# MEDIA

La Dolce Vita! **M&M Presents** The Latest On Italian Music. See Pages 15-24.

Europe's Music Radio Newsweekly . Volume 8 . Issue 44 . November 2, 1991 . £ 3, US\$ 5, ECU 4

#### PWL, Warner **Team Up** Worldwide

by Steve Wonsiewicz

London-based PWL Records has teamed with Warner Music International (WMI) in a joint venture to market and distribute PWL repertoire worldwide, excluding the US.

Under the deal, PWL and WMI will finance and coordinate current and future projects. WMI will ultimately be responsible for marketing and distribution while

working closely with PWL.
PWL MD David Howells says the venture-to be equally owned-serves two purposes. "Warner was looking for more pop material and we were looking (continues on page 38)

#### NEWS BREAKERS

# Buy Jazz FM Out At Classic

A new offer for Jazz FM/London has been made by a compaments (BI). A newly incorthe Isle of Man for the purpose advised by bankers Charterhouse Tilney. Behind the deal resignations. is former Broadcast Marketing Services MD/founder Terry Bate, who would become the new Jazz FM chairman.

ordinary share, valuing the station at approximately £217.250 his resignation. (app. US\$360.000), not count-

(continues on page 38)

# Bate Offers To Astor, Maker

Classic FM chairman David Astor and CEO David Maker ny called Broadcast Invest- have resigned from the board. Plans to merge Jazz FM/Lonporated company, registered in don with their Golden Rose company were recently turned of making the offer, it is being down by Classic's board; it is believed that this led to their

Henry Meakin, chairman of shareholders GWR Group and a director of Classic FM, will become chairman. Meanwhile, BI is offering £5 for each Astor told M&M that he is "not at liberty to say anything" about

> According to Meakin, (continues on page 38)

# **Brillie, Michel To Programme RFM**

by Emmanuel Legrand

Following the recent merger between Metropolys and Maxximum, Maxximum operations director Michel Brillie will leave to join AC network RFM as operations manager/PD, starting November 15.

Jean-Paul Michel, assistant to Marc Garcia at network Europe 2 in charge of musical programming, also joins RFM as music PD. The arrivals of Brillie and Michel are linked to the departure of RFM PD Jean-Bruno Michaud.

RFM president Andrew Manderstam explains, "Jean-Bruno leaves the station to pursue outside interests; the departure was mutually agreed upon. So, we took this opportunity to change the way the station was run and spread the duties. Michel will be in charge of all matters related to the programme itself-such as programming, jingles, DJs and research-while Jean-Paul will be in charge of musical content and relationships with record compa-

> Manderstam adds, (continues on page 38)

# **Embraces World Music**

by Machgiel Bakker

With a greater emphasis on world music and dance, the fourth Independence Days (BID) is now reflecting the growing musical variety within the independently produced music

Held in what was formerly the eastern sector, the four-day event (October 21-24) brought together an estimated 2.500 people from 20 countries, up 10% from 1990.

Attendance was up 10% from 1990, and although senior executives from major labels were virtually absent, the majority of the attendees were reportedly content with the many business contacts the event brought. Among the 118 exhibitors were labels such as Trade Germany, Deutsche Schallplatten, Sema-

phore, Cooking Vinyl, Emergo/Roadrunner, MNW, and SPV, as well as combined booths from Swedish, Finnish and Canadian companies

According to BID GM Wolfgang Döbeling, the event is pri-

#### Brits Plan For Higher Profile

by Adam White

The British record industry is striving for maximum impact at home and abroad with the 1992 edition of its annual awards show, the Brits. The event will be held February 12 at London's Hammersmith Odeon.

The Brits are organized and financed by the British Phono-(continues on page 38)

marily aimed at those who are actively seeking distribution partners and label or publishing representation. "I don't think there's so much direct business done here. But, if you prepare meetings in advance, lots can be achieved. However, many independent labels are still very amateurish in their approach and are only working on a national level. With the borders going down in Europe at the moment, that has to be changed."

The atmosphere was probably best summed up by UK indie alternative Tentacles MD Bill Gilliam who said, "This event must never be taken over by the majors. I am able to do business here and found some distributors for my product. It's very helpful in establishing relationships.

(continues on page 38)

# IR Up, BBC Down In Latest JICRAR

by Mike McGeever

Great Britain's Independent Radio (IR) has reached its highest ever listening level as it continues to chip away at BBC Radio's audience share. This is according to the results of Wave Three (July-September) of the JICRAR survey of radio listening, released by the Association of Independent Radio Contractors (AIRC) and the Radio Marketing Bureau

IR has a record audience share of 37.1%, compared to 35% during the fourth quarter of last year. Meanwhile, the BBC's share slipped to 56.7% from 59.6%. The weekly reaches of both IR and BBC have remained steady throughout 1991.

Total listening to IR reached 325 million hours a week, com-

pared to 259 million hours a year ago. In 1990, the average hours per week of 15+ adults who listened to commercial radio increased to a record 14.4 from (continues on page 38)

#### No. 1 in EUROPE

European Hit Radio SIMPLY RED Something Got Me Started (East West)

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

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





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EMI

# Greek Artist Dalaras **Gets Crossover Success**

by Melissa Dailey

Sell-out performances for George Dalaras's European tour are giving new impetus to EMI's plans to market Greek music worldwide. As part of a joint venture agreement with Minos Records, EMI is preparing to market Dalaras and other leading Greek performers throughout Europe

EMI Continental Europe senior director A&R marketing Roel Kruize attended Dalaras's Rotterdam concert as a first step in exploring recording concepts that will appeal to European markets. He plans to visit Greece in the not-too-distant future.

According to tour manager Tim Dowdall, 75% of the spectators attending the Rotterdam and Helsinki concerts were

Dalaras's next tour will be combined with an international record release in English and Spanish, accompanied by special

Says Dowdall, "Dalaras can appeal to a broad international audience, offering an alternative style of music without eliminating the Mediterranean style of his songs or turning his back on his Greek roots. He has already given us a foretaste of this intention in his collaborations with Paco De Lucia, Al Di Meola and Jan Garbarek.'

Dowdall is working with private concert promoters such as Mojo in Holland, Make It Happen in Belgium and E.T. in Scandinavia to market the Dalaras tour. "We advertised the concert as one would for any

international artist, with large posters throughout each city, radio spots, adverts and editorials in the local press," says Dowdall.

Dalaras's radio interviews for this tour included SFB/Berlin, Radio Actuell/Berlin, Radio Bremen, WDR/Koln, Radio Koln, RFI/Paris, BBC World Service and BBC 5.

Dowdall, commenting on the artist's marketing strategy, says, "George Dalaras is already wellestablished within the worldwide, Greek-speaking market. It is, therefore, relatively simple to attract a Greek audience by informing and advertising in the local Greek media (press and

"We are, however, particularly interested in attracting an international audience, and thus making the crossover from being an ethnic artist to being an international performer, without compromising his musical integrity. EMI has already started to assist us with its excellent media contacts, even though its involvement with Dalaras has only recently begun.

"As soon as this strategy can be put into operation," Dowdall says, "and we have an international album on the market, we obviously hope to be on the playlists. However, as Dalaras's records are generally only available on an import basis, the opportunity hardly arises at the moment.

"We generally work together with the very best promoters in each particular country. There is, however, a need to service the avid Greek audience, which leads us to working with specialised, professional Greek promoters.'

Dowdall adds that since the 15-city European tour, which concluded on October 20, "We have had an extremely good response from the media, receiving considerably more requests for interviews than the time available to us, both from international and Greek journalists."

Dalaras has made numerous TV appearances, including live recordings in Finland and Sweden in 1988, a programme about Rebetika [Greek folk music] on Channel 4 in the UK, and a documentary to be broadcast by SWF in Germany next month called "A Man And His City." There is also a documentary film being made of the European and Israeli tours, which will be broadcast throughout Europe.

Says Dowdall, "Many of the concerts have been sold out, and the audiences everywhere have been uncompromisingly passionate and enthusiastic, with encores lasting 30 minutes and more.

#### Upcoming Album Releases

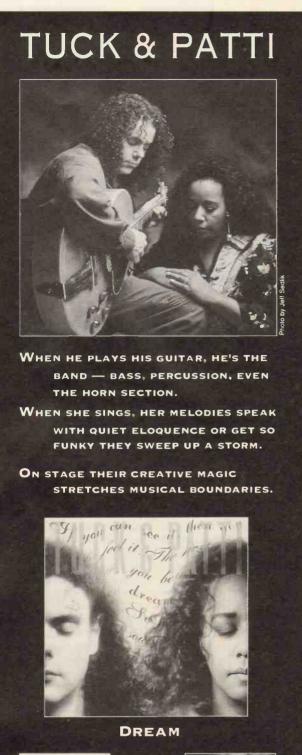
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Artist
A decision
Adevo
A-ha Al Bano & Romina Power
Alabama
Kevin Ayers
Anita Baker
Matt Bianco
Big Daddy Kane
Britney Fox
Tevin Campbell
Candyman
Jasper Carrot
Cock Robin
Bill Cosby
DJH & Stefy
Placido Domingo
Enya
Falco
Roberta Flock
Marvin Gaye
Hen-Gee & Evil E
Holy Noise
Jomes Ingram
Elton John
The Judds
B.B. King
King Crimson
Leo Kottke
Heinz Rudolph Kunze
Teena Marie
Richard Marx
MC Skat Kat & The Stray Mob
Monthy Python
The Munich Philharmonic Orchestra
Natural Selection
Nymphs
OST/Bette Midler
OST/Dave Stewart
OST/Miles Davis
Pet Shop Boys
Pride N' Politix
Poison
Pulnoc
Queen
Eros Ramazotti
Vic Reeves
Restless Heart
Cliff Richard
Roger
Paul Simon
Southside Johnny
Liso Stansfield
Barbra Streisand
Subsonic 2
David Sylvian
TOP
Kathy Troccoli
Truck Stop

Various Artists

	Love Or Lust?
	Headlines & Deadlines
Power	Vincerai - Greatest Hits
	Greatest Hits #
	Still Life With Guitar
	The Songstress
	Samba In Your Casa
	Prince Of Darkness
	Bite Down Hard
	T.E.V.I.N.
	Playtime is Over
	Plastic Canned Carrot
	The Best Of Cock Robin
	Oh Baby
	Wicked And Wild
	On Broadway
	Shepherd Moons
	The Remix Hit Colection
	Set The Night To Music
	The Last Concert Tour
	The Brothers
	Organoised Crime
	The Power Of Great Music
	To Be Continued - Boxed Se
	Greatest Hits II
	There Is Always One More
	The Esssential King Crimson Boxed
	The Collection
inze	Sternzeichen "Sündenbock' Greatest Hits
	Rush Street
Stray Mob	The Adventures Of
ondy Mod	Monthy Python Sings
c Orchestra	Abba Classic
C OTTHESH A	Natural Selection
	Nymphs
	For The Boys
+	Jute City
	Dingo
	Discography-
	Changes
	Swallow This Live
	City Of Hysteria
	Greatest Hits II
	Eros In Concert
	I Will Cure You
	The Best Of
	Together With
	Building The Gap
47	Live In Central Park
, ,	Better Days
	Real Love
	Prince Of Tide - Boxed Set
	Include Me Out
	Ember Glance
	Emotion Lation
	Pure Attraction
	Weinachten Im Wilden We
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itle	Lobel	Producer
ove Or Lust?	Cooltempo	Smock
leadlines & Deadlines	Warner Brothers	A-ha
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Greatest Hits II	RCA	Various
till Life With Guitar	Fnac	Dave Vatch
he Songstress	Elektra	Patrick Moten/Otis Smith
amba In Your Casa	East West	Mark Reilly/Mark Fisher
rince Of Darkness	Warner Brothers	Not listed
ile Down Hard	Atlantic	John Purdell-Duane
E.V.I.N.	Warner Brothers	Quincy Jones
laytime is Over	Epic	Johnny "J"/Candyman
lastic Canned Carrot	Dover	Not listed
he Best Of Cock Robin	Columbia	Various
Dh Baby	Geffen	Camille O. Cosby
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n Broadway	East West	Not listed
hepherd Moons	WEA	Nicky Ryan/Rob Dickins
he Remix Hit Colection	East West	Various
et The Night To Music	Atlantic	Arif Mardin
he Last Concert Tour	Giant	Not listed
he Brothers	Elektra	Carlos Alomar/Hen-Geè
Organoised Crime	ARS	Holy Noise
he Power Of Great Music	Warner Brothers	Not listed
Be Continued - Boxed Set	Phonogram	Various
reatest Hits II	RCA	Brent Maher
here Is Always One More Time	MCA	Stewart Levine
ne Esssential King Crimson Boxed Set	Virgin	Robert Fripp
he Collection	Chrysalis	Various
ternzeichen "Sündenbock"	WEA	Heiner Lürig
reatest Hits	Epic	Teena Marie/Various
ush Street	Capitol	Richard Marx
he Adventures Of	Virgin	Various
Nonthy Python Sings	Virgin	Eric Idle/André Jacquemin
bba Classic	WEA	Patric Perquee
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or The Boys	Atlantic	Arif Mardin
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ros In Concert	DDD	Piero Cassano
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he Best Of	RCA	Various
gether With	EMI	Cliff Richard/Craig Pruess
uilding The Gap	Giant	Not listed
ve In Central Park	Warner Brothers	Nat listed
etter Days	Impact	Little Steven
eal love	Arista	lan Devaney/Andy Morris
rince Of Tide - Boxed Set	Columbia	Various
clude Me Out	Unity/Columbia	M.G. Bad/Subsonic 2
mber Glance	Virgin	David Sylvian/Russell Mills
motion Lotion	Island	Cavanagh/Wills/Fearon/Lewis
ure Attraction	Geffen	Ric Wake
Veinachten Im Wilden Westen	Metronome	J. Minke/V. Heintzen/Truck Stop
itterblue	Hansa/Ariola	Howard Houston
ubo Clossics Vol. II	Warner Brothers	Various
IY Rock 'N' Soul Revue	Giant	Various
he Sky Is Crying	Epic	Stevie Roy Vaughan/Various
Vellcome to the Ball	Atlantic	Not listed
ear No Evil	Silvertane	Hammond Scott
ly Desire	Epic	Z'Look

album releases for the period of October 28 - November 11. Please send your bert Tilli before October 31 for inclusion in the next release schedule (issue 46). Fax (+31) 20.669 1951





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Nov 5	SCANDIANO	Nov 20	MUNICH
Nov 7	RIMINI	Nov 22	MILAN
Nov 8	MESTRE	Nov 23	PARIS
Nov 9	LINZ	Nov 24	LONDON

#### SOME THINGS ARE UNIQUE

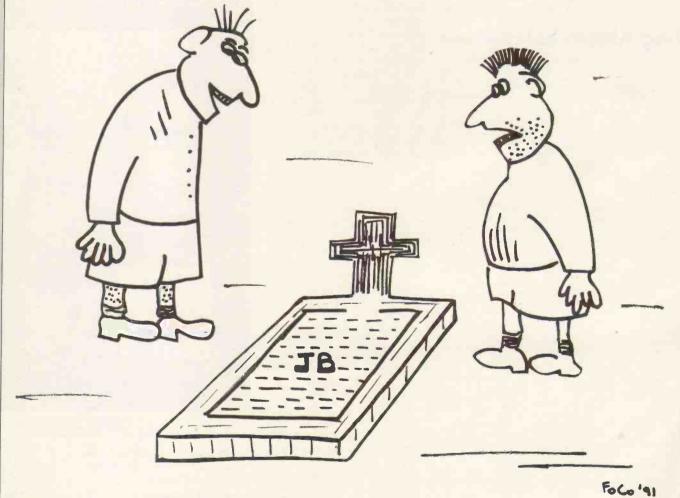


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# City 96.7 FM Leaning AC, City Talk Goes Gold

by Mike McGeever

EMAP's City 96.7 FM/Liverpool is gradually modifying its format to AC from EHR/dance. New MD Dave Lincoln says he made the changes after research showed the station's target 15-35 age demo would listen longer if they heard more music from "adult artists."

The JICRAR-type survey of 800 listeners proved "we could hold them longer if they heard more '80s adult contemporary from the likes of Phil Collins and Dire Straits. We have been moving away from the contemporary charts and the Jason Donovan, Kylie Minogue-type dance music.

Lincoln adds, "Not that there

was anything wrong with the way we sounded. But now we feel we have achieved the music balance we need." City FM enjoys a 31% share of a potential audience of more than two million listeners. according to the Radio Marketing Bureau's figures.

Meanwhile, a more noticeable change will be evident when City Talk AM/Liverpool flips formats to City Gold on November 4. The news/talk format has failed miserably since going on-air two years ago, achieving only a 9% maximum reach, says Lincoln.

The new format "is going to hit Merseyside with a bang," he promises. The station is promoting the new sound with a £350.000 (app. US\$620.000) ad blitz which includes TV commercials, transit posters and billboards.

Some of the money will also go towards promoting the FM service. 'We don't want to make AM popular at the expense of the FM," he also says. Lincoln reports he has received encouraging responses from advertisers after he explained the format change in a personal let-

One bright spot for the soon-tobe-defunct City Talk is the lunchtime phone-in show. That segment will continue weekdays from 11.30 to 13.30, hosted by Regan Phillips. Former Magic 323/Leeds presenter Mark Jones will host the breakfast

## Dance Bootleg Storm Brews

The escalating anger of the label's discovery of triple ber 75," Gavin claims, bootlegs of the debut release Ten was able to from new signing Blow.

Ten dance promotions manager Simon Gavin estimates between 3.500 and 4.000 bootlegs of the track. titled Cutter, had been sold before the company released the track last

"Cutter entered the UK nationmajor labels over dance bootleg- al charts this week at number 113 gers in the UK continues this If Ten had sold the bootlegs, we week with Virgin-owned Ten would have entered around num-

Ten was able to stop one of the three bootlegs, a US import on the High Frequency label. but the other two British-manufactured bootlegs eluded them. 'We would like to track down the people responsible, but it's difficult, time-consuming and costly, says Gavin.

# Six Vie For Salisbury Licence

by Paul Easton

The Radio Authority has received six applications for the independent local radio licence for Salisbury. Among them are Southern Radio Plc and GWR Group, which both have stations on the fringe of the new transmission area.

However, the FM licence is for a coverage area of 55.000 adults, and although doubts have been expressed as to the eventual viability of such a small station, several of the applicants believe they can operate a 24-hour stand-alone service.

Authority expects to The announce its decision by Christmas.

The applicants are as follows: Circle Radio: Among those involved are Kevin Gover, currently a presenter with Southern Radio's South Coast Radio AM

service, and art gallery partner Christopher Wright, who is providing 100% of the £285.000 (app. US\$475.000) investment. Firstyear revenue forecast is expected to

- Country Air Radio: This group includes Mervyn Thomas, a director of disco equipment company Rainbow International, and RTM/Thamesmead presenter David Kearly. Thomas would provide 50% of the initial funding, with the remaining amount coming from a bank loan. First-year revenue forecast is estimated at £158.000.
- Salisbury FM: This application is backed by Southern Radio (51%) and Radio Investments (15%). First-year revenue is expected to be £124.500.
- Salisbury Radio: GWR Group are major backers (37.5%),

with former GWR director Harold Cory (37.5%) and TV producer Warwick Partington. Also involved is GWR/Swindon director Simon Cooper. First-year revenue forecast is calculated to be £363.000.

- Spire FM: This group includes Michael Maidment, proprietor of Salisbury's Red Lion Hotel; tax consultant and broadcaster, Sharon Horswill; and investment group 3i. The investment group will provide 45.5% of the finances. First-year revenue is calculated to reach £190.000.
- Wessex FM: This group's backers include Richard Price, founder of TV programme distributors Primetime Television, and Alan Burgess, Gill Hudson and Richard Hearne, who all have interests in cable TV. First-year revenue is estimated at £191,000.

# New-Release Plan Unveiled By SMS

Satellite Media Services (SMS) is now offering record companies a special distribution package. This will enable them to send new releases simultaneously to virtually all of the ILR network.

Comments SMS head of sales Nick Payne, "We are offering a special package price of around £550 per release for the full network of Intelsat-capable stations. We are able to offer all of the main FM stations; it's only a scattering of the smaller stations that can't get us on Intelsat VI.

"We've already played the new singles from Genesis and U2 in digital stereo. One big advantage of using us is that even if BBC Radio 1 gets an exclusive play of a new record, the record companies can time the ILR release to follow almost immediately. It is even possible to arrange a special "live" feed, so that all of the stations would be able to play a new record at the same time.

Meanwhile, SMS and programme syndicator Unique Broadcasting have signed a 12month deal covering the distribution of Unique's programming across the independent radio net-

#### Classic Trax Adds More News, Country

Classic Trax Radio BCR/Belfast (TSA 540.000 adults) has unveiled its winter programme schedule. It includes a substantial increase in news (now hourly from 07.00-24.00), country music and gospel, but maintains the classic tracks daytime policy introduced a year ago.

CTR has also augmented its evening programming dealing with local issues, current affairs and ethnic interests. In addition,

"Belfast Matters," hosted by Mary Johnston, featuring a mix of music and social issues, has been expanded from two to twoand-a-half hours.

The increase in country music is the direct result of listener demand, according to CTR MD Chris Nixon. "It was getting to the point where we could not keep up with the requests for songs during the once-a-week country show. Country music in Northern Ireland has always been a big listener draw," he

The two-hour country music show is now aired on Wednesday and Saturday nights and is hosted by CTR morning man Ken Bruce.

Meanwhile, Paul Achenson replaces John O'Hara in the 09.00-12.00 weekday slot. O'Hara left the station to pursue outside interests.

#### **NEWS IN BRIEF**

#### Sponsorship Set For Major Boost

Programme sponsorship and general advertiser-funded promotions have more than doubled in the past three years and are set to rise by 40% in the next 12 months despite the recession. These are the findings of a research report by sponsorship specialist Curtis Hov. The company surveyed programme controllers from a cross-section of 20 FM stations. Co-director Mark Curtis says the survey was originally conducted as an internal exercise.

At present, the majority of radio sponsorship is programming-led, based on syndicated shows such as the 'Nescafe Network Chart Show," or with a sponsor becoming associated with existing programme elements, including travel, weather or sports reports. Sponsorship of news bulletins is not permitted.

#### Kiss Ad Gets **Audience Involved**

Kiss FM/London has unveiled its new advertising campaign, which includes a 60-second, audience participation cinema commercial. The campaign, created by ad agency AMV/BBDO, is also using posters and the "style press."

The ad starts in silence, and is made to look as though the sound is not working. Then a few voices on the soundtrack and a caption encourage the audience to tell the projectionist to turn up the sound. The film then appears to stop and rewind before playing again with the volume up. The music used on the commercial is the recent chart hit Let's Talk About Sex by Salt-N-Pepa.

#### **LBC** Wins **Environment Award**

News/talk station LBC/London has won the regional radio news category in the 1991 British Environment and Media Awards.

Commenting on Philip Eden's daily pollution and air quality reports. the panel of judges said the entry was chosen "for its committment to environmental reporting of direct relevance to its audience. LBC's reports on levels of air pollution has increased pressure on the government to improve the quality of the air we breath.

Other radio winners were BBC Radio 5 (national & regional features and current affairs), and Radio 4's "World At One" programme (national radio news).

#### Sander New Head Of Music At Red Rose

TransWorld Communications has made more key personnel changes at its metro stations in northwest England.

Dave Sander has been hired as Red Rose FM/Preston's head of music to "tighten up the edges and step up the pace" of the

competition in Merseyside. Sander joins Red Rose from the Chiltern Radio Network, where he says he received a "good grounding" working as a presenter for that group's head of music Clive Dickens.

Meanwhile, Piccadilly Gold

AM & Kev 103 FM/Manchester has brought in Mark Samaru to head the promotions/marketing department after the departure of Michael Morley. Samaru was head of promotions at TWC's Red Dragon/Cardiff.

MMcG

MUSIC & MEDIA NOVEMBER 2 1991



**BACK TO THE '60s** — Los Manolos rest on their laurels after success with the Beatles classic "All My Lovin'." The single has sold over 270.000 units. (See main story for details).

#### Mecano And Guitar Legends Aired By Los 40 Principales

SER's Los 40 Principales has clinched an exclusive deal on the re-transmission of Mecano's October 6 concert in Paris.

The concert is the first of the three-piece band's tour through Belgium, France and Holland. Attended by 7.500 fans, the event was air-

ed on all 63 fully networked Los 40 stations on October 14.

Los 40's also aired Guitar Legends live on all five nights of the October 15-19 event. It was retransmitted a few hours later on state-run TVE's second channel La?

# Sony, Dino Jump On Rhumba Bandwagon

by Anna Marie de la Fuente

Both Sony Music and independent label Dino Music have launched two groups who will play Beatles tracks to a rhumba beat in hopes of repeating the success of BMG Ariola act Los Manolos. That group cashed in on the rhumba cover version of the Beatles classic All My Lovin'.

Unlike Los Manolos, which limited two tracks on their nearplatinum album *Pasion Condal* to Beatles classics, Sony Music's band, wryly calling themselves Los Rolin (as in the Rolling Stones), is out with an self-titled album of Beatles compositions.

Set to be released in early November, the debut album is produced by Jorge Alvarez, who has also handled Mecano and Luis Cobos. Sony Music MD Claudio Conde is convinced of its high cross-border potential. "We aim to release it in Latin America and Europe,"

says Conde, who sees rhumba bands growing more popular worldwide.

CBS-Sony label marketing manager Marya Meyer says the seven singles slated for release will have specific radio station targets in mind. "There'll be a couple of medleys, one with a pulsating beat for Los 40 Principales' teenage audience, and a Spanish version of Help for the AM stations." A major advertising and promotional campaign is also planned for Christmas.

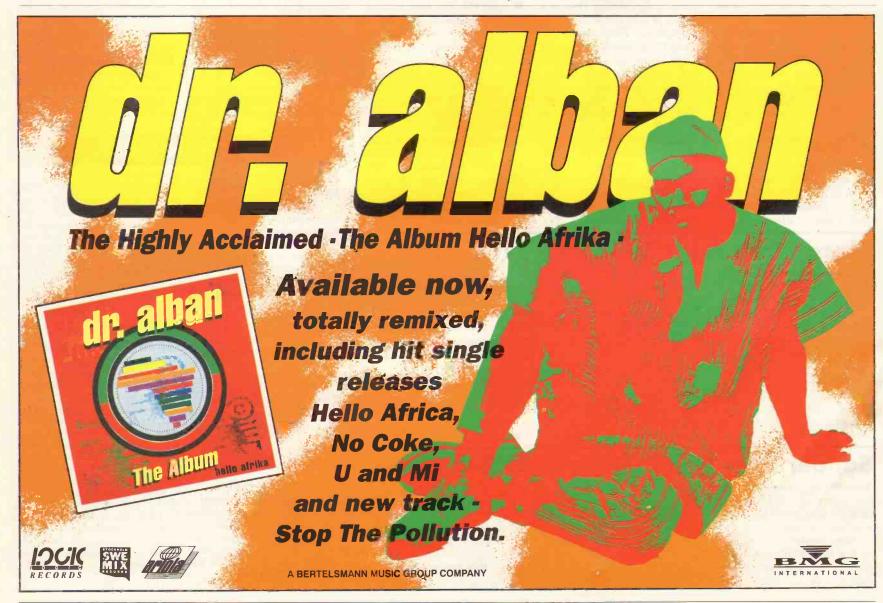
Meanwhile, Barcelona-based Dino Music launched Los Martinez in early October. However, only two tracks from this self-titled debut album are Beatles-inspired. Dino Music has already released the young Catalan band's album in France, Holland and Germany through its affiliates there. According to a Dino Music spokesperson, "It is receiving good airplay in France."

Posters, press releases, concerts, TV appearances and radio ad spots form part of the promotional campaign. Ad spots are planned for specialised, all-Spanish music stations such as SER's Cadena Dial and Catalan station Radio Sabadell.

It remains to be seen whether these two new rhumba bands will scale the airplay and sales charts as swiftly as Los Manolos

#### Moving On Up? Changing Labels? Changing Stations?

M&M's Newsmakers would like to hear all about it. Give us a call, send your press releases, or just fax your latest inside and outside moves to Newsmakers, Editorial Department, Music & Media, 1059 AT Amsterdam, The Netherlands. Tel: (+31) 20.669 1961; Fax: (+31) 20.669 1951.



# Austrian Charts

by Norman Weichselbaum

BMG Ariola and PolyGram product dominated the album and single chart-share honours for the first nine months of the year in Austria. The two labels grabbed nearly 50% in total chart share on state-run channel Ö3, based on results in trade magazine Der Musikmarkt.

BMG Ariola MD Stephan Friedberg explains. "We had smash hits with Cher, David Hasselhoff, Guns N' Roses, as well as the Austrian acts Rainhard Fendrich, die Hektiker and Mini Bidlinsky.

"After taking into account these results, I think we have a good chance of becoming the leading Austrian company in 1991, not only in distribution, but in sales as

Although BMG Ariola kept the position with 25.29% (33.98% in 1990) on the single charts and 27.29% (26.54%) on the album charts, PolyGram is running a close second, almost doubling album and single hits in 1991. This also had 35 hit albums resulting in 2.72%) and Musica (1.87%/2.8%).

a 22.25% (11.73%) share.

Says PolyGram A&R director Wulf Muller, "On the single side, we had success with Matthias Reim, Bon Jovi and the Scorpions, not to mention the Righteous Brothers, which staved at number one for eight weeks. On the albums, we had great success with the same acts, as well as The Very Best of Elton John, Sting's Soul Cages, and many more."

EMI is perhaps the nearest contender on the singles market. Its singles product reached an airplay quota of 18.26%, up from 11.84% in 1990. However, the album quota dropped from 19.39% to 14.54% this year.

Other company results include: The Warner Music company's singles market saw an increase to

15.64% from 14.23% in 1990, while albums dropped to 19.12% from 21.35%.

Both the Sony Music's single and album share dropped from 10.28% to 10.11% and 11.14% to 9.09%, respectively.

Other companies in the top 10 year, the label had 32 single hits in singles and album chart shares, for a 21.01% (12.25%) share; it respectively, are Echo (6.92%/

## **Antenne Austria** Thinks Public

Schneider-Schwarzbauer confirmed rumours the station is considering going public but, he adds, "Only if the company shapes up well can a take-off at the stock exchange be expected within the next few years."

Antenne Austria is a 100%owned sister company of Media AD, which is owned by the Richter traffic-line marking concern. Founded in 1990, Antenne Austria broadcasts German language programmes via three transmitting stations, two in Italy and one in Hungary. It is also

received in parts of Vienna, lower Austria, Carinthia, Burgenland and in certain districts of west Hungary, Italy and Slovenia.

According to Schneider-Schwarzbauer, Antenne Austria does not want to go public only as a radio station. "We have achieved a very extensive knowhow by working in different domains, such as studio planning in the east and electronic media or intercom systems. Doing radio is just a part of it. We think that an experienced media company like ours might be very interesting for investors."

# BMG, PolyGram Top Stingl New Gong PD, **Moves Format To AC**

by Mal Sondock

Morning DJ Marc Stingl, who with been Gong/Nuremburg since its opening five years ago, is the new head of music/entertainment at the station. Former music director Stefen Meyer has moved to Radio Energy, the NRJ EHR station in Berlin.

The management shuffle has brought with it a "change in our music format as well," reports Stingl. "We've moved from a heavy EHR format to a much broader musical scope. The

records that we played three to four times a day are now getting a single play. Current material makes up about 35% of the music and recurrents and hit oldies comprise the other 65%. Our target group is now 20-49, instead of our former 14-39 audience.

He adds, "We're still the only station in Nuremburg featuring air personalities. Right now, the private radio scene in Nuremburg has Radio F going for the 40+ group with schlager and MOR; Charivari is on a strict A/C diet of melody with plenty of soft slow songs; N1 is geared to the 14-29 audience, with disco and EHR.

The station line-up looks like

Stingl will present the early morning show between 06.00 and 10.00, Katrin Muller-Hohenstein takes over between 10.00 and 14.00, and the afternoon slot is presented by Tom Salzbrenner, between 14.00 and 18.00. The 18.00 to midnight shift is worked by Andre Plotz, who alternates with newcomer Jens Liedke. Liedke recently joined the station from N1, where he was also a D.I.

# Schebel Returns To Regenbogen; This Time As Programme Director

statewide broadcaster Radio Schleswig-Holstein/Kiel as head of music to return to Radio Regenbogen/ Mannheim as programme director.

Says Schebel, "We are one of the most popular local stations in Germany. Our music format is soft AC with a 20-50 target audience. We play about 30% currents, 20% recurrents and 50% oldies with an average of 13

songs an hour being aired.

Sitting in Mannheim, right on the border to Rheinland-Pfalz. gives us a strong listening potential, not only in Mannheim, but also in Heidelberg, Heilbronn, Karlsruhe and Ludwigshafen.

"We have an average weekday listening audience of 92.000, with 312.000 listeners tuning in daily to our programme. We shift our DJs around, but have a strong station image, packed with great music, information, news and local events. As far as I'm concerned. I've enjoyed my two years in Kiel at Radio Schleswig-Holstein, but it's great to be back

The 36-year old Schebel began his radio career in 1988, shortly after the start of Radio Regenbogen, and was snapped up by Radio Schleswig-Holstein a

#### Wanted: Your Face In M&M!

As part of M&Ms rapid expansion, you are invited to send us photos of yourself and your staff, whether they are portraits of your people or pictures of station activities, visits from recording artists or any other special occasions. Johnson, Associate Editor, Music & Media, 1059 AT Amsterdam, The Netherlands. Tel: (+31) 20.669 1961; Fax: (+31) 20.669 1951.

