990*
- 09.30 Chairman's Introduction: Michael Parkinson *"The Broad and Narrow View"*
- 09.40 *Keynote Speech - Day One "Where are we and where are we going?"*
- 10.05 *A Sound-Tour of Radio in the UK and at various times throughout the day*
- 10.10 *The Broadcasting Bill*
- 10.15 *Coffee*
- 11.05 *"A Good Time to Invest in Radio?"*
- 12.00 *Case Study No.1: *Hyfyn**
- 12.15 *"Multi-Station Radio"*
- 12.50 *Case Study No.2: *TRK**
- 13.00 *Lunch*
- 14.30 *"Radio - Medium Of The 90s"*

- 14.45 *"Radio Sponsorship - Making It Work For Stations and Advertisers"*
- 15.15 *"Research - and the expanding market"*
- 15.35 *Coffee*
- 15.55 *"Research - The Needs Of The Buyer"*
- 16.20 *"Getting The Most Out Of The Medium"*
- 16.50 *Case Study No.3: *Express Newspapers**
- 17.00 *"Doing The Splits - A Radio For Programming Study"*
- 17.25 *Case Study No.4: *DHL**
- 17.55 *Summary*
- 18.45 *End Of Day One*

day two

- 11.00 *Friday 2 November 1990*
- 09.30 *Keynote Speech*
- 09.45 *Open Forum*
- 10.15 *Coffee*
- 11.15 *"Building Brands On Radio"*
- 11.45 *Case Study No.5: *Kimberly-Clark**
- 11.55 *"Creative Radio Around The World"*
- 12.30 *Summary*

- 12.40 *Close Of Conference*
- 13.00 *Lunch*
- PM *Golf Tournament and Clinic organised and sponsored by Golf World*
- PM *Optional sightseeing tour*
- 20.00 *Gala Dinner*

THE CONFERENCE COMES TO YOU

registration form

Please register me () as a delegate for Radio 1990 CONFERENCE and HOTEL. I require accommodation in the Villamora Hotel, Opening Reception: Gala Dinner and the two day conference - Thursday and Friday 2 November, which includes lunch on both days and all conference material. Single registration £410. Double registration (sharing room) £635.

55 Upper Montagu Street, London, W1H 9JQ Telephone: 01-496 4533 Fax: 01-724 2190

For information on optional packages call Louise Sawley on 01-496 4533. Please make all cheques payable to Radio 1990 and send to: The Radio 1990 Conference, Company, 55 Upper Montagu Street, London W1H 9JQ.

We regret refunds cannot be made on cancellations unless notice is written & received by the organisers before 1 October. A handling charge of £40 will be made on all cancellations made before that date. For further information please contact: Linda Marlowe on 01-496 4533.

CONFERENCE ONLY £260 (include a cheque for)

Name _____

Position _____

Company _____

Address _____

Telephone _____

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STATION REPORTS

COULEUR 3 - Lusanne
Gerard Soudan - Head Of Music
INXS: By My Side
Neneh Cherry - I've Got You Today
Wooler - Hey Hey
Dee-Lee - Crown It Is The
The Nico - Radio Shes
Popo - Summer In The Hills
Janis - Hippie-Moon
Desai Park - West The Girl
Russ Tolman - The Devil
Waterboys - Further Up Further
Now Model Army - Purty
Playaz - Movez
Uena Historia
Soul Family Sensation - I Don't

RSR LA Premiere - Genexa
Catherine Colombares - Prod.
AD The Nico - Radio Shes
A-Ha - Crying In The Rain

RADIO 24 - Zurich
Clam Dalton - DJ/Coord.
AD INXS - Suside Bione
Neville Brothers - River Of Life
Timothy Thomas - Why Can't We Everday People
Headline
Giorgio Vignani - The Time Of
Publes

RADIO FORDERBAH - Bern
Ras Hasenstätt - DJ/Co-Ord.
PP Prifis - Swiss - Looking For
AD Whiney Houston - I'm Your Baby
Prifis - Swiss - Looking For
Publes - Always
Marka McKee - Show Me Heaven
Paul Carrack - Bastifield
Soula Dovers - Next To You
B Goes - Denise

RADIO BASILISE - Basel
Nick Schütz - DJ/Co-Ord.
AD Bano-Power - Fotografia
Elia Scroffo - Si
Antea Tarrone - Ici Kussae
Pierre Bachelot - Flo
Tina Turner - Be Tender With
LP INXS
Human League
Seobie

RADIO ZUERISSE - Stans
Ueli Frey - Head Of Music
AD Polo - Hofer - Es Raegnet
Whiney Houston - I'm Your Baby
Miles Lindero - Changes
Life Cools LP
Breathe - Ya A Prayer
1977 LP
Rever Brothers - Drive To Fall
Van Van - Don't Talk With Me
Rob Spreegeon - Love Is A
Dion - Sex Cruise
AD A-Ha - Crying In The Rain
Paul Simon - The Obvious Child

DEJAN NETWORK - Milan
Dario Usallii - DJ
AD A-Ha - Crying In The Rain
AD Miles Lindero - Changes
AD Iner City - That Man
AD George Michael - Praying For
AD Niko - Show Me Heaven
AD INXS - Disaster
AD Duran Duran - Just a Gutter
AD George Michael - Praying For
AD L'WPO - Kang - Li
AD Energy - No Energy

RADIO PETER FLOWERS - Milan
Marco Gatti - Prod.
AD George Michael - Praying For
AD Niko - Show Me Heaven
AD Dave Stewart - Jack Talking
AD George Michael - Praying For
AD Alan - More Than Words Can
AD Duran Duran - Just a Gutter
AD Dees-Lee - Groove Is In The
AD L'WPO - Kang - Li
AD Energy - No Energy

RETE 105 - Milan
Alex Baroni - Prod. Dir.
Grant Benson - DJ/Prod.
PP Playlist: 105
Duran Duran LP
George Michael LP

Mariah Carey LP
Jon Joni LP
Dove Amor - A La Seta
Yoyi Con Dios LP
Sacchi feat. O Johnson - 1 Say
INXS LP
AD Alan - More Than Words Can
Edna Jones - Medicine Man
DMO - Suside - Yegs - Tom's Diner
Rock - Solidated
Prin Shop Boys - So Hard
Carole Whitehead - Later In The
Dan Fogelberg LP
Dimple D - A Which For Love
Sail - Ours - So Close

RAI STEREOUNO - Rome
E.Holdar - Prod.
El-Ballarino - Prod. Dir.
AD George Michael - Praying For
AD Jon Bon Jovi - Blaze Of Glory
Duran Duran - Just a Gutter
AD INXS - Suside Bione
AD Massimo Privato - Angel
George Michael - Why Won't You
Yvonne N'Dour - Ser
Ivano Fossati - Louisiana
George Benson - Baby Workout
Ashley Maher - So Many Times
Itchy Pop - Home
Media Space - Looking For
Jan's Addiction - Stop
Luis Lofud - Love On The