## **RSH Bows Birthday Game**

Private statewide broadcaster Radio Schleswig-Holstein is giving away large sums of money over the next six weeks in a daily birthday contest.

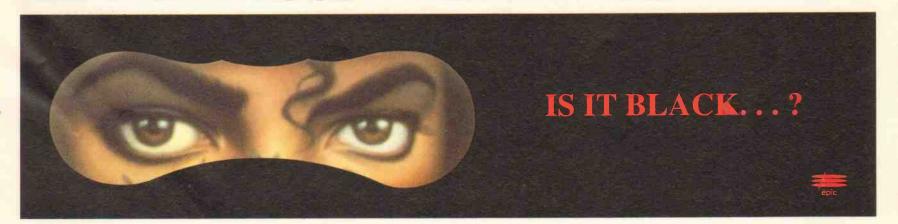
A number will be given out during weekdays at different time slots four times daily. The listeners who hear all four numbers must put them together in sequence to form a birthday.

For example 1-4-1-2 would be December 14. Those listeners with the correct birthday number can then call the station, when

they will be given the chance to pick a numbered envelope, one

In one of the envelopes is Dkr10.000, in another Pta10.000 and the third DM10.000.

If the candidate picks the top prize in Deutsch marks, then the money will be delivered to the listener in a so-called Money Truck. The smaller prizes will be awarded by mail. MS



# Opinions Split Over Audiradio Survey

by David Stansfield

Industry opinion still remains divided over the importance of the results of the Audiradio listeners survey, to be released in November.

Audiradio, the Milan-based research organisation, has come under attack from the radio sector in the past for both its methodology and its failure to deliver results quickly. Despite this, its statistics are still regarded as official, and this year it has attempted to answer critics by introducing new methodology. Research was conducted from mid-September until the end of October (see M&M July 27) in a L2.5 billion (app. US\$ 1.8 million)

Edoardo Hazan, executive at Rete 105, Radio Monte Carlo and 105 Classic says that an air of excitement is natural because all key national, regional and local stations subscribe to Audiradio. "What will excite us more," he adds, "will, hopefully, be the final results for our three stations. You can't hide

the fact that potential advertising clients only take Audiradio's research into consideration."

Rome-based R&B station Radio Centro Suono also subscribes to Audiradio, but PD Alberto Castelli remains unimpressed with the organisation. "It's strange. The Rome-based stations La Radio Citta Uno and Radio Citta Futuro were listed in last year's survey, but the first station hasn't been on-air for the last three years, and the second, for five

Castelli is confident Radio Centro Suono is maturing quickly, but he remains unconvinced that Audiradio's research will support this belief. "Last year, the survey showed the station as having a high percentage of listeners aged between 50 and 60 for its evening programmes. This I cannot believe. Everybody in the radio sector knows Audiradio is not credible. Outsiders believe it is the same kind of operation as Auditel for TV. It is not, but it's the only thing we have.'

CGD record company promotions manager Luciano Linzi believes the findings can indicate new movers and shakers in the radio sector.

A&M Polydor product manager Giovanni Arcovito says the research is important for the radio sector. "I'm not interested much in audience figures, but I need to know what types of people listen, when they listen and whether they are record buyers or not. Audiradio does not appear to provide that kind of information."

Radio Dimensione Suono PD Bruno Ployer says the statistics are one of the major tools for his station's sales department. "If record companies want to know the music tastes of listeners, that's their job and not Audiradio's. The book will probably give us enough information about listener attitudes and when they listen.

He adds, "I'm not sure of the exact date when the figures will be released, but I hope they will be out quicker in the future."

# Rock Cafe Gets Added TV, Radio Coverage

Both the TV and radio "Rock describes the programme as a type Cafe" daily music/news programmes have been allocated extra transmission time for the new series, which was scheduled to start on October 28. TV pubcaster channel RAI 2 has added 10minute slots screened at midnight. while the radio programme, which is syndicated to 90 local stations by Sper, has increased its airtime (16.00-16.40, Monday-Fridays) with three-minute slots aired at 14.00, 15.00, 17.00 and 18.00.

The TV programme, inspired by the "Rock Cafe" radio series, first appeared last year with 10minute slots screened at 18.30 on Mondays-Fridays.

Programme creator Andrea Olcese admits its transfer from radio to TV was an experiment, but adds that it worked. "I suggested the idea of screening the programme twice a day to RAI 2 director Giampaolo Sodano. I was thinking of a repeat show, but he wanted a completely different production. Now we have to produce a total of 330 shows before this series ends on June 12, 1992." Olcese describes the content of the early evening TV shows as "more studious," with new presenters Paola Rota and Alberto Bottinelli reflecting that image, while Benedetta Mazzini, presenter of the late editions, is more of an intelligent wild child.

"Rock Cafe"'s Saturday night magazine-style programmes, screened between 23.25 and 02.50, have also been retained. The first two, however, are specials devoted to national stars Eros Ramazzotti and Zucchero. Ramazzotti's "Stars and Stripes" show was filmed during his July visit to New York, where he appeared in concert at Radio City Music Hall. Olcese

of "In Bed With Ramazzotti."

The "Zucchero In Moscow" special coincides with the artist's album release, Zucchero Live At The Kremlin. According to Olcese, "He was booked to appear on the TV station RIR Russian Television and Radio Company]. He was invited by Artemi Troitski, who is also the Russian correspondent for 'Rock Cafe.' Zucchero then accepted our invitation to stay in Moscow for three days to make the 'Rock Cafe' special."

Meanwhile, the "Rock Cafe" radio programme attracts an average 3.1 million daily listeners, according to Audiradio statistics. These figures are based on the combined total daily listeners of the 90 local stations which air the programme. Olcese says that Sper has conducted its own research and claims that 800.000 listeners tune in and stay with the show until it ends.

By the end of October, 1.000 programmes will have been produced for "Rock Cafe." which has been going for four years. Says Olcese, "It's still on-air, still fresh and still a novelty." He supports specialist programmes believes they are one of the solutions to the problem of a developing market.

Legislation has still not been implemented, and stations don't get the advertising revenue they deserve," says Olsece. "But to get results you have to produce programmes. Rete 105 first saw the light with its 'Johnny Rocket' rock programme and Radio Deejay is enjoying great success with its 'Viva Radio Deejay' show. Other stations will have to

# Kiss Kiss Goes East On Kiss FM Japan

Radio Kiss Kiss broadcast its first show in Japan on October 19, following a deal struck with Kiss FM Japan. The station is also scheduled to air one programme each month until next March.

The agreement forms part of the first-year broadcast celebrations by Kiss FM Japan. It has requested that other stations with the word Kiss in their logos produce original-language programmes. These shows will be broadcast throughout the Kobe region, which has a potential listening audience of 4.5 million.

The 50-minute-long programmes, entitled "Lo Spregiudicato Juke Box Di Rosanna" and produced by Radio Kiss Kiss, are being transmitted on Saturdays at 19.00 Japanese time. The music content features Italian acts and artists only, with a percentage being devoted to dance music. Programme presenter Rosanna Lannacone will describe the local music boom as well as the habits and customs of the Italians. She is incorporating a small percentage of the English language into her

Comments station PD Gianni Simioli, "We are the first Italian station to enter the Japanese radio market. It makes us very happy to think that the voice of Rosanna and the product of Radio Kiss Kiss is being heard throughout a major part of that territory. The operation has been made possible through the openness demonstrated by Kiss FM Japan."

The broadcast deal was coordinated by Sam Corporation Ltd, and according to Simioli, "Mr. Tokai [of Sam Corporation Ltd.] was in our Naples studio for the production of the first programme. He was very enthusiastic about the content and very happy with the voice of Rosanna." Simioli adds that the station will confirm other international deals shortly.

# Sport Gets Its Quota On Rete 105

National volleyball star Andrea Lucchetta has signed up with network Rete 105 following his debut as a DJ at the station earlier this year. He is joined in the studio by regular sports guests Andrea "Zorro" Zorzi (volleyball), and Juventus football team goalkeeper Stefano Lacconi for the "Lucky Lucchetta Superstar" show broadcast each Wednesday between 18.35 and 19.00.

Sport is also the dominant theme in the station's early morning slot from 08.00-08.30 when noted TV presenter, journalist and humourist Maurizio Mosca joins DJs Gianni Riso and Franco Dibi for the programme "La Cassazione del Giovedi.

Milan-based competitors Radio Deejay, 101 Network and Radio Peter Flowers all place an importance on sport, particularly in the winter. Walter Zenga, goalkeeper for Italy's national football team, hosts his own show on Radio Deejay, while 101 Network covered the recent golf championship, sponsored by Philip Morris, in Rome.

Regional station Radio Peter Flowers has regular live link-ups with football games staged by the Milan and inter-Milan teams.

However, according to Rete 105 executive Edoardo Hazan, "Our programmes are not just dedicated to sport. We wouldn't air them if we did not have the right presenters. Lucchetta doesn't just talk about volleyball. He talks of many things, including music. Mosca's contribution is not just limited to football. He reveals backstage gossip from his TV show and is also very funny. Programmes such as these are the icing on the cake for the station. They help to set the right mood for the audience."

## Dimensione Airs Simulcast Talk Show

Radio Dimensione Suono is claiming a unique national broadcast scoop with its live link-up of the TV-talk programme, the "Maurizio Costanzo Show."

The station is transmitting the programme simultaneously on Silvio Berlusconi's Canale 5 channel, Mondays-Fridays between 23.30 and 01.30. Comments station PD Bruno Ployer, "We wanted something different because we believe that the late-night slot attracts less listeners than the day. No other station in Italy, not even pubcaster RAI, broadcasts a talk show at that

As a well-known journalist, Costanzo could attract a wide range of national and international celebrities to the TV show. Ployer believes its format of good guests and heavyweight discussions offers the same dynamics as a radio show. He is also confident the station will gain in terms of image and audience numbers by airing the show. "It's a risk we run at that time of night," he says. "If people want music, they can tune in to another station. We want to offer a different choice on the FM dial." The show is scheduled to be broadcast through July 1992.

# Island Hopes U2 Single Flies On Radio

by Emmanuel Legrand

When Island France serviced last week U2's new single The Fly to radio stations, the record company didn't know what to expect. While the band is a brand name in France, the sound of the track as well as its strong rock orientation created some concern.

Island head of radio promotion Jean-Michel Canitrot says, "We were surprised by the reaction of most radio stations. They were very positive, beyond our expectations. Except for some adult formats that will avoid playing the song on daytime, most of

gle very well. It proves how much U2's new songs were antic-

AM stations-from France Inter to RTL—are welcoming the song. Says Nathalie Andre, music programmer of AM station Radio Monte-Carlo, "The single is our 'favourite of the week'. I adore this song and I had no problem playing it. I am waiting for the album with a lot of anticipation to see if it's going to be as

According to Canitrot, EHR networks such as NRJ and Fun have "reacted positively." Canirecord company was to explain that the album was very rock-oriented and that the band wants to use this single to reinforce that image. Explains Canitrot, "It's just a reminder that U2 is a rock band. I think the band and its management made a risky but wise move by releasing that single. Risky, because it could have been followed by a total rejection from the radio stations; wise, because they are trying first to please their fans. But so far, it looks like a smart move. And I'm confident of the future because the best is still to come

# Maxximum, RFM Play Most Music, Says CSA

Based on a sample of one week of programming on January 14-20, broadcasting authority CSA has published an interesting analysis of the main FM radio programmes.

Surveyed were: Fun, Skyrock, Maxximum, Metropolys, Europe 2, RFM, NRJ, Cherie and Nostalgie.

Here are the results:

Most music: Maxximum (93.8% of the total programming time) and RFM (91.3%);

- Most news/talk: Nostalgie (18.2%);
- Most Top 50-oriented stations (percentage of songs in the charts played by the stations): Fun (30.1%), Skyrock (27.7%) and NRJ (26.1%);
- Less Top 50-oriented: Nostalgie (3.8%), Maxximum (5.0%), Europe 2 (5.3%), RFM (5.6%) and Cherie (8.0%);
- Stations playing the biggest share of new acts: Maxximum (63.6%) and Metropolys (32.9%);
- Stations playing the biggest share of Anglo-Saxon songs: Maxximum (95.9%) and Fun (94.5%);
- Stations playing the biggest share of French songs: Nostalgie (77%) and Cherie (62%);
- Stations carrying the biggest share of advertising time: Nostalgie (6.2%) and NRJ (3.5%);
- Most informative station: Nostalgie (6.4%);
- Least informative stations: Fun (0.4%) and Skyrock (1.6%).

# RTL, Europe 1 Voice Concerns About FM Allocations

RTL and Europe 1 are begin- RTL and Europe 1 to expect to ing body CSA is limiting both the total radio audience.

During recent local calls for frequencies in the south of France, the two networks were granted a very limited number of transmitters compared to other music stations.

monitored by local committees about the CSA's attitude. called CTR, who issue recommendations, followed by authorisations by CSA.

Says an RTL spokesperson, 'With our diversity and the of radio Roland Faure. importance of our news programmes, we represent a strong say it seems that the CSA has element of pluralism in the coun- understood the stations' concern try. If in some parts of France we and might reverse its attitude, cannot be reached, it is at the and that the next test will be in expense of pluralism."

A previous agreement led

ning to complain that broadcast- have FM transmitters in the north of France, while RMC and networks' FM development. The Sud Radio/Toulouse would two webs represent some 35% of reportedly have preference in the

RTL and Europe 1 have been strongly lobbying the CSA for better treatment. RTL GM Philippe Labro recently had a long phone conversation with minister of culture Jack Lang, Local frequencies are first during which Labro complained

> Labro and RTL president Jacques Rigaud also met with CSA president Jacques Boutet and the CSA member in charge

Sources close to both stations the city of Toulouse.

# RFI Wants FM Slot In Paris

by David Roe

Radio France International has requested an FM frequency from the CSA for a news/talk station in the Ile de France region.

Serge Christofel, assistant to RFI's president/director general, says the station would be aimed at the different ethnic communities of Ile de France and focus on socially compatible themes. Although they

would be using programmes produced by RFI, particularly the new bulletins, the majority of them are to be made on location.

Christofel does not feel threatened by the other FM stations. "Just because you're working on FM doesn't mean that the format has to be musical. On FM, you often have terrible musical programmes. By the same token, if you transmit a terrible chat show, it won't make it

For the first few months, the station would be broadcast within a 40-kilometre radius around Paris, but there are plans to transmit in the other big urban centres in France. "RFI will have exclusive rights to the first transmission of all programmes, after which they will be transmitted by the 50 or so private stations that are financed by FAS," adds Christofel.

#### **NEWS IN BRIEF**

#### Virgin To Release Live Clerc Album

Virgin will release on November 12 a double live album of Julien Clerc, whose previous album went platinum. Titled Amours Secretes, Passion Publique. the LP was mixed in New York by Phil Ramone and includes a previously unreleased track recorded in-studio titled Quitter l'Enfance. The release will be backed by a major ad campaign on TF1 and RTL.

#### F.F.F. Blasts Off

Epic has just released the long-awaited debut LP from the six-member funk band F.F.F. titled Biast Culture. The album consists of 13 tracks sung both in French and in English, and includes a special rendition of Requiem Pour Un Con. created by the late Serge Gainsbourg. Guest appearances include the father of funk George Clinton, the new star of raggamuffin Cutty Ranks, the Jungle Brothers, Clip and Mudbone from Funkadelics, and T. Bone from Trouble Funk. The first single to be video of the song has just been shot in Paris

by Don Letts, former B.A.D. member and current frontman of Screaning Target. F.F.F. played in New York at the Danceteria during the last New Music Seminar and they are starting a French tour.

#### **Montand Plans** Shows

Veteran singer Yves Montand will resume his singing career next May for 15 shows at the Bercy concert hall (12.000 capacity). Booking is already not far from being sold out, Montand will be 70 years old next

'Illicite' Higelin

Jacques Higelin celebrated his 50th anniversary with a new studio album Illicite, released by EMI at the end of October. The picture on the cover sleeve is signed by **Robert Doisneau**, one of France's most celebrated photographers. The album is supported by Europe 2 and will be featured by a showcase at the new FNAC store in Paris. Higelin will embark in 1992 on 37 concerts in Paris, followed by some 30 concerts in the provinces.



## Musikkavisa Promotes New Talent

by Kai Roger Ottesen

New acts in Norway are getting more airplay on the syndicated radio show "Musikkavisa."

The programme, first aired on September 19 and produced by Bel Studio/Oslo, is offered to all Norwegian stations. The first broadcast included artists such as Sons of Angels, Stage Dolls, The Gutta and Anders Wyller.

Tor Coward, the presenter of the programme, also owns his own record label called Idecompagniet in Drammen and is the vocalist in the band Stille For Stormen. He centrates on Norwegian music in stations who take the programme," formats ranging from easy listening to metal. The station primarily plays acts which are not estab-

Explains Coward, "Musikkavisa' presents an exclusive demo-tape service each week where artists can send in their work. Every month, we pick out an artist who is entitled to produce a single in the studio. When we pick out the band, the selection is re-runs at other times.

very subjective. We do not consider the commercial potential. Rather, we see if the act has talent.

'We do not have any agreements with record companies, as yet. Everything is moving slowly. Right now, we are in the process of producing our fourth show.

The programme also offers competitions with high-value prizes, tour information, interviews and satirical gags linked to musical issues. The project is worth Nkrl million to Nkrl 5 million (app. US\$140.000-210.000) a

"We also lend out DAT playreports that "Musikkavisa" con- ers, worth Nkr30.000 each, to all says Coward. The project is financed through advertising, while the DAT players are funded

Says Coward, "We do not expect to be millionaires at once. It will take a long time before the project reaches breakeven.

Coward hopes interested stations will run the show between Thursday and Saturday night, with

## Kirka Becomes No. 1 Local Act In Finland

by Kari Helopaltio

Finland's top local male artist Kirka has achieved an all-time album best-seller nationally with Surun Pyyhit Silmistani on the Flamingo Records label. Released in November 1988, the album has sold close to 191.000 copies, nearly quadruple plat-

The former best-selling local record was by the group Dingo (Krak) for their 1985 album Kerjalaisten Valtakunta, which sold around 185.000 copies. Surun Pyyhit Silmistani was produced by Kassu Halonen & Kisu and recorded at MTV Studios in

Helsinki. All but one track has been written by local threesome Vexi Salmi, Kisu Jern-Stroem and Kassu Halonen.

The title track of the album was the winner of the local Autumn Melody '88 competition, which gave the album an additional boost. No TV campaign has been used.

Kirka's English-sung version of the title song Sadness In Your Eyes has been released in Latin America and Hong Kong with some airplay and instant success. It is rumoured that PolyGram act Angie Bakker will be making a disco version of Sadness In Your Eves under a different title

#### Norway Looks Into Radio's Role In News Coverage

Norway's ministry of cultural affairs is conducting a Nkr60.000 (app. US\$8.500) national survey of advertising in the newspaper and radio industries.

Ministry of cultural affairs media department deputy director Ivar Andenaes explains, "At the moment, we are discussing how much subsidising the newspapers will get next year. If the

survey proves that radio is a good supplement for newspapers, we will reconsider subsidising newspapers.

The ministry is also investigating what role the stations play in local news coverage.

However, says Andenaes, "We have not raised the issue of subsidising radio stations yet.

#### EXCLUSIVE POSITION WITH SEVEN STATIONS

# Salgsavdelingen **Bolsters Leadership**

by David Rowley

A battle for supremacy in the Norwegian radio advertising market has begun with the dominant ad agency Salgsavdelingen holding an exclusivity deal with seven of the top commercial stations in the country. The deal means the next biggest competitor, the Sverdrup Dahl-owned Radio Reklame, will be effectively locked out from bigbudget, national package campaigns.

Currently, Salgsavdelingen has exclusives with Radio Trondheim, Radio 1/Trondheim, Radio 1/Bergen, P3/Bergen, Vest/Stavanger, Radio 1/Oslo and

Radio Oslofjord, as well as AB Radio/Asker.

Salgsavdelingen MD Tom Sogaard admits, "It's a battle. In the next couple of weeks, we will be flexing our muscles and consolidating what we are already doing. We have these exclusivity deals and will be using them as a unique selling point. We will use this situation to put a holding company on top of the sales company, and generally, get a better grip on the mar-

Part of this "flexing" reportedly is the reduction of commissions from the usual 15% to 5%, and a likely tie-up with no. 3 radio ad company Fram, which has strong

station Radio Tango. Radio Tango is one of the few majors not currently on Salgsavdelingen's books.

Radio Reklame has, however, a five-year contract signed last spring to sell barter ad time for leading national news organisation Radio Nettverk, which is now part of the same group as Salgsavdelingen.

There have been strong rumours that Radio Reklame is up for possible takeover by the huge Schibsted media group, but many believe the latest aggressive action by Salgsavdelingen is likely to scupper any possibility of this hap-

# **Music Movers Strikes** Radio Promotion Deal

Transport and security company Music Movers has diversified into concert marketing, in collaboration with local radio stations.

Says Music Movers MD Fridtjov Knoph, "I felt it was logical for radio, not newspapers, to have the best coverage of concerts. We want to help radio provide the best possible service to their listeners.

"We are marketing the concerts district-by-district, not in large cities such as Oslo and Stavanger. We will provide the stations with information, records and even let them make money on a project."

Music Movers has signed agreements with Radio Grenland/Skien Naerradio 1/Sandefjord, Radio Kanalen/Horten, Hjerteradioen/Jessheim, Radio Halden/Halden and Radio Moss/ Moss to promote concerts exclusively. The stations take a 20% cut of the profit from selling concert tickets.

Music Movers offers a highlevel security service because it drops fans off directly outside the concert hall. According to Sony Music marketing manager Jan Ostli, "The security for the concert attendants is extremely Concerts important." Hammer, Sting and ZZ Top have been marketed so far. Music Movers also worked on the Sonysigned Michael Bolton performance, scheduled for October 30, as well as the New Kids On The Block, who were set to play on November 6-7.

Says Knut Bjerva at Radio Kanalen, which produces its own brochures and posters to promote the concerts, "We have received many positive compliments from our listeners about the whole set-

From a financial point of view, Knoph says, "The profit is ridiculously small right now." But he adds it is more important to look at the "good relationship between the stations, its listeners and Music Movers."

Knoph says a large and professional station could make Nkr25.000 to Nkr30.000 (app. US\$3.500-4.000) a year for advertising Music Movers services.

"Essentially," says Knoph, "We have three aims: The first is to earn money. We have seen a market here—an under-estimated market-and believe there are possibilities to expand within the radio area. Second, it is a service for our original customers-the concert-arranging agencies and the record companies. Last, but not least, it is a healthy agreement with the radio stations."



SHADES OF L.A. — "L.A. Radio" recently began airing on 13 radio stations throughout Finland, (see M&M October 12). Getting down on the L.A. music and entertainment scene are (I-r) program host Jussi Ratsula, Radio City/Helsinki program director Juha Tynkkynen and Pyn Oy managing director Petri Niemi during a recent visit to Westwood One's Los Angeles studios.

# **Competition Leads** STER To Guard Data

by Marlene Edmunds

The competition for radio ad spend is so fierce in the Netherlands that public broadcasting ad sales organisation STER will begin keeping sensitive information under wraps.

STER MD Paul Kenninck reports that in the past, the public broadcasting agency has issued "extremely detailed annual reports" on sensitive financial information such as pricing and policy information, revenue per programming company and the number of spots sold.

That will now change. Reports Kenninck, "Whereas in the past, the organisation has had no hesitation in making those figures available, against the backdrop of competition from Radio 10 and Sky, STER will not be releasing such statistics in the future.

Although STER is a public broadcasting sales organisation, it is not required to file a public disclosure statement. Says Kenninck, "STER is a foundation and has no obligation to release that information. We will always evaluate, and we will release ballpark and overall figures. However, if it's competitive information, we are going to keep it under wraps." He concedes that STER is required to give some statistics to the government, and that a competitor can get some of the facts if "you

He says, however, that such things as revenue per programming company would be impossible for a competitor to find

This year, Kenninck admits that STER is running into a "negative situation." He reports, "Overall revenue for STER will be down by 15% to 20% by the end of the year and TV is currently down by approximately

He adds, however, that radio airtime sold is up by 4-5%, as is overall radio ad revenue. Last year, revenue figures for radio were Dfl 109 million (app. US\$55 million). Year-end projections put that figure at an expected Dfl 116 million, up by

Despite this, however, Kenninck describes the radio ad situation in the Netherlands as being "extremely unhealthy." Radio accounts for a mere 2% of the total ad spend, or approximately Dfl 135 million, he reports. However, the Dutch media law limits the publics on how much air time can be sold. STER accounts for about Dfl 115 million of the total Dfl 135 million, but the privates, he claims, are in fierce competition for the other Dfl 20 million. Despite admitting STER will be playing with its financials close

ninck maintains STER accounts are not that threatened because its competitors are mainly cable operations and do not have the same reach.

Kenninck says, however, there is "no justification for the radio ad spend being so low" in the Netherlands. "It's a medium with a great potential. It's highly flexible. There is absolutely no justification for the fact that it's only 2%." He blames the low figures on the monopoly situation and the fact that ad people in Holland haven't learned how to market effectively.

Radio 10's MD Jeroen Soer agrees, but sees the ad pie as getting fatter. Says Soer, "We do expect the portion of the ad spend to become bigger, but we don't know how fast it will go up." He adds, "Up until three years ago, commercial radio didn't really exist in Holland. There is hardly any experience in this area, and we have to point out what we can do for advertisers. TV is getting more expensive and radio remains cheap and flexible. Radio can do anything that TV can do, except deliver the visual." He adds that the problem with TV advertising is that the ads are not related to the programme. Says Soer, "I can deliver any target group an advertiser wants.

## Laser Twins Serve Untapped House Audience

by Marc Maes

Laser, a new Antwerp-based, 24-hour "illegal" private station. was launched in the first week of August by Rudi Rijckewaard. The pirate, which has all-house music format and targets the 18-25 audience, found means nobody could trace our its place on the FM dial after a few weeks of trial broadcasts.

Says Rijckewaard. "I think that private stations in Flanders are being neglected, and because they have to be commercial to survive, they all have become clones of each other." Since house music is not aired on private or state radio waves. Rijckewaard decided to adapt a house format.

The move reportedly provoked an enormous reaction within 10 days of the launch. Under Belgian law, a station with a licence may only transmit in a 10-kilometre radius. Illegally. Laser broadcasts 60 kilometres, serving major towns like Brussels, Ghent and Antwerp. However, says Rijckewaard, We have also received reports from the north of France and Rotterdam, as well.'

The problem of locating the frequency that Laser chose to us to," says Rijckewaard.

use. In Belgium, privates are supposed to broadcast on 100 MHz or above. Laser transmits on 97.1 FM MHz. The fact that they used the old Laser 576 jingle package, with ad spots such as 'Live from the North Sea' and 'Laser 576 - The Hot Hits,' station," says Rijckewaard.

"Our audience has to record the station and take the tapes to specialised retailers in order to purchase the music we play, as we don't mention titles or any-

The station is sponsored by trend-setting clubs and specialised retailers, with the music supplied by professional club DJs. "The DJs just tape what they play before their audiences, because that's what people want to hear. We compile the tapes for broadcast, and have station calls in between," adds Rijckewaard.

The success of the "illegal" Laser station has inspired Rijckewaard to launch an "official" duplicate Laser station, fullylicensed and limited to the 10kilometre radius. Initial broadcasts have reportedly brought advertisers running to book ad space. "As for the other station, station was due, in part, to the we will stop if the officials force

#### **NEWS IN BRIEF**

#### **Belgian, Dutch Proms Head For Sell-Out**

After a first experiment in Holland last year, Antwerp-based organisers Prommusic were scheduled to go ahead with The Night of the Proms in Rotterdam. Part of a concert package, it complements the three dates at the Sportpaleis in Belgium.

The seventh edition of The Night of the Proms was set for October 24-26 in Antwerp, and expected to feature a mix of popular classical music and pop classics performed by artists like Randy Crawford, Beverley Craven, Steve Harley and Christopher Cross. Former Supertramp songwriter Rodger Hodgson was also set to perform, backed by a symphonic orchestra and a band headed by John Miles.

Says Prommusic MD Jan Vereecken, "It is the very first time that Hodgson could be persuaded to perform Supertramp songs since the band split up.

After the three sell-out nights at the Antwerp Sportpaleis (60.000 tick-

ets sold), the whole line-up was scheduled to move to the Rotterdam Ahoy venue, where the concert was to be sponsored by Dutch beer company

"Last year's edition with John Miles in Apeldoorn was a success," explains Vereecken "and for October 27, we were heading for a sell-out as well."

Sound reinforcement is being handled by the Dutch company Ampco Pro Rent. TV channels TV1 (Belgium) and RTL4 (Dutch) planned to cover the events and broadcast them

#### **Forest Signs Co-Production Deal** With ARS

Antwerp-based company ARS Productions has reportedly concluded a production deal with Bruce Forest, a renowned producer/mixer. He has recently worked on remixes for Bros, Whitney Houston, Technotronic and Elton John's recent single Understanding Woman.

The first project to emerge from this collaboration is a band called Grace Under Pressure, whose debut album is scheduled for release in the spring of 1992.

#### **Contact Continues Networking Despite** Ruling

Radio Contact has announced that the network will overrule an October 12 decision taken by the Arbitragehof (arbitration court), which prevents it from obtaining legal authorisation to operate a network in Flanders.

The board of directors at Radio Contact has decided to continue broadcasting until the Arbitragehof has handed down a decision on several "anti-network" paragraphs in the new decree.

The network will confront Belgian politicians with the issue, and the interviews will be broadcast on a spe-"election" show, aired on Wednesdays between 19.00 and 20.00 on the Radio Contact network. MM

# ARS Prepares Kid Safari's Euro-Launch

October 10 at the Hof ter Lo venue was the first step in a pan-European campaign to promote Kid Safari's debut solo album WoW (ARS). (See M&M October 26.)

The showcase was organised in close collaboration with Benelux distribution company CNR, and private station Radio Antigoon/Antwerp, which allocated a Bfr70.000 (app. US-\$2.000) budget to promote the concert. The station invited some 300 listeners to the showcase. Says Radio Antigoon MD Piet Keizer, "You could consider the three-week spot campaign as our part of sponsoring Kid Safari. We all like what he's doing, and we are devoting a lot of attention to his material on the air.'

In view of the pan-European release of Wow, and the first single In The Middle Of The Night, ARS invited Sony Music VP

Sony executives to the one-hour showcase.

According to Sony Music International director of artist marketing Gary Williams, "We will release the album in most European countries between now and mid-November. We have planned a promo-tour plus radio interview sessions for European radio in November."

The new album was particularly well received by the Belgian media, and Kid Safari was invited to both Studio Brussel's "Update" and Radio 2's "De Gewapende Man" for in-depth interviews and "unplugged versions" of his album.

ARS MD Patrick Busschots says, "This release will clearly illustrate that our company stands for more than a dance label. I am convinced that the current release will persuade both industry and media on a broad level." MM

#### TIPS TO BETTER SALES

# 7 Deadly Customer Service Sins

by Daniel Flamberg

Customer service is the latest "hot button" sweeping media sales. It's a phrase that can be delivered with a snap at a convention, intoned reverently at a group sales meeting and peddled wholesale at weekly sales meetings.

It means everything and nothing. It can distinguish the great radio stations from the also-rans. It can build lifelong friendships or foster a feud. Yet in spite of its rhetorical and symbolic value, management's good intentions are entirely dependent on day-to-day habits in the sales department. To get a feeling for how your staff measures up in practical customer service terms, consider my recent experience in buying newspaper advertising space for a client.

#### The Scenario

To most salespeople, the prospect of a new client already sold on radio advertising, eager with cash-in hand, is a fantasy come true. Not so for newspaper reps, where the seven deadly sins of customer service have become the rule of thumb.

Armed with a plan, a budget and a speed-dialer, our intrepid media buyer calls each paper only to discover a black hole of indifference. Being a young agency without existing reps, we asked for the sales department. Little did we expect that this was the secret password for media hell. Ask yourself if a new client calling into your station could encounter these sins.

#### 1: No One Knows Anything

The phone is rudely answered. An operator barks the name of the publication into the air, gulps out the words "please hold" and vanishes. When she returns, she is neither sure which extension is for sales nor does she know the name of the sales manager. We are blindly switched. A woman answers saying "Yeah ..." We explain we'd like to buy some ads. She, without uttering a syllable, immediately switches us to classified.

We do a "Teabury shuffle" out of classified, get back into display advertising and establish that we are an agency seeking to spend money. Our phone-mate doesn't know who to switch us to. She says, "No one is in charge of agencies and no one's around." Then she rings off.

We call back for three suc-

cessive days with similar maddening results. On the fourth day, a new anonymous voice tells us that Lee is our rep. A wave of serenity sweeps over us. "But," she reminds us, "she just got married and won't be back till the 25th." "Is someone filling in for her?" we inquire. "Nope." Click.

#### 2: It's Not My Account

We are smartly put through to the right department and are courteously greeted. Switched to Joe, we are asked to "Hold on a minute ..." In the background we hear him hollering picks for the football pool across the room. A moment later, Joe returns saying, "So .. what can I dofoya?" We explain our desire to spend \$30,000.

Joe is stunned. There is a pause. Joe explains that "this account is too small for him" since he works on national busi-

Then, in four-part harmony, he launches into a veritable oratorio on the organization and hierarchy of the sales department (including a painstaking rundown of the distinctions between the red-billed London species and the ring-tailed Paris genus), which ends in the revelation that Sidney Greenstreet is actually the rep for media accounts, "but he's just been hired and won't start till a week from Tuesday." Joe now grudgingly admits, "I'll take care ofyah."

The care is as haphazard as the call. Joe never sends a media kit and requires four follow-up faxes of the insertion order until the buy is properly scheduled.

#### 3. Phone Tag

Phone tag has been developed to a high art form. After numerous calls we began keeping score. No one ever asked if they, the poor souls answering the phone, could help or relay a message. In the phone tag sweepstakes, it took an average of *nine* calls to get to our rep.

#### 4. Lack Of Product Knowledge

In two cases we were unsure about which days the advertising column appeared, so we asked our rep. In both cases they didn't know and we had to prod them to find out. Our ads were to appear adjacent to well-known columnists, each of whom are heavily promoted and considered stars of the paper. Each man is the subject of billboards, bus cards, regional magazine ads and

radio spots. One of them is nationally syndicated and appears monthly in a prominent trade paper. Yet incredibly, the salespeople didn't know how often or on which days their columns ran.

#### 5. Too Many Details

In some cases our rep loaded us down with thousands of reasons why it would be difficult to place our schedule. Maybe this is a technique for making salespeople seem heroic, but it only made me angry.

One young woman informed me that she "dealt" with all new accounts. A queasy feeling began to develop in my stomach, as if I'd been assigned to the idiot class. She curtly listed all the rules, regulations, specifications and details that would have to be complied with in triplicate before we could buy. She added insult to injury by insisting that since she'd never heard of my agency or my client, "we'll need hard, cold cash up-front."

After we issued the paperwork, she sent us a rude, snotty letter indicating that we overlooked the automatic annual rate hike which went into effect each year and would increase the price of our second and third insertions. To help us idiots, she drew red circles and arrows pointing to this codicil on page 11D of the rate card. When we inquired about rate protection, she dismissed us as if we'd make a cheeky remark.

another Similarly launched into a Biblical exegesis on how many people and departments would have to be contacted, contracted, informed, copied, alerted, faxed, reminded and mobilized to get 1000 copies of the paper to my client's annual meeting. Not only did Murphy begat Helen who begat Amy in promotion, who begat the local distributor Mr. Paraquat, but I also had to call each of them, since our account executive didn't have the clout to cut across internal departments.

#### 6. No Follow-Up

In one case we are still waiting for a media kit. In others we had difficulty getting tear-sheets and an acknowledgement that checks had been received. It's funny, but no one has been slow in sending invoices.

In the case of our placement adjacent to the featured columnist, he took a vacation and didn't appear in the paper on our first flight date, something worthy of a make-good or a least an

explanation. Our rep must have took wing as well, since she didn't return our calls.

After asking one paper for a credit application six times, it finally arrived. However, after we filled it out, we were denied credit in record time without explanation.

#### 7. Bad Vibes, Bad Attitude

In three out of four cases our initial impression was negative. Salespeople didn't care about us and weren't willing to be bothered. They did their best to make us feel foolish for disturbing them. It is remarkable that in a marketplace where ad spending has slowed significantly, arrogance still prevails.

Most of this was communicated by the tone, timbre, language and feeling we got on the telephone. Maybe a guy with a nasal voice isn't worth a little attention or courtesy; after all, I only had a couple of hundred thousand dollars to spend.

As Jackie Onassis knows, it's awfully tough to spend a lot of money fast. It is especially frustrating when you are locked into working with people you'd rather punch. If there was any feasible alternative to buying ads in these four newspapers, I would have taken it in a New York minute. Unfortunately there wasn't. The media value of the publications relative to the objectives set by my client was more important than the skills of their sales staff.

#### **Steps To Better Sales**

However, in cases where a buyer has choices of similar program environments of demographics with marginal differences among them, it's easy to slam down the receiver, curse the heavens and dial the next number. On the phone and in their face is where customer service happens. To make sure you are serving your customers, not just parroting the party line, remember these rules:

- 1. Clients Want Instant Gratification. They don't want to stand in line, be on hold or be bounced from desk to desk. If they are calling, they want action now! And they want it from a friendly, credible, knowledgeable rep, even if you're out of the office.
- 2. Get In A Client's Comfort Zone. Each of us has the ability to assess another human as friend or foe in milliseconds. Tone of voice, facial expressions, hair, eyes, words, clothing

and posture are variables which contribute to the instant evaluation made by clients. Do your clients get the message that you know what you are doing, care who they are and that you will take care of them? Are you talking media jargon to them? Are you listening to what they really want or just to what they are saying?

- 3. Clients Want the Big Picture. Every buy involves lots of little details. Clients don't care about any of them until they are screwed up. Don't bore your clients with all the parts and pieces. It's your job to handle it, so handle it.
- 4. Make It Easy To Buy. Most clients see buying as a pain. So avoid excessive detail. Don't emphasize rules and regulations. Focus on benefits to the buyer of making the purchase and do what you can to ease their way through the process.
- 5. **Be There.** People (clients) buy from people (salespeople). Connecting with buyers as humans is your prime directive. Show up. Be personal and personable. A sale is not a one night stand. It is, as Louis told Rick at the end of *Casablanca*, "the beginning of a beautiful relationship."

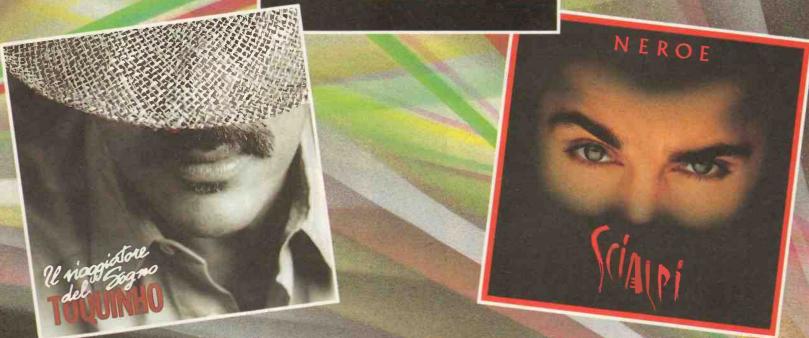


Longtime industry veteran Daniel Flamberg is managing director of Morgan Rothschild & Company, Inc., a New Yorkbased advertising, promotion and public relations agency. Prior to forming MR&C in 1989, Flamberg was COO and principal sales development/ marketing officer for the Radio Advertising Bureau. An award-winning creative executive, he earlier served as VP of advertising/PR for the Mutual Broadcasting System. Flamberg can be reached at (+1) 212.463 8200; fax (+1) 212.691 9805.

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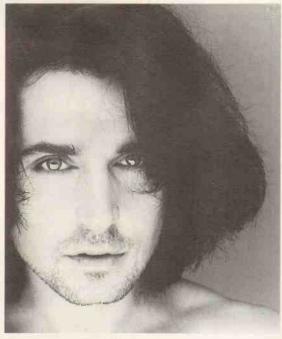
# The Great Radio Talent Show

Italian music, be it dance, jazz or simply chart-bound, is fast gaining a reputation, as well as more airplay and sales outside national territory. But how do Italy's hundreds of radio stations shape up when it comes to backing local talent?

quick way to draw a firm "no comment," it seems, from record company promotion executives is to pose the question "Which radio stations are the future movers and shakers?"

The key players are obvious. Rete 105 has been the lead station for the past 15 years and has an average daily audience of 3.26 million (Datamedia).

Its Milan-based competitors, Radio Italia Solo



Scialpi

Musica Italiana and Radio Deejay, have respective daily listener figures of 2.80 and 2.78 million. Further down the country the Rome-based national network Dimensione Suono has an average daily audience of 1.59 million, while Radio Kiss Kiss, which broadcasts nationally from Naples, attracts an average 1.38 million daily listeners.

But no station on local territory is guaranteed a future, as yet. Government broadcast legislation approved last year has still to be implemented, leaving a cloud of uncertainty over a private radio sector in which a total of 3.879 national, regional and local stations have applied for a broadcast licence.

Record companies are keen to acknowledge the valuable role that local and regional stations play in their various promotional strategies. A major indicator of the growth or decline of these and national stations will be the listener statistics published by the research organisation Audiradio this month. Audiradio has been criticised in the past for slow results, but has introduced new methodology for its latest survey, conducted from mid-September to the end of October. Audiradio statistics are considered to be "official" by the radio sector because they are seen as most important to advertisers. The survey has also created a buzz throughout the record industry, confirmation that its results are eagerly awaited.

Perhaps record companies are expecting to discover new avenues through which to promote local talent. Ask any company promotions manager today what kind of support radio gives and the answer ranges from an ecstatic "wonderful" to a harrowed "difficult, often verging on impossible."

#### **International Success**

There's no doubting the boom in locally produced talent over the last couple of years. Success stories are not just limited to the home market either. Gianna Nannini (Ricordi) has proved she can rock with the rest at a European level and Zucchero (Polydor) is a rare example of an Italian artist who has managed to break into the UK singles chart. He even provided UK artist Paul Young with his first hit in several years, courtesy of the joint single Sensa Una Donna.

Eros Ramazzotti (DDD/BMG) is a confirmed European star and now seems set to conquer the US market while Vasco Rossi (EMI) is intent on battering down national boundaries with his no compromise, guthitting rock. Spagna (Sony) has developed from an international discotheque phenomenon into an artist of maturity, as evident by her latest English language album, No Way Out. Lucio Dalla (Pressing/BMG) already has a large European following and fellow BMG artist Luca Carboni is an international priority for his record company.

Who will be the next to break out of local territory in a big way? Critics are tipping **Dischi Ricordi** artist **Marco Masini**, who has shot up from being winning newcomer at the 1990 San Remo Song Festival to being ranked as the local market's hottest property. Competing record companies all rate **CGD** artist **RAF** as a composer and performer with real international appeal...and the list goes on and on.

But, while the market brims with optimism, record companies are faced with the task of securing airplay for new and established talent. To add fuel to the fire, there's a wide range of musical genres with which to cope.

#### **New Rockers?**

There is talk of a new generation of rock musicians emerging, but Alex Peroni, music director at Rete 105 disagrees. "Italy hasn't had a rock culture for 40 years and things aren't going to change now. It doesn't matter to me what type of music is produced. Italian music is



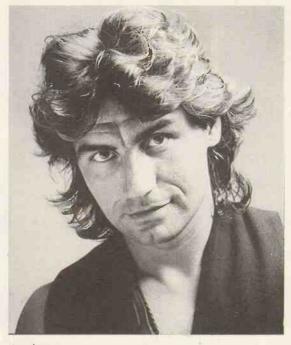
Tiromancyno

Italian music, full stop." Peroni is not against locally produced music. It appears he programmes what he likes and his taste is certainly welcomed by some record companies.

Stefano Zappaterra, head of promotions at Polydor, however, disagrees with Peroni's thoughts on rock music. He believes there is a new generation of musicians who are no longer emulating music from the US or UK, but instead, are developing their own style. This can range from rock to the pop/beat of his own company's group Timoria. The band won the newcomer's critics' prize at this year's San Remo Song Festival and is currently promoting its second album *Ritmo E* 

Dolore. Zappaterra believes the music produced by Timoria is perfect for radio. It's charged with electricity and accompanied by intelligent lyrics, yet it's lighter and more accessible than the rock of a band like **Littiba**, according to him.

He says Rete 105 supported Timoria from the start, after Peroni had heard their first EP. "Most major stations give the group airplay, as do important regional



Ligabue

stations like Radio Norba/Bari," Zappaterra says. "Networks like Radio Deejay and 101 Network may have been reluctant to play it because their formats were dominated by dance music or R&B. But formats change on national territory. Those two stations, for example, now programme a healthy percentage of rock music.

CGD has the two rock groups, Litfiba and Gang on its roster. It also has Kaballa, a folk/rock group which sings in the Sicilian language. CGD promotions manager Luciano Linzi was surprised when the group received airplay on Rete 105.

He comments, "Their music is a long way from the station's pop format so it was a pleasant surprise when Peroni put it on the playlist. The reason was quite simple. He liked it."

CGD has few airplay problems with Litfiba. They are Italy's most successful rock group and sales for their latest album, *El Diablo*, currently stand at 300.000 units, double their previous album, *Pirata*. Rete 105 has given heavy support to the band since *Pirata*. They were also interviewed on Radio Deejay. "It's not easy to get airplay for Italian rockers, but once a station likes a product, it will back it," says Linzi.

(continues on page 17)



Rocking Chairs

## EUROPEAN RADIO FOR YOUR CONSIDERATION



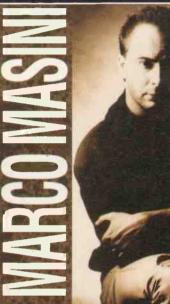
1990

1991



15T AT SAN REMO SONG FESTIVAL AS **BEST NEW ARTIST** 







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**SOLD IN ITALY** 





DISCHI RICORDI S.p.A. via Berchet, 2 - Milan (Italy)

Linzi admits it is much more difficult finding airspace for a band like Gang. Initially, they were greatly influenced by The Clash. Their lyrics are political, and the group has collaborated with UK artist Billy Bragg in the past. Gang usually sings in English, but its latest album, Radici E Le Ali, is in Italian. "The networks won't touch product by the Gang," says Linzi.

#### "I've always believed, and still believe, in the importance of radio to break new acts."

— Michele Mondella

"Local stations like Radio Popolare/Milan are more inclined to give airspace to a different kind of band."

CGD works with a total of 62 local, regional and national stations. This list is reviewed every six months, with the company often testing new artists on local stations before trying to persuade networks to commit themselves to product. "Sometimes it gives more strength to our argument if we say no to a network station. 'We sent you product a month ago and nothing seems to be happening'. We are, however, getting good feedback from local stations."

When it comes to some genres, that argument won't influence **Bruno Ployer**, programmer director at EHR station **Radio Dimensione Suono**. That station, for example, will only give airplay to a band like Litfiba in its chart shows. Comments Ployer, "The first thing we do when we receive a record is listen to it to see whether it fits our format. Lifiba doesn't."

Radio Dimensione Suono, however, does programme an artist like Ligabue (WEA). He was placed



firmly at the vanguard of the new rock generation following the success of his self-titled debut album which has sold more than 100.000 units. He has just released his follow up album Lambrusco Coltelli Rose & Popcorn and Ployer justifies including it on the station's playlist. "Ligabue is mainstream rock. We can afford to play his music because it has similarities to a lot of the US music we programme."

Ployer is quick to defend his station's commitment to new talent and points to BMG artist Mariella Nava as a good example." We played her music when she was virtually unknown. She has become more famous since penning Spalle Al Muro, the song which Renato Zero (BMG) sang at this year's San Remo Song Festi-



Gianna Nannini

val, and we still programme her music."

Ployer says that established artists have more audience appeal and when the station backs new talent it has to be sure of its commercial potential. "Airspace is limited," he explains. "We are interested in sure shots. The nationality of acts and artists is of little importance."

Ployer also has words of advice for independent companies, many of which complain of the difficulites in getting airplay for their product on major stations. "Some of the product is just not good enough. Many firms send all the product they release, but we just don't have time to listen to it all. They should also choose their stations carefully. What's the point in sending heavy metal records to Radio Dimensione Suono? It's just useless expense."

The label SAAR has no fears about securing airplay for its rock act Dario-Sharks. With an album slated for release this month, promotion consultant Diana Ventura claims to have the route well worked out.

"First of all, SAAR is not an indie label," she points out. "It is a record company with its own distribution service. Dario-Sharks is mainly a live band, so concert tours in their own right and supporting major artists are in the pipeline. As far as radio is concerned, we will

select stations with a commitment to rock music such as Radio Peter Flowers/Milan, and invest in promotional campaigns."

Radio Peter Flowers programmes 35% locally produced music. Marco Garavelli, artistic director at the station, admits there is not enough airspace to include all national talent, but he does highlight rock acts Ligabue, Tomato (WEA), Massimiliano Pani (PDU), Fandango (BMG), Tiromancyno (BMG) and Alessandro Bono (Sony/Epic) as priorities for airplay at the station.

Few would argue that the commercial radio sector leans towards the US for many of its ideas. So when a local rock band, with influences ranging from Bruce Springsteen to Van Morrison, sing in English, the innocent may suspect its music saturates the airwaves. Not so, according to indie label Ala Bianca MD Maurizio Bettelli.

Ala Bianca's River Nile label is dedicated to rock music. Priority act Rocking Chairs' latest album Hate And Love Revisited features US artists Chris Rodriguez, Ashley Cleveland, Mike Lawler and Kenny Greenberg. The album was produced by Greenberg and James A. Ball in Nashville, New York and Italy.

"Singing in English may appear to be an advantage," says Bettelli, "but it seems the commercial radio sector is not ready to come to terms with a situation like that."

Indie companies Interbeat and Keep On Music both produce Italian language acts. Their responses to airplay are similar. Keep On Music is currently promoting Cavaliere, a new artist whose debut single *Tirati* Su received some airplay but gained most attention in the discotheques. Interbeat, which is backing Mirella Felli to the hilt, is poised to launch newcomers EU on the local and international markets.

Comments company general manager Luigi Piergiovanni, "Our acts cannot be placed in the traditional Italian singer/songwriter bracket, but they don't hide from the fact that they are Italian. It's difficult to get airplay on networks such as Rete 105 but Radio Dimen-

"It's not easy to get airplay for Italian rockers, but once a station likes a product it will back it."

Luciano Linzi

sione Suono gives excellent support."

The major networks may have the upper hand when it comes to national coverage, but record companies admit they cannot rely on those alone to break new artists. Zappaterra and Linzi have both acknowledged the importance of local and regional stations and Aldo Calandro, radio promotions manager at the Columbia division of Sony Music, underlines the fact. "It's paradoxical, but despite the fact we are almost a United Europe, Italy is still comprised of several different states. This makes regional and local stations all the more important and, although national networks are important, the true key to success is through the smaller stations," he says.

Calandro, whose firm is currently working to break the rock act Costa Bravo, lists stations such as Radio (continues on page 18)



#### ITALY

#### **OUR ARTISTS:**

GLORIA GAYNOR - ARTHUR MILES JIMMY "BO" HORNE - SISTER SLEDGE LORCA - CHICCO SECCI PROJECT...



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Cosenza, Radio Subasio/Perugia, Radio Touring/Reggio Calabria, Radio Veronica/Turin, Radio Norba/Bari and Radio Babboleo/Genoa as key players in his promotional plans.

**Regional Stations** 

"Some networks have a prejudice against local newcomers that local and regional stations don't share," he says. "We did a promotional campaign with local stations for the act **Sold Out** and, when it comes to promoting a live concert in a city, no one can do it like a local station.

Lenny Rattone, head of music at Radio Babboleo, confirms the station's commitment to new talent and locally produced rock music. "Ligabue, Litfiba and

"What's the point in sending heavy metal records to Radio Dimensione Suono? It's just useless expense."

- Bruno Ployer

Timoria are the major acts and artists to have emerged recently, and we've put Costa Bravo back onto the playlist because they are certainly a band to watch out for."

Radio Norba/Bari appears to be an influential regional station. With an average daily audience of 450.000, it broadcasts a wide range of musical genres. "Networks may think they have strict formats, but regional stations don't have to play that game," says artistic director Titta de Tomassi. He does not believe there is a new rock music movement on national territory. If there is, it is for the 30+ age group.

"If we believe in a group, we will give them airplay," he says. "We have supported indie bands like



Litfiba

Onda Rosso Posse and Sud Sound System. We also programme Gang, but have to be careful not to play their overtly political songs. We were also the first station to back Timoria. But all these acts appeal to a target audience in their early 20s. Sure, we'll play Ligabue and Litfiba, but two bands don't make what is sometimes described as the new rock resurrection."

De Thomassi describes the station's rapport with major record companies as excellent. He praises BMG for its investment in local talent.

BMG is investing L 9 billion (app. US \$ 6.6 million) in the production of new talent. It has launched the ven-

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Music and More

ture with a series of maxi-singles by acts/artists such as Io, Tiromancyno, Fandango, Tosca and Dharma. Most have now released albums.

Company advertising and promotions director Michele Mondella admits it is not easy to find airplay for young, new talent, but believes that avenues may

Getting Airplay
"I've always believed, and still believe, in the importance of radio in breaking new acts," Mondella says. "It's not easy, but stations like Rete 105 and Radio Kiss Kiss supported the group Tironmancyno, which performs good time rock music. Unfortunatly, Radio

"Although national networks are important, the true key to success is through the smaller stations."

- Aldro Calandro

Dimensione Suono, with which we have an excellent rapport, didn't get behind that act"

Mondella is also confident of the future success of rock act Dharma. "Fortunately, acts like that can get exposure on the 24 hours music channel Videomusic. That station has finally provided a real space for local talent."

Mondella highlights the struggle to get more established artists airplay and uses Scialpi as an example. Scialpi has released A Amare, a maxi-single with a driving dance beat and backed this up with one of the steamiest videos of the year.

Says Mondella, "It's a single that is targetted at a young and modern public. I had one hell of a struggle to get airplay on Radio Deejay. In this case, persistence paid off and it was made a Disco Clock record where it was rotated each hour for a day. There'd be no such problem for Guns N' Roses on that station today."

But airplay and video exposure is not enough in Mondella's opinion. Live concerts are also a must and he points to the success of CGD act Litfiba, which sold 300.000 tickets on their summer tour, to back up this argument. "A band like Litfiba has managed to create a real contact with the public. We need some kind of touring caravan for new talent and we could back all that up with radio promotion. The problem is finding sponsors to get involved in such projects."

David Stansfield



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# Dance Music: The House Style

ver 10 years ago local acts such as Firefly,
The Change and Baltimori first put Italian
dance music firmly on the map with international hits that reached as far as the US. This
initial success, however, was short lived and Italy had to
wait until the arrival of Black Box in 1989 before the critics could talk seriously about, first an Italian dance music
fashion, and then a real style.

Black Box, masterminded by the Bologna-based Groove Groove Melody production team, first scored at an international level with the single Ride On Time. It was a controversial debut. While the single sat at the top of the UK singles chart for six weeks, accusations raged that the vocals had been sampled from Loteatta Holloway's 1981 club hit, Love Sensation.

Ride On Time was released on national territory by the indie company Disco Magic and was licensed in Europe and the US to BMG/RCA. Surprisingly, the song was never a real local hit, but critics do acknowledge it as one of the songs that gave birth to the local house music movement, which has since matured into a musical force which the international music industry has had to take very seriously.

In the early days, Ital-House was relatively easy to define. Any expert would explain that it was the melodic use of the piano that made it stand out from the rest. This remains true today in some of the music that has splintered into a multitude of genres. No longer a novelty, hard house, techno-house, ambient house, plus Hi-NRG, all vie for lead position in what has developed into a keen and competitive market. To add fuel to the rhythm, claims are being made that the future will be dominated either by pop-house or re-hashed/re-produced disco music of the '70s. Some pundits even predict that the next major trend will be locally produced beat music of the '60s.

#### **Indie Domination**

Indie firms claim dance music as their own. Labels are born almost daily. Records are produced, manufactured and distributed within days, a situation which leaves most of the majors with their corporate arms tied firmly behind their backs. Anya Plate, label manager for the international department at BMG comments, "They (the indies) can market their product so quickly but are, for the main part, only dealing in 7" singles and 12" mix singles. A major tends to focus its attention on album sales. We have just started to market mix singles and hope to be quicker than before. Our priority, however, is to be a leader with pop music and not so much in dance."

Times change also for the independent sector. The key players no longer deride the majors for their lack of understanding of the dance market. Instead, they acknowledge their value when it comes to marketing albums. The Milan-based firm New Music was one of the pioneers of dance music on local territory. It started out like the rest by concentrating largely on the mix singles market. But it has developed into a company which produces and releases albums by high calibre artists such as Gloria Gaynor, Jimmy "Bo" Horne, Arthur Miles, Katy and Carol and Sister Sledge. It recently signed a national distribution deal with the major company CGD.

New Music president Pippo Landro believes that while the indies may have a better specialist distribution for singles, a major like CGD has the know-how to distribute albums which have wide commercial appeal.

An artist such as Gloria Gaynor certainly has that appeal and has already proved it with sales of over 150.000 on the local market for her debut album for the firm *Gloria Gaynor 90*. She is set to follow up that success with the new album, *Love Affair*, plus another which will be dedicated to gospel music.

#### A 1970s Revival?

Landro loves melody. He has produced stacks of house music in the past, but has concentrated on '70s disco music, of late. He doesn't want New Music to be considered revivalist and recently launched the new PLM Records dance music label. US act Black Machine started the label with How Gee, which still leans towards funk music. When asked to define his strategy, Landro comments, "You need good product at the right time, strong radio airplay and support from disco and specialist shops. We seek opinions both from retailers and radio stations."

Landro, who also feels the need for what he describes as beauty in a record, adds, "Techno-house is finished. It's all noise with no future."

Bruno Ployer, programme director at the Rome-based EHR national network station Radio Dimensione Suono



Shirley Lewis

agrees. The station has presented its Saturday night dance music programme "Dimensione Dance" since 1978 and Ployer describes it as a tradition. "We have a policy of playing dance music that is compatible with our overall music format," he says. "Techno or hard house doesn't fit the bill." The majors supply most records played on Dimensione Dance because of the station's policy of playing hits. But Ployer does acknowledge the presence of indie firms. "Their promotion strategy is aggressive in a positive way. They think nothing of calling twice a day and asking. 'Are you playing my record?' That's a winning point."

Ployer admits there is some kind of boom in dance music of the '70s, but does not believe it will last for long. "It's okay from a commercial point of view. Record companies have this old music and can profit with re-releases. I'm not convinced, however, that teenagers really like it.

It's for the 30-35-year-old target group."

Media Records has different labels for different genres of dance music, and company president Gianfranco Bortolloti believes there is a market for each, including techno-house. "We have the labels Techno Trax and Pirate for techno," he says. "I would even consider our acts Cappella and Zappala to fit into a kind of techno-house bracket." Media is a fast growing company. It



Jimmy "Bo" Horne

claimed sales figures of 600.000 for 12" mix singles on local territory last year and five million on the international market via licence deals.

Bortolloti is convinced that dance music will not fade away like some fad and says he has done his own research to back up his opinion. "Seventy percent of the records in the Record Mirror charts in 1990 were dance. That proves a point." Media acts Club House and 49ers have already featured in the hallowed Billboard dance chart and Zappala, who released the almost perfect pop dance record We Gotta Do It, is quickly gaining an international reputation via licence deals with Atlantic in the US and Island in the UK.

Bortolloti has high hopes also for recent releases on Media by Shirley Lewis (Feel Alright), Fonda Rae (I Wanna Dance) and Mimmo Mix, featuring Valerie Etienne (Chains). The company is also poised to release a compilation album, Acid Rave, which includes Zappala and DJ Professor. It has been licensed to the majors: BMG for Italy and the UK; WEA for France and Benelux; and Atlantic in the US. Bortolliti, however, believes pop-dance is the music of the future—a belief shared by Radio Deejay, the station which he says is the best for dance music.

Radio Deejay programmes 85% dance. The best type for the station, according to head of music **Dario Usuelli**, is that which leans towards pop and is song based. "There is a certain type of dance music which is only suitable for discos. It is harder and not suitable for our format," he says

Albertino, one of the station's top dance music DJ's also records for the Rome-based indie company Energy Productions. The company was launched in 1982 and has produced hits by Advance and Fun Fun in the past.

(continues on page 24)

# THE POLITICS OF DANCIN'

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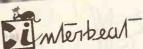
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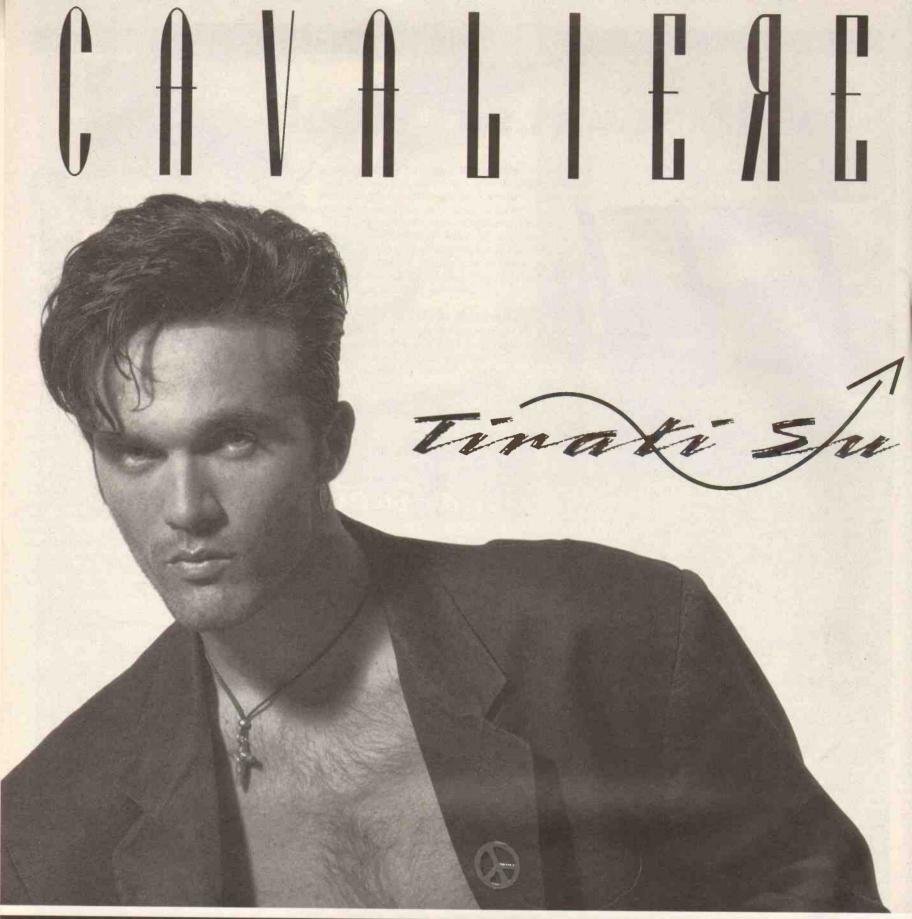
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# Local Acts And All That Jazz

plethora of "hot" clubs in most major cities plus an impressive list of internationally renowned summer festivals could add up to a thriving market for jazz on local territory. Yet, despite a wealth of national talent, the brave dedication of a few local specialist labels, and the efforts of some majors to break international acts, the jazz market still fits into a niche.

There has always been, and some claim there will always be, a faithful audience for what is described as traditional, mainstream or straight ahead jazz; the genre which greats such as Count Basie, Duke Ellington, Ella Fitzgerald, Louis Armstrong or John Coltrane and Charlie Parker appear to fit like a glove. Record companies tend to rely on the specialist press for promotion and radio programmers at public broadcaster RAI, believe there is a growing market for this genre of jazz.

SAAR has been trading for forty years and boasts a large list of legendary artists ranging from Scott Joplin to Theloneus Monk on its Giant Of Jazz label. The company's "Immortal Concert" series includes Charles Mingus and Eric Dolphin, featuring Bud Powell at the 1960 Antibes Jazz Festival and Miles Davis/John Coltrane in Stockholm. 1960.

Although **Dinah Ventura**, promotions consultant to the label, admits that SAAR's best business is currently in exporting product to other European territories, she does believe the local market is improving.

The company is so convinced of that that it is poised to launch a major promotional campaign for its jazz and blues labels in various specialist magazines, and at Rete 105, the leading private national network station, and gold station 105 Classic. SAAR also has plans to venture into the world of contemporary jazz by including fusion music in its soon to be launched Music Of The World label.

#### **Fusion**

Fusion music is a dirty word to some operators in the jazz sector. **Europa Radio**/Milan treats the musical genre with particular disdain. The regional station was first launched in 1976. It adopted a jazz format three years later in order to be different from the sudden gush of emerging pop stations. With a music policy that starts at ragtime and stops at 1960, it broadcasts 24 hours each day and employs what it describes as programme presenters, and not DJs.

Programme director **Elda Botta** explains, "We don't have DJs who shout and bawl down the microphone. Neither do we present the usual type of horoscope slot or stupid games and quizzes." The programmes at the station range from "The Story Of The Big Band" to European and Italian jazz. Live music is presented each Thursday and Botta boasts possession of some rare recordings, including **BBC** radio concerts from 1942.

The station has little rapport with record companies and doesn't receive material. "They all seem to promote new product and we don't play it," she says. Fusion equals noise, according to Botta. "We did an experiment at one time by having traditional and contemporary jazz musicians arguing the merits of each—live on-air. One woman rang and said if she wants noise she can open her window

and listen to traffic without having to turn on the radio. Her comments sum it up for us."

Perhaps surprisingly, the unorthodox skills of artists such as Ornette Coleman and Cecil Taylor are given occasional airspace. Botta comments, "We even allocate space to Chick Corea and McCoy Tyner, but it's only sometimes"

The music policy at Europa Radio provides little encouragement for the independent Gala company. It was launched in 1980 with the original aim of creating a kind of jazz movement for new local talent. It has succeeded in some way by releasing records by Maurizio Giammarco, Space Jazz Trio, Francesco Bruno, Lingomania, Roberto Gatto, Danilo Rea, Enrico Rava, Gege Telesforo and Umberto Fiorentino. Some have achieved international acclaim and have also worked alongside artists such as Chet Baker, Lester Bowie, Art Farmer, Lee Konitz and John Scofield. Others have had the talent and innovation to follow suit.