RADIO DIMENSIONE SUONO
Carlo Muscato - Music Director
PP Ha! & Oates - So Close
London Beat - I've Been
Moos George - Praying For The Way You
Prin Shop Boys - So Hard
AD Ha! & Oates - So Close
AD Ben Lebrand - I Wish
Vanilla Ice - Ice Ice Baby
Gianni - Forgive Me
John Farnham - That's Freedom
Gene Vanelli

RADIO MONTE CARLO - Milan
Francesco Migliozzi - Prod. Contr.
Playlist: Top 10
George Michael LP
Clark Datchler LP
Franka Spront LP
Duran Duran LP
Mariah Carey - Love Takes Time
Prince LP
Everyday People LP
Miles Lindero - Changes
Life Cools LP
Breathe - Ya A Prayer
1977 LP
Rever Brothers - Drive To Fall
Van Van - Don't Talk With Me
Rob Spreegeon - Love Is A
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Duran Duran LP
George Michael LP

Alan Baker - Soul Inspiration
The Boys - Crazy
Dono Amor - A La Seta
Yoyi Con Dios LP
Sacchi feat. O Johnson - 1 Say
INXS LP
AD Alan - More Than Words Can
Edna Jones - Medicine Man
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PP Playlist: 105
Duran Duran LP
George Michael LP

New Kids On The Block
21 2020
Maui Prayers

RADIO 16 - Madrid
Jorge De Anton - Prod. Dir.
PP Betty Bop - Where Are You Baby
John Bon Jovi - Blaze Of Glory
Radio Futura - Condena De Amor
The Waitresses - How Long Will
Complices Los Tajados
Wilson Phillips - Release Me
Los Romeros - Valedros
Rock - Solidated
Billy Idol - La Woman
AD Rogers Waters

RADIO MALMOHUS - Malmo
Olo Nilsson-Anders Matt - Music Dir.
Playlist:
Ha! & Oates - So Close
Suzette Ostrander - Du Har All
Freddie Abbe - How Can One Say
The Waitresses - Islandman
Beltop - Ga Nu
Prin Shop Boys - So Hard
Edna Jones - Medicine Man
Robert Carter - The Forest

RADIO OREBRO
Anna Holmberg - Music Director
Playlist: Top 10
John Farnham - That's Freedom
Yvonne N'Dour - Ser
George Michael - Praying For
Wilson Phillips - Release Me
Mano - Solar Eclips
Prin Shop Boys - So Hard
Mano - Solar Eclips
Prin Shop Boys - So Hard
Mano - Solar Eclips
Prin Shop Boys - So Hard
Mano - Solar Eclips

RISKISADN P3 - KILANG & C/O
Weekdays 12.15 PM
Plattaus Enhörning - Prod.
Playlist:
London Beat - I've Been
Prin Shop Boys - So Hard
Top 10
Edna Jones - Medicine Man
Robert Carter - The Forest

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Mano - Solar Eclips

Personally...



Mats Broberg
Rikradion - P3

I am convinced that Titoivo will live up to high expectations and become a performer with an international appeal, because she has the talent for it, a healthy attitude towards the music business and she is backed by a good team. I also go for the new album by The Waterboys, who are still inspired by their Celtic origins. The songs are stronger and shorter than before, which makes them easier to programme.

Rikradion is the national state broadcaster in Sweden. P3 is Rikradion's pop and light entertainment channel.

OLIVIER ALLARDET F
Volage FM
TP Seduction - Heartbeat
Janet Jackson - Black Cat
Troop - That's My Attitude
LP Midnight Star
Kim Waters

MARGARETA ANDERBERG S
Radio City 103
TP Whitney Houston - I'm Your
Gwen Guthrie - Miss My Love
Craig McLachlan - Amanda
LP INXS
Caron Wheeler

GUY VAN ANTWERPEN B
Radio Antipoon
TP AC/DC - Thunderstruck
Lindy Layton - Silly Games
The Fixx - Turn Up The Bass
LP Oleta Adams
George Michael

LUIGI ARIEMMA I
Radio Dimensione Suono
TP Bassomatic - Fascinating Rhythm
The Charlatans - Then
Dimples D - A Witch For Love
LP Prefab Sprout
The Waterboys

TOM BERG N
Radio Nord
TP Macintosh Sun - I'd Rather Go
CC Cowboys - Dod Mar's Blues
The Cure - Never Enough
LP John Farnham
AC/DC

TOM BLOMBERG NL
NOS
TP The Beautiful South - A Little
Whitney Houston - I'm Your Baby
Van Morrison - Real Real Gone
LP The Nice
The Waterboys

MATS BROBERG S
Rikradion P3
TP Caron Wheeler - Livin' In The
London Beat - I've Been
Titoivo - Flowers
LP Adolphon & Falk
The Waterboys

MICK BROWN UK
Capital Radio
TP Soul II Soul - Heaven
Pet Shop Boys - So Hard
The Subsonic II - Brass
LP Adamski
Aswad

SIMON DAVIES UK
BRMB
TP News Kids OT Block - Let's Try
Mica Paris - Contribution
Piano Negro - Piano Negro
LP LL Cool J
Midnight Star

DOMINIQUE DUFOREST F
NRJ
TP Lorie Foye - Au Fur Et A
Maison - We Love To Love
David Halliday - Tears Of The
LP Living Colour
Neil Young

BOGDAN FABIANSKI PL
Radio Poland 1 & 2
TP Beverly Craven - Woman To Woman
Sandra - One More Night
A-Ha - Crying In The Rain
LP Roger Waters
Dee-Lite

GIUSEPPE GIOVINI I
Radio Sound International
TP London Beat - I've Been
Aswad - Next To You
Janet Jackson - Black Cat
LP GST Days Of Thunder
Human League

MIKKO HIRVONEN SF
Radio Oikea Asema
TP The Cure - Never Enough
Iggy Pop - Candy
Love And Hate - Why Do You
LP Faith No More
Lennyheads

KENNI JAMES UK
Red Rose Radio
TP Whitney Houston - I'm Your Baby
Phil Collins - Hang In Long
Pretenders - Sense Of Purpose
LP John Farnham
Teena Marie

HAAKAN JANSSON NL
Hi FM
TP Hubbud - Moo 2 Groe
The Visitors - Security Reasons
Pet Shop Boys - So Hard
LP Rave
Papa Dee

JOSE MARINO P
Radio Correo Da Manha
TP Ruby Blue - Can I Be
Rainbow Children - So Right
Prefab Sprout - All The World
LP Cocteau Twins
The Pogues

NAGUI UK
RTL
TP Paul Simon - The Obvious Child
Revenge - I'm Not Your Slave
Tontont David - Peoples Du
LP Prince
Prefab Sprout