Gala was even quick enough to sign **Dee Dee Bridge-**water to an exclusive contract for national territory while
the rest of the world seemed to have forgotten her remarkable vocal skills. The firm has benefited from her bouncing



Lanfranco Malaguti

from jazz to pop through her performances with national acts **Zucchero**, **Pooh** and **Marco Masini**, and back to jazz again with her latest album.

Gala recently invested time, love and money in the crossover album project, Ci Ritorno In Mente. The album, which features songs by pop legend Luciano Battisti, includes jazz and pop artists Mango, Mia Martini, Guitar Madness, Tizian Ghiglioni, Paolo Fresu, Enrico Rava, Rossana Casale, Antonella Ruggiero and Roberto Gatto.

Paolo Checchitto, promotions manager at Gala, says that while the company will retain its commitment to jazz,

it hopes to produce more crossover projects like *Ci Retorno In Mente* and more fusion music. He believes the jazz market on local territory is small and that US musicians dominate most of the limited space.

"The main problem lies at a retail level," he says. "Dischi Ricordi distributes our product on the local market and does what they can, but retailers are often loathe to take product. I'm sure that if they opened up their eyes and ears we could all profit."

Radio doesn't play its part either, according to Checchitto. "RAI is one opportunity and the presenters at the nightly programme "Rai Stereo Notte" are very open-minded. Smaller stations like Radio Padova, L'Altra Radio/Bari, Radio Popolare/Milan and Radio Centro Suono/Rome give some space but it all adds up to not enough. The majority of stations dedicate their programming to Top 40 and some of the larger broadcasters who introduced jazz have all dropped it after a short period of time. Listeners don't seem to like jazz, but that's obvious given the other types of music they are conditioned by. We have to create a jazz culture."

And despite the excellent quality of product on the Gala label, Checchitto admits that the international market is difficult. The firm distributes in most European territories and the US but he says, "It's difficult for Italian jazz generally on the foreign market, and it's always been the same old story. France has more musicians and labels. It's more organised and the government helps out. In Switzerland, there is a lot of local talent, so it's difficult to break into that market. The US is often loathe to take anything that is not produced there."

Diego Sandrin, executive director/producer at the Sentemo label, agrees with Gala on the limited possibilities of the local market. His firm launched three years ago with the NAC acoustic music label Sentemo and more recently with United Project, a label devoted to electric music, some of which borders on fusion.

Sandrin doesn't flood the market with releases. He prefers to concentrate on quality. The three releases—Opla by Italian keyboards player Roberto Scarpa, Earth Song by US keyboards player Billy Tragesser and John Novello's album On The Other Side—heralded the arrival of United Project. A forthcoming release which the firm is excited about is by local musician Lanfranco Malaguti, who tackles Italian classics like Volare and Roma in a jazz style.

On the touchy subject of radio airplay, Sandrin comments, "In the US, when you approach a publishing deal, a radio airplay plan is always discussed. In Italy, it's not even talked about. There is no radio support except for, perhaps, Radio Monte Carlo and Italia Radio."

Sentemo and United Project product is distributed on national territory by BMG, but with its eyes placed firmly on the international market, the Sentemo company has struck licence deals in all European countries, except France. "Anything that falls outside the "straight ahead" jazz category just doesn't make it on that territory," claims Sandrin. The company, however, is poised to clinch licence deals in Japan and in the US.

(continues on page 24)

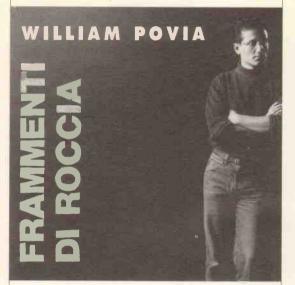


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#### Jazz

(continued from page 23)

#### **Major Problems**

If it's difficult for the indies to get radio airplay, it's not all plain sailing for the majors. CGD handles the Atlantic catalogue and although promotions manager Luciano Linzi describes the jazz scene as interesting, he does admit that few stations other than RAI or Radio Monte Carlo show any serious commitment to it.

Alberto Satini, label manager for the jazz repertoire at BMG, says, "Italy is the top European territory for the GRP label without radio airplay. Just imagine what our success would be if we had it." Satini remains optimistic about the future for jazz on the local market. Many TV adverts now include jazz music ranging from traditional to contemporary, and many TV programmes use it as background music.

"Record companies are now getting smart," he says. "GRP is now producing pop. If you can hit a big audience with famous names, you can then introduce jazz." Satini highlights the stations Radio Onda Liguri/Liguria which programmes fusion music, Radio Centro Suono and national network station Radio Monte Carlo, as important jazz broadcasters."

The problem with Radio Monte Carlo is that it programmes its jazz between 21.00 and 02.00," he says. "The main audience we are trying to reach is either eating, out on the town, or watching TV in that time slot."

Paolo Franchini, PolyGram catalogue exploitation manager, is a firm believer in the merits of playing all genres of jazz. He feels traditional jazz may currently be losing out to contemporary, but adds, "Somebody will be brave enough to launch a jazz station on national territory one day and it will work." Polydor (Italy) released its own jazz compilation Jazz A Mezzanotte earlier this year. Featuring classics by artists including Ella Fitzgerald, Louis Armstrong, Chet Baker and Nina Simone, it

has sold over 65.000 units and is still selling. Franchini also hopes to capture a market for contemporary jazz and reveals that the firm may launch its own label with an album by Italian musician Paolo Rusticelli. The tracks are already laid down and feature guest artists Miles Davis, Carlos Santana, Wayne Shorter and Andy Summers. Polydor also distributes the Verve Forecast label, which is regarded as interesting by Novella Hazan, producer of the nightly "World Music" programme at Radio Monte Carlo.

#### **Mixed Formats**

Hazan's music policy has shifted from all NAC to a format which included 50% contemporary jazz, fusion and world music. She won't, however, entertain the introduction of traditional jazz. "We are exploring new music which also includes vocal tracks."

Hazan is sympathetic to the needs of local labels for airplay. She finds airspace when she can but adds, "The Italians seem to believe in purity. Their attitude is that new music has got to be very experimental. A label such as GRP, however, often includes a vocal track on an album which makes it much more accessible."

The argument between traditional and contemporary jazz is destined to continue. But Alberto Castelli, programme director at Radio Centro Suono/Rome, programmes both. "We are an R&B station so how can we not programme jazz," he comments. "Traditional jazz was the pop music of the 1940's and it received airplay. It's bullshit to argue that a young audience won't enjoy it. We have a strong audience of 25-35-year-olds, but kids of 20 are calling up saying they didn't know anything about swing or bebop, but it's got one hell of a rhythm."

The station's jazz content is focused on evenings, but Castelli adds, "There's no reason why we shouldn't programme *A Love Supreme* by John Coltrane at 10.00. We haven't done it yet, but I will do one day."

David Stansfield

#### Dance

(continued from page 22)

Today the company boasts a formidable roster with acts and artists such as **Stefano Secchi**, **Orlando Johnson**, **David Sion**, **Sima** and **Joy**.

International/A&R director Alvaro Ugolini says that a good song means good melody. "We prefer the real ingredients," he says. "And that means no sampling. We have real artists which will help to make the label grow." Ugolinio believes a good record will receive support from club DJs and radio stations which include Radio Deejay, 101 Network, Radio Dimensione Suono, Radio Kiss Kiss, Italia Network and Rete 105. He comments, "Alex Peroni, music director at Rete 105, has made a great move by introducing 'Independent,' a regular daily slot dedicated to dance music produced by independent companies."

Energy has offices in the US and is looking for closer contact with that territory and the UK. Says Ugolini, "We are looking for new talent from both territories. What we want to do is team vocalists with Italian producers."

Ugolini is a believer in the ability of major companies to market albums. Secchi's debut album featuring Orlando Johnson has been licensed to Sony for the UK and US markets and is enjoying what Ugolini describes as healthy sales.

Marketing

Sony Music is one major company which is facing the dance attack head on. International exploitation manager Selma Howell admits that independent company's can get 12" mix singles to specialist wholesalers within 24 hours, but says, "We take the dance market very seriously and do release maxi singles. They are a good way of getting an artist onto a compilation album." The firm's multi-national act Sold Out will have a track included on a Japanese compilation album. Sold Out, plus the act Sake Stabs, will also have tracks included on This Beat Is Hot, a UK compilation album to be released on the Epic label. Sony (Italy) is also set to release Guests, a compilation album which features Sake Stabs on the A side and indie acts FPI Project, DJ Herbie, Angelino and Maurizio Pavesi on the B side.

Sold Out, whose *Shine On* single was a UK hit, will release the second single *In My Life* in January. It has been remixed in the UK by **Mark Brydon**. The group is at the vanguard of the company's dance battle plans, and their debut album *Souled The Magic Of The Language Of Music In Effect*, is slated for international release shortly.

Indie company Ala Bianca is vying for key status in the dance music sector. It recently added the In-Lite label to its existing Mighty Quinn and Flea (Hi-NRG) labels as well as launching the Shake-Down Productions label in the UK. The firm believes there is a market for techno house on the local market and In-Lite will be dedicated mostly to music of that genre. In the past, Ala Bianca used to send product to around 1.000 radio stations on local territory, but international manager David Smith confirms a change in policy. "Why send a record to a station in Palermo, for example, which may only have a thousand listeners? We've cut our list down to around fifty regional and national stations."

One station included on the list is Radio Kiss Kiss. Programme director Gianni Simioli programmes technohouse if it includes some elements of melody. Asked how he selects a record for airplay, Simioli responds, "There's no technological approach. It's the first sensation that counts. Call it a programmer's sixth sense. Some you win and some you lose."

Simioli adds caution to the current argument about a return to dance music of the '70s." Acts like Sylvester and Gloria Gaynor are okay, but there's a need also to check out other artists. What's wrong with a single like *Dancing Queen* by **Abba**, for example. I'm serious."

The debate about dance music genres is bound to continue—Italian style. Luca de Gennaro, RAI DJ and dance critic, says, "It's strange because at last year's Independent Music Meeting in Florence, one of the debates was centered on the success of house music on the foreign market. This year it will be called 'Hip Hop,' 'Techno' and 'Dance Music'. Are We All in Same Boat? All genres can survive, but I think that a return to disco music of the '70s is a great step backwards. Why not Acid Jazz? At least that looks backwards in time in an intelligent way."

David Stansfield

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SPAGNA



LUCIO BATTISTI



ALESSANDRO BONO



**Sony Music Italy** 

epic



# Fish

The second solo album by Fish, "Internal Exile," marks his label debut for Polydor. In 1990 the symphonic rocker debuted with "Vigil In A Wilderness Of Mirrors" on EMI, which reached no. 10 in the European Top 100 Albums.

#### by Robbert Tilli

Fish, an alias for Derek William Dick, is one of the last Mohicans of symphonic rock. On his second solo album and first on Polydor, Internal Exile, the ex-lead singer of Marillion further explores this complex rock with Celtic overtones. The recording sessions of the Chris Kimsey-produced album (Rolling Stones), took place at his own Funny Farm Recording Studios on his native Scotland soil. The facility is based on the country side in Haddington, just outside Edinburgh. According to Fish manager John Cavanagh, this studio is a very useful investment. "It's a double-edged sword, because he can use it for his own career and it will be commercially available soon. He used his own record to sort out "the gremlins"—the whole process from recording to mixing. He has built it to the highest specifications. I think it makes a lot of sense to invest in things you really understand."

Apart from his live band, the Company, young drummer Ethan Johns—son of the famous rock producer Glyn Johns—is featured on *Internal Exile*. The first impression of the new album is one of a more rocking effort. Explains Polydor international marketing manager Alastair Farquhar, "The feedback Fish got from the fans on his first solo album on EMI was that they were a bit disappointed because of the lack of guitars. The new album is far more guitar-orientated, the logical consequence of having a man like Kimsey behind the console."

Thanks to skilful guitarists Robin Boult and Frank Usher, the track Dear Friend can easily be compared with the best of Eric Clapton. The opening track Shadowplay is pure Celtic delight, while Something In The Air is an interesting cover version of the pop classic by Thunderclap Newman, introducing a bagpipe on a contemporary dance beat. The single, the title track, is a cheerful Pogues-like folk tune, enhanced with accordion and flute, and serves like an invitation to join in a square dance. It is hardly representative for Fish, perhaps even misleading. Excuses Farquhar this unorthodox release policy, "We have chosen this particular track because we first wanted to get his fan base back under the wing. Fish wrote this song two years ago, and he ended all his shows with it, so it's well known to his fans. It's a crowd pleaser, which makes them throw their beers in the air and start jumping around.

"The single is selling very well in Holland, where Fish has a huge fan base, but is not receiving any airplay support. In Germany, his best market, the story is one of great sales and airplay.

"To make sure nobody will be misled, the second single will be the track *Credo*. This song will reassure the rock fraternity that Fish is the primary exponent of progressive adult-orientated rock. We'll end our singles campaign with *Lucky*, a potential radio crossover hit."

For reasons of continuity the jester, present on all old Marillion album covers, is alive again on the striking **Mark Wilkinson** sleeve design of the new album. Series of images are depicted around Fish's head. "The fans can sit back at home and figure them out while listening to the music. The fans relate very much to him and his lyrics."

All in all, it is a very recognisable Fish album. Point of sales are equally noticeable. Everything seems to be geared towards the fans. Polydor, Fish and his management are all bending over to satisfy them. Long before the release of the album, Fish played the songs in their demo-form for both the Dutch and German fan club conventions. "It demonstrates his desire to have a strong contact with his fans, says Cavanagh. "For the last Dutch fan club convention in October, we brought over his band to play live the whole set of the upcoming European tour—songs off the new album and a cross-section of his career."

The tour starts in the UK (Dundee, Scotland) on November 7 and goes into mainland Europe at the end of November. After concerts in Germany, Holland, Belgium, Switzerland, Italy, France, Denmark and Sweden he will end his tour on December 31 back home in the UK. The entire European section of the tour has already been sold out. Says Cavanagh, "The trick with his shows is the special relationship with his fans; he makes them feel part of it. At the end of the day it's the fan who saves up all the money to buy a record or a ticket to the show, so the least you may expect is that you take the trouble to treat them as such."

A promoter in early October took Fish into Germany, Holland, France and Switzerland to cover key press up-front. Press ads are printed in all major rock publications, including the monthly adult-orientated magazines. During the tour there will be in-store appearances with signing sessions.

#### ITALY

## Jovanotti

- Signed to Free Record Independent/Five.
- Publisher: DJ's Gang/Canale 5/Sony Music Milano.
- Management: YO Company/Milan.
- New album: *Una Tribù Che Balla* released on September 9. It is no. 8 in Italy (in **RAI**'s **Hit Parade 33**). In the European Top 100 Albums it is no. 84.
- New single: *Muoviti Muoviti* released on September 9; currently it is at no. 9 in Italy (RAI's **Hit Parade 45**).
- Recorded at Avant Garde/Milan,
   Power Track/Forli and Palace/Udine.
- Producer: Claudio Cecchetto/Jovanotti.
- Marketing: A TV campaign is currently running on all the Berlusconiowned networks.
- Promo tour: TV appearances include the following shows: "Vota La Voce" and "Maurizio Costanzo Show" (Canale 5); "Castrocaro," "Vela D'Oro" and "Piacere," (RAII); "Top 20" and "Superclassifica Show" (Italia 1).
- Concert tour: From November until February he is touring the Italian disco circuit.

The Italian language lends itself incredibly well to rap music, as proved by **Jovanotti**. His rapidly spoken flood of Italian words in a hip hop style sounds very natural. He is the sole Italian artist who raps in his mother tongue, and with golden results. His fourth album *Una Tribù Che Balla* is

not far away from gold status (100.000 copies) in Italy. Just as with his previous records, European releases are being considered, but nothing has been confirmed yet.

The wide variety in styles makes it impossible to pigeonhole Jovanotti. The difference from a lot of artists in the dance field is that he doesn't rely on just sampling other people's records. This creative rapper is backed by real human beings and occasional samples. In one moment he provides music in a jazzy, funky idiom complete with a horn section, as apparent on the single Muoviti Muoviti; the next moment he rips off your ears accompanied by the heavy rocking guitar of Andrea Braido on the track Abbasso I Lenti. Pop with a samba-tinged beat can be heard on the track Buongiorno. Also, Jovanotti shows a good sense of humour by quoting the Italian evergreen Volare in the last notes of E'Sempre La Stessa Canzone Che Va.

Dance and EHR programmers can pick out any track. The potential second single *Quando Sarai Lontana* is a soul ballad, which makes him a serious candidate for AC playlists as well.

All the lyrics are written by Jovanotti exclusively. However, he composed the music in collaboration with arrangers Luca Cersosimo and Michele Centonze, who's also credited as programmer.

#### DENMARK

#### Cut 'N' Move

- Signed to: Soulpower/Medley
- Publisher: Casadida/Virgin Music.
- Management: John Aagaard/TG/Ålborg.
- New album: *Get Serious*, released on August 5; currently, it is no. 25 in Denmark.
- New single: *Spread Love*, released on September 30; At press time, it is no. 2 in Denmark. In the Coca Cola Eurochart Hot 100 Singles, it is no. 91.
- Recorded at: ARP Studio/Århus and Medley/Copenhagen.
- Producer: Jørn K and Per Holm.
- The album is released outside Scandinavia across Europe through **Epic**. The pan-European commercial release of the single is not scheduled yet.

The Scandinavian dance scene is expanding like never before. One of the leading labels is Soulpower, a joint venture between Danish Medley Records and producer/remixer duo Soulshock and Cutfather. In March 1991 Soulpower signed to Sony Music for world rights outside Scandinavia.

The first act to get international recognition is undeniably Cut 'N' Move. Producers/musicians Jørn K and Per Holm are the nucleus of this sixpiece outfit, while soul singer Thera is

the focal point. But it was rapper MC Zipp who performed the main vocal part of their minor European hit, *Take No Crap ("Get Serious")* (peak position: no. 91), back in the spring.

The new single Spread Love follows that same pattern. Taken from their debut album Get Serious, it is an intelligent blend of house and rap with Thera's soulful vocals on top. Although number 2 on the charts in Denmark, Sony Music is waiting for a commercial release across Europe. An extensive club distribution of the 12" single has been organised first, with the next step being their appearance during the international "Disco Mix Club" DJ convention (DMC) at Amsterdam's Paradiso on October 21. Dancers Adam Adam and Jabu Mpofo complete the band's line-up at live performances. As soon as the single is a club hit, a promotion and marketing campaign will back the official release.

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

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

#### SINGLES -

#### CLOUSEAU

Close Encounters - EMI PRODUCER: Jan Leyers The first single in English by Belgium's

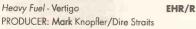
DIRE STRAITS

EHR

EHR/R

The heavy synthesized violin intro recalls the golden days of the Electric Light Orchestra. Freddy Mercury's opera-like vocals and Brian May's thundering guitar fuel the dramatic aspect of this power ballad. This song was included on the CDinsert, enclosed with last week's issue of

112



enclosed with issue 42 of M&M.

The second single off On Every Street is the same kind of rocker as 1985's Money For Nothing. New on this song about fast food is the combination of ZZ Top-styled rocking guitars with the sound of a steel guitar. Says NOS/Hilversum DJ/producer Frits Spits, "This is the kind of record you can only be thankful for as a programmer. It injects the show with an immediate

pride Clouseau is a remake of its first

Benelux hit Daar Gaat Ze with new lyrics.

It's still very melancholy and tenderly cap-

tivating. It was included on the CD-insert.

#### DJ JAZZY JEFF & THE FRESH PRINCE

Ring My Bell - Jive

PRODUCER: J. Townes

Listening to rap product sometimes comes close to leafing through a pop encyclopedia. This follow-up single of the world hit, Summertime, is a clever hip hop version of the '70s hit by Anita Ward with the catchy chorus intact.

#### EXTREME

Hole Hearted - A&M EHR/R PRODUCER: Michael Wagener

Welcome back to Extreme's rhythm section, which was "unemployed" during the global smash ballad More Than Words. The tempo has increased on this, again acoustic guitar-dominated tune. Harmony vocals form an equally vital part of its music, as it did for '70s rock outfit Kansas.

#### GLASS TIGER

My Town - Capitol PRODUÇER: Jim Vallance

This collaboration with former Bryan Adams' right hand Jim Vallance features Rod Stewart in a perfect setting. It is an infectious sing-along Gaelic stomp, destined for the charts.

#### GREEN ON RED

Two Lovers - China/CNR PRODUCER: Al Kooper

R/EHR

This beautiful country rock ballad is almost as sad and classic as the history of Romeo and Juliet. Where do you hear such fine electronic piano anymore? Probably only on Dylan's late '60s albums, where keyboardist Al Kooper gave the same quality of performance as he does here.

#### HAMMER

berserk.

2 Legit 2 Quit - Capitol

EHR/D

PRODUCER: Hammer/Felton C. Pilate II The ruler of the rap scene dropped the letters MC without loosing his punch. The insistently shouted refrain of this funky first single off his new album, Too Legit To Quit, will drive parents crazy and kids

#### QUEEN

The Show Must Go Onp - EMI

PRODUCER: David Richard

M&M.



The Fly - Island

PRODUCER: Daniel Lanois

Where other established rock groups provide more of the same throughout the years, U2 is still challenging itself with every new release. This first single from their November 18 album release, Achtung Baby, boasts an industrial sound on a contemporary dance beat. Filtered vocals and harsh guitar combine with Hammond organ and keyboard to be joined by an angelic voice on the chorus. It is third best New Add Leader of this year with 21 new adds following Dire Straits' Calling Elvis (23) and Simple Minds' Let there Be Love (22). Says Radio 102/Hagesund head of music Egil Houeland, "At first, this might not sound like your typical radio record, but it certainly grows on you. I look forward to hearing the album.

#### B.G. THE PRINCE OF RAP

The Power Of Rhythm - Dance Pool PRODUCER: Jam El Mar

D/EHR

AC/J

A/D/EHR

Earlier this year B.G. The Prince Of Rap enjoyed a big dance hit in both the US and Europe with This Beat Is Hot. Now he comes up with a long-awaited full length album. And it's party time all the way through. Except for the first single, other highlights include Move To Love and Give Me The Music, the new single. These songs aren't unlike some of the work of fellow American, Frankfurters Snap! Says programme director Bernd Albrecht of Radio 4U/SFB 4/Berlin, on which station the single is playlisted, "I think that's the reason why the single entered the German charts this week (no. 78). In general, it fits the sound of our station, which is very dance-oriented."

#### HARRY CONNICK, JR.

Blue Light, Red Light - Columbia

PRODUCER: Tracey Freeman/Ann Marie Wilkins This new album won't help him much in reaching his goal of "no longer being compared to Frank Sinatra." The old master would probably have loved recording this himself if he was still up to it. Although there is not a new sound on the record, it is amazing that in this day and age, someone of only 23 years can create, compose, arrange and orchestrate something so reminiscent of everything good that happened in big band swing jazz, up and until the '50s. It's hard to believe this is not a collaboration of Benny Goodman, Django Reinhardt and Tommy Dorsey's orchestra

#### HAPPY MONDAYS

Live - Factory/London PRODUCER: Simon Machan

This is the live version of a lifestyle. The best known songs of last year's UK critic's choice are included on this set, which was recorded at Leeds United Football Ground—on a Saturday, by the way. Lead singer Shaun Ryder hurls the lyrics off

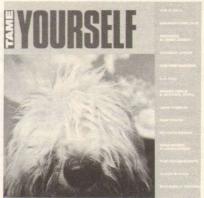
the stage with a defiantly monotonous voice into the dancing crowd.

#### THE CULT

ALBUMS -

Ceremony - Beggars Banquet R/EHR PRODUCER: Richie Zito/Billy Duffy/lan Astbury Reduced to a duo-singer Ian Astbury and guitarist Billy Duffy-haven't lost their dramatic impact. This fifth album is one big rock eruption, following the recipe of its predecessor, 1989's Sonic Temple. The single Wild Hearted Son is shaped for rock shows. The track Earth Mofo is a fine example of organic, '70s inspired blues rock; call it latter day Led Zeppelin. The cello and acoustic guitar-dominated song Indian could provide a moment of peace

#### during "power hours." VARIOUS ARTISTS



Tame Yourself - WEA PRODUCER: Various

EHR/R/AC/A/C

This is an anthology of exclusive songs produced to benefit People for the Ethical Treatment of Animals (PETA). "Weirdo" Lene Lovich is featured twice, one time with Erasure and the other time with her German equivalent, Nina Hagen. Two Go-Go's are also present-Belinda Carlisle with her passionate plea Bless The Beasts And The Children, as recorded by the Carpenters; and Jane Wiedlin, with the song Rage, moulded after David Bowie's Fashion. EHR programmers will want to check out the Pretenders contribution, Born For A Purpose, a Dr. Alimantardo composition, again proving Chrissie Hynde's voice comes out best on reggae material. For the album rock format, the slow song Damned

Old Dog by country's female crown pre-

tender k.d. lang seems to be the best pick,

along with I'll Give You My Skin by the

Indigo Girls and R.E.M.'s Michael Stipe.

#### **NEW TALENT**

Move Your Feet - Media (Italy) PRODUCER: Gianfranco Bartolotti

They're not exactly new, but they're a very talented dance act, with new singer, London's soulful Ann-Marie Smith. The 49ERS have already topped the Billboard Hot Dance Music twice, the first time with Touch Me in 1989, the second, with Don't You Love Me in 1990. This new Italo house single preceeds the December release album Paying With My Heart, which is more pop/dance. They are licensed for the world to Island. Contact Nicola Pollasteri at tel: (+39) 30.258 2353; fax:30.258 2161.

#### JUSTICE HAHN

Ragged But Right - Exile (Germany) PRODUCER: Alex Chilton

If Neil Young's Ragged Glory is the standard for unsteady voices and buzzing guitars, then this 4-track EP by the maverick of the Berlin rock scene is a low budget

version of the same principle. Produced by the master of '60s garage rock and "psychobilly," mad "LX Chilton" (the Cramps, Tav Falco's Panther Burns), who's now also credited for playing bass, this record is a natural for the alternative format. Contact tel: (+49) 30.261 6343; fax: 30.262 8806.

#### SECRETS

Secrets 3 - Secrets (LP) (Denmark) PRODUCER: Various

For the third time Rosa - The Danish Rock Council presents four unsigned pop/rock acts who do not follow the mainstream of the local scene. Dreft provides experimental pop, while Shirtsville offers cheerful folk from the streets right in front of the pub. Strand is specialised in guitardriven rock, with strong harmony vocals. More Sad Clowns captures the atmosphere of latter day Siouxsie & The Banshees. Contact Mikael Højris at tel: (+45) 62.206 162; fax: 62.207 172.

#### THE VIOLET HOUR

The Fire Sermon - Epic PRODUCER: Pete Brown

Violet Hour's music is full of underlying sensuality and sense of loss in a heavier than average type of folkrock, reminiscent of Clannad, early Pink Floyd and Kate Bush. The build-up of the songs is at times dark and sparse, hinting of strong passions running underneath. The whole concept, the sleeve design included, evokes strong images of medieval mysticism. Singer Doris Brendel's voice is a hoarse and bluesy version of Christina Amphlett's (diVinyls), as evident on Could Have Been. October saw the band supporting Marillion on a full European tour.

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

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a trock which recieves special emphasis for the week, as well as featured new CD's and LP's indicated by the designation "AL." All playlists must be recieved by Tuesday at 1 o'clock.

#### UNITED KINGDOM

BBC RADIO 1/London Paul Robinson - Prog Dir A List: AD Other Two Tasty Fish

ist:
Amy Grant-Thot's What Love Is
Bruno & Liz-Come Outside
Manic Street Preachers-Love's
Natural Life-Strange World

CAPITAL FM/London Richard Park - Prog Contr

A List:
AD DJ Jazzy Jeff-Ring My Bell
Michael Bolton-When A Man
Minogue/Washington- If You Were
R.E.M.-Rodio Song
Desells-Eaith-Simply Red-Stars
Tina Turner-Way Of The

Bomb The Bass The Air That You Charlatans: Me In Time Kraftwerk- Radioactivity Marky Mark: Wildside Metallica- The Unforgiven

METRO RADIO GROUP/Newcastle Liz Elliott - Music Organise

AD Adamski & Polo Never Adamski & Polo-Never Hue & Cry-She Makes Lloyd Cole- Weeping Wine M-People-How Can I Love Michael Bolton-When A Man Minogue/Washington-If You Were

PICCADILLY RADIO/Manchester Keith Pringle - Head Of Music A List:

Genesis- No San Of Mine Genesis- No San Of Mine Herb Alpert This Guy's Lamont Dozier- The Quiet M-People How Can I Love Mare Bolan- Metal Guru PM Dawn- Paper Doll Rod Stewart- Your Song Tina Turner- The Bitch Is Tori Amos- Silent All These U2. The Fly Wilson Phillips- Daniel st:

AD Dire Straits Heavy Fuel Enva Carribean Blue

BRMB FM/Birmingham Robin Valk · Head Of Music

st:
Enya- Carribean Blue
Eurythmics- Sweet Dreams
Marc Cohn- Walking In Memphis
Minogue/Washington- If You Were
Roxette- Spending My Time

AD Adeva It Should've Been Adeva II Should've been Baby Animals- Early Warning Clash- Train In Voin Crowded House- Fall At Your Jay Henry- If You Love King Of The Hill- If I Soy Marky Mark- Wildside Metallica-The Unforgiven Primitives-Eorth Thing Sensitize Maniac

RADIO CLYDE/Glasgow Alex Dickson - Prog Dir

A LIST:
AD Hue & Cry- She Makes
Minogue/Washington- If You Were

AD Clash Train In Vain Crowded House Fall At Your Lloyd Cole Weeping Wine Osmond Boys Boys Will Zoe Lightning

RADIO CITY/Liverpool Kenni James - Head Of Music

B List:
AD A-Ha- Move To Memphis
Ian McNabb- These Are The Doys Lloyd Cole Weeping Wine Rebel Pebbles How Do You Rhythm Syndicate Hey Donna Zoe Lightning

DOWNTOWN RADIO/Belfast John Rosborough - Prog Dir

ist:
Dominic Kirwan- Absent Friends
Lamont Dozier- The Quiet
Lisa Stansfield- Chonge
Lloyd Cole- Weeping Wine
Michael Bolton- When A Man
Mighty Fall- Tonight
Trisha Yearwood- She's In Love

CHILTERN NETWORK nstable/Northhampton/Glouve Dickens - Head Of Music n/Gloucester

AD Chorlatans Me In Time Minogue/Washington If You Were

AD Lloyd Cole- Weeping Wine Michael Bolton- When A Man Stevie Nicks I Can't Wait

GWR FM/Bristol/Swindon Andy Westgate - Head Of Music A List: AD Eurythmics Sweet Dreams

st: Eurythmics-Sweet Dreams Glass Tiger-My Town Kiri Te Kanawa-World in Union

AD A-Ha- Move To Memphis Clash Train In Voin
Deacon Blue Closing Time
Genesis- No Son Of Mine Jellyfish I Wanna Stay Lamont Dozier The Quiet Texas In My Heart U2- The Fly
Vic Reeves/Wonder Stuff- Dizzy

RED ROSE RADIO/Preston/Blackpool Dave Sander - Head Of Music

AD Adamski & Polo Never Adamski & Polo Never Clash: Train In Vain Crowded House Fall At Your Dire Straits: Heavy Fuel INXS- Shining Star Joe Jackson: Stranger Than Living Colour- Cult Of Marky Mark: Wildside Natural Selection: Do Anything Pele- Raid The Palace World Of Twist- Sweets

ATLANTIC 252/County Meath Paul Kavanagh - Head Of Music

A List:

AD Amy Grant That's What Love Is
Bad Company. Walk Through Fire
Lisa Stansfield. Change
Simple Minds Real Life
Slade Radio Wall
U2: The Fly

RADIO BROADLAND/Norwich Dave Brown - Head Of Music A List: AD A-Ha- Move To Memphis

3 List: AD Lloyd Cole Weeping Wine Wet Wet Wet- Put The Light

FOX FM/Oxford

FOX FM/Oxford Steve Ellis • Prog Contr A List: AD All About Eve Dreamer Chris Isoak: Blue Spanish Dannii Minogue Baby Love Dire Straits-Heovy Fuel INXS. Shi INXS- Shining Stor Minogue/Washington- If You Were Lamont Dozier- The Quiet Marc Bolan- Metal Guru Marky Mark- Wildside

RADIO LUXEMBOURG/London Jeff Graham - Prog Dir

Power Play:

AD Big Country- Beautiful People
Forget Me Nots- So Good
Genesis- No Son Of Mine
Natural Life- Stronge World

ist:
Kiri Te Kanawa- World In Union
Texas- In My Heart

SWANSEA SOUND/Wales Rob Rendry - Head Of Music A List: AD Mariah Carey- Emolions

AD Genesis No Son Of Mine Genesis: No Son Of Mine Level 42: Overtime Pet Shop Boys: DJ Culture Tafuri: You Know How Trisha Yearwood: She's In Love Wet Wet Wet: Put The Light

RED DRAGON FM/Cardiff John Dash - Head Of Music

A List:
AD Amy Grant That's What Love Is
Dire Straits Heavy Fuel
Genesis No Son Of Mine INXS Shining Stor
Kim Appleby-If You Cared
Marc Cohn-Walking In Memphis
Marc Bolan-Metol Guru

Candy Skins- Submarine Cud- Oh No Won't Do Candy Skins Supmerine
Cud- Oh No Won't Do
Living Colour- Cult Of
Lloyd Cole- Weeping Wine
Roadhouse Tower Of

BEACON RADIO/Wolverhampton Peter Wagstaff - Prog Dir

AD 2 Unlimited Get Ready 4 This Adamski & Polo Neve Adamski & Polo Never
Adeva- It Should've Been
Ce Ce Peniston- Finally
Chris Isaak- Blue Spanis
Clash- Train In Vain
Dire Straits- Heavy Fuel Enya-C e-Corribean Blue lesis-No Son Of Mine INXS- Shining Star John O'Kane- Dance Goes On Lamont Dozier- The Quiet Lisa Stansfield- Change Lloyd Cole- Weeping Wine Lisa Stansfield Change
Lloyd Cole Weeping Wine
Mike & The Mechanics Stop
Monty Python Always Look
Paul Young Don't Dream
PM Dawn Paper Doll
Roberta Flack Set The Night
Simple Minds Red Life
Slade Rodio Wall
U2 The Fly
Union- Swing Low
Vic Reeves/Wonder Stuff: Di Union Swing Low Vic Reeves/Wonder Stuff Dizzy Wet Wet Put The Light

HORIZON RADIO Milton Keynes/Bristol Clive Dickens - Head Of Music

St: Bomb The Bass-The Air That You Marky Mark- Wildside MC Buzz B. Never Change MC Hammer- Living In A

List:
D Peter Cushing- No White Peaks
Rhythm Syndicate Hey Donna Rodeo Jones Get Wise Tyrell Corp. 6 O'clock

KISS FM/London Gordon McNamee - Prog Dir

ist:
2 Unlimited Get Ready 4 This
De La Soul- Keep The Faith
Dread Flimstone From The Ghetto
Ed O.G./Bulldags Be A
M-People How Can Llove
Salt-N-Pepa- You Showed Me
Will Downing- Something's

CHOICE FM/London Merritt Crawford - Head Of Music

A List:
AD Dread Flimstone From The Ghetto
Pacha One Kiss Pacha- One Kiss Simply Red- Something Got Me Simone- My Family Depends Vesta- Do Ya Will Downing- Something's

B List:
AD B Angle B Sweet Thing
Bell Biv Devoe Word To The Mutha
Mica Paris - I Should've Known

COOL FM/Belfast John Paul Ballantine · Head Of Music AD Bad English-Straight To Your Crowded House Foll At Your Midge Ure | See Hape Zoe Lightning

B List: AD All About Eve- Dreamer Deacon Blue Closing Time Eurythmics Sweet Dreams Pele Roid The Poloce Procol Harum The Truth Won't Robbie Robertson- What About Van Halen-Top Of The World

#### FRANCE

NRJ NETWORK/Paris Aax Guazzini

Guns N' Roses Don't Cry Patrick Bruel Qui A Le Droit Tin Machine You Belong In

SKYROCK NETWORK/Paris

SKTROCK NEIWORK/Paris Laurent Bouneau - Prog Dir A List: AD INXS-Bitter Tears Jimmy Somerville Run From Paula Abdul-The Promise Of A

Tin Machine Yau Belong In Valentins Les A

AL Francis Cabrel
Louise Feron

RVS/Rouen Frank Orcel - Prog Dir A List: AD Francis Cabrel- Petit Marie AD Huey Lewis-It Hit Me Lisa Stansfield- Change Shamen- Move Any Mountain U2- The Fly

RADIO VIBRATION/Centre De La France Jean-Francois Villette • Music Dir

st:
David Hallyday- Change Of Heart
Genesis- No Son Of Mine
Lenny Kravitz- Stand By My
Roxette- The Big L Tom Petty- Learning To Fly U2- The Fly Wet Wet Wet Make It Tonight
Whitney Houston-My Name Is Not

B List: AD Clash- Should | Stay Or Should | Go Divinyls- Make Out Allright Foreigner- Lowdown & Dirty Garland Jeffries- Hail Hail

.....................