MAREK NIEZWIACKI PL
Radio Poland 3
AD George Michael - Cowboys And
Mariah Carey - Love Takes Time
Paul Carrack - Hey
LP Gino Vannelli
Dan Fogelberg

KALLE OLDBY S
Rikradion P3
TP The Visitors - Security Reasons
Dusty Springfield - Arrested
Tomas Ledin - En Del Av Mitt
LP The Vaughan Brothers
Tommy Conwell

JOSE ANGEL REDONDO E
Radio 16
TP Talk Talk - Such A Shame
The Rubettes - Sugar Baby Love
Midnight - Run With You
LP A Split Second
Pet Shop Boys

TAPANI RIPATTI SF
YLE
TP Gangstar - Jazz Thing
The Alres - Feel It
Whitney Houston - I'm Your Baby
LP Caron Wheeler
Monie Love

CYRUS SADRİ D
Radio Salu
TP S-greatest - Nothing To Lose
Toto - Out Of Love
Iron Maiden - Holy Smoke
LP Die Scowards
George Michael

JONAS SANDBERG S
SAF Radio
TP Whitney Houston - I'm Your Baby
Loose Ends - Don't Be A Fool
Colin James - Just Came Back
LP Pebbles
Lalah Hathaway

MARTIN SCHWEBEL D
Radio Schleswig-Holstein
TP Hall & Oates - So Close
Whitney Houston - I'm Your Baby
Maria McKee - Show Me Heaven
LP Westernhagen (Live)
Betty Boo

FREDRIK SJÖBERG S
Radio Uppland
TP Caron Wheeler - UK, Blak
Nils Landgren - Ain't Nobody
Tomas Ledin - En Del Av Mitt
LP Black Crowes
The Waterboys

TIM SMITH UK
Metro FM
TP Blue Pearl - Little Brother
Ten City - Whatever Makes You
Wendell Williams - Everybody
LP Robert Cray
INXS

FRANK STAENGL D
Radio Xanadu
TP Poison - Something To Believe
Heart - Sacred
Hall & Oates - So Close
LP INXS
Los Lobos

ROLF HELGE TVEIT N
Radio 102
TP Dan Fogelberg - Rhythm Of The
Cure - Never Enough
AC/DC - Thunderstruck
LP John Wesley Harding
Slaughter

MAREK NIEZWIACKI PL
Radio Poland 3
AD George Michael - Cowboys And
Mariah Carey - Love Takes Time
Paul Carrack - Hey
LP Gino Vannelli
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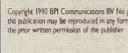
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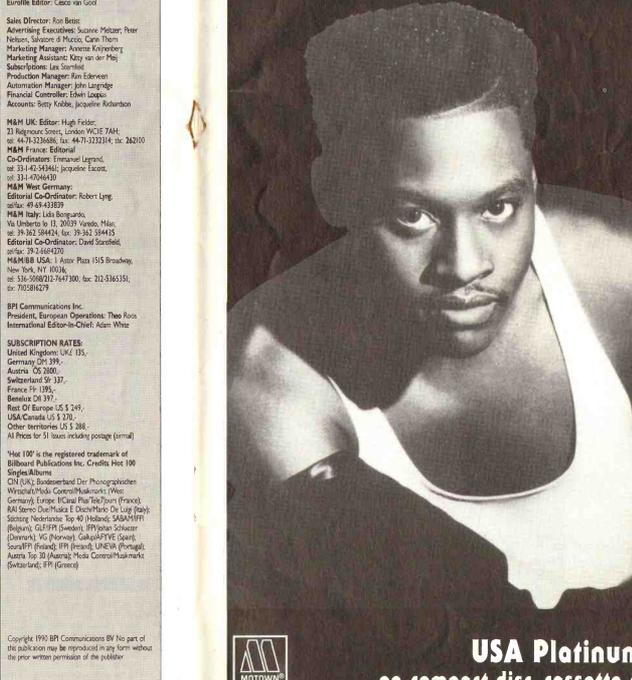
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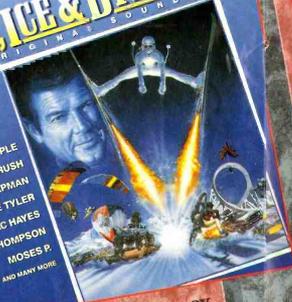
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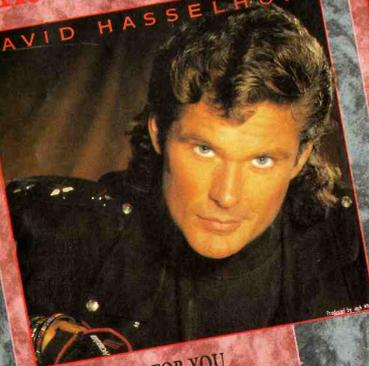
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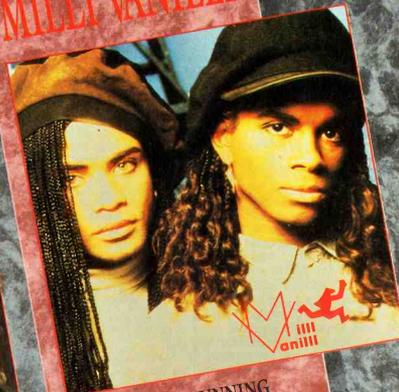


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Measuring Up German Radio Ratings

From the collection of data to its evaluation by the user, there are numerous opportunities to influence the story statistics may tell. This is particularly true in Germany, where numerous surveys are conducted on a national, state, regional and local level.

Here Robert Lyng looks at pros and cons of German radio analysis and the reasons behind the call for a comprehensive national survey.

Germany's most significant media analysis is commissioned annually by the Frankfurt-based Arbeitsgemeinschaft Media-Analyse (AGMA). AGMA is an association comprised of some 145 members, including broadcasters, magazine and newspaper publishers and advertising agencies.

The actual survey is carried out under the auspices of Frankfurt-based Media Micro Census (MMC), which utilizes the services of six market research institutes to do the actual data collection and field work. The market

research institutes are the GFK, GFM-Getas, IFAK, Infratest, MARPLAN and Mediarmark Analysen. The MMC is a 100% subsidiary of the AGMA, and receives an annual budget of approximately DM 10 million (app. US\$ 6.4 million) to finance the media analysis, which includes magazines, newspapers, TV and radio.

Membership in the AGMA is not cheap and, consequently, is out of the reach of many small stations. The current price list for the electronic media includes a one-time registration fee of DM

20,000, the annual payment of a DM 4,000 AGMA membership contribution, an AGMA base fee of DM 40,000, a DM 4,000 MMC base fee, and a charge of DM 20,000 per advertising carrier (outlet).

The additional cost of carrying out the survey is based on the member's advertising income, while the reporting costs are proportional to the number of advertising carriers.

For these fees, the member

receives the full media analysis in either print form or on data tape. However, paying the fee does not automatically guarantee that a radio station, or any other ad carrier, will be included in the report.

"What we really want to know is not who listens to us, by why,"

Don McLaughlin

To achieve this, 351 people must say that they have tuned into the station at least once in the previous 14 days, when interviewed by the research institute assigned to the station's market.

This is, according to Udo Jahnke, head of radio planning at Ogilvy & Mather's in Frankfurt, one of the main faults of the AGMA survey. "Only a fraction of the 140 radio stations in Germany are reported on, and there is no other national survey."

For the 1990 analysis, 22,900 interviews were carried out nationally. The data was collected in April and March and published in July. AGMA says that the interviews for its next survey will be conducted from September 1990 to March 1991, in a bid to better reflect the development of private broadcasters, while providing more current and timely data.

Intermittent trend reports are also published, but on an irregular basis. The last was in October 1989 and the next is planned for February 1991.

There are numerous other media surveys conducted each year on state, regional and local levels. The most important of these are the Funkanalyse surveys (FA), which are commissioned by the various broadcasting licensing authorities in each of Germany's

regional states. They are funded by the individual stations involved in the study.

Because the FAs often use larger samples than the AGMA, they also tend to be more accurate. For example, this year's AGMA report involved 4,000-5,000 interviews in Bavaria, while the Bavarian FA was based on some 18,000 interviews.

Scott Lockwood, consultant for the private Charivari radio group in Bavaria, comments:

"The FA surveys is very thorough and the interviewees assist listener recall by giving the names of all the stations. However, it is based on personal interviews, which can lead to a situation where the interviewee is accidentally influenced by comments by the interviewer."

"Another problem is that they do not ask enough questions about night-time listenership - they seem to assume that people watch TV at night. What you end up with is extremely high TV ratings, but that results in a disproportionately low radio listenership."

"I would support a move to encourage a comprehensive national survey,"

Scott Lockwood

The third problem is that the survey costs so much that it can only be done once a year. It would be far more valuable if it came out four times a year, even twice a year would be an improvement. Another disadvantage is that it takes so long to get the results. The survey finishes in April and the results come out in July.

"However, it is still a good programming tool, because it monitors listeners' activities. You can track what they are doing through the day - when they wake up, when they are in the car, when

they are at work and when they go to bed. The FA is the first survey I have seen that includes this sort of information and it is very important to programmers."

However, Don McLaughlin, MD of Bavarian statewide station Antenne Bayern, says that both the FA and AGMA surveys fail to provide substantial programming information and only serve as a basis for determining advertising rates.

"What we really want to know is not who listens to us, by why. We want to find out why the listener switches from one program to another, why they don't tune in to radio on a Friday night, and so forth. We don't get this information from quantity studies, we need quality research."

"It is imperative that even small private stations are included in at least one regional media survey,"

Udo Jahnke

"Therefore, a diary system like Arbitron uses in the US is not helpful for this kind of study. It should be a personal interview, but not too long. If you want to find out something very specific, like Saturday afternoon listenership, then why ask about everything from Monday through to Friday."

McLaughlin adds that Antenne Bayern is planning to do more of its own research.

Adam Hahne, programme director at Saarland statewide private Radio Satu, agrees that the AGMA survey provides programmers with little information of use. "In principle, it offers data

which is useful in determining how successful you and your competition are, but there is little information about quality.

"The formulation of the questions, which often don't take psychological aspects into account, is an arguable point. And the practice of citing the 'average hour' in determining the length of listening is, I believe, completely unprofessional."

"While it is very advantageous for the public broadcasters, who are listened to for a shorter length of time, it distorts reality. The international standard is the quarterly hour listening, which, not without reason, is preferred over hourly figures."

Hahne adds: "One enormous disadvantage of the AGMA, which Radio Satu felt directly, is their ignorance of new stations. We had to commission our own study in April 1990, because the AGMA was not able to include us - despite our 21.1% market share!"

Due to the lack of programming information in the AGMA report, Hahne says Radio Satu commissions independent surveys, "to gauge our listeners' perception of our image, the acceptance of the music we play and the popularity of non-music programmes."

Indeed, any station, or group of stations, on commission any of the market research institutes to carry out a study at any time. This not only leads to unstandardized surveys, which are difficult to

"The practice of citing the average hour in determining the length of listening is, I believe, completely unprofessional,"

Adam Hahne

relate to other surveys within a market area, but also creates strange anomalies. A case in point is Hamburg's OK Radio. In one

survey the small station scored only 3.7%, but in a second survey carried out by a different market research team, OK was rated as having 9.4% of the listening audience.

As Star/Sat's head of marketing Martin Schmitz points out: "Research is only comparable if carried out in the same area at the same time. Radio listener ratings change constantly. If a station carries out heavy promotions during a given month, a survey can give very different results before if conducted the month before!"

Nevertheless, independent surveys are valuable to sales houses and advertisers, but as Udo Jahnke stresses, only when they contain the right information. "What we need to know is the average number of listeners per quarter or half hour. This isn't always a question stations ask in surveys. For more accurate information we frequently refer to regional Infratest radio analysis (FA)."

"Echoing a call made by the whole German advertising industry, Jahnke stresses the need for full participation in, and the standardisation of, media surveys. "It is imperative that even small private stations are included in at least one regional media survey as soon as they are established, say after a year or 18 months. We need timely and accurate information."

Scott Lockwood adds: "I would support a move to encour-

age a comprehensive national survey. In fact, I think there should be several national surveys that compete against one another!"

The importance of standardisation, at least on a national level, is set to heighten with the introduction of the single European market in 1993. As advertisers increasingly speak in terms of pan-European marketing campaigns, radio ratings will take on increased significance as sales houses focus on compatibility - and comparability. □

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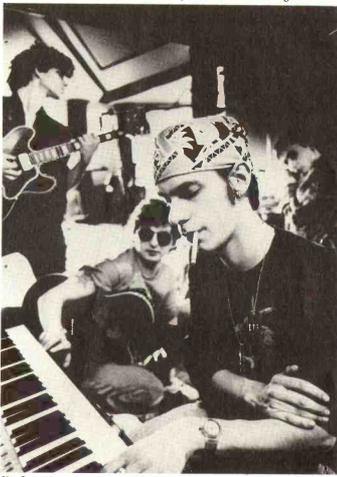
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The German market continues to be one of the world's main suppliers of talent. Following the successes scored by Milli Vanilli, Snap, The Scorpions, Freihit and Sandra, the next crop of talent is already making its presence felt. Here we feature the priority artists at Germany's leading labels - some of them already established, some on the brink of crossover.