\* BONFIRE's album "Knock Out" is

Finland, Germany and Switzerland.

BONFIRE's new single "Rivers Of

actually entering the European

charts: "Knock Out" charted in

Which territory comes next?

Glory" - a superb ballad with a

grand piano - is scheduled for

**DANCE WITH A STRANGER** 

"Atmosphere" went straight to # 1 in

the official Norwegian album charts

with more than 100,000 copies sold

actually selling more copies in their

home territory than "Mr. Adams", "Mr. Knopfler" or "Mr. Rose".

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Glenn Frey-Port Of Me Po Lloyd Cole She's A Girl

Louise Feron-Souvenin Luc De La Rocheliere-Cash

Noch eine Erfolgsmeldung:

der Spitze der Charts.

SCOOP/Lyon Alain Liberty - Prog Dir

Power Play:

Beverley Craven- Holding On
Francois Valery- Dans Les Bras
Lisa Lisa- Let The Beat Hit 'Em
Luc De La Rocheliere- Cosh

AD Christophe Deschamps Chacun Pour Francis Cabrel Petit Marie Jean-Jacques Goldman-C'Est Pas Lio L'Autre Jaue

Louise Feron-Souvenir Patrick Bruel-Qui A Le Droit

AD Lamont Dozier- The Quiet

Singer ELG and his partners are

are creating history in Norway:

release on October 28.

Their brand new album

within 10 days.

RTL/Paris que Le Marcis - Head Of Programmes A List:

A List:

AD Charts-Notre Monde
Eddy Mitchell-Soixente
Jean Ferrat-Dans La Jungle
Oleta Adams-Dan't Let The Sun
Sara Mandiano-Defense
Tony Joe White-Good
AL B.B. King
Maurane

RMC PLUS/Paris Nathalie Andre - Head Of Music

A List:
AD Bashung-Osez
Dick Rivers-Gatsby
Eros Ramazzotti-Ancara
Renaud-Marchand
Reno Isaac-Oubliez
Vagabonds-Go To America
AL Bryan Adams
Guns N' Roses

**EUROPE 2 NETWORK/Paris** Christian Savigny · Prog Dir

AD Genesis No Son Of Mine Gerard Blanc- Un Jour Oleta Adams- Don't Let The Sun Seal- Future Love

PADIO NANTES/Nantes Philippe Nossent - Prog Dir
Power Play:

AD Richard Marx-Keep Coming Back

A List: AD Blessing-Highway 5 Dave Stewart-Crown Of E.M.F. Unbelievable e.M.F. Unbelievable
Europe Prisoners In Paradise
Francis Cabrel-Petit Morie
Mecano-Naturaleza Muerta
Roxette The Big L
Zucchero-Mama
AL Marc Cohn

RMC COTE D'AZUR/Monte Carlo

AD Bob Seger- The Fire Inside Chris Rea-Looking For The Crystal Waters-Makin' Happy Eg & Alice Indian Guns N' Roses-Don't Cry OMD- Pandora's Box Patrick Bruel- Qui A Le Droit

RADIO RIVIERA/Monte Carlo A List:
AD Bonnie Raitt- | Can't Make

Bonnie Raitt I Can't Make
Dave Stewart- Crown Of
David Hallyday- Chonge Of Heart
Gloria Estefan- Live For Loving
Julian Lennon- Sollwater
Lisa StanSfield- Change
Paul Young- Don't Dreom
Stevie Nicks- Sometimes It's
Texas- Alone Without You
UB40- Impossible Love
Whitney Houston- I Belong To You
Yannick Noah- Don't Stay

RADIO SERVICE/Marseille

A List:

AD Genesis-No Son Of Mine
Lamont Dozier-The Quiet
Mariah Carey-Emotions
Patricia Kaas-Une Derniere Renaud-Marcha

RADIO MANCHE/Saint-Lo
Thierry Hot - Prog Dir
A List:
AD David Hallyday Change Of Heart
Extreme More Than Words
Natalie Cole Unforgettable
Roch Voisine Waiting
Sydney Youngblood Hooked On
Texas- Alone Without You
Thierry Hazard: Un Jour C'Est Oui

#### GERMANY

SDR 3/Stuttgart Hans Thomas - Producer Power Play: AD Richard Marx- Keep Coming Back AL B.B. King

SWF 3/Baden Baden Ulrich Frank - DJ A List:

RCA

BAP- Verdamp Lang Her
Bryan Adams- Everything I Do
Bryan Adams- Can't Stop
Guns N' Roses- Don't Cry
Monty Python- Always Look
OMD- Pandora's Box
Scorpions- Send Me An Angel
Ten Sharp- You
AD Genesis- No Son Of Mine
N.K.O.T.B.- Boby

NDR 2/Hamburg Lutz Ackermann · Head Of Music

AD Bimie/Blutsbrüder-Lieber Bryan Adams Can't Stop Color Me Badd I Adore Enya Carribeon Blue
Genesis- No Son Of Mine
Gloria Estefan: Live For Loving
Huey Lewis- He Dan't

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A List: AD Babylon Fighters- Black Dam Builders- PP'Man Holsapple/Stamey- Geometry Miles Jaye- Capice Omar- Use Me Prince Maney Don't Matter Red Hot Chili Peppers-Funky Robbie Robertson- Go Back Stiff Little Fingers- Rubber Young Disciples- Move On

WDR1/Cologne
Wolfgang Roth - Producer
Pawer Play:
Axxis- Little Look Back
Bryan Adams Everything | Do
Bryan Adams Can't Slop
Guns N' Roses- Don't Cry
Marky Mark- Good Vibrations
Monty Python- Always Look
Pur- Lena
Raxette Engling Like & Flower

Pur-Lena
Roxette- Fading Like A Flower
Roxette- The Big L
Scorpions- Send Me An Angel
AD BAP- Verdomp Long Her
Elton John- Your Song
Genesis- No Son Of Mine
R.E.M.- The One I Love
A List:

ist:
Chris Isaak- Blue Spanish
Enya- Carribean Blue
Erasure- Love To Hate You
Escape With Romeo- Helicopters Extreme- Hole Hearted Green On Red- Two Lovers Julee Cruise-Falling Katrina And The Waves-Tears Of Leningrad Cowboys Those Marc Almond Jacky Oceanic-Insonity
Pogues- Rainy Night
Queen- The Show Must Go Rausch- Elernity
Sniff N' The Tears- Driver's Seot

SFB 2/Berlin Bernd Albrecht - Head Of Music Bernd Albrecht - Head Of Music A List: AD BG/Prince Of Rap Give Me

Glass Tiger- My Town
River City People- Special
S.O.S. Band- Sometimes | Wonder B List:
AD A-Ha- Move To Memphis

ABC- Say It Jamestown She Got Soul Natural Selection Do Anything Oceanic-Insanity
Pasadenas-Love Changes
Richard Marx-Keep Coming Back
Van Halen-Top Of The World

RIAS 2/Berlin Henry Gross - Head Of Music A List:

Genesis- No Son Of Mine Katrina And The Wayes- Tears Of Kenny Thomas- Best Of You

Ralf Bukowski - Head Of Music Power Play: AD Marillion Dry Land

AD Bonnie Tyler- Bitterblue Glass Tiger- My To Ten Sharp- You

Sabine Neu • Head Of Music A List: AD Bryan Ad-

Eros Ramazzotti- Ancora Lenny Kravitz- Stand By My Sonia- Be Young Be Foolish

**HUNDERT 6/Berlin** Fred Schoenagel - Head Of Music Power Play: AD Bea Sampson- Night & Doy Frank Schöbel- Ohne Dich

Frans A List:
AD Flippers Mona Lisa
Kristina Bach- Alle Sterne
Roger Whittaker- Ich Wollte
Rosanna Rocci- My Family

RTL GERMANY/Luxembourg Stephan Halfpap - Head Of Music Stephan France,
B List:
AD Sonia Be Young Be Foolish
Ten Sharp- You

RADIO CHARIVARI/Nuremberg Mathias Hofmann - Music Di

Power Play:

Bob Seger. The Real Love
Joe Cocker- Night Calls
Martika- Love Thy Will
Midge Ure- Cold Cold Heart
Rod Stewart- Broken Arrow
R List

st: Bonnie Raitt- Something To Tolk Dan Lucas- Hold On Me Zucchero- Wonderful World

STAR \* SAT RADIO/Gruenwald eders - Prog Dir

Jo Lueders - Frog B List:
AD Commitments- Try A Little
John Anderson- Who Got Your
Michael Bolton- When A Man
Queen- These Are The Days
Womack & Womack- Conscious Of

RADIO REGENBOGEN/Mannheim Martin Schwebel - Music Dir Power Play: 4D Cathy Dennis- Too Many Walls

AD Everything But The Girl-Twin Genesis- No Son Of Mine Richard Marx- Keep Coming Back Rubino- Povere Donne

AD A-Ha- Move To Memphis

RTL BERLIN/Berlin
Arno Müller - Prog Dir
Power Play:
Bryan Adams- Everything I Do
Cher- Love & Understanding
Martika: Love Thy Will

AD Amy Grant- Every Heartbeat
Mike & The Mechanics- Everybody AD Color Me Badd-1 Adore

Genesis- No Son Of Mine Incognito- Crazy For You Landon Boys- Sweet Soul Music

RADIO SALU/Saarbruecken Adam Hahne - Prog Dir A List: AD Marc Cohn- Silver Thunderbird R List:

B List:
AD Cher-Save Up All Your Fish- Internal Exile
Mike & The Mechanics- Everybody
Phil Carmen- Borderline
Sonia- Be Young Be Foolish

RADIO T.O.N./Bad Mergentheim Reinhard Baerenz - Head Of Music Power Play: AD Tom Petty-Into The Great

AD Bob Seger- The Reol Love Born 2 Gether- Celebrate Julian Lennon- Saltwater

A List:
AD Army Of Lovers- Crucified

Corina - Temptolion
Heavy D & The Boyz Is It
J.T. Taylor- Long Hot Summer
Lisa Fischer- Save Me
Rhythm Syndicate P.A.S.S.I.O.N.
Simply Red- Something Got Me
Tina Turner- Nutbush City Limits

RADIO N 1/Nuremberg Cetin Yaman - Prog Dir Power Play: AD Army Of Lavers- Crucified

A List:
AD Johnny Hates Jazz. The Last To
L.A. Style- James Brown Is Dead

RADIO XANADU/Munich Benny Schnier - Head Of Music A List:

Allman Brothers- End Of Allman Brothers. End Of Bryan Adams. Everything I Do Dan Reed Network: Baby Now I Darby Mills: Never Look Fixx: No One Has To Cry Foreigner: I'll Fight For You Law: Come Save Me AD Dr. Feelgood. My Sugar Turns INX5. Bitter Tears White Lion: You're All I Need

RADIO GONG 2000/Munich Fredy Kogel - Music Dir Power Play: AD Cher- Save Up All Your Color Me Badd- | Adore

Joe Cocker-Night Calls AD Prince-Cream

Salt-N-Pepa-Let's Talk About AD Stevie Wonder- Fun Day
Wet Wet Wet Make It Tonight

SCHWARZWALD RADIO/Freiburg Pete Traynor - Head Of Music A List:

A List:

AD Bassline-Maybe This Time
Bonnie Raith-Something To Tolk
Petra Unverfehrt-Sonne Meer
Sonia-Be Young Be Foolish
Stefan Waggershausen-Rikki

RADIO F/Nuremberg Ziggie Hoga - Prog Dir A List:

A List:
Fun To Fun-Reggae Blue
Kate Yanai-Bocardi Feeling
Lenny Kravitz-It Ain't Over
Nicole-Ein Leises Lied
Tom Perby-Learning To Fly
Twins-Not The Loving
Viktor Lazlo-Love Insane
Womack & Womack-My Dear
AD Chris Norman-Shallow
Dire Straits-Ticket To Heaven

RADIO RT 4/Reutlingen Dorothee Seyser - Head Of Music

A List:
AD Cliff Richard-Scorlet
Genesis- No Son Of Mine
Genesis- No Son Mine
Genesis- No Son Of Mine Lenny Kravitz-Stand By My Richard Marx- Keep Coming Back RADIO NRW/Oberhausen Jeff van Gelder - Head Of Music

AD Eros Ramazzatti. Ancore Genesis- No Son Of Mine Katrina And The Waves- Tears Of Richard Marx- Keep Coming Back

RADIO DOWN-TOWN/Erlangen Markus Head Of Kavka - Head Of Music

Markus Head Of Kavka - Head Of Music A List: AD Alice Cooper- Love's A Loaded Bonfire- Rivers Of Glory David Hallyday- Ooh La Lo Fish- Internal Exile Joe Cocker- Night Calls Rembrandts- Save Me Richard Marx- Keep Coming Back TPau- Walk On Air Tom Petty-Into The Great

#### ITALY

RETE 105 NETWORK/Milan Alex Peroni - Head Of Music

Alex Peroni - Head B List:

B List:

AD Alison Limerick- Come Back
Pet Shop Boys- DJ Culture
U2- The Fly

RAI STEREOUNO/Ro KAI SIEREOUNO/Rome Elio Molinari - Prog Dir Power Play: Jovanotti- Muoviti Muoviti

Jovanotti- Muoviti Muovit Mariah Carey- Emotions Prince Cream Roxette The Big L U2- The Fly

U2- The Pry

A List:

AD Enrico Ruggeri- Peter Pan
Enzo Avitabile- lo Non
Jenny Morris- Break In
Nomadi- Gli Aironi Neri
Pet Shop Boys- DJ Culture
PM Dawn- Paper Doll
Data. Senza Respiro Raf- Senza Respiro
Richard Marx- Keep Coming Bock
Umberto Tozzi- Un Fiume

RADIO DIMENSIONE SUONO/Rome Carlo Mancini - Music Di Power Play:

ABC- Soy It

Garland Jeffries- Hail Hail

PM Dawn-Paper Doll
Richard Marx-Keep Coming Back

Adeva- It Should've Reer Dire Straits- Heavy Fuel
Terry Ronald- What The Child

RADIO PETER FLOWERS/Milan Marco Garavelli - Producer Power Play: AD Genesis- No Son Of Mine

A List: AD Jenny Morris- Break In U2. The Fly Ligabue Litfiba Noiseworks

RADIO BABBOLEO/Genog Lenny Rattona · Prog Dir Power Play: AD Army Of Lovers- Crucified

A List: AD Guns N' Roses- You Could Be RADIO VENARIA 1/Turin Paolo Head Of Lauri - Head Of Music Power Play: AD Celeste Johnson Look Inside

AD 3rd Bass- Pop Goes The Weasel AD 3rd Bass- Pop Goes The W
49'ers- Move Your Feet
L.L. CoolJ- Mama Soid
Prince- Gett Off
Prince- Cream
Sabrina Johnston- Peace
AL Dee Harvey
James Brown
Roberta Flack

DEEJAY NETWORK/Milan Dario Usuelli • DJ
Power Play:
AD Poison So Tell Me Why

A List:
AD Adamski & Polo-Never
Digital Underground-Kiss
M-People How Con I Love
AC Skat Kat-Skat Strut Richard Marx-Keep Coming Back Rossovivo Gira Intorno
Smallton Parade Watching Mary
Tina Turner Way Of The

U2- The Fly

RAI STEREO DUE/RO

RAI STEREO DUE/Rome Maurizio Riganti - Dir A List: Joe Cocker- Night Calls Martika- Love Thy Will Mariah Carey- Emotions Princ Coope

Prince- Cream Antonello Venditti- Benvenuti Ming- Il Corvo Paul Young- Don't Dream
Sergio Caputo- Ma Che Amico
Stadio- Siamo Tutti
Teresa De Sio- Song"E RADIO STAR/Vicenzo Maurizio Maressi - Prog Dir Power Play: AD Driza-Bone Catch The Fire

AD Driza-Bone-Catch The Fire
A List:
AD Adeva-It Should've Been
Azizi-Don't Say It's Over
Galliano-Jus' Reach
Henry Hayes-It's Not
Lisa Stansfield-Change
M-People-How Can't Love
AL Gerard Levert
Kenny Thomas
Taja Sevelle

RADIO CLUB 91/Naples Franco Russo Mory - Prog Dir A List:

A List:

AD Alice Cooper Love's A Loaded
Baby Animals Early Warning
Barry White- Put Me In
Brendan Croker. The Great
Enrico Rugger: Peter Pan
Joni Mitchell- Nathing Can
Kenny Thomas Best Of You
Michael Bolton: When A Mon
Robbie Robertson: What About
Tina Turner- Love Thing

#### HOLLAND

VERONICA/Hilversum Hans van der Veen - Prog Dir Power Play: Lisa Stansfield Change

A List: AD Genesis- No Son Of Mine Enya- Carribean Blue FPI Project- Everybody All Over Incognito- Crazy For You

NOS/Hilversum Tom Blomberg - DJ/Producer Power Play: Robbie Valentine Over And

A List:
AD A-Ha- Move To Memphis Genesis- No Son Of Mine
Herman Van Veen- De Clowns
INXS- Shining Star INXS-Shining Star Kinderen Voor Kinderen-Wakker Mike & The Mechanics-Stop Stade-Radio Wall U2- The Fly

AL Margriet Eshuijs

AVRO/Hilversum
Jan Steenman - Head Of Music
Power Play:
AD Fish Hospital- Mister
Queen- The Show Must Go

TROS RADIO 3/Hilversum Ferry Maat - Head Of Music

Power Play: AD Robbie Valentine- Over And AD Eros Ramazzatti- Ancoro

Eros Ramazzotti- Ancoro Extreme- Hole Hearted Gloria Estefan- Live For Loving Level 42: Overtime Margriet Eshuijs - Toke It Out Oleta Adams- Don't Let The Sun Queen- The Show Must Go R.E.M. - The One I Love Rene Shuman- Love You've Tony Scott- Gimme Some Tony Christie- Amarillo U2: The Fly

**KRO/Hilversum** Paul Van Der Lugt · Head Of Music

A List:
AD Billy Falcon-Power Windows
Cathy Dennis- Too Many Walls
Esther Teule-Incredibly
Fish Hospital-Mister
INXS- Shining Star

NCRV/Hilversum Jaap de Groot - Producer Power Play: AD Gloria Estefan- Live For Loving

HIT RADIO/Bussum Koen Van Tijn - Music Dir Power Play: Army Of Lovers- Crucified Lisa Stansfield-Change

B List:
AD Adeva- It Should've Been Bryan Adams- Can't Stop Mantronix- Flower Child T99- Nocturnes Tina Turner-Nutbush City Limits
Tony Scott-Gimme Some

POWER FM/Amsterdam
Peter MD Belt - MD
Power Play:
Color Me Badd-I Adore
Crystal Waters- Mokin' Hoppy
Garland Jeffries- Hoil Hoil
Nomad- Something Special
Prince-Cream
Rozalla- Everybody's Free
AD Adeva: It Should've Been
Extreme. Hole Hearted
Kenny Thomas- Best Of You
U2. The Fly
B List:

AD Omar-Don't Mean A Thing Queen- The Show Must Go S.O.S. Band- Sometimes I Wonder



VARA/Hilversum Rolf Kroes • Head Of Music Power Play: AD Lick The Tins- Con't Help

SKY RADIO/Bussum

SKY RADIO/Bussum
Tom Lathouwers - Operations Mgr
Power Play:
Bryan Adams-Everything | Do
Color Me Badd- | Adore
Simply Red-Something Got Me A List: AD Janis Ian- At Seventeen Mecano- Tu

#### BELGIUM

**BRT STUDIO BRUSSELS/Brussels** A List: AD Betty Goes Green Fooled

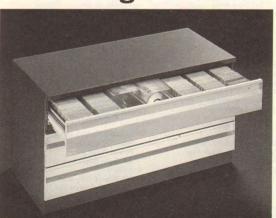
Dinky Toys One More Try Eg & Alice Indian Eton Crop- Hey Hey Extreme- Hale Hear Julian Joseph-The Other Side Level 42: Overtime
Nena-99 Luftballons
Nirvana: Smells Like
Siouxie & The Banshees-Shadowfime
Soul Family Sensation-Perfect
Tommyknockers-Valley
Garland Jeffries
Joe Cocker
John Mellencamp
Wolf Banes

RADIO CONTACT N/Brussels Danny de Bruin - Prog Dir B List:

B List:

AD 2 Unlimited Get Ready 4 This
Bellinda Carlisle Live Your Life
Eros Ramazzotth Ancoro
Fiordaliso I Love You
Genesis- No Son Of Mine
LaToya Jackson- Sexbox
Machiavel- Rope Dancer LaTeya Jackson- Sexbox Machiavel- Rope Doncer Mamar Jasje- Zo Ver Weg Mathlias Reim- Ich Hob' Mich Mieke- Breng Me Terug Oleta Adams- Don't Let The Sun Stephan Eicher- Dejeuner En Tam Pethy- Inlo The Great Tony Cabana- Alles Wot

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RADIO EXPRES/Antwerp
Marc Dhollander - Head Of Music A list

A List:
AD Paul Severs- Zeg 'Ns
B List:
AD Enya- Carribean Blue
Eros Ramazzotti- Ancora
Gibson Brothers- Let's All Dance
Lisa Stansfield- Chonge
Luc Steeno- Waarom Voel Ik
Paula Abdul- The Promise Of: A Sam Gooris- Zij Is Zo Tony Christie- Amarillo

RADIO ROYAAL/Hamont-Achel Tom Holland - Prog Dir Power Play: AD Julee Cruise Falling

A List:
AD Belinda Carlisle- Live Your Life
Extreme Hole Hearted
Gordon- Kon Ik Maar LaToya Jackson-Sexbox Queen- The Show Must Go R.E.M.- The One I Love

BRT RADIO 2-EAST FLANDERS/Ghent A List:

Color Me Badd, I Adore Fortuna- O Fortuna Incognito- Crazy For You Luc Steeno- Waarom Voel Ik Nomad- Something Special Salt-N-Pepa- Let's Tolk About

BRT RADIO 2-WEST FLANDERS/Kort rijk Peter de Groot - Head Of Music Power Play: AD Garland Jeffries Hail Hail AL Red Hot Chili Peppers

Philippe Jauniaux - Music Dir A List: AD Army Of

ist: Army Of Lovers- Crucified Color Me Badd- I Adore Fortuna- O Fortuna Guns N' Roses- Don't Cry Roxette- The Big L Tina Turner

#### SPAIN

RADIO MADRID/SER Rafael Revert - Music Mar. A List:

ist:
Bros-Try
Los Enemigos- La Cuenta Atras
Richard Marx- Keep Comming
Presuntos Implicados- Como Hemos
Pet Shop Boys- Dj Culture
Billy Bragg- Sexuality
Amistades Peligrosas- Estoy Por Azucar Moreno- Como Te Quiero Crystal Waters- Mokin' Hoppy MC Skat Cat- Skat Strut

TOP 97.2/Madrid ul Marchant - Music Mgr

List:

Albania- Como Lo Ves
Eros Ramazzotti- La Vido
Joe Cocker- Night Calls
Modestia Aparte- Piel Y Arena
Pet Shop Boys- DJ Culture

CANAL SUR RADIO/Seville

RANAL SUK RADIO/Seville
Paco Sanchez - Music Mgr
Power Play:
AD Cheap Trick-Magical Mystery
Gerard Levert-Privote Lang
John Mellencamp: Get A Leg Up
Primal Scream-Movin' On
Smokey Robinson- Double Good
A List:

El Golpe-Nos Quedo Lo Noche Genesis-No Son Of Mine Joe Cocker-Night Calls

RADIO 16/Madrid Carlos Honorato - Prog Dir

A List: AD Celtas Cortos El Ritmo Del Joe Cocker- Night Calls Lenny Kravitz- Stand By My Lisa Stansfield- Change

#### SWEDEN

SAF RADIO CITY/Stockholm Niklas Ehring - Head Of Music Power Play: Small Talk- Falling 4 U

AD Beatmasters Boulevard Beatmasters- Boulevard Bikinis- Baby Boy Da Yeene- Alright Gloria Estefan- Live For Loving Kim Appleby- If You Cared Pet Shop Boys- DJ Culture PM Dawn- Paper Doll Richard Marx- Keep Coming Back Slade- Radio Wall Van Morrison- Why Must I

CITY 103/Gothenburg Lars Bodin. - Music Dir Power Play: AD Moodswings- State Of

AD Arthur Baker- Leave The Guns Cheap Trick- Magical Mystery
Color Me Badd- I Adore
Genesis- No Son Of Mine

Kenny Thomas- Best Of You Michael Bolton- When A Man PM Dawn- Paper Doll Richard Marx: Keep Coming Back Roxette- The Sweet Hello Time Gallery- Like Summer Rain Tommy Ekman- Om Sanningen Belinda Carlisle

HIT FM/Stockholm Johan B. Bring - Prog Dir

A List:

AD Bikinis- Baby Boy
Holly Johnson- People Want To
Kim Appleby- If You Cared
Maxi Priest- Just A Little

Ab Shop Boys- DJ Culture

Keep Coming By Pet Shop Boys- DJ Culture Richard Marx- Keep Coming Back Tommy Ekman- Om Sanningen Webstrarna- Jag Borde Gått

RADIO VSD/Gothenburg Bosse Hansson - Prog Dir AD Lisa Stansfield-Change

Sabrina Johnston-Peace Utah Saints- What Can You Do

CLUB FM/Gathenburg Klas Anding - Prog Dir Power Play: AD DJH- Move Your Love AD JJH- Move Your Love
A List:
AD Bogus Order- Return Of
Cherno- Hole In The Bucket
Dread Flimstone- From The Ghetto
Duke- Dog Catcher
Z-Formation- Brutal

RIKSRADIO P3/KLANG & CO./Stock L.G. Nilsson - Producer A List:
AD Charlie Peacock In The Light
Edin-Adahl Reser Till
AL Pontus & Amerik.