BMG Ariola Munich

Plan B earned their first stripes as a cult band in Berlin. With three indie releases between 1984 and 1987 to their credit, Plan B have since played with such groups as Jason & The Scorpers, Depeche Mode and the Bollock Brothers, from the Soviet Union to the U.S. Their first Ariola LP release, *The Greenhouse Effect*, produced by Pat Collier (Wonderstuff, Darling Buds), has already sold 20,000



Plan B

GERMANY

Trumpeting The Talent

by Robert Lyng

units in the US, and the band launched an American tour in September. They will soon begin recording their next album.

Produced by hitmaker Jack White, David Hasselhoff, the star



Chinchilla Green

of the 'Knight Rider' TV series, is also to continue his seemingly unstoppable success, which began last year with the hit singles *Looking For Freedom, Is Everybody Happy and Flying On The Wings Of Tenderness*, as well as the platinum LP *Looking For Free-*

Offenbach-based label Logic, distributed by BMG Ariola, has produced Germany's most successful act of this year. Pop/rap act *Snap's The Power* not only conquered the charts in Europe—staying for three weeks on top of the Eurochart Hot 100 Singles—but also in the US, where the single peaked at no. 2 in the Billboard Hot 100.

The follow-up, *Oops Up*, peaked at no. 2 in the Eurochart Hot 100 Singles and is currently at no. 48 in the Billboard Hot 100.

Logic's Matthias Martinsohn says rap artist Moses P, who has been particularly successful on the dance scene, is preparing a new album, and adds that a new worldwide deal with Geffen Records is on the cards. The label will, however, retain the rights to Moses P for the German market.

BMG Hamburg/RCA

Berlin-based German-Canadian group *Chinchilla Green* became one of Germany's greatest international hopes earlier this year after the release of their first single, *You Don't Know What Love Is*, and their debut LP, *A Taste Of Times To Come*.

The band released their second single *Heavensent* in August, and are, according to A&R manager Axel Alexander, getting very good TV coverage on such shows as 'Rocktite' and '45 Fieber'.

Meanwhile, a double live LP by Accept came out on October 1,

and Alexander assures us that it "will be the very last Accept release".

And *Mother's Finest*, now signed directly to RCA Germany, will also release a double live album accompanied by a new single, the cover version of the Jefferson Airplane classic *White Rabbit*.

CBS

With a full palette of new products, head of artist marketing Hubert Wandjo pointed to but a few of CBS's many priorities. *Returns To Caramba*, produced by Tony Platt in Conny's Studio near Cologne, is the debut LP of Depp Jones, a Berlin-based hard and heavy unit that rose from the ashes of the Rainbirds and Die Aertze.

PM Sampson seems to have found a good home on CBS's dance label, Dancepool. His current single, *We Love To Love*, which peaked at no. 5 in the German singles chart, is still at no. 38 after 10 weeks. An album is planned for release early next year. Wandjo is confident that Sampson will enjoy the same international success achieved by previous Dancepool releases, such as Erboehrmund.

New LPs are also expected from such established platinum artists as Peter Hoffmann, who has given up covering old songs and will release an album of original titles entitled *The Wild And Lonely Heart*, and Freihit, whose new release is a double live album full of commercial, Beatle-style pop.

In October, CBS will also officially launch a new folk music label named Herzkiang. LPs by pan flutist Edward Simoni and singers Toni Lindt and Martina Grimm were released in September.

Chrysalis

Queen Of Spades are a family affair. Singers Ina and Frank Lippmann are siblings and were performing in separate bands when producer Henry Staroste (Warlock, Kristina Levy) offered to record Ina after hearing her at a concert. Deciding to work as a vocal duo, Ina and Frank penned the songs for their debut power pop LP, *Make It Happen*. Released in September, the LP was accompanied by the muscular single, *Here I Am*, which is characteristic of the group's relatives

hooks, soaring melodies and pop-rock sensibility.

Sacco & Mancetti's debut album, *The Best Of Sacco & Mancetti*, is more reminiscent of the smoke-filled, whisky-flavoured saloons of the American wild West than of the band's native Regensburg in Bavaria. Radio programmers seem to agree with the label's A&R manager - the quintet's first single, *Rainbow's End*, was receiving 100 airplays per week just two weeks after release, according to MD Albert Slendebroek.

Dino

Rooty Toot, the second album by the renowned trombonist Albert Mangelsdorff and members of the Klaus Lage Band, is yet another step toward Mangelsdorff's goal of inventing the ultimate synthesis between rock and jazz.

With Martin Engelsta, Wolf Simon, Danny Deutchmark and Bernd Kraemer laying down a solid rock foundation on such songs as Eric Clapton's *Wonderful Tonight*, Tanita Tikaram's *Twist In My Sobriety* and Percy Mayfield's classic *Hi The Road Jack*, Mangelsdorff has the freedom to apply his unique horn style, which he also does on five of his own compositions.



Herbert Groenemeyer

Under the guise of Lenny Macdonell hides a radio man, **Friedemann Leinert** of Stuttgart-based public broadcaster SDR. Teaming up with Juergen Thuerneau of Mamba Music, MacDowell solicited the help of the American lyricists Curtis Briggs and Timothy Touchton, as well as such international artists and producers as Christian Kolonovits, David Hanselmann, Maggie Reilly, John Lawton, Harold Falter-

mayer and Henry Staroste, to form the **Lenny MacDowell Project**.

The co-operative effort led to *Lost Paradise*, a concept album focusing on the environment. The first single, sung by East German artist Lutz Salzwedel and produced by Lothar Krell, is *Lonely Is The Night*.

Electrola

According to Electrola's new international exploitation manager, Susan Troske, the label is going to have its hands full this autumn, with releases from such megastars as **Herbert Groenemeyer** and the Cologne dialect rock group **BAP**.

Herbert Groenemeyer is a German phenomenon. Not only has he established himself as a distinguished actor, he has also turned into one of the best-selling German recording stars with his *O LP* selling over 1.3 million copies in Germany alone.

Lulus, Groenemeyer's eighth album, produced by the artist and Norbert Hamm in London's Westside Studios, was released on September 18 in GAS, Denmark and Holland. In Germany, *Lulus* went gold on release and hit platinum status within 10 days (500,000 copies), making it one of the fastest selling German-language



album over. The lead single, the rocking *Deine Liebe Klebt*, is currently no. 8 in the German chart, and is receiving more than 170 airplays per week. According to Troske, Groenemeyer's 60-plus date concert tour, from October 1990 to May 1991, is already sold out and extra concerts are being booked. With politically and socially aware lyrics coupled with solid rock, BAP captured a nation

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THE NEW ALBUM



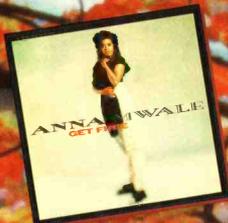
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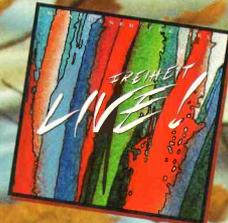
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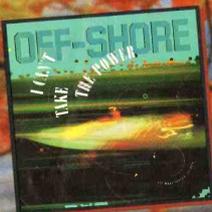
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P U B L I S H I N G

while singing in a dialect that only a few could understand. *X fuer 'e U*, scheduled for release on October 25, is BAP's ninth album for Electrola. Like its platinum predecessor, the LP was produced by BAP engineer Phil Dehque in Brussels' ICP studio.

Hansa
Head of A&R David Bronner reports that worldwide superstars Milli Vanilli are currently in the studio with producer Frank Farian. A new single is scheduled for November, while the next mega-hit LP can be expected later this year.



Dieter Bohlen

Blue System, Dieter Bohlen's follow-up project to Modern Talking, will also enter the market with a new LP, *Obsession*, in October. The first LP, *Twilight*, has gone gold, selling over 300,000 copies.

Bohlen has sold over 85 million records during his career and Bronner expects that the new album and singles will take that figure past the 100 million mark. Bohlen's current single, *Love Is Such A Lonely Sword*, is selling 6,000 units per day, according to Bronner. The song is currently no. 30 but is expected to go top 10 within a week. *Obsession* is also scheduled for release in the Soviet Union, Spain, Scandinavia, France, Portugal and numerous Asian territories.

Under the motto "Supermax Is Back", Hansa is opening the way for a proven dance master, the Austrian Kurt Haenstein, who had a string of international hits under the name *Supermax* in the 70s and 80s. The current LP is *World Of Tomorrow* and is supported by the single *Night Groove*.

Intercord
Stuttgart-based Intercord has put

GERMANY

its money on German-language product. The pop group *Pur*, after a string of hits including *Freunde*, have become the TV darlings of the nation with appearances on most national and regional music and entertainment shows. Their latest single is *Prinzessin* and will be featured in numerous broadcasts on both the ARD and ZDF.

Intercord is also undertaking a massive radio advertising campaign on more than a dozen German-language MOR stations, including the public stations NDR 1, HR 1, SFB, SDR 1, SR 1, SWF 1 and the private RSH, RHH, ffn and Radio 100.6, for three months by well-established acts.

Vicki Leandros's new album, *Starke Gefuehle*, takes this proven star into the 90s with a very up-to-date repertoire, as is shown by the passionate single *Suechtig Nach Ceborgeneheit*.

Roger Whittaker, who has sold over 25 million records worldwide, is also in the package with the album *Alle Wege Fuehren Zu Dir*, which is accompanied by the single, *Was Ist Dabei (Wenn Ich Dich Liebe)*.

The youngest in this trio is **Claudia Jung**, but her success with such hits as *Traume Sterben*

Nie and *Halt Mich Fest*, as well as that of her debut LP, *Erwas Fuer Die Ewigkeit*, stands up to comparison. Her new LP, *Spuren Einer Nacht*, is scheduled for release this autumn.

Marlboro

After winning second place in the Marlboro Music Rock Festival in 1987, the Munich-based pop group *Playhaus* released their critically acclaimed debut album, *Hungry*, the following year. The LP was subsequently released in Italy, as well as in Canada on the Virgin label. The videos for both of their singles, *Want Your Soul Tonight* and *White Light*, were in rotation on MTV and other clip stations.

Loudhailer, the group's second album, was produced by Steve Levin (Culture Club, Westworld) and was released in September. In November, the group launch an extensive tour.

Award-winning classical guitarist **Andreas von Wagenheim** released his second pop opus on October 8. Having sold 20,000 units of his debut album, *Orlando Dich Lieber*, - which is a minor sensation in contemporary instrumental music circles - he continued developing his unique fusion of jazz, pop and



Playhaus

GERMANY

ethno-music. The result is *Pictures*, produced by Thomas Bauer, and featuring such studio professionals as drummer Udo Dahmen and bassist Benjamin Huellenkremer (Tao).

Metronome

Released at the end of August, *Temples Of Gold* entered the German charts at no. 64 and is currently at no. 36. It is the Hanover-based *Victory*'s fifth studio album and confirms the group's international position in hard rock circles.

With albums released in over 20 territories, *Victory* have made some inroads on US rock radio, where 75 stations did a live broadcast of their LA concert in 1989.

The first 25,000 copies of *Temples Of Gold* contain a bonus disc with six tracks recorded live in Los Angeles. *Victory* launched a 25-concert European tour on October 18 and will continue around the world next year.

Although Italian, **Gianna Nannini** is signed worldwide to Metronome in Hamburg (with the exception of Italy, where she is on Ricordi). *Scandalo*, released throughout Europe on August 27, was produced by David Allen (The Cure) in London and is currently no. 25 in the European Top 100 Albums, with chart positions in Germany (no. 19), Austria (28),



The Jeremy Days

well as editorial contributions and live shows, preceded the launch of Nannini's 12-country, 44-concert tour in August.

Phonogram

On September 9, the Berlin underground group *Jingo de Luch* released their first Phonogram LP, *Underdog*, which was produced by Manny Charlton (ex-Nazareth). To date, 15,000 units have been sold. International exploitation manager Astrid Selley says a single has not been released, "because the chances of getting music this hard played on the radio are practically non-existent". Currently on tour in Spain, *Jingo de Luch* will launch



Gianna Nannini

Switzerland (10), Denmark (33) and Italy (4).

The song *Fiori Del Veleno*, also from the LP, will be featured in October as the theme song for the TV film of Johannes Mario Simmel's novel "Doch Mit Den Clowns Kamen Die Traenen". A Europe-wide MTV campaign, including 30-second spots featuring the Dieter Meier-directed video, as

ly no. 12 in the German airplay chart with 150 plays per week. A new album is planned for next year.

Another Balin production is the single *When The Wave Rolls In*, by the Berlin-born singer/songwriter Nadja Patrick. With one of the most unusual voices to come out of Germany, combined with an exceptional lyrical talent, Patrick may prove difficult to break on German radio. "If necessary," says Balin, "we will break her first in the US and return through the back door. But I hope we don't have to do that. Germans should be proud that they have this kind of talent"

Polydor

Matthias Reim is one of Germany's most remarkable success stories. With his debut single, *Verdammt, Ich Lieb' Dich*, the Goettingen-based composer/singer claimed the no. 1 chart position for 16 weeks, making it the most successful German-language single ever.

Meanwhile, the song has been recorded in numerous other languages and is being released throughout Europe. It has crossed over to Holland (no. 2), Belgium (17), Austria (1) and Switzerland (1).

Reim's second single, *Ich Hab' Getrauert Von Dir*, has reached the no. 2 slot in Germany and looks as if it will give the debut release a run for its money. The LP *Reim* has already gone platinum with over 500,000 units sold and is currently at no. 2 in the German albums chart.