P3/TRACKSUSTAN/Stockholm Kaj Kindvall - Producer A List: AD Anders Glenmark. Crash

st: Anders Glenmark- Greyhound Bus Kylie Minogue- Word Is Out Paul Young- Don't Dream Prince- Cream

RADIO GOTEBORG/Gothenburg Leif Wivatt - Head Of Music A List:

A List:

AD Amy Grant-That's What Love Is
Bonnie Raith-Something To Talk
Erasure-Love To Hate You
John Mellencamp Get A Leg Up
Zoe-Sunshine On A Rainy
Zucchero-Wonderful World

All Mars Cohe AL Marc Cohn

Texas Tornados RADIO MALMOHUS/Malmo Olle Nilsson - Head Of Music

Olle Nilsson - 1900-A List: AD Aske Jocoby- What In The Crowded House- Fall At Your Genesis- No Son Of Mine Johnny Winter- Blue Mood Marc Collie- Born & Raised Pontus & Amerik. Godmorgon

RADIO RYD/Linkoping Peter Barkland - Head Of Music Power Play: AD Kate Yanai Bacardi Feeling

A List

AD Biktnis Baby Boy
Eva Dahlgren Vem Tänder
Perssons Pack: Tusen Dagar
Sait-N-Pepa- Let's Talk About
Texas- Why Believe In You
AL Dylans

RADIO HUDDIN GE/Stockh Robert Sehlberg - Prog Dir Power Play: AD Genesis- Na Son Of Mine Richard Marx- Keep Coming Back A List:

AD Kate Yanai- Bocordi Feeling Al. Ting Turner

#### NORWAY

PADIO OSLO/Oslo S.E. Sutterud - Prog Dir

A List:

AD A-Ha- Move To Memphis

Army Of Lovers- Obsession

Marc Almond- Jacky

Texas- Why Believe In You

RADIO 102/Haugesund Egil Houeland - Head Of Music A List:

AD A-Ha- Move To Memphis A-Har Move Io Memphis Enya- Carribean Blue Extreme- Hole Hearted Joe Cocker- Night Calls Karoline Krüger- En Gong I Lisa Stansfield- Change Silje- What is Bobby Warren Zevon

RADIO NORD/Harstad Tom Berg - Head Of Music

AL List:
AD Åge Alexandersen- Åkkurat
Genesis- No Son Of Mine
Gladys Knight- Superwoman

Marc Chestnut- Your Love Toni Childs- House Of Hope

RAINBOW RADIO/Oslo Tee Flaaten · MD/Prog Dir A List:

ist:
3rd Bass- 3rd Bass Theme
Adeva- It Should've Been
Cookie Crew- Secrets Of
Holy Noise/GIP- JB Is Still
Incognito- Always There

NRK-REPORT 1/Oslo Vidar Lonn-Ameson - Producer

A List:
AD Marky Mark- Good Vibrations
Robbie Nevil- Just Like You B List:

AD Color Me Badd- | Adore Julian Lennon- Saltwate
PM Dawn- Set Adrift

STUDENTRADIOEN/Tromso Rune Hagen - Head Of Music A List: AD A-Ha- Move To Memphis

Enya- Carribean Blue Genesis- No Son Of Mine Teencats- Brand New Cadillac

RADIO GRENLAND/Skien Anders Tvegaard - Music Dir

A List: AD A-Ha Move To Memphis A-Ha: Move To Memphis
Black Box: Open Your Eyes
Falsk/Mathiesen: Raparing
Genesis: No Son Of Mine
Glass Tiger: My Town
Glenn Frey: Part Of Me Part
Monty Python: Always Look
Queen Latifath: Fly Girl
Strap Dall: Sarry. Stage Dolls- Sorry U2- The Fly

#### DENMARK

THE VOICE/Copenhagen
Lars Kjær - Prog Dir
A List:
AD Army Of Lovers- Crucified
Genesis- No Son Of Mine
Lisa Stansfield- Change
Rhythm Syndicate- Hey Donna
Roberta Flack- Set The Night

RADIO VIBORG/Vibarg
Poul Foged - Head Of Music A List:

AD Aske Jocoby-Let's Stay Bonnie Tyler- Bitterblue Cliff Richard- Scarlet Cliff Richard-Scarlet
Everything But The Girl-Friends
Gnags-Er Vi | Live
Karl Keaton-Remember Kaya-Maxi Priest Just A Little
Niagara- Lo Vie Est Peut Etre
Oleta Adams- Don't Let The Sun
Richard Marx. Keep Coming Back TV 2- Alt Hvad Du

AD Eros Ramazzotti- Ancoro Katrina And The Waves- Teors Of Mike & The Mechanics- Stop Silje- What Is Bobby

ARHUS NAERRADIO/Ârñus
Jesper Schousen - Head Of Music
A List:
AD Bonnie Tyler-Bitterblue
Cliff Richard-Scorlet
Dr. Baker-Turn Up The Music
Everything But The Girl-Friends
Genesis-No Son Of Mine
Jesus Loves You-After The Love
Krycz-Sweet

Kaya- Sweet TV 2- Alt Hvod Du

UPTOWN FM/Copenhagen
Niels Pedersen - Head Of Music
A List:
AD Color Me Badd- I Adore
Gloria Estefan- Live For Loving
Lenny Kravitz- Stand By My
R List:

B List:
AD Army Of Lovers- Crucified
Adams Don't Let The Oleta Adams- Don't Let The Sun Pet Shop Boys- DJ Culture Richard Marx- Keep Coming Back Robbie Robertson- Whot About TV 2, Ab Land Do. TV 2- Alt Hvad Du

RADIO ABC/Randers

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog Contr
A List:
AD Bonnie Tyler- Bitterblue
Cliff Richard- Scarlet
Genesis- No Son Of Mine Kenny Thomas- Best Of You TV 2- Alt Hvad Du

AD Army Of Lovers- Obsession Ceybil Jefferies- Open Your Heart Gnags- Er Villian Gnags- Er Vi I Live
Monty Python- Always Look
Niagara- La Vie Est Peut Etre

DANMARKS RADIO/Copenhagen Leif Wivelsted - Head Of Programn

A List:
Bryan Adams- Everything I Do
Bryan Adams- Con't Stop
Guns N' Roses- You Could Be
Heavy D & The Boyz- Now That
AD Cut'N' Move- Spread Love

RADIO HORSENS/Horsens

RADIO HORSENS/Horsens
Jan Boogaloo - Head Of Music
Power Play:
Ankie Bagger- Fire And Roin
Color Me Badd- I Adore
Cut 'N' Move- Spread Love
Deacon Blue- Twist And Shout
Gnags- Grön Mond
A List:

Lars Höjbye- Krumme's Sang Marky Mark- Good Vibration

RADIO SYDKYSTEN/Copenhagen Peter Hald - Head Of Music

A List: AD Oleta Adams Don't Let The Sun Rembrandts- Save Me Rhythm Syndicate- Hey Donna Stevie Wonder- Fun Day

RADIO HOLBAFCK/Holbaeck Stig Nielsen - Prog Dir Power Play: AD Kenny Thomas- Best Of You

A List: AD Enya-Carribean Blue Erasure Love To Hote You
Genesis- No Son Of Mine
Midge Ure Cold Cold Heart
Rhythm Syndicate- Hey Donna
AL Joe Cocker

#### **FINLAND**

RADIO 100+/Tampere

Pentit Teravainen - Music Dir A List: AD Belinda Carlisle- Do You Feel Whitney Houston-I Belong Lisa Stansfield- Change Bryan Adams- Can't Stop This Erasure- Love To Hate You

DISCOPRESS/Tampere Tuija Lindell - Co-Ord A List:

A List:
Bryan Adams- Everything I Do
De La Soul- Ring Ring Ring
Dr. Alban- No Coke
Heavy D & The Boyz- Now That
AD Scorpions- Wind Of Change

#### AUSTRIA

ANTENNE AUSTRIA/Vienna Mario Weitzl - Head Of Music A List: AD Matthias Reim-Ich Hab' Mich

B List: AD Boris Bukowski- lch Bin Cher-Save Up All Your
David Hasselhoff- Gypsy Girl
E.A.V.-Jambo
Gloria Estefan-Live For Loving

CD INTERNATIONAL/Vienna Peter Lossack - Head Of Music Power Plays. Salt-N-Pepa- Let's Tolk About

B List: AD DNA- Rebel Woman E.A.V.- Jambo Fiordaliso- I Love You Jesus Loves You- Generations Mica Paris- Young Soul Rebels Shakespear's Sister- Goodbye

#### **SWITZERLAND**

RADIO BASILISK/Basel Nick Schulz - Co-Ord A List:

AD PM Dawn- Set Adrift R.E.M.- Losing My Rel R.E.M. Losing My Religion
Whitney Houston I Belong To You

ist:

Bea Sampson: Night & Day
Betty Legler: Scarlet
Chesney Hawkes: Secrets
Phil Carmen: Borderline
Zucchero: Wonderful World

RADIO FOERDERBAND/Bern Res Hassenstein - Di/Producet Power Play: AD Garth Brooks- The Thunder

AD Chesney Hawkes Secrets James Taylor-Copperline Little Feat-Things Mariah Carey-Emotions Mini Jakobsen-Ae Laengte

RADIO AKTUELL/St. Gallen Richard Fischbacher - Head Of Music A List:

AD Beats International The Sun Bonnie Tyler-Bitterblue Bonnie Tyler-Bitherblue Clouseau-Close Encounters Joe Cocker-Night Colls Lisa Lisa-Where Omar-There's Nothing Like Paul Young-Don't Dream Tina Turner-Nutbush City Limits

B List: AD Army Of Lovers- Obsession Electronic- Feel Every Beat Fishbone- Everyday Sunshine Karyn White- Romantic Van Morrison- Why Must I

Christoph Alispach - Music Co-Ord A List: AD Chain Of Command-Sometimes

Chris Whitley- Big Sky AL B.B. King Texas Tornados Timbuk 3

COULEUR 3/Lausanne Thierry Catherine - Head Of Music Power Play: Chapterhouse-Mesmerise WIR- So And Slow

Alain Bashung Osez
Candy Skins Never Will
Electronic Second To None
House Of Love The Girl John Mellencamp Lost Chance Marc Almond The Days Ocean Blue I've Sung St. Etienne Only Love Can Urban Dance Squad: For The

RETE 3/Lugano Giorgio Passera - Head Of Music Giorgio Passe Power Play: Prince- Cream Simply Red-Thrill Me

A List:
AD Billy Bragg- Cindy Of A
Dire Straits- When It Comes
U2- The Fly

B List:

AD Anthrax: Bring The Noise
B.B. King-Roll Roll Roll
Burning Spear- Jah Kingdom
Candy Skins- So Eosy
Everything But The Girl- Twin
Joe Cocker- Love Is
Leandro Barisotti- Mal Di
Prodigal Sons- On The
Rams- Little Foxes
Robbie Robertson- Go Bock
Rosario Di Bella- Figlio
Shakespear's Sister- Goodbye
Wailers- Could You

RSR IA PREMIERE/Genevo Catherine Colombara - Producer
Al. Guns N' Roses
Jean-Louis Murat
Michel Delpech

#### **YUGOSLAVIA**

STUDIO D/Novo Mesto Rasto Bozic - Dj/Produce

Dire Straits- Calling Elvis Extreme-Hole Hearted
Gloria Estefan-Live For Loving Gloria Estetan- Live For Lovi Huey Lewis- II Hii Me Mylene Farmer- Je T'Aime Paula Abdul- The Promise C Stevie Wonder- Iun Day Zucchero- Wonderful World Chris Isaak Blue Spanish Marc Nelson- I Want You

#### GREECE

POP 92.4 FM/Athens Isaac "Easy" Coutiyel - Prog Dir A List:

A List:
AD Audin & Diego Modena-Ocarina
Cher-Save Up All Your
Gipsy Kings-Oy
Heart-You're The Voice
Kenny Thomas-Thinking About
Las Manolos- All My Loving
R.E.M.-First We Take
Roxette-Spending My Time
Salt-N-Pepa- Let's Tolk About
Tina Turner- Love Thing
B List:

AD Bryan Adams- Can't Stop Cathy Dennis- Too Many Walls Desmond Child- You're The Farm-Groovy Train
Michael W. Smith-For Yo
Naughty By Nature- O.F
Yasmine Guy-Just Want

ANTENNA 97.1 FM STEREO/Athens Elias Xinopoulos - Prog Dir

Elias Xinopoulos - Prog Dir A List: AD 2 Unlimited: Get Ready 4 This Kenny Thomas-Best Of You Marc Cohn: Walking In Memphis Pet Shop Boys-DJ Culture Voice Of The Beehive I Think

STAR FM STEREO/Thessaloniki Vassilis Turonis - Prog Dir

st: Luciano Pavarotti- Caruso Pet Shop Boys- DJ Culture Richard Marx- Keep Coming Back

#### POLAND

POLSKIE RADIO 3/Warsaw Marek Niedzwiecki - Producer Power Play: AD Sniff N' The Tears- Driver's Seat

A List:

AD Amy Grant: That's What Love Is
Electronic: Feel Every Beat
Everything But The Girl- Friends
Michael Bothon: When A Man
Michael W. Smith: For You
Oleta Adams: Don't Let The Sun
Procol Harum: The Truth Won't

RADIO RMF/Krakow Piotr Metz - Head Of Music Power Play: Kirsty MacColl- All I Ever Wanted

AD John O'Kane Dance Goes On Simple Minds-Real Life B list:

B List:
AD John Mellencamp- Get A leg Up
Mock Turtles- Strings & Flowers
Ozzy Osbourne- No More Tears
Robbie Robertson- What About
Sweetmouth- Fear Is The Enemy Of Love
Tina Turner- Love Thing
U2- The Fly
Van Morrison- Why Must I

RADIO ZET/Warsaw Darek Andrzejewski - Head Of Music

Power Play: Simply Red- Something Got Me

AD R.E.M.- Radio Song U2- The Fly

U2- The Try
B List:
AD Cher- Save Up All Your
Chlopcy Z Placu Bront- Kocham Cie
Elvis Costello- So Like Candy
Queen- The Show Must Go

#### **EUROPE**

VOICE OF AMERICA/Europe B List: AD Nia Peebles- Street Paula Abdul- Blowing In The



MTV EUROPE/London

Brian Diamond - Prog Dir Heavy Rotation Bryan Adams - Can't Stop PM Dawn - Set Adriff Prince-Cream Roxette- The Big I
Sah-N-Pepa- Let's Talk About
Simply Red- Something Got Me
U2- The Fly
Active Rotation

Army Of Lovers- Crucified Cher. Save Up All Your
DJ Jazzy Jeff. Summertime
John Lee Hooker feat. Robert John Lee Hooker feat. Rober Cray. Mr. Lucky Marky Mark- Good Vibrations Mariah Carey- Emotions OMD- Pandora's Box Paul Young- Don't Dream Scorpions- Send Me An Angel Tina Turner- Nutbush City Limits Law Bettis, Lieu The Great

Tom Petty- Into The Great Bury Rin Fishbane- Everyday Sunshine Latin Alliance- Low Rider R.E.M.- Radio Song Sounds Of Blackness- Pressure Ziggy Marley- Good Time dium Rotation

Bryan Adams. Everything I Do Dire Straits-Calling Elvis Guns N' Roses-You Could Be Heavy D & The Boyz- Now Th Metallica-Einer Sandman Prince-Gett Off

Break Out Cult- Wild Hearted San Alice Cooper-Love's A Loaded Belinda Carlisle-Live Your Life Clouseau- Close Encounters
Commitments- Try A Little
Crowded House- Fall At Your Crowded House- Fall At Y Erasure- Love To Hate You Glass Tiger- My Town Guns N' Roses- Don't Cry Joe Cocker- Night Calls Julian Lennon Salwater Lisa Stansfield- Change Martika- Love Thy Will Nirvana- Smells Like Nirvana- Smells Like
Ozzy Osbourne- No More Tears
Public Enemy- Con't Truss II
Red Hor Chili Peppers- Give
Robbie Robertson- What About
Stephan Eicher- Dejeuner En
Ten Sharp- You
Texas- Why Believe In You
mee Break Out
Fiordaliso- I Love You
Kim Appleby- If You Cared
Marc Almond- Jacky
MC Skart Kat- Skat Strut
Right Said Fred- I'm Too Sexy
Rozalla- Everybody's Free

MUSIC & MEDIA NOVEMBER 2



# TOP 10 SALES IN EUROPE



#### **UNITED KINGDOM**

Sin	gles	
1	Kiri Te Kanawa - World In Union	(Sony Music)
2	Monty Python - Always Look On:	(Virgin)
3	Bryan Adams - I Do It For You	(A&M)
4	Scorpions - Wind Of Change	(Phonogram)
5	2 Unlimited - Get Ready For This	(PWL)
6	Julian Lennon - Saltwater	(Virgin)
7	Oceanic - Insanity (Dead	Deod Good)
8	Lisa Stansfield - Change	(BMG)
9	Kenny Thomas - Best Of You	*(Cooltempo)
10	Dannii Minogue - Baby Love	(MCA)
Alt	pums	
1	Simply Red - Stars	(EastWest)
2	Ting Turner - Simply The Best	(Capitol)

	- anni (mineget bas) 2576		1
Alb	ums		
1	Simply Red - Stars	(E	astWest
2	Tina Turner - Simply The Best	1	Capitol
3	Erasure - Chorus		Mute
4	Bryan Adams - Waking Up The Neighl	oours	(A&M
5	Kenny Thomas - Voices	(Co	oltempo
6	Dire Straits - On Every Street		nogram
7	Paul Young - From Time To Time	C	olumbia
8	Prince/The N.P.G Diamonds And Pearls	(War	ner Music
9	Daryl Hall/John Oates - Looking	Back	(BMG
10	R.E.M The Best Of R.E.M.		(I.R.S.

#### SPAIN

	0
Sin	gles
1	Chimo Bayo - Asi Me Gusta (Area)
	Rozalla - Everybody's Free (Blanco Y Negro)
3	Antico - We Need Freedom (Max)
4	Bryan Adams - I Do It For You (PolyGram)
5	PM Dawn - Set Adrift On Memory Bliss (BMG)
6	Guns N' Roses - You Could Be Mine (RCA)
7	Heavy D/Boyz - Now That We Found Love (RCA)
8	T99 - Anasthasia (Blanco Y Negro)
9	Prince/The N.P.G Cream (Warner Music)
10	KLF - Last Train To Trancentral (Blanco Y Negro)
All	pums

10	TELE - LOSI TIGITI TO HONCETTION (DIGIT	. 1409.01
Alb	oums	
1	Dire Straits - On Every Street	(PolyGram)
2	Mecano - Aidalai	(Ariola)
3	Guns N' Roses - Use Your Illusion I	(RCA)
4	R.E.M Out Of Time (W	arner Music)
5	Guns N' Roses - Use Your Illusion II	(RCA)
6	Bryan Adams - Waking Up The Neighbou	rs (PolyGram)
7	Jose Luis Perales - America	(Sony Music)
8	Barricada - Por Instinto	(PolyGram)
9	Prince/The N.P.G Diamonds And Pearls	(Warner Music)
10	J.L.Guerra & 4.40 - Bachata Rosa	(RCA)

#### DENMARK

Singles				
1 Bryan Adams - I Do It For You (PolyGram)				
2 Cut'N'Move - Spread Love (Medley)				
3 Sebastian Ronja (PolyGram)				
4 Gnags - Lygtemandens Sang/Blåbærbob (Genlyd)				
5 Marky Mark/Funky Bunch/L.Holloway - Good Vibrations (Warner Music)				
6 Status Quo - Can't Give You More (PolyGram)				
7 Heavy D/Boyz - Now That We Found Love (BMG)				
8 PM Dawn - Set Adrift On Memory Bliss (BMG)				
9 Lis Sørensen - Verden Er I Farver (BMG)				
10 Erasure - Love To Hate You (Sonet)				
Albums				
1 Bryan Adams - Woking Up The Neighbours (PolyGram)				
1 Bryan Adams - Woking Up The Neighbours (PolyGram) 2 Lis Sørensen - Vis Dit Ansicht (BMG)				
2 Lis Sørensen - Vis Dit Ansicht (BMG) 3 Ting Turner - Simply The Best (EM)				
2 Lis Sørensen - Vis Dit Ansicht 3 Tina Turner - Simply The Best 4 Gnags - Lygtemandens Sang (Genlyd)				
2 Lis Sørensen - Vis Dit Ansicht         (BMG)           3 Tina Turner - Simply The Best         (EMI)           4 Gnags - Lygtemandens Sang         (Genlyd)           5 Dire Straits - On Every Street         (PolyGram)				
2 Lis Sørensen - Vis Dit Ansicht 3 Tina Turner - Simply The Best 4 Gnags - Lygtemandens Sang 5 Dire Straits - On Every Street 6 D.A.D Riskin' It All [Medley]				
2         Lis Sørensen - Vis Dit Ansicht         (BMG)           3         Tina Turner - Simply The Best         (EMI)           4         Gnags - Lygtemandens Sang         (Seenlyd)           5         Dire Straits - On Every Street         (PolyGram)           6         D.A.D Riskin' It All         (Medley)           7         Joe Cocker - Night Calls         (EMI)				
2         Lis Sørensen - Vis Dit Ånsicht         (BMG)           3         Tina Turner - Simply The Best         (EMI)           4         Gnags - Lygtemandens Sang         (Genlyd)           5         Dire Straits - On Every Street         (PolyGram)           6         D.A.D Riskin' It All         (Medley)           7         Joe Cocker - Night Calls         (EMI)           8         Prince/The N.P.G Diamonds And Pearls         (Warner Music)				
2         Lis Sørensen - Vis Dit Ånsicht         (BMG)           3         Tina Turner - Simply The Best         (EMI)           4         Gnags - Lygtemandens Sang         (Genlyd)           5         Dire Straits - On Every Street         (PolyGram)           6         D.A.D Riskin' It All         (Medley)           7         Joe Cocker - Night Calls         (EMI)           8         Prince/The N.P.G Diamonds And Pearls         (Warner Music)				

#### SWITTERI AND

	SAAIITEKTAIAD
Sin	ngles
1	Bryan Adams - I Do It For You (PolyGram)
2	Kate Yanai - Bacardi Feeling (Warner Music)
3	Prince/The N.P.G Gett Off (Warner Music)
4	Shamen - Move Any Mountain (One Little Indian)
5	Heavy D/Boyz - Now That We Found Love (BMG)
6	Guns N' Roses - Don't Cry (BMG)
7	Guns N' Roses - You Could Be Mine (BMG)
8	Extreme - More Than Words (PalyGram)
9	Dire Straits - Calling Elvis (PolyGram)
10	Scorpions - Wind Of Change (PolyGram)
All	ou <b>m</b> s
1	Bryan Adams - Woking Un The Neighbours (PolyGram)

10	Scorpions - Wind Of Change	(PolyGram
Alb	oums	
1	Bryan Adams - Waking Up The Nei	ghbours (PolyGram
2	Dire Straits - On Every Street	(PolyGram
3	Prince/The N.P.G Diamonds And Pe	
4	Guns N' Roses - Use Your Illus	
5	Guns N' Roses - Use Your Illus	ion I (BMC
6	Simply Red - Stars	(Warner Music
7	Joe Cocker - Night Calls	(EM
8	R.E.M Out Of Time	(Warner Music
	Gipsy Kings - Este Mundo	(Sony Music
10	John Lee Hooker - Mr. Lucky	(BMC

#### GERMANY

Singles
Bryan Adams - I Do It For You (Polydor
2 Kate Yanai - Bacardi Feeling (WEA
3 PM Dawn - Set Adrift On Memory Bliss (Ariola
4 Salt-N-Pepa - Let's Talk About Sex [Metronome
5 D.Krebs/Gundula - Ich Bin Der Martin, Ne (Ariola
6 M.Reim - Ich Hab' Mich Sa Auf Dich Gefreut (Polydar
7 Scorpions - Send Me An Angel (Phonogram
8 Marky Mark/Funky Bunch/L.Holloway · Good Vibrations (WEA
9 Heavy D/Boyz - Now That We Found Love (Ariola
10 H.Kerkeling - Das Ganze Leben 1st Ein Quiz (Ariola
Albums
1 Bryan Adams - Waking Up The Neighbaurs (Polydor
2 Dire Straits - On Every Street (Phonogram
3 Simply Red - Stars (WEA
4 Guns N' Roses - Use Your Illusion II (MCA
5 Matthias Reim - Reim 2 (Polydor
6 Tina Turner - Simply The Best (EMI
7 Guns N' Roses - Use Your Illusion I (MCA
8 Prince/The N.P.G Diamonds And Pearls (WEA
9 Scorpions - Crazy World (Phonogram
10 Peter Maffay - 38317 (Teldec

#### HOLLAND

Singles
1 LA Style - James Brown Is Dead (Indisc)
2 Bryan Adams - I Do It For You (Polydor)
3 Salt-N-Pepa - Let's Talk About Sex (Phonogram)
4 Prince/The N.P.G Cream (Warner Music)
5 Simply Red - Something Got Me Started (Warner Music)
6 <b>Bryan Adams</b> - Can't Stop This. (Polydor) 7 <b>Army Of Lovers</b> - Crucified (Dureco) 8 <b>Rozalla</b> - Everybody's Free (Indisc)
7 Army Of Lovers - Crucified (Dureco)
8 Rozalla - Everybody's Free (Indisc)
9 P.M. Dawn - Set Adrift On Memory Bliss (Ariola)
10 Marky Mark/Funky Bunch/L.Holloway - Good Vibrations (Warner Music)
Albums
1 Ding Charles On Every Charles (Dhanagram)
Dire Straits - On Every Street (Phonogram)
2 Bryan Adams - Waking Up The Neighbaurs (Polydor)
Bryan Adams - Waking Up The Neighbaurs (Polydor)     Paul Young - From Time To Time (Sony Music)
2 Bryan Adams - Waking Úp The Neighbaurs (Polydor) 3 Paul Young - From Time To Time (Sony Music) 4 Guns N' Roses - Use Your Illusion II (RCA) 5 Prince/The N.P.G Diamonds And Pearls (Warner Music) 6 Tina Turner - Simply The Best (EMI Bovema)
2 Bryan Adams - Waking Úp The Neighbaurs (Polydor) 3 Paul Young - From Time To Time (Sony Music) 4 Guns N' Roses - Use Your Illusion II (RCA) 5 Prince/The N.P.G Diamonds And Pearls (Warner Music) 6 Tina Turner - Simply The Best (EMI Bovema)
2 Bryan Adams - Waking Úp The Neighbaurs (Polydor) 3 Paul Young - From Time To Time (Sony Music) 4 Guns N' Roses - Use Your Illusion II (RCA) 5 Prince/The N.P.G Diamonds And Pearls (Warner Music) 6 Tina Turner - Simply The Best (EMI Bovema)
2 Bryan Adams - Waking Up The Neighbaurs (Polydor) 3 Paul Young - From Time To Time (Sony Music) 4 Guns N' Roses - Use Your Illusion II (RCA) 5 Prince/The N.P.G Diamonds And Pearls (Warner Music) 6 Tina Turner - Simply The Best (EMI Bovema) 7 Mariah Carey - Emotions (Sony Music) 8 Simply Red - Stars (Warner Music) 9 Guns N' Roses - Use Your Illusion I (RCA)
2 Bryan Adams - Waking Úp The Neighbaurs (Polydor) 3 Paul Young - From Time To Time (Sony Music) 4 Guns N' Roses - Use Your Illusion II (RCA) 5 Prince/The N.P.G Diamonds And Pearls (Warner Music) 6 Tina Turner - Simply The Best (EMI Bovema) 7 Mariah Carey - Emotions (Sony Music) 8 Simply Red - Stars (Warner Music)

#### NORWAY

ITOMINAI	
Singles	
1 Bryan Adams - I Do It For You (PolyGra	m
2 Guns N' Roses - Don't Cry (BM	G
3 Prince/The N.P.G Cream (Warner Mus	ic
4 Stage Dolls - Love Don't Bother Me (PolyGra	m
5 Right Said Fred - I'm Too Sexy (BM	G
6 Marky Mark/Funky Bunch/L.Hollaway - Good Vibrations (Warner M	USK
7 Paul Young - Don't Dreom It's Over (Sony Mu:	ic
8 Salt-N-Pepa - Let's Talk About Sex (BM	G
9 A-Ha - Move To Memphis (Warner Mus	ic
10 Extreme - More Than Words (PolyGra	m
Albums	
1 Dance With A Stranger - Atmosphere (Nor	sk
2 Bryan Adams - Waking Up The Neighbours (PolyGre	ımı
3 Dire Straits - On Every Street [PolyGra	m

All	bums
1	Dance With A Stranger - Almosphere (Norsk
2	Bryan Adams - Waking Up The Neighbours (PolyGram
3	Dire Straits - On Every Street (PolyGram
4	Guns N' Roses - Use Your Illusion II (BMG
5	Prince/The N.P.G Diamonds And Pearls (Warner Music
6	Guns N' Roses - Use Your Illusion   (BMG
7	Paul Young - From Time To Time (Sony Music
8	Tina Turner - Simply The Best (EM
9	Robbie Robertson - Storyville (BMG
10	Anne G.Preus - Og Høsten Kommer Tidsnok (NA

#### **AUSTRIA** Singles 1 Bryan Adams - I Do It For You (PolyGram)

2 David Hasselhoff - Do The Limbo Dance (BMG)
3 Kate Yanai - Bacardi Feeling (Warner Music)
4 Jason Donovan - Any Dream Will Do (PolyGram)
5 Scorpions - Wind Of Change (PolyGram)
6 O.M.D Sailing On The Seven Seas (Virgin)
7 Cher - Love And Understanding (BMG)
8 Bilgeri - Keep Your Love Alive (Warner Music)
9 R.E.M Losing My Religion (Warner Music)
10 O.M.D Pandora's Box (Virgin)
Albums
Albutis
1 Bryan Adams - Waking Up The Neighbours (PolyGram)
1 Bryan Adams - Waking Up The Neighbours (PolyGram)
Bryan Adams - Waking Up The Neighbours (PolyGram)     Guns N' Roses - Use Your Illusion II (BMG)
1 Bryan Adams · Waking Up The Neighbours (PolyGram) 2 Guns N' Roses · Use Your Illusion II (BMG) 3 Rainhard Fendrich · Nix Is Fix (BMG)
1 Bryan Adams · Waking Up The Neighbours (PolyGram) 2 Guns N' Roses · Use Your Illusion II (BMG) 3 Rainhard Fendrich · Nix Is Fix (BMG) 4 Dire Straits · On Every Street (PolyGram)
1 Bryan Adams - Waking Up The Neighbours (PolyGram) 2 Guns N' Roses - Use Your Illusion II (BMG) 3 Rainhard Fendrich - Nix Is Fix (BMG) 4 Dire Straits - On Every Street (PolyGram) 5 Guns N' Roses - Use Your Illusion I (BMG)
1 Bryan Adams - Waking Up The Neighbours (PolyGram) 2 Guns N' Roses - Use Your Illusion II (BMG) 3 Rainhard Fendrich - Nix Is Fix (BMG) 4 Dire Straits - On Every Street (PolyGram) 5 Guns N' Roses - Use Your Illusion I (BMG) 6 David Hasselhoff - David (BMG)
1 Bryan Adams - Waking Up The Neighbours (PolyGram) 2 Guns N' Roses - Use Your Illusion II (BMG) 3 Rainhard Fendrich - Nix Is Fix (BMG) 4 Dire Straits - On Every Street (PolyGram) 5 Guns N' Roses - Use Your Illusion I (BMG) 6 David Hasselhoff - David (BMG) 7 Matthias Reim - Reim 2 (PolyGram)

#### FRANCE

1	biyan Adams - I Do II for 100	(i diyadi)
2	Stephan Eicher - Dejeuner En I	Paix (Barclay)
3	Lagaf - La Zoubida	(Flarenasch)
4	Mylene Farmer/Jean-Louis Murc	t - Regrets (Polydor)
5	Kaoma - Danca Tago Mago	(Sony Music)
6	Cher - The Shoop Shoop Song	(Sony Music)
7	Indra - Misery	(Carrere)
8	R.E.M Losing My Religion	(Warner Music)
9	Dire Straits - Calling Elvis	(Phonogram)
10	Zucchero/Paul Young - Senza Una	Donna (PolyGram)
Alh	ums	
		(=1
l	Dire Straits - On Every Street	(Phonogram)
0	Chamban Clabon Carallage	(Daralau)

Alb	ums	
l	Dire Straits - On Every Street (Phonogram)	
2	Stephan Eicher - Engelberg (Barclay)	
3	Les Inconnus - Boulversifiant (Lederman)	
4	R.E.M Out Of Time (Warner Music)	
5	Mylene Farmer - L'Autre (Polydor)	
6	Francois Feldman - Magic' Boul'vard (Phonogram)	
7	William Sheller · En Solitaire (Phonogram)	
8	Fredericks/Goldman/Jones - Fredericks, Goldman, Jones (Sony Music)	
9	Soundtrack - Atlantis (Virgin)	
10	Patrick Bruel - Alors Regarde (RCA)	

#### **BELGIUM**

Sin	gles	
1	Bryan Adams - I Do It For You	(PolyGram)
2	LA Style - James Brawn Is Dead (Decadan	ce/Hi-Tension)
3	Roger Milla - Un Enfant C'Est La Vie	(Yes)
4	Fortuna - Oh Fortuna	(Distri)
5	2 Unlimited - Get Ready For This	(Boudisque)
6	Human Resource - Dominator	(MMI)
7	Army Of Lovers - Crucified	(Dureco)
8	Tina Turner - Nutbush City Limits	(Capitol)
9	Right Said Fred - I'm Too Sexy	(Dureco)
10	Stephan Eicher - Dejeuner En Paix	(PolyGram)
All	oums	

All	oums	
-1	Dire Straits - On Every Street	
2	Bryan Adams - Waking Up The Neighbou	
3	Clouseau - Close Encounters	(EMI)
4	Tina Turner - Simply The Best	(EMI)
5	Guns N' Roses - Use Your Illusion II	(BMG)
6	Guns N' Roses - Use Your Illusion I	(BMG)
7	Prince/The N.P.G Diamonds And Peorls	(Warner Music)
8	Pixies - Trompe Le Monde	(PIAS)
9	Gert En Samson - Gert En Samson	(CNR)
10	David Variant From David To Time	Conv. MAuriel

#### **FINLAND**

SIL	igles	
1	Ne Luumaet - Onnellinen Perhe	(Poko)
2	Guns N' Roses - Don't Cry	(BMG)
3	Nypykät - Kings Of Polka	(Poko)
4	Guns N' Roses - You Could Be Mine	(BMG)
5	Pojat - Pasi Virtanen	(Poko)
6	Marc Almond - Jacky (Warn	er Music)
7	Bad Boys Blue - House Of Silence	(BMG)
8	Kraftwerk - Radiooktivität	(EMI)
9	Extreme - More Than Words	(Finnlevy)
10	Public Enemy - Can't Truss It	ny Music)
All	bums	(F: 1 )

1	Bryan Adams · Waking Up The Neighbours	(Finnlevy)
2	Dire Straits - On Every Street	(Finnlevy)
3	Guns N' Roses - Use Your Illusion II	(BMG)
4	Tina Turner - Simply The Best	(EMI)
5	Guns N' Roses - Use Your Illusion	(BMG)
6	Kirka - Kasvot Peilissä	(Flamingo)
7	Eric Clapton - Eric Clapton Story (War	rner Music)
8	The Cult - Ceremony	(Sonet)
9	Prince/The N.P.G Diamonds And Pearls (M	/arner Music)
10	Eva Dahlgren - En Blekt Blondins Hjär	ta (BMG)

#### GREECE

Sin	igles
1	Bryan Adams - 1 Do It For You (PolyGram)
2	PM Dawn - Set Adrift On Memory Bliss (BMG)
3	Mariah Carey - Emotions (Sony Music)
4	Prince/The N.P.G Gett Off (Warner Music)
5	Right Said Fred - I'm Too Sexy (BMG)
6	Marc Almond - Jacky (Warner Music)
7	Simply Red - Something Got Me Started [Warner Music]
8	De La Soul - "Saturdays" (Warner Music)
9	Quadrophonia - Quadrophonia (Sony Music)
10	Bomb The Bass - Winter In July (Sony Music)
All	oums
1	Bryan Adams - Waking Up The Neighbours (PolyGram)
2	Guns N' Roses - Use Your Illusion II (BMG)
3	Dire Straits - On Every Street (PolyGram)
4	Guns N' Roses - Use Your Illusion I (BMG)
5	Simply Red - Stars (Warner Music)
6	Prince/The N.P.G Diamonds And Pearls (Warner Music)
7	John Lee Hooker - Mr. Lucky. (BMG)
8	Cher - Love Hurts (BMG)
9	Metallica - Metallica (PolyGram)

(Warner Music)

#### ITALY

Si	ngles	
1	Claudio Bisio - Rapput (Senza Fiato)	Sany Music)
2	Dire Straits - Calling Elvis	Phonogram)
3	FPI Project - Let's Go	(Energy)
4	Bryan Adams - I Do It For You	(Polydor)
5	Prince/The N.P.G Cream	(WEA)
6	Guns N' Roses - You Could Be Mine	(BMG)
7	Crystal Waters - Gypsy Woman	(Polydor)
8	Crystal Waters - Makin' Happy	(Polydor)
9	1 Tretre' - Beach On The Beach	(CGD)
10	) <b>Jovanotti</b> - Muoviti Muoviti	(Ricordi)
Al	bums	
7	Antonollo Vanditti Ranyanuti la Paradi	(Picordi)