When *The Jeremy Days* debuted in the summer of 1988, critics and fans alike were captivated by the group's pure, straightforward pop material. The single *Brand New Toy* ventured up to no. 11 in the German chart.

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Released worldwide, the Hamburg group's debut album sold over 150,000 copies.

After more than a year, The Jeremy Days are back with their follow-up LP, *Circushead*, which, like its predecessor, was produced by Clive Langer and Alan Winstonley (Morrissey, Hothouse Flowers, Elvis Costello).

International exploitation manager Polly Schlotdmann, who anticipates excellent radio response to the first single *History*, says releases are already planned for the UK, France, Italy, GAS and the Benelux.

SPV

The Hanover-based label has an interesting line-up of new releases for autumn. **Peter And The Test Tube Babies**, one of the original mainstays of the punk movement, have just released an album full of raunchy rock, Aitken & Waterman songs, entitled *The 5th Factory*. The band are currently supporting Virgin act Toten Hosen on their German tour.

Meanwhile, **Boogie Boys**, a former US hip-hop act now based

in Frankfurt, will be out with a new single, *Love Me Tender*, and **Anne Clarke**, now signed worldwide to SPV, has just issued a new album, *Abuse*.

Other SPV priority acts include **Gun On The Rocks**, signed to the Dutch Steamhammer label, and **Sovietkoe Foto**, an avant-garde act from Bavaria who are supporting Peter Murphy on his German tour this month.

Teldec

Signed worldwide to Teldec, **Ian Gillan** has finally released his first solo album after some 30 years in the music business. *Naked Thunder*, produced by Leif Masses (Led Zeppelin, Jeff Beck), was released on July 16. The ex-Deep Purple/Black Sabbath singer was supported by such studio cracks as drummer Simon Phillips and guitarist Steve Morris. The band are currently on tour in Western and Eastern Europe.

Guido Mineo, also known as **Guido Vitale**, has earned an international reputation as a performing artist and producer/songwriter. Through Conny Planck, he

met and worked with Dave Stewart, which led to a stay in Los Angeles with Giorgio Moroder. In the meantime, he has written songs for Moroder, Lorrie Bianco, Brigitte Nielsen and Loverboy.

After meeting Teldec A&R Manager Michael Oplech in London while working with Gus Dudgeon (Elton John), Vitale was offered a job producing East German rock group **Rockhaus**, as well as a recording contract of his own.

Working together with Michael Ruff in Hamburg's Loft Studio, Vitale/Mineo set to work on his Teldec debut, the LP *In Staccato Heaven* and the first single *Win The Game*.

The Hamburg production team Matiz/AC 16 (Boytronic, Beats 4 U) are responsible for bringing **Chocolate** to life. Although 14 cover versions have been made of *Rings De Le Noche*, a refined mixture of Italo dance grooves and Brazilian samba, it was the **Chocolate** original that made it into the German (currently no. 29) and Dutch (33) charts. The second single to be released from

the **Chocolate** LP is *Brazil, Brazil* and is expected, according to Michael Oplech, to become a European hit like its predecessor.

Virgin

Pop songstress **Sandra** is still promoting her current worldwide released album, *Paintings In Yellow*. With over 24 million records sold worldwide, and 14 consecutive hit singles, Sandra is one of Germany's most successful pop artists. Her latest single, released on September 17, is *One More Night*. The video was shot by Dee Trattmann (Climie Fisher) on Mallorca, where Sandra and her producer/husband Michael Cretu now live.

Dominio, originally on RCA, scored big with their debut single, *Here I Am*, which reached no. 4 in the German chart and brought the Munich-based melodic rock group releases in some 50 territories, including the US and Japan. Following a change in lineup and record companies, **Dominio** released their Harold Faltermayer-produced second album, *The Key* on Virgin last May, along

with the single *Angel Don't Cry*. The current single, released in October, is *Keep The Fire Burning*.

In the German-language area, Virgin has hit it big with the fun punks, the **Toten Hosen**, whose most recent LP, *Auf Dem Kreuzzug Ins Glueck*, catapulted to no. 1 upon release. The LP is currently at no. 23, while the single *Azucar* peaked at no. 25. With a new single, *All Die Ganze Jahren*, ready for release, the band will support New Model Army in London on October 23-25.

Nicki, whose real name is Doris Hrd, launched her career at 16. She has a string of seven hit albums, the most recent being *Immer Mehr*, and a long list of gold

singles. *Immer Mehr* is currently at no. 62 after 17 weeks, while the second single, *Wenn Du Bei Mir*

Bist, is hanging in at no. 67 after eight weeks.

WEA

Lory Bianco was formerly known as Bonnie when she starred in the TV film "Cinderella", which broke her internationally with the single *Stay*. Her next album, *Just Me*, contained the *Mende/DeRouge* hit *Miss You So*.

The US singer debuted with WEA in 1988 with *True Love, Lory*. It featured the Dieter Bohlen-produced single *Straight From Your Heart*, which went to no. 1 in Germany and Austria. Her new single, *Lonely Is The Night*, released on September 14, was followed by an album of the

same name on September 28.

Inga Hampe was, with her sister Annette, instrumental in defining the new German wave in the late 70s and early 80s. After a string of chart hits as a duo, the sisters finally made it into the UK top 50 under the name *Swimming With Sharks* with the song *Careless Love*.

Hampe's new LP, entitled *Planet Oz* in mainland Europe and *Inga* in the UK, was led by the single *Riding Into Blue*, which was written and produced by Trevor Horn. WEA released the second single, *Do I Have To*, simultaneously with the LP on September 21. The song was written by the Fet Shop Boys. □



Sandra

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Who Owns German Radio?

by Volker Schürbusch

The legal conditions for private radio in Germany, cynics suggest, appear to be simple: you have to be German, you have to belong to a socially relevant group and, most of all, you have to be a publisher.

While, in practice, this is not the case, the media cake has been sliced in such a way that newspaper and magazine publishing houses have gained a strong influence on the airwaves. Intensely active as political lobbyists, the country's major publishers have been encouraged to buy into radio. This has provided them with a powerful grip on Germany's lucrative advertising market.

Plurality has proved almost as vital as financial stability as the relevant licensing authorities have been attracted by the claims of publishers that they represent a diversity of public opinion. Access to, and control of, the media has undoubtedly assisted the country's publishers in their bids to win much coveted radio licenses.

Since the 1985 birth of private radio in Germany, a handful of publishers have become active participants in the medium. Today, there are nine major media groups, who have a significant say on who listens to what, where, and when on the country's commercial channels.

Axel Springer Verlag (ASV) ASV, the largest newspaper publisher in Germany, was one of the pioneers of private radio, buying shares from the outset in stations which looked like becoming the most commercially viable.