#### Antonello Venditti - Benvenuti In Paradiso Dire Straits - On Every Street (Phot Simply Red - Stars Ligabue - Lambrusco, Coltelli, Rose & Pop Corn Tina Turner - Simply The Best Gino Paoli - Motto Come Un Gatto (Phonogram) (WEA) (EMI)

(WEA) Bryan Adams - Waking Up The Neighbours Prince/The N.P.G. - Diamonds And Pearls (Polydor) (WEA) 9 Guns N' Roses - Use Your Illusion II 10 Guns N' Roses - Use Your Illusion I (BMG)

#### **SWEDEN**

	• • • • • • • • • • • • • • • • • • • •	
Sin	ngles	
1	Bryan Adams - I Do It For You	(PolyGram)
2	Marky Mark/Funky Bunch/L.Holloway - Good Vibrations	(Metronome)
3	Bryan Adams - Can't Stop This	(PolyGram)
4	Army Of Lovers - Obsession	(Sonet)
5	Heavy D/Boyz - Now That We Found lov	re (BMG)
6	Erasure - Love To Hate You (Wa	rner Music)
7	Angel - Sommaren I City	(PolyGram)
8	Europe - Prisoners In Paradise (S	ony Music)
9	Guns N' Roses - Don't Cry	(BMG)
10	PM Dawn - Set Adrift On Memory Bli	ss (BMG)
All	bums	
	a al marks to To black	10 1 0 1

IU PM DC	wh - Set Adrill On Memory	BIISS (DIVIO)
Albums		
Bryan /	Adams - Waking Up The Neighbo	urs (PolyGram)
2 Eva Da	hlgren - En Blekt Blandins Hjärta	(Record Station)
3 Dire S	traits - On Every Street	(PolyGram)
4 Guns	N' Roses - Use Your Illusion I	(BMG)
5 Guns	N' Roses - Use Your Illusion I	(BMG)
6 Irma -	Irma	(Sony Music)
7 Simply	<b>y Red</b> - Stars	(Metronome)
8 Prince/	The N.P.G Diamonds And Pearls	(Warner Music)
9 Peter	Lemarc - Sången Dom Spela	r (MNW)
10 Ting T	urner - Simply The Best	(EMI)

#### **IRELAND**

011	igies
1	Monty Python - Always Look On (Virgin)
2	Bryan Adams - I Do It For You (A&M)
3	Scorpions - Wind Of Change (PolyGram)
4	Four Of Us - Baby Jesus (Columbia)
5	Mary Black - The Thorn Upon The Rose (Dolphin)
6	Salt-N-Pepa - Let's Talk About Sex (PolyGram)
7	Julian Lennon - Saltwater (Virgin)
8	Right Said Fred - I'm Too Sexy (Telstar)
9	Enya - Caribbean Blue (Warner Music)
10	Kiri Te Kanawa · World In Union (Columbia)
ΔΙ	bums
	Company The Company (NCA)
	1 2 3 4 5 6 7 8 9 10

	300 I dil dek - Ille Committella
2	Tina Turner - Simply The Best (EMI)
3	The Pogues - The Best Of The Pogues (Warner Music)
4	Simply Red - Stars (Warner Music)
5	Prince/The N.P.G Diamonds And Pearls (Warner Music)
6	Jason Donovan - The Greatest Hits (K-Tel)
	Christy Moore - Collection 81-91 (Warner Music)
	Bryan Adams - Waking Up The Neighbours (A&M)
	R.E.M The Best Of R.E.M. (Record Services)
10	Paul Young - From Time To Time (Columbia)

#### **PORTUGAL**

Olli	gies
1	Bryan Adams - I Do It For You (PolyGram)
2	Marco Paulo - Taras E Manias (EMI)
3	Rui Veloso - Logo Que Passe A Monçao (EMI)
4	Guns N' Roses - Don't Cry (Ariola)
5	Dire Straits - Calling Elvis (PolyGram)
6	J.L.Guerra & 4.40 - Burbujas De Amor (Ariola)
7	Bryan Adams - Can't Stop This (PolyGram)
8	Dr. Alban - No Coke (Ariola)
9	Morco Paulo - Maravilhoso Coração (EMI)
10	Europe - Prisoners In Paradise (Sony Music)
ΔIF	oums
1	Bryan Adams - Woking Up The Neighbours (PolyGram)
0	
2	J.L.Guerra/4.40 - Bachata Rosa (Ariola)

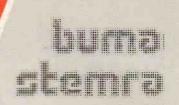
2	J.L.Guerra/4.40 - Bachata Rosa	(Ariola)
3	R.E.M Out Of Time (Wo	rner Music)
4	Guns N' Roses - Use Your Illusion 1	(Ariola)
5	Joanna - O Que É Que Eu Faço	(BMG)
6	Dire Straits - On Every Street	(PolyGram)
7	Guns N' Roses - Use Your Illusion II	(Ariola)
8	Simply Red - Stars (Wo	rner Music)
	Tina Turner - Simply The Best	(EMI)
10	Lloyd Cole - Don't Get Weird On Me Babe	(PolyGram)

Based on the notional sales charts from 16 European markets. Information supplied by MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele7Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Johan Schlueter (Denmark); VG (Norway); Gallup/AFYVE (Spain); Seura/IFPI (Finland); IFPI (Greece).

10 The Cult - Ceremony



# EUROPEAN TOP 100<sub>8</sub> ALBUMS



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ARTIST COUNTRIES CHARTED	S ARTIST COUNTRIES CHARTED	S S ARTIST COUNTRIES CHARTED
Dire Straits UK.F.D.B.N.L.E.A.C.H.S.P.D.K.I.N.S.E.GR On Every Street - Vertigo ▲2	Belinda Carlisle Live Your Life Be Free - Offside  UK.S.Ir	69 73 2 Jil Caplan La Charmeuse De Serpents - Epic
2 2 Bryan Adams UK.D.B.NLE.A.CH.S.P.DK.I.N.SEGR.IF Waking Up The Neighbours - A&M A	36 40 25 Mylene Farmer E'Autre - Barclay ●	70 48 3 Red Hot Chilli Peppers BloodSugarSexMagik - Warner Brothers
3 5 3 Simply Red UK.D.B.N.L.E.A.C.H.S.P.DK.I.N.SE.GR.Ir Stars - East West	37 49 4 Texas Mothers Heaven - Mercury	71 41 5 Marc Bolan & T. Rex The Ultimate Collection - Telstar
4 3 5 Guns N' Roses UK.F.D.B.NLE.A.CH.S.P.DK.I.N.SF.GR.Ir USE Your Illusion II - Geffen ▲	38 33 31 Eurythmics UK.D.B.NLE.Ir Greatest Hits - RCA ▲2	Harry Connick Jr. Blue Light, Red Light - Columbia
Tina Turner  UK.D.B. N.L.A.C.H.S.P.DK.I.N.SF.GR.Ir  Simply The Best - Capital	39 22 24 O.M.D. UK.D.CH.S.DK.GR Sugar Tax - Virgin	73 53 28 Simple Minds Real Life - Virgin
6 4 5 Guns N' Roses  UK.E.D.B.NL.E.A.C.H.S.P.DK.I.N.SE.GR.Ir  USe Your Illusion 1 - Geffen ▲	96 2 Soundtrack - Twin Peaks/Angelo Badalamenti Music From Twin Peaks - Warner Brothers	74 75 2 Christian Morin Aquarella - DEE
7 6 3 Prince & The New Power Generation UKD 8 N. E.A.CH.S. P.CK. LINSEGER Park	41 27 15 Tom Petty & The Heartbreakers D.A.C.H.S.D.K.S.F.Ir Into The Great Wide Open - MCA ●	<b>75</b> 65 30 Rod Stewart  Vagabond Heart - Warner Brothers ▲
8 8 32 R.E.M. UK.F.D.B.NL.E.A.CH.P.DK.I.SF.GR.Ir Out Of Time - Warner Brothers ▲3	Salt-N-Pepa The Greatest Hits - Next Plateau	76 72 11 Marc Cohn UK.D. Marc Cohn - Atlantic
9 10 7 Paul Young UK.D.B.N.L.S.DK.L.N.S.EIR From Time To Time - The Singles Collection - Columbia ●	43 29 2 Public Enemy UK.N.L.S.DK.SF.GR Apocalypse 91The Enemy Strikes Black - Def Jam	Jose Luis Perales America - CBS
Chorus - Mute  UK.D.S.DK.Ir	44 35 35 Juan Luis Guerra & 4.40  B.N.L.E.P	78 63 7 Tony Christie Welcome To My Music - White/Ariola
Joe Cocker  D.B.NL.A.CH.S.DK.N.SF.GR.I  Night Calls - Capitol	45 38 29 Lenny Kravitz Mama Said - Virgin America  F.D.N.L.E.A.GR	<b>79</b> 78 8 BAP D. Affrocke - Electrola
2 9 10 Metallica F.D.B.NL.E.A.C.H.S.P.DK.SEGR Metallica - Vertigo	46 18 4 Pixies UK.D.B.NLGR Trompe Le Monde - 4AD	80 81 24 Gino Paoli Matto Come Un Gatto - WEA
3 11 6 John Lee Hooker Mr. Lucky - Silvertone  UK.D.B.NLA.CH.S.DK.N.SF.GR	47 39 5 Lloyd Cole F.S.P Don't Get Weird On Me Babe - Polydor	81 70 6 Pur Nichts Ohne Grund - Intercord
4 13 16 Gipsy Kings F.D.B.NLEA.CH.P.GR Este Mundo · Columbia ●	48 37 22 Seal - ZTT/WEA ▲ UK.F.D.NI.E.CH	<b>82</b> 54 2 Mötley Crüe Decade Of Decadence '81 - '91 - Elektra
5 16 3 R.E.M. UK.D.B.NL.S.DK.I.GR.Ir The Best Of R.E.M I.R.S.	49 50 16 François Feldman Magic' Boul'vard - Philips	83 71 6 Catfish Rising - Chrysalis
6 15 49 Scorpions  D.N.L.A.CH.DK.I.GR  D.N.L.A.CH.DK.I.GR	David Essex His Greatest Hits - Mercury	84 94 4 Barricada Por Instinto - PolyGram
7 19 4 Matthias Reim D.A.CH Reim 2 - Polydor	51 42 19 Extreme UK.D.A.CH.R.SEM Extreme II Pornografiti - A&M	85 83 2 Liane Foly Reve Orange - Virgin
8 25 4 Mariah Carey Emotions - Columbia  UK.B.NL.CH.S.DK.N.SF.GR.Lir	52 44 5 Gianna Nannini D.CH.I Giannissima - Metronome/Ricordi	86 New Levellers Levelling The Land - China
9 14 29 Roxette UK.D.B.N.L.E.A.C.H.S.D.K.SF.GR	53 68 4 Eva Dahlgren S.SF En Blekt Blondins Hjärta - Record Station	37 Nohn Mellencamp Whenever We Wanted - Mercury
UK.D.B.A.CH.S.DK.GR.Ir  12 18 Love Hurts - Geffen ▲	54 58 2 Soundtrack - The Commitments The Commitments - MCA	88 64 14 Natalie Cole Unforgettable - With Love - Elektra
17 17 Stephan Eicher Engelberg - Barclay	Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia A.	Jean Michel Jarre Images - The Best Of Jean Michel Jarre - Dreyfus
The Pogues  1 The Best Of The Pogues - Pogue Mahone  UK.S.P.Ir	<b>56</b> 57 4 William Sheller En Solitaire - Philips	90 87 2 Dance With A Stranger Atmosphere - Norsk
Kenny Thomas Voices · Cooltempo	<b>57</b> 52 4 Soundtrack - Atlantis Atlantis - Virgin	91 74 2 Tin Machine F.D.B.N Tin Machine II - London/Victory
The Cult UK.D.NLE.S.P.DK.SF.GR  4 21 4 Ceremony - Virgin	58 46 10 Color Me Badd UK.D.NL.CH.DK	Marc Almond Tenement Symphony - Grit And Glitter - Some Bizzar
Mecano F.B.E  Aidalai - Ariola	59 47 19 Zucchero Fornaciari F.D.CH Zucchero - London	93 76 4 Clouseau Close Encounters - EMI
Antonello Venditti Benvenuti In Paradiso - Ricordi	Kylie Minogue Let's Get To It - PWL	94 86 16 Alice Cooper D.CH.SF Hey Stoopid - Epic
7 26 3 Ozzy Osbourne No More Tears - Epic	Eric Clapton  24 Nights - Reprise	95 Lis Sørensen Vis Dit Ansicht - Ariola
23 5 David Hasselhoff David - White Records/Ariola	62 62 4 Ligabue Lambrusco, Coltelli, Rose & Pop Corn - WEA	96 84 3 Jovanotti Una Tribu' Che Balla - Five
9 36 2 Les Inconnus Boulversifiant - Lederman	63 45 25 Michael Bolton Time, Love & Tenderness - Columbia	<b>97</b> 99 96 Labour Of Love II - <i>Virgin</i>
Daryl Hall & John Oates Looking Back - The Best Of RCA	64 61 95 Patrick Bruel Alors Regarde - RCA ▲	98 60 7 Bob Seger & The Silver Bullet Band The Fire Inside - Capital
Peter Maffay 38317 - Teldec	65 43 4 Status Quo Rock Til You Drop - Vertigo	99 77 33 Marco Masini Malinconoia - <i>Ricordi</i>
Van Morrison  WK.D.B.NI.CH.S.DK.Ir  Hymns To The Silence - Polydor	<b>66</b> 51 5 <b>Jason Donovan</b> UK.8.tr  The Greatest Hits - PWL	Sergio Dalma Sintiendonos La Piel - Horus
3 69 3 Europe Prisoners In Paradise - Epic  UK.D.N.L.C.H.S.DK.SF.I	67 56 3 Robbie Robertson UK.NL.S.DK.N.Ir Storyville - Geffen	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, J = Italy, E = Spain, NL = Hallant B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.
A 20 12 Soundtrack - Robin Hood: Prince Of Thieves Robin Hood: Prince Of Thieves - Morgan Creek	68 67 4 Pe Werner Kribbeln Im Bauch - Intercord	= FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY



# \$100,000 IN CASH AND PRIZES

#### FOR EVERY SONGWRITER WHO HASN'T HIT IT BIG ... YET.

You Could Win \$25,000!

If you write songs, this could be the break you've been waiting for. It's a spectacular contest from Billboard, the world's leading authority on music. An incredible chance to be discovered by some of the biggest names in the business—and win one of these great prizes:

#### **GRAND PRIZE**

\$25,000 cash, round trip for two via Northwest Airlines to Billboard Awards Presentation where winning songs will be performed, Technics SX-KN200 keyboard plus Dean Markley Custom Made Guitar and K150 amplifier.

#### **6 FIRST PRIZES**

\$5,000 cash (one in each category excluding Grand Prize winner), round trip for two via Northwest Airlines to Billboard Awards Presentation plus Technics SX-KN200 Keyboard.

#### 14 SECOND PRIZES

Technics SA-GX100 AM/FM Stereo Receiver, round trip for one via Northwest Airlines to Billboard Awards Presentation.

#### 21 THIRD PRIZES

Technics SL-PG100 Programmable Compact Disc Player.

#### **OTHER AWARDS**

Top 200 songwriters will be awarded one pair of BluBlocker sunglasses. Certificates of Achievement will be presented to top 2,500 writers.

#### NORTHWEST AIRLINES

**Technics** 

BLUBLOCKER. Sunglasses



#### 4th Annual Billboard Song Contest Official Rules

- Send the following with each song:
   Completed entry form (or photocopy). All signatures must be original.
- Complete entity from for bindocypy, an signatures must be drighternal.

  Audio cassette recording with your name and address on cassette.

  Sheet with lytics typed or printed legibly in English. In Latin category, lyrics may be in Spanish with an English translation. In Jazz category, lyrics not required.

  Check or money order made payable to 4th Annual Billboard Song Contest, or credit card approval for \$15.00 (U.S.) for each song sub-

Contest, or redit card approval for \$15.00 (U.S.) for each story sometied.

Contestant's name, address and song title must appear on each item along with any co-author's names (if applicable).

2. Mail entries to: 4th Annual Billiboard Song Contest Presented by Kentucky Fried Chicken, P.O. 8ox 35346, Tulsa, OK 74153-0346. ENTRIES MUST BE RECEIVED NO LATER THAN NOVEMBER 30, 1991.

3. Each song submitted must be contestant's original work. Songs may be no longer than five minutes. Contestant may enter as many songs as he/she wishes, but each song must have its own entry form and be recorded on separate cassette accompanied by typed or printed byte sheet. Check or money order must reflect the total number of entries submitted. Contestant may enter same song in more than one category. Entry fee is not refundable. Songs may be copyrighted, but copyright not required. If copyrighted, contestants must put copyright notices on entries and file under U.S. copyright was. Billiboard Song Contest presented by KFC not responsible for entries late, lost, damaged, miscliercted, maide with insufficient postage, stolen or misappropriated. CASSETTES AND LYRICS WILL NOT BE RE-TURNED.

TURNED.

4. PRIZES:

One (1) Grand Prize of \$25,000 cash, round trip for two via Northwest Airlines to Billiboard Awards Presentation where Grand Prize winning song will be performed \$1,500 maxmum value, Technics SX-KN200 Keyboard approx. \$1,000 value, Dean Mardey Custorn Made Guitar approx. \$1,000 value, Ban Mardey Custorn Made Guitar approx. \$1,000 value, K150 amplifier approx. \$500 value, Six (6) First Prizes (one in each category excluding Grand Prize winner) \$5,000 cash, round trip for two via Northwest Airlines to Billiboard Awards Presentation where winning songs will be performed \$1,500 maximum value, Technics SX-KN200 Keyboard, approx. \$1,000 value, Grand and First Prize winning songs will be submitted to major recording labels for recording consideration. Fourteen (14) Second Prizes (two in each category) of Technics SA-GX100 AMFM Stereo Receiver, approx. \$230 value, round trip for one via Northwest Airlines to Billiboard Awards Presentation where winning songs will be performed. \$750 maximum value, Twenty-One (21) Third Prizes (three in each category) Technics SL-PG100 Programmable Compact Disc Player featuring advanced digital technology approx. \$180 value. Top 200 songwriters will receive bonus prize pair of Blubloberk Sunglasses approx. \$60 value. 2,500 Honorable Mention Certificates of Achievement to writers judged among best signed by Billboard Publisher. D.A.R.E.; One special cash prize of

\$1,000 be awarded on behalf of Drug Abuse Resistance Education program to writer(s) of song with anti-drug message. Song may be in any of seven music categories. To be eligible contestants must check D.A.R.E. box on entry form. D.A.R.E. prize awarded in addition to any other prize won by that contestant. Contest open to persons averaging less than \$5,000 per year total royalties earned from music since 1986 including prize winnings from previous song contests. Employees of Billboard Magazine, Billboard Publications, Inc., J.A. Halsey and Associates, Inc., Kentucky Fried Chicken, Panasonio/Technics, Dean Markley Strings, Inc., Joseph Sugarman and Associates, Northwest Airlines, Laughton Promotional Marketing and their families, franchisees, affikates, advertising, public relations and promotion agencies are not eligible. Winners selected by Blue Ribbon Panel comprised of noted professional songwriters and other music industry professionals who may be substituted due to availability or at Contest discretion. Semi-finalists will be selected for consideration by Blue Ribbon Panel comprised of noted professional songwriters and other music industry professionals who may be substituted due to availability or at Contest discretion. Semi-finalists will be selected for consideration by Blue Ribbon Panel by preliminary panels supervised by songwriting professionals. All entires judged equality on Originality, Lyrics, Melody and Composition. Production and performance quality not considered. Winners will be determined by May 31, 1992. No duplicate will be awarded. Division of prizes among co-authors is responsibility of winners and awarded to first name on entry form. All prizes will be awarded. Taxet responsibility of winners will be notified by mail and will be required to sign and return such affidavit within 14 days of along of sign and terms will be required to sign and return such affidavit within 14 days of along of macurate information therein will result in immediate disqualification and alternate winner will be

į	
ì	OFFICIAL ENTRY FORM
i	NAME(please print clearly)
i	ADDRESS
-	CITY
1	STATEZIP
i	PHONE () AGE
i	CHECK ONE MC VISA
i	CARD NUMBER
i	EXP. DATE
i	SIGNATURE(if paying by credit card)
i	SONG CATEGORIES:
ľ	☐ Rock ☐ Country ☐ Latin ☐ Black/Rap
i	☐ Pop ☐ Jazz ☐ Gospel/Contemporary Christian
i	SONG TITLE
i	
i	Check here if your song contains an anti-drug message to enter for the \$1,000 prize.
i	We will add your name to our mailing list for Song Contest information and
i	music/entertainment industry opportunities, if you DO NOT want to receive this material check here
i	Make \$15.00 check or money order payable to:
i	4th Annual Billboard Song Contest presented by KFC
	P.O. Box 35346, Tulsa, OK 74153-0346.
d	I certify that I have read the 4th Annual Billboard Song Contest Official
1	Rules and I accept the terms and conditions.
	(SIGNATURE) (DATE) HS991



"U CAN'T TOUCH THIS"

#### BILLBOARD MUSIC AWARDS

\* Top Male R&B Artist 1990

#### GRAMMY AWARDS

- \* Best R&B Song 1990:
  "U CAN'T TOUCH THIS"
- \* Best Rap Solo Performance 1990:
  "U CAN'T TOUCH THIS"
- \* Best Music Video, Longform 1990;
  "PLEASE HAMMER DON'T HURT 'EM

#### MTV VIDEO MUSIC AWARDS

- \* Best Dance Video 1990: "U CAN'T TOUCH THIS"
- \* Best Rap Video 1990:
  "U CAN'T TOUCH THIS"

TOO LEGIT TO QUIT

2 LEGIT 2 QUIT

OUT NOW







# **EUROCHART** HOT 100<sub>®</sub> **SINGLES**



	文 英 TITLE COUNTRIES CHARTED
35 <sub>45 2</sub> Walking In Memphis Marc Cohn - Atlantic (Museum Steps)	69 42 10 Aloha Heja He Achim Reichel - WEA (Gorilla Musik)
36 99 2 Baby Love Dannii Minogue - MCA (Island/EMI/Arenar)	70 61 13 Baila Me Gipsy Kings - P.E.M./Columbia (PEM)
37 27 4 Best Of You Kenny Thomas - Cooltempo (Rondor)	71 55 5 Such A Good Feeling Brothers In Rhythm - 4th & B'Way (BMG/Mix Music/Carlin)
20 <sub>37 14</sub> Do The Limbo Dance D.A.CH	Moby - Outer Rhythm (MCA)
20 24 12 Ich Bin Der Martin, Ne	73 Ne Oh Fortuna B Fortuna - SC Records (Not Listed)
70 20 7 The Big L D.B.NLA.CH.S	74 77 3 I Want You (Forever) DJ Carl Fox - Perfecto (Perfecto/CC)
1 10 5 Nutbush City Limits UK.D.B.NL.DK	75 82 6 Asi Me Gusta E Chimo Bayo - Area (Not Listed)
12 32 28 Senza Una Donna (Without A Woman) F.D.CH	76 63 12 J'Ai Des Doutes Sarah Mandiano - Palydor (Kondo Music)
Misery F	77 48 7 Peace Sabrina Johnston - East West (MCA)
54 20 Send Me An Angel	70 45 2 Can't Truss It UK.Ir.SF
DJ Culture UK.D.B.DK.Ir	70 A4 5 Obsession s
Dizzy UK	Army Of Lovers - Ion Son Ion (learn Sanet)  Any Dream Will Do  A
AT 23 24 Gypsy Woman (La Da Dee La Da Da) FERI	Finally UK
40 20 5 Jacky UK.B.SF.GR	Ce Ce Peniston - A&M (PolyGram)  Night Calls  D.B.NLDK.I
Marc Almond - Some Bizorre (Carlin)  UK.B.NLS.SF	Joe Cocker - Capitol (EMI)  83 96 23 Shiny Happy People  D.A.P.I
50 41 15 Pandora's Box D.B.A.S	R.E.M Warner Brathers (Warner Chappell)  84 71 15 Burbujas De Amor Juan Luis Guerra & 4.40 - Karen (Karen)
O.M.D Virgin (Virgin)  S. Jan 2. Too Many Walls  UK.Ir	OE 40 5 Such A Feeling UK
Cathy Dennis - Polydar (EMI)  Caribbean Blue	Bizarre Inc - Vinyl Solution (Schnozza)  86 88 2 Onnellinen Perhe
Enya - WEA (EMI)  52 47 14 Move Any Mountain - Progen 91 B.CH.DK.SF	Ne Luumaet - Pako (Poko)  The Show Must Go On  UK
The Shamen - One Little Indian (Amokshasong)	Queen - Parlophone (Queen/EMI)  Don't Dream It's Over  UK.D.Ir.N
THE DAIL	Paul Young - Calumbia (EMI)  Song Of Ocarina
Human Resource - R&S/IMC (MCA)	Jean Philippe Audin & Diego Modena - Delphine (Delphine)  Prisoners In Paradise  S.P.
Claudio Bisio - Epic (Aspirine/Sony)	Europe - Epic (EMI)
Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	91 91 3 Cut'N'Move - Medley (Casadida)
Army Of Lovers - Ton Son Ton (Team Sonet)	92 81 13 Taras E Manias Marco Paulo - EMI (EMI Sangs)
Blue System - Hansa (Warner Chappell)	93 97 2 C'Est Pas D'L'Amour Fredericks, Goldman & Jones - Epic [JRG/Marc Lumbroso]
Benny B - PLR (PLR)	94 70 17 Always There D.B.CH Incognito feat. Jocelyn Brown - Talkin' Laud (Carlin)
Metallica - Vertigo (Creeping Death/PalyGram)	American Pie Don McLean - Liberty (MCA)
62 51 5 Das Ganze Leben Ist Ein Quiz Hape Kerkeling - Ariola (Not Listed)	Falling Julee Cruise - Warner Brothers (MCA Music)
63 57 7 Makin' Happy Crystal Waters - A&M (Basement Boys/BMG/CC)	Radio Wall Off Sound Slade - Polydor (Jim Lea/Whild John)
72 3 Magic' Boul'vard FB Francois Feldman - Big Bang (Marilu/Carol-Line)	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)
Un Enfant C'Est La Vie Roger Milla - Columbia (Kasina/Gam)	99 87 13 All 4 Love Color Me Badd - Giant (Rondor)
Nathalie Wood  Jil Caplan - Epic (Jay Alanski)	After The Watershed (Early Learning The Hard Way)  Carter - The Unstoppable Sex Machine - Big Cat (Island)
67 62 16 Love And Understanding Cher - Geffen (EMI)  D.B.A	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austrio, I = Itoly, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.
Cher - Getten (EMI)	= FAST MOVERS NEW = NEW ENTRY
	ARTIST- ONIGNAL LABEL (PUBLISER)  35 45 2 Walking In Memphis Marc Cohn - Atlantic (Museum Steps)  36 99 2 Baby Love Dannii Minague - MCA (Island/EMI/Arenar)  37 27 4 Best Of You Kenny Thomas - Cooltempo (Rondor) Cenny Thomas - Cooltempo (Rondor)  38 37 14 Do The Limbo Dance Dovid Hasselhoff - White Records/Ariola ("Young" Musikverlag)  39 26 13 Dieter Krebs & Gundula - RCA (EMI Music)  40 29 7 The Big L Roxette - EMI (EMI/Jimmy Fun)  41 40 5 Nutbush City Limits Tina Turner - Capital (EMI)  42 32 28 Senza Una Donna (Without A Woman) Cucher Fancocini & Paul Young - London (Wanner Otoppell/PolyGram/EMI)  43 56 10 Misery Indra - Carrere (Carrere/Orlando)  44 54 20 Send Me An Angel Scorpions - Mercury (PolyGram Music)  45 Emphasis/Sony)  47 31 24 Gypsy Woman (La Da Dea La Da) FERI Crystal Waters - A&M (BMG Music/Bosement Boys)  48 39 5 Macky Marce Almond - Some Bizorre (Carlin)  49 85 2 Nocturne 199 - PIAS (Emphasis/Sony)  50 41 15 Pandora's Box O.M.D Virgin (Virgin)  51 66 3 Too Many Walls Caribbean Blue Enya - WEA (EMI)  52 Emphasis - Carre (EMI)  53 47 14 Move Any Mountain - Progen 91 The Shamen - One Little Indian (Anokshasong)  54 53 23 Clor Me Badd - Giant (Pip Hop/Hifnost)  55 44 7 Dominator Human Resource - R&S/IMC (MCA)  56 58 17 Cloudio Bisio - Epic (Aspirine/Sony)  57 46 16 Le Dormeur Pleasure Game - Touch Of Gold (Scorpio/Now Disc)  58 43 6 Crucified Army Of Lovers - Ton Son Ton (Team Sonet)  59 76 4 Dejá Yu Blue System - Honsa (Warner Chappell)  60 57 7 Makin' Happy Crystal Waters - A&M (Basement Boys/BMG/CC)  61 50 12 Enter Sandman Metallica - Verrigo (Creeping Death/PolyGram)  62 51 5 Magic' Boult vard Francois Feldman - Big Bang (Marilu/CarokLine)  63 57 7 Makin' Happy Crystal Waters - A&M (Basement Boys/BMG/CC)  64 72 3 Magic' Boult vard Francois Feldman - Big Bang (Marilu/CarokLine)  65 Enter Sandman Northille Wordod Jil Caplan - Epic (Jay Alanski)

# **Everything You Need To Know About LMAs**

by Tom Kay

Throughout the USA, radio ownership and management has been consumed with talk about the trend toward centralisation of programming and sales into contractual units known as Local Marketing Agreements (LMAs). Although radio and radio regulation is structured differently in Europe, there may be value in understanding this important new administrative configuration and its implications for the medium.

LMAs are a major part of the programming and economic revolution occurring in American radio. LMAs have been sweeping the country as radio responds to contemporary regulatory and financial conditions. Nearly 150 stations in all sizes of markets have opted for LMAs to assist in their survival, and more are expected. So what are they, and how will they impact the medium? Here are some questions and answers.

How does an LMA work? LMAs have two basic configurations. One station may take proover control gramming another-not necessarily in the same market-and basically create a simulcast. Also, stations may join each other in a combined sales effort to sell time on all the LMA participants' stations. Two or more stations may be involved, and a "sales" LMA does not necessarily connote a "programming" LMA.

What has prompted the proliferation of LMAs? Common sense. It's a generally held belief there are simply too many signals to operate profitably in many markets. In the early '80s, the FCC passed legislation allowing more signals to placed in communities where space existed on the broadcast band (FCC Docket 80-90).

While the US economy enjoyed stability and growth in the decade of the '80s, radio enjoyed unparalleled fiscal success as investors made quick killings with station sign-ons and purchases, then turning them right around to sell at huge profits. Within the past two years, however, the number of stations operating successfully in markets dropped dramatically as more stations fought more competitively for a smaller piece of the proceeds

The inability of stations to make enough money to cover their generally immense debt and overhead put many on the brink of bank-

ruptcy, and reduced their desirability as saleable properties. Many see LMAs as a fiscally necessary marketplace correction for the damage done by the FCC's 80-90 rule.

Are LMAs unanimously embraced as a radio elixer? No. Recently groups such as the National Association of Black Owned Broadcasters (NABOB) voted to oppose LMAs on the ground that larger stations could form LMAs, and virtually economically eliminate smaller stations, generally in more focused formats such as urban.

And Trade the Federal Commission warned LMA participants that it would carefully scrutinize the agreements to insure they did not violate anti-trust and/or price-fixing mandates. Perhaps the most opposition to LMAs come from employees displaced by agree ments; LMAs generally cost jobs.

What's in the future for LMAs? If the US economy continues its recessionary ways, some experts guess as many as 1500 stations—representing nearly 15% of the total of commercial stations in the US-could be involved in LMAs within two years. Future FCC actions could reduce the number of LMAs, especially if duopoly is allowed to exist. But the FCC could also increase the pressure to form LMAs if it continues to ban multiple ownership while opening the floodgates of DAB/digital audio broadcast channels, allowing for more radio station even choices—and competition.