The company's on-air activities materialised in 1986 with a 17%

share in Radio Schleswig-Holstein (RSH), the first station to break public broadcaster NDR's monopoly in north Germany. Besides its direct stake, ASV holds indirect shares through its part-ownership in the state's bigger local newspapers, which were the first organisations to invest in RSH.

ASV's main radio investments have come in its home city, Hamburg, with a 35% stake in Radio Hamburg (RHH), the area's leading private. ASV also has an interest in Antenne Bayern, an outlet with Germany's largest potential reach, 11 million.

A strategy of investing in all of Germany's state-wide privates has seen ASV gain stakes in fin, Lower Saxony; ffn, Hessen; radio nrw, North Rhine-Westphalia; and RPR, Rhineland-Palatinate via its ownership of the national tabloid, Bild. ASV also holds shares in Radio Regenbogen with Studios in Heidelberg and Mannheim, as well as Antenne 1 in Stuttgart.

An attempt at developing a Berlin outlet, Radio In Berlin/Hit Radio 103, failed in 1988. The project has been indefinitely postponed.

Ufa

The electronic media subsidiary of the Bertelsmann empire holds shares in RSH; RHH; radio nrw; and Antenne Bayern. Furthermore, Ufa is about to start its own station, Klassik Radio, which will be distributed nationally via cable and satellite and holds a terrestrial frequency in Hamburg.

Burda

A magazine publisher, centred around the Black Forest, with offices in Munich, Burda holds shares in Antenne Bayern;

Schwarzwaldradio; Radio Victoria; Baden-Baden; and the Radio 7 network in the south-western state of Baden-Württemberg. Co-owner of the Radio 7 network is the Eber group, which publishes newspapers and trade magazines.

Gong

The Gong group, with offices in Nuremberg and Munich, was behind the first private station in Germany, Munich's Radio Gong 2000. Station affiliates are established in Nuremberg and Würzburg. Gong is also involved in Antenne Bayern; Radio AWW, Landshut; Radio Donauespitz, Regensburg; and the second private station in Lower Saxony, Antenne Niedersachsen.

Guenter Oschmann/RSG

A telephone directory publisher in Nuremberg, Guenter Oschmann, through his holding company RSG, has built up a Bavarian network of small and medium-sized stations complemented by a syndication company, Radio SAT 2000, which is co-owned by the Association of Bavarian Newspaper Publishers. Oschmann also runs a marketing group, Charivari Sound. As well as the Charivari stations in Munich, Nuremberg, Regensburg, Würzburg and Rosenheim, Oschmann holds shares in Antenne Bayern and about a dozen small local stations.

A direct competitor to the Gong group in the major markets of Bavaria, Oschmann supplies listeners with conservative broadcasting concentrating his music policy around German-language artists.

AVE

AV Euromedia is the electronic

media subsidiary of the Stuttgart-based Holtzbrinck publishing group. AVE holds shares in Radio Gong 2000 in Munich; Antenne 1, Stuttgart; Radio Regenbogen in Mannheim, Heidelberg and Heilbronn; the Radio 7 network; Schwarzwald Radio, Freiburg; Radio Ladies First, Baden-Baden; and Antenne Niedersachsen, Hanover. AVE runs its own marketing company, Funk Media.

LR

Local-Regionalfunk (LR) has developed out of a media holding formerly administered by the Social Democratic Party. LR holds shares in Linksrheinischer Rundfunk/Radio 4, which contributes to RPK, the state-wide station in Rhineland-Palatinate, as well as Radio Regenbogen in Heidelberg and Mannheim; Radio Neufunkland in Reutlingen; and Radio 7, Leutkirch. LR also offers news syndication, to radio stations, from its Bonn base.

RTL

Radio-Tele Luxembourg (RTL) is broadcasting nationally, with the emphasis on the west and south-west of the country. Currently, RTL is building up a network in Baden-Württemberg. The marketing company ipa, like RTL, is a subsidiary of the Luxembourg-based media giant CLT.

Schamoni Medien

Ulrich Schamoni, a one-time film director, has established his station Radio 100.6, as the major success story in the biggest German market, Berlin. Recently, Schamoni was granted the second state-wide licence in Schleswig-Holstein. There, his Radio Eins will compete against state-leader RSH. □

BMG Ariola Hamburg

REPORT

THE FAVOURITES IN HAMBURG - THE INHOUSE PLAYLIST

Peter Kunz

DANCE W/A STRANGER - The Invisible Man
SAILOR - The Secretary
CHINCHILLA GREEN - Heavensent
DANCE W/A STRANGER - Stop Looking For Love
DAVE ASHBY - I'll Never Cry

Axel Alexander

DAVE ASHBY - I'll Never Cry
DANCE W/A STRANGER - Stop Looking For Love
BARRY RYAN - Light In Your Heart
SAILOR - The Secretary
CHINCHILLA GREEN - Heavensent

Kai Manke

DANCE W/A STRANGER - Stop Looking For Love
MOTHER'S FINEST - Somebody To Love
NEW LEGEND - Lowlands
U.D.O. - Living On A Frontline
CHINCHILLA GREEN - Heavensent

George Gibb

DANCE W/A STRANGER - Stop Looking For Love
JOHN FARNHAM - That's Freedom
SAILOR - The Secretary
LONDON BEAT - I've Been Thinking About You
DAVE ASHBY - I'll Never Cry

Jörg Troska

LONDON BEAT - I've Been Thinking About You
JOHN FARNHAM - That's Freedom
DANCE W/A STRANGER - The Invisible Man
SAILOR - The Secretary
DEEP PURPLE - King Of Dreams

Klaus Gundacker

DEEP PURPLE - King Of Dreams
DAVE STEWART - Love Shines
LONDON BEAT - I've Been Thinking About You
JOHN FARNHAM - That's Freedom
CARON WHEELER - Don't Quit

PREVIEWS

S I N G L E S

DAVE ASHBY

I'll Never Cry - BMG/RCA

Watch out for this U.K.-born talent. This well-crafted, pop-rocking song featuring DAVE ASHBY's remarkable voice seems to be the start of a world-career.

SAILOR

The Secretary - BMG/RCA

Do you remember SAILOR's "Girls, Girls, Girls" and "Glass Of Champagne"? Their new hitsingle "The Secretary" is already on many radio playlists again and heading for the charts.

A L B U M S

MOTHER'S FINEST

Subluxence - BMG/RCA

No doubt about it, the U.S.-Funk-Rockers are still one of the best. Their forthcoming new live-album presents some of their "classics" plus new convincing tracks recorded on the recent European Tour.

LATIN QUARTER

Nothing Like Velvet - BMG/RCA

An excellent retrospective on LATIN QUARTER's career. Besides unreleased song material, this album contains re-mixed, re-recorded and very interesting "demo"-recordings. All in all, the LP is a dedication to all LATIN QUARTER fans around the world.

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