Are LMAs successful? It's much too early to say. While some programming LMAs have succeeded in attracting larger ratings for their participants, others have enjoyed marginal success at best. Sales agreements may be yielding larger profits for some consortiums, but fiscal growth is best measured in the longterm, and LMAs are still a "baby business" venture. Because of the novelty of LMAs, and pending legislation which may have a direct impact on their future, it will be difficult to define success for them until more time has passed. Until then, expect them to multiply, but don't expect them to save the medium from continued economic and competitive assaults. And don't be too surprised if capitalistic ingenuity manifests itself in a more effective solution, turning the fortunes of US radio in a more positive direc-

#### SINGLES

					4	Ц	3	U	M	13
/	Artist/Title	F	or week	endina	Octobe	er 26	1991		Label	EC

_			© 1991, Billboo	ard/BPI Co	mmunicati	ons, Inc.		
TW	LW	Artist/Title For week ending November 2 1991	Label	ECO	TW	LW	Artist/Title For week ending October 26 199	1 1
1	3	KARYN WHITE/Romantic W	ar <b>ner</b> Brothers		(1)	1	GARTH BROOK5/Ropin' The Wind	C
2	1	MARIAH CAREY/Emotions	Columbia		2	3	GUNS N' ROSES/Use Your Illusion II	
(3)	6	PRINCE AND THE NEW POWER GENERATION/Cred	m Paisley Park		3	2	MOTLEY CRUE/Decade Of Decadence	E
4	2	NATURAL SELECTION/Do Anything	EastWest		4	4	PUBLIC ENEMY/Apocalypse 91The Enemy Strikes Bla	ck [
(5)	5	BRYAN ADAMS/Can't Stop This Thing We Started	A&M		5	5	PRINCE/Diamonds & Pearls	Paisle
6	4	EXTREME/Hole Hearted	A&M		6	7	MARIAH CAREY/Emotions	Col
7	7	JESUS JONES/Real Real Real	SBK	UK	7	6	GUNS N' ROSES/Use Your Illusion I	(
(8)	10	NAUGHTY BY NATURE/O.P.P.	Tommy Boy		8	8	METALLICA/Metallica	1
9	11	LUTHER VANDROSS/Don't Want To Be A Fool	Epic		9	9	BRYAN ADAMS/Waking Up The Neighbours	
10)	14	CHESNEY HAWKES/The One And Only	Chrysalis	UK	10	10	GARTH BROOKS/No Fences	
(11)	20	ROBERTA FLACK WITH MAXI PRIEST/Set The Night To M	usic Atlantic		-11	11	NATALIE COLE/Unforgettable	1
(12)	22	BOYZ II MEN/It's So Hard To Say Goodbye	Motown		12	12	BONNIE RAITT/Luck Of The Draw	
13)	16	RYTHM SYNDICATE/Hey Donna	Impact		13	15	MICHAEL BOLTON/Time, Love And Tenderness	Col
(14)	17	GUNS N' ROSES/Don't Cry	Geffen		14	13	BOYZ II MEN/Cooleyhighharmony	M
15)	25	MICHAEL BOLTON/When A Man Loves A Woman	Columbia		15	16	COLOR ME BADD/C.M.B.	
16	21	TONY TERRY/With You	Epic		16	14	SOUNDTRACK/The Commitments	
(17)	24	CURTIS STIGERS/I Wonder Why	Arista		(17)	NE	JOHN MELLENCAMP/Whenever We Wanted	M
18	18	VANESSA WILLIAMS/Running Back To You	Wing		18	17	NAUGHTY BY NATURE/Naughty By Nature	Tomn
19	8	BONNIE RAITT/Something To Talk About	Capitol		19	19	OZZY OSBOURNE/No More Tears	
20	27	AMY GRANT/That's What Love Is For	M&A		20	20	BOB SEGER & THE SILVER BULLET BAND/The Fire Ins	ide
21	26	SALT-N-PEPA/Let's Talk About Sex	Next Plateau		(21)	24	AMY GRANT/Heart In Motion	
22	19	METALLICA/Enter Sandman	Elektra		22	22	TRAVIS TRITT/It's All About To Change	Varner B
23	9	MARKY MARK & THE FUNKY BUNCH/Good Vibratio	ons Interscope		23	21	C&C MUSIC FACTORY/Gonna Make You Sweat	Со
24	13	AARON NEVILLE/Everybody Plays The Fool	A&M		(24)	25	REBA MCENTIRE/For My Broken Heart	
25	34	PM DAWN/Set Adrift On Memory Bliss	Gee Street	UK	25	NE	THE 2 LIVE CREW/Sports Weekend	
26	12	COLOR ME BADD/I Adore Mi Amor	Giant		26	23	HARRY CONNICK, JR/Blue Light, Red Light	Со
27	33	PAULA ABDUL/Blowing Kisses In The Wind	Captive		27	18	RED HOT CHILI PEPPERS/Blood Sugar Sex Magik	Warner
28	23	FIREHOUSE/Love Of A Lifetime	Epic		28	27	EXTREME/Extreme II Pornograffitti	
29	35	JOHN MELLENCAMP/Get A Leg Up	Mercury		29	29	DIRE STRAITS/On Every Street	Varner B
30	38	NIA PEEPLES/Street Of Dreams	Charisma		30	28	R.E.M./Out Of Time	Varner B
31	39	EMF/Lies	EMI	UK	31	30	BELL BIV DEVOE/WBBD - Bootcity! The Remixe	s
32	36		SBK		(32)	33	GARTH BROOKS/Garth Brooks	(
33		D.J. JAZZY JEFF & THE FRESH PRINCE/Ring M	ly Bell Jive		33	31	VAN HALEN/For Unlawful Carnal Knowledge	Warner 6
34	-		varner Brothers		34	26	PAULA ABDUL/Spellbound	
35		SIMPLY RED/Something Got Me Started	EastWest	UK	35	32	ALAN JACKSON/Don't Rock The Jukebox	
36		BOYZ II MEN/Motownphilly	Motown		36	34	TESLA/Pşychotic Supper	
37	15		Columbia		37	38	JAMES TAYLOR/New Moon Shine	Co
38	-		Rap-A-Lot		(38)	NE	ERIC CLAPTON/24 Nights	
39	-	BIG AUDIO DYNAMITE/Rush	Columbia		39	NE	TOM PETTY & THE HEARTBREAKERS/Into The Great Wid	e Open
40	PST-		Varner Brothers		40	NE	MARKY MARK & THE FUNKY BUNCH/Music For The People	Į.
40		TAIT TAILED OF THE FIORIG			1			

# AIDIIAAC

Capitol

Geffen

Flektra

Def lam

Paisley Park

Columbia

Geffen

Flektra

A&M

Capitol

Flektra

Capitol

Columbia

Motown Giant

MCA

Epic

Capitol

M&A

MCA Luke

A&M

MCA

Capitol

Captive

Arista

Geffen

Duck

MCA

Interscope

Columbia

Columbia

Columbia

Warner Brothers

Warner Brothers

Warner Brothers

Warner Brothers

Mercury

Tommy Boy

Warner Brothers

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### **Black Crowes**

The current success of US rock act the Black Crowes is a true case of long-term artist development. On the back of incessant live touring, the band's debut album for Def American, Shake Your Moneymaker—released in May 1990—is still in active promotion by Phonogram affiliates across Europe.

Phonogram UK international director Bernadette Coyle believes the band's present European sales base of 300.000 copies (in the US, the album has hit the three-million mark) is a good example of a group of companies sticking to an album to maximise its potential. "With an act like this, there is a direct correlation between live shows and album sales. On the basis of the Monsters Of Rock tour, they doubled their sales base. And although we had some shows cancelled, our companies knew they would be coming back, so they sticked to that."

Apart from brief visits to the UK (playing the Marquee and some club dates) and Holland (the Pinkpop festival and a gig at the Paradiso), the band mainly toured the US during 1990. This past July, they returned to the UK for a one-off showcase gig at Ronnie Scott's; other mainland European concerts had to be cancelled due to illness. But the band's real European breakthrough came with the Monsters Of Rock tours during August and September. The band's performances alongside more established acts such as AC/DC, Metalli-

ca and Queensryche refuelled the marketing machineries of the different Phonogram companies in Europe.

While the album was previously only available in France through IMS (Poly-Gram's Import Music Service), it has now been commercially released in that market since May and the Hard To Handle single has been extensively played on regional net Fun Radio.

A different single has been put out in Germany, where the company is pushing She Talks To Angels to radio, combined with an extensive marketing campaign including co-op advertising and various in-store items.

Yet another single was released in the UK last week, Seeing Things. All previous singles-Jealous Again (put out twice), Hard To Handle, and Twice As Hard-have been playlisted by BBC Radio 1.

Holland followed the UK release pattern. The band's breakthrough to radio happened with Jealous Again, which became a powerplay on top national station Veronica and entered the sales chart. The Hard To Handle single has been receiving good EHR airplay on cable station Power FM, as well as national terrestrials TROS and AVRO.

The same single is now making its mark in Spain, too, where SER's Radio Madrid is A-listing the track.

Machgiel Bakker

#### EDR TOP 25

TW LW V	NOC	Artist/Title	Label
1 4	2	SIMPLY RED/Something Got Me Started	(East West)
2 3	3	MARIAH CAREY/Emotions	(Columbia)
3 5	2	LISA STANSFIELD/Change	(Arista)
4 8	3	SABRINA JOHNSTON/Peace	(East West)
5 11	3	BRAND NEW HEAVIES/Never Stop	Acid Jazz/London)
6 2	3	PRINCE/Cream	(Paisley Park)
7 10	3	PRINCE/Gett Off	(Paisley Park)
8 7	3	ERASURE/Love To Hate You	(Mute)
9 18	3	KENNY THOMAS/Best Of You	(Cooltempo)
10 9	3	CRYSTAL WATERS/Makin' Happy	(A&M)
11 15	3	INCOGNITO FEAT. JOCELYN BROWN/Always Th	nere (Talkin' Loud)
12 NE		HEAVY D & THE BOYZ/Is It Good To You	(MCA)
13 NE		ADEVA/It Should've Been Me	(Cooltempo)
14 NE		CE CE PENISTON/Finally	(A&M)
15 6	3	SALT-N-PEPA/Let's Talk About Sex	(ffrr)
16 20	2	UTAH SAINTS/What Can You Do For Me	(ffrr)
17 12	3	MARKY MARK & THE FUNKY BUNCH/Good Vibra	
18 1	3	PM DAWN/Set Adrift On Memory Bliss	(Gee Street)
19 NE		TINA TURNER/Nutbush City Limits (The 90s Ve	ersion) (Capitol)
20 16	2		ulse 8/Flarenasch)
21 17	3	DJ JAZZY JEFF & THE FRESH PRINCE/Sum	mertime (Jive)
22 NE		DRIZA-BONE/Catch The Fire	(4th & B'way)
23 19	3	INCOGNITO/Crazy For You	(Talkin' Loud)
24 NE		LISA FISCHER/Save Me	(Elektra)
25 13	3	PAULA ABDUL/The Promise Of A New Day	(Virgin America)

European Dance Radio (EDR) is based on a weighted-scoring system and is compiled on the basis of playlists from European stations playing dance music fulltime or during specific dayparts. Songs in "A" rotation airplay receive mare points than those in "B" rotation or more imitted airplay exposure. The following stations have participated: Choice FM/london; Club FM/Gothenburg, Hift FM/Stock holm; Hif Radio N-1/Nuremberg; Horizon Radio & Galaxy Radio/Milton Keynes-Bristol; KISS FM/London; Maxximum FM/Paris; Power FM/Amsterdam; Radio 2-Day/Munich; Radio HSR/Copenhagen; Radio Kiss Kiss Network/Naples; Radio Stockholm/Stockholm; Radio Xamadu/Munich; Radio Venaria/Clurin; Radio Valage/Paris; Radio VSD/Gothenburg; Rainbow Radio/Oslo; Sunset 102/Manchester. Thanks also for the participation of Impulse Promotion in Italy.

### NATIONAL AIRPLAY

National product is highlighted in red

#### UNITED KINGDOM

Most played records on BBC stations and major

- Cathy Dennis Too Many Walls
   Belinda Carlisle Live Your Life Be Free

- (3) befind a Carriste Live Your Life Be Frei (16) Mariah Carrey Emotions (4) Kenny Thomas The Best Of You (5) Scorpions Wind Of Change (2) Simply Red Something Got Me Started (8) Voice Of The Beehive I Think 1 Love Y
- Marc Cohn Walking In Memphis

- 11.(10) Julian Lennon Saltwater
- 13. (11) Cher Save Up All Your Tears 14. (15) Bryan Adams I Do It For You
- 15. (9) Sabrina Johnston Peace16. (-) Color Me Badd I Adore Mi Amor
- Beverley Craven Woman To Woman Paul Young Don't Dream It's Over Lisa Stansfield Change
- 20. (-) Rozalla Everybody's Free

#### GERMANY

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

- Bryan Adams I Do It For You
   Simply Red Something Got Me Started
- (2) Roxette The Big L

- Matthias Reim Ich Hab Mich So. Scorpions Send Me An Angel Kate Yanai Bacardi Feeling Mike/Mechanics Everybody Get's A..
- (5) Dire Straits - Calling Elvis
- Amy Grant Every Heartbeat

  Bob Seger/Silver Bullet Band The Real Love

  Jason Donovan Happy Together
- 11. (-)
- 13.(14) Midge Ure Cold, Cold Heart
- Nicole Ein Leises Lied Achim Reichel Aloha Heja He
- 16.(13) Udo Lindenberg - Club Der Millionäre Mariah Carey - Emotions

- 18. (-) Udo Jürgens Na Und. <sup>2</sup>
  19. (19) Marc Cohn Walking In Memphis
  20. (11) Tom Petty/Heartbreakers Learning To Fly

#### FRANCE AM

Most played records on AM stations. Compile Media Control/Strasbourg.

- (3) Stepban Eicher Dejeuner En Paix
- Dire Straits Calling Elvis
- (1) Fredericks, Goldman & Jones CEst Pas DL Amou
  (-) Bernard Lavilliers Fast Druerse
  (12) Frederic Cabarl Duits Marie
- (13) Francis Cabrel Petite Marie (14) Cher The Shoop Shoop Song
- (2) Bryan Adams I Do It For You
- 10. (-) Zouk Machine Sa Ké Cho
- 11. (-) Jean-Luis Murat · Col De La Croix Morand 12.(19) Catherine Lara Les Romantiques 13. (-) Omar There's Nothing Like This

- Patrick Bruel Qui A Le Droit Texas Alone With You
- 13. (7) Texas Autor evint 100 16. (15) Partick Juvet Solitudes 17. (9) Simply Red Something Got Me Started 18. (12) William Sheller Un Homme Heureux 19. (-) Francois Feldman Magic Boufvard 20. (-) Prince Cream

#### FRANCE FM

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

- 1. (1) Bryan Adams 1 Do It For You

- Stephan Eicher Dejeuner En Paix Rembrandts Just The Way It Is. Baby Cher The Shoop Shoop Song Color Me Badd I Wanna Sex You Up
- 7. (3) Mylene Farmer/Jean-Luis Murat Regrets
  8. (6) Dire Straits Calling Elvis
  9. (14) Seal Future Love Paradise
  10.(11) Paul Young Don't Dream It's Over

- 11.(10) Extreme More Than Words

- 16. (19) Texas Alone With You

- 12. (12) Les Inconnus Rap Tou 13. (7) UB40 Here I Am 14. (15) Roachford Get Ready!
- 15. (9) Lenny Kravitz It Ain't Over 'Til It's Over
- 17. (20) Simply Red Something Got Me Started
  18. (18) Omar There's Nothing Like This
  19. (-) Chris Isaak Wicked Game
  20. (-) The Silencers Bullet Proof Heart

### NORWAY

Most played records on 40 Norwegian stations.

Compiled by Radio Topp 20/Scaneco, Young & Rubicam

- (5) Lisa Stansfield Change
- Prince/The N.P.G. Cream
- Dance With A Stranger Let Go Simply Red Something Got Me Started
- (9) Åge Aleksandersen Akkurat No(8) Bonnie Tyler Bitterblue
- (+) A-Ha Move To Memphis (11) Dance With A Stranger In The Atmosphere (16) Zoe Sunshine On A Rainy Day
- 11. (4) Salt-N-Pepa Let's Talk About Sex
- (-) Anders Wyller Let's Go Fishing
  (6) Anders Wyller Bring Back The Heroes
- Henning Kvitnes Songs Genesis No Son Of Mine
- 16.(14) Guns N' Roses Don't Cry
  17. (-) Stage Dolls Sorry Is All I Can Say
  18. (7) Sabrina Johnston Peace
  19.(18) Paul Young Don't Dream It's Over
- 20.(10) Anne Grete Preus Se

#### **SPAIN**

Most played records on Cuarenta Principales, cove-

- 1. (3) Bryan Adams I Do It For You
- (1) Mecano E. reon Del Rey De Negras (5) Bros Are You Mine? (4) Alejandro Sanz Pisando Fuerte (2) Sergio Dalma Galilea
- (6) Seal The Beginning
- (8) Dire Straits Calling Elvis (9) Martika Love..Thy Will Be Done
- 9. (10) El Regreso Quiero Volverte A Ver 10. (11) 091 La Cancion Del Espantapajaros
- 11. (12) Seguridad Social Solo Tu
- 12. (14) Emilio Aragon Hey Mr. Watter
  13. (15) La Frontera Hambre De Tu Amor
  14. (17) El Golpe Nos Queda La Noche
  15. (16) Heavy D/Boyz Now That We Found Love
- Chesney Hawkes I'm A Man Not A Boy
- 18. (20) Los Revelos Prefiero Matarte
  19. (-) Level 42 Guaranteed
  20. (-) Paula Abdul The Promise Of A New Day

### HOLLAND

Most played records on national stations Radio 2 and

- Radio 3. Compiled by Stichting Nederlandse To
- 1. (1) Garland Jeffreys Hail Hail Rock'N'Roll
- Henk Wijngaard Ik Moet Nog Wat Jaren Mee Margriet Eshuys Take It Out On The Street Extreme Hole Hearted
- 5. (12) Ester Tuely Incredibly Red
  6. (-) Robbie Valentine Over And Over Again
- Source Variation Over Annu Over Again

  (20) U2 The Fly

  (16) Julian Lennon Saltwater

  10. (17) Salt-N-Pepa Let's Talk About Sex
- 10.(17) Sait-N-repa Let's Tank About Sex.

  11. (-) Genesis No Son Of Mine
  12. (5) Rozalla Everybody's Free (To Feel Good)
  13. (8) Bryan Adams Can't Stop This Thing We Started
  14. (-) Gordon Kon Ik Nog Maar Even Bij Je Zijn
  15. (-) Tambourine Waterland
- 16.(11) Mariah Carey Emotions
  17. (-) Culture Beat No Deeper Meaning
  18. (-) Danny De Munck Vrienden Voor He
- Danny De Munck Vriend Queen Latifah Fly Girl 20. (-) Queen - The Show Must Go On

#### **SWITZERLAND**

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

- 1. (-) Extreme More Than Words
- Bryan Adams 1 Do It For You Jason Donovan Any Dream Will Do Matthias Reim Ich Hab' Mich So...

- Matthias Reim I of Hab Mich 300...

  Erste Allgemeine Vernacherung Jambo
  Simply Red Something Got Me Started
  Dire Straits Calling Elvis
  ) Scorpions Wind Of Change
  Phil Carmen Borderline Down
  Kate Yanai Bacardi Feeling
  Lee Cockers Night Calls 11. (17) Joe Cocker - Night Calls
- 12. (1) Cher The Shoop Shoop Song
  13. (-) Bryan Adams Can't Stop This Thing...
  14. (-) R.E.M. Losing My Religion
  15. (11) Tol & Tol Sedalia
- Roxette The Big L
- 17. (-) Amy Grant Every Heartbeat 18.(10) Gipsy Kings Baila Me 19.(13) Bob Seger/Silver Bullet Band The Real Love 20. (-) Salt-N-Pepa - Let's Talk About Sex

**FINLAND** Most played records on private radios as compiled by

- 1. (1) Bryan Adams I Do It For You
- (10) Dire Straits Calling Elvis
- (13) Meiju Suvas Pure Mua
- Bryan Adams Can't Stop This Thing We Started
- Four Cats Taas Twistataan Samuli Edelmann Peggy
- Raptori Karvanop
- Tapani Kansa Taysikuu
  Arja Koriseva Me Kaksi Vain
  Heavy D/Boyz Now That We Found Love
  Simply Red Something Got Me Started
  Guns N' Roses Don't Cry
- 17. (-) Markku Aro Yksi Huu 18.(15) Värttinä Munan Laulu 19.(14) Clifters Sänky
- 20. (8) Värttinä Marilaulu

**SWEDEN** 

- Most played records on Swedish national and local stations. Compiled by Airplay Sweden.
- 1. (2) Anders Glenmark Greyhound Bus Irma - Precis Som Du
- (5) Lisa Stansfield Change
  (3) Simply Red Something Got Me Started
  (6) Eva Dahlgren Vem Tänder Stjärnorna
- (-) Kylie Minogue Word Is Out
  (17) Bryan Adams Can't Stop This Thing We Started
  (10) Roxette The Big L
  (-) Limbo Uppe På Toppen Igen
- (8) Mariah Carey Emotions
   (-) Perssons Pack 1000 Dagar Härifrån
- 13. (18) Marky Mark/Funky Bunch Good Vibrations
  14. (-) Huey Lewis/News It Hit Me Like A Hammer
  15. (9) Army Of Lovers Obsession
  16. (-) Pontus/Amerikanerna Godmorgon Columbus
- Webstrarna Jag Borde Gått Hem
- 18. (-) Van Morrison Why Must I Always Explain 19. (13) Belinda Carlisle Live Your Life Be Free 20. (14) Peter Lemarc Et Avv Dom Sätt

MUSIC & MEDIA NOVEMBER 2 1991

#### OFF THE RECORD

END OF AN ERA: CLT Multi Media is closing down Radio Luxembourg's UK AM service. The station, which operates the world's most powerful signal at 1.2 million watts, had been a fixture in the UK for 58 years. Radio Lux GM John Catlett says, "Millions of listeners who grew up with Radio Luxembourg at '208' metres have a nostalgic attachment. But in recent years, its technical inferiority compared to a growing number of local stereo competitors made this move necessary if we want to shake an image of being old-fashioned and behind the times." The station currently serves millions of listeners on the Astra satellite and European cable TV systems.

SONY STEPS: Marya Meyer, marketing director for CBS-Sony Spain, has moved to a new, yet unspecified post in the company's international department. Her post was taken up by Raul Lopez, formerly promotions manager at BMG Ariola Spain. OTR hears more staff changes at Sony Spain could happen in the future.

EUROPE AT A GLANCE: French radio operators are marking November 15 on their calendar. That's the day the Mediametrie ratings are scheduled. Sony Music France is looking for a new publishing manager. Is German private Radio Xanadu/Munich about to hire several brand name TV stars and a new DJ? Is another German private about to revamp its format? Who is taking over as sales manager at FFH/Frankfurt? Is Capital Radio/London planning to invest another six-figure sum into Century Radio FM/Dublin? What is the no. 1 EHR station in Greece? How has ONDA CERO's new EHR net in Spain fared during its trial period? Has the GRAMEX dispute in Finland finally ended? What will happen to radio in Luxembourg now that new broadcast legislation has been approved? Which regional Italian EHR net is expanding its daily reach by teaming with other local broadcasters?

#### Jazz FM

(continued from page 1)

ing assumption of an estimated £1.2 million in debt. BI has already purchased 12.122 Jazz shares, around 27.9% of the equity, from Yorkshire Television and Jazz FM chairman Jasper Grinling.

Grinling and MD John Bradford, Jazz FM's "independent directors," are strongly recommending that all Jazz FM shareholders accept the offer.

According to Bate, the question over who would run Jazz FM on a day-to-day basis has not yet been settled. "If I'm putting in the money, then I will obviously want to go in and run it. I'll certainly need some help."

However, Bate will be making programming changes, promising "to bring Jazz FM back to the middle of the spectrum." PE

#### Classic

(continued from page 1)

"There was a realisation that Classic FM needed a chief executive who would be able to spend 110% of his time with the compa-

ny.
"Since the shareholders were originally announced, we are pleased that **Home Counties**Newspapers have taken a 4% stake. This gives us a very strong media line-up."

According to a director of Hambros, Classic FM's bankers, the resignations "do not affect the financial situation at all. There was always a possibility that they [Astor/Maker] might pull out over the Jazz FM deal."

It is understood that Classic FM is now actively considering using GWR's studios in Bristol, although no firm decision has yet been made.

PE

#### JICRAR

(continued from page 1)

13.3, most notably among 55+ males, who tuned in almost six hours more a week.

Commenting on the results, AIRC Research Sub-Committee chairman **John Bradford** says, "Further growth in listening across the IR network justifies continued confidence in its ability to consistently deliver increased audiences as the sector expands."

AIRC marketing executive James Galpin says the BBC Radio bosses have to take a long, hard look at the future. "There is no doubt that the BBC will see a steady decline in its share of audiences, with the expansion of commercial radio. With several new stations going on air, there is

bound to be fragmentation. It's not a matter of how they can hold on [to certain services], but how long they can hold on."

However, BBC head of publicity Sandra Chalmers says comparing commercial and public radio is like comparing apples to oranges. "We are not in the business of providing a service to bring in advertising, and are not looking for niche markets or narrowcasting. We are broadcasters providing a public service for the enrichment of the country. When a new commercial service goes on the air, obviously every share will subdivide. You must remember that six out of 10 radio listeners are tuned to the BBC. I don't want to sound complacent, but we are pleased with the stability and healthy reach of BBC Radio.

(continued from page 1)

Backs Distribution international manager Mary Creed likes the indie spirit of BID. "I have made a number of new contacts and learned new things about new markets such as Czechoslovakia."

One of the bigger stands at BID was manned by Semaphore, a company which represents some 550 US labels. Says MD Rory Faber, "We're constantly on the lookout to establish new sub-distribution deals for our US labels. BID brings us just that. The only thing I am missing are the Americans!"

One US act that did profit from BID was singer Pat Mears who, after her Monday showcase concert, was signed to publisher Warner Chappell in Europe.

A lot of the labels use BID as an opportunity to introduce new and upcoming bands, and Berlin was literally flooded with live shows

Like Döbeling, BID showcase manager Peter Radszuhn is a programme editor/producer at SFB's Radio 4U. He put together an impressive lineup of at least 120 bands. While BID formerly had a strong guitar-oriented base, this year's event showcased many more world music and dance acts.

Says Radszuhn, "Indie music is not always guitar trash—black music, country and soul all have been independently produced. This year we have introduced three different world music nights, as well as various new dance and techno acts. Also, many unsigned German bands are featured this week."

Many shows were broadcast live by Radio 4U, while **Radio Bremen 4** used a mobile recording unit for live reports.

Next year's BID will take place from October 26-29, again at the House of Soviet Culture & Science.

#### Brits

(continued from page 1)

graphic Industry (BPI). The show will be broadcast in the UK by BBC TV, while BPI officials are negotiating with MTV Networks for US broadcast. World selling rights outside North America are being handled, as before, by London-based Music Box.

Production of the Brits cost the BPI approximately US\$720.000 in 1990, the most recent year for which figures have been made public, and generated around US\$840.000 in revenues. The show was produced for the past two years by Jonathan King, who returns for 1992.

The BPI is aiming for a larger UK TV audience than this year's 8.2 million (at its peak) viewers, and for a corresponding uplift for retail sales. The show's new midweek airdate may help accomplish this, according to Paul Russell, chairman of Sony Music Entertainment UK and head of

the BPI Brits committee.

"We're hoping for more sizzle on the sausage," he says. "It's hard for the industry to get a buzz going on a Sunday (when this year's show was staged), and the Gulf War didn't help. We prefer Wednesday for the telecast."

In addition, the BPI is working more closely than ever with the **British Association of Record Dealers** (BARD) to exploit the retail effect.

Russell says the BPI is negotiating with the **Britannia Music Club**, **PolyGram**'s mail-order subsidiary, to continue its sponsorship of the Brits. This deal forms an important part of the show's revenue base, together with income from ticket sales and worldwide broadcast rights.

A key figure in co-ordinating various aspects of the 1992 event is **Lisa Anderson**, who was appointed its executive director earlier this year.

BBC TV will broadcast the awards as a 90-minute programme in prime time (19.30 to

21.00) on February 12, just hours after the taping at the Hammersmith Odeon.

Long-established as a London concert venue, the Odeon is using the awards to kick off its 60th anniversary celebrations. The hall will accommodate around 3.600, roughly divided 50-50 between the industry and the general public

Another component of the Brits is the Great British Music Weekend, tentatively set for January 17-19. This live event, held at Wembley Arena with 19 acts this year, focuses on new and developing bands, and excerpts are integrated into the awards telecast. Promoter is MCP.

Sony's Russell says the BPI is talking to MTV Europe and MTV US about broadcasting the weekend as a separate entity. He reveals that there are also plans for similar, Brits-related showcases in New York and Amsterdam, but says it may not be possible to expedite them in time.

#### **PWL**

(continued from page 1)

for a way to increase our distribution and output more effectively. We have the product and they have the distribution muscle."

In the UK, the two companies already have a long-term distribution deal, with PWL responsible for its own A&R and marketing. WMI, through EastWest Records, and PWL already work together in the GAS territories. PWL's first licencing/distribution deal was with EastWest, then called Teldec.

WMI will also take over marketing and distribution obligations in other territories as those deals lapse. One of the first will be in France, where PWL worked with **Sony Music**. That relationship will be over at year's end.

In Scandinavia, Sonet is responsible for PWL repertoire, while in Spain the company works with Sanni Records. Both arrangements will end on Dec. 31, 1992.

The new venture will effectively replace PWL's Holland operations, which were recently closed. The Dutch company, responsible for overseeing continental distribution and marketing, was originally envisioned "to be the first step into Europe in 1992," says Howells. That all changed with the new venture.

"We wanted to pull everything together with regard to distribution and marketing. We needed to centralise those efforts," he says.

Howells says he thinks that with WMI's backing, the venture

can double PWL's overseas revenue and album output within a 12-month period. Howells estimates that PWL earns about 40-45% of its business on the continent

Calling PWL chairman Peter Waterman a "great music man," WMI president Ramon Lopez says the association with PWL "has all the elements necessary to become a most successful and enjoyable partnership."

One of PWL's biggest acts is Kylie Minogue, the only artist to have 13 consecutive top 10 UK hit records. Her duet with Keith Washington is one of the first releases under the new agreement. PWL also has a no. 2 UK hit with 2 Unlimited's Get Ready For This.

#### RFM

(continued from page 1)

arrival of these two extremely skilled professionals will help us strengthen our programme. Brille has proved at Europe 2 and Maxximum his capacity to create two different formats.

"Michel, at Europe 2, was closely involved in its music programming. They will bring a new touch to RFM, but it doesn't mean

that we are going to modify the station's current programme schedule.

"The format implemented last January has proved to be extremely efficient. I only forsee limited changes in global product."

RFM, one of France's oldest FM networks, was created in 1981 by **Patrick Meyer** and purchased in 1987 by UK media group **Crown Communications**.

Brille spent most of his career at Europe 1 before working on the concept of Europe 2, and joining Luxembourg media group CLT to create dance-formatted Maxximum.

Comments Brille, "I am happy and proud to join a station such as RFM. I already know a lot of people there. In fact, my first experience on the FM band comes from RFM and dates back to the early '80s."



# EUROPEAN **RADIO**



### EHR TOP 40

TW LW WOC Artist/Title	Label	Total	Α	В	Add
1 2 6 SIMPLY RED/Something Got Me Started	d (East West)	65	55	10	4
2 1 17 BRYAN ADAMS/(Everything   Do)   Do	It For You (A&M)	56	43	13	1
3 6 4 MARIAH CAREY/Emotions	(Columbia)	48	42	6	3
4 4 5 PRINCE/Cream	(Paisley Park)	45	35	10	1
5 8 7 JULIAN LENNON/Saltwater	(Virgin)	44	35	9	2
6 3 9 DIRE STRAITS/Calling Elvis	(Vertigo)	36	31	5	0
7 12 5 BRYAN ADAMS/Can't Stop This Thing	We Started (A&M)	40	31	9	4
8 10 4 BELINDA CARLISLE/Live Your Life Be Fr	ree (Virgin)	41	32	9	3
9 7 7 ROXETTE/The Big L	(EMI)	36	29	7	1
10 15 2 LISA STANSFIELD/Change	(Arista)	38	25	13	10
11 5 9 MARTIKA/LoveThy Will Be Done	(Columbia)	30	21	9	2
12 20 4 PAUL YOUNG/Don't Dream It's Over	(Columbia)	33	22	11	4
13 16 4 ERASURE/Love To Hate You	(Mute)	29	25	4	3
14 19 5 SABRINA JOHNSTON/Peace	(East West)	28	23	5	3
15 9 7 PM DAWN/Set Adrift On Memory Bliss	(Gee Street)	28	23	5	0
16 11 6 GUNS N' ROSES/Don't Cry	(Geffen)	28	20	8	1
17 27 2 COLOR ME BADD/I Adore Me Amor	(Giant)	32	21	11	8
18 18 4 CHER/Save Up All Your Tears	(Geffen)	28	21	7	0
19 29 4 SALT-N-PEPA/Let's Talk About Sex	(ffrr)	31	23	8	3
20 13 5 CATHY DENNIS/Too Many Walls	(Polydor)	27	21	6	0
	Some Bizzare/WEA)	27	17	10	= 1
22 21 3 TINA TURNER/Nutbush City Limits (The 9	Os Version) (Capitol)	27	18	9	5
23 34 4 SCORPIONS/Wind Of Change	(Mercury)	23	18	5	2
24 14 16 CHER/Love & Understanding	(Geffen)	23	16	7	0
25 17 14 EXTREME/More Than Words	(A&M)	24	13	11	1
ROZALLA/Everybody's Free (To Feel Go	od) (Pulse 8)	26	20	6	5
27 31 3 OLETA ADAMS/Don't Let The Sun Go Do	own On Me (Fontana)	26	19	7	3
28 NE U2/The Fly	(Island)	21	17	4	21
29 NE BAD ENGLISH/Straight To Your Heart	(Epic)	23	13	10	10
30 24 11 LEVEL 42/Guaranteed	(RCA)	20	14	6	1
KENNY THOMAS/Best Of You	(Cooltempo)	21	20	1	2
32 23 13 HEAVY D & THE BOYZ/Now That We	Found Love (MCA)	19	13	6	0
R.E.M./The One I Love	(Warner Brothers)	21	16	5	3
34 BEVERLEY CRAVEN/Woman To Woman	(Epic)	19	12	7	0
35 MARC COHN/Walking In Memphis	(Atlantic)	20	15	5	4
36 25 3 PAULA ABDUL/The Promise Of A New		18	7	11	0
37, 36 7 RIGHT SAID FRED/I'm Too Sexy	(Tug/BMG)	19	13	6	2
38 26 5 ZOE/Sunshine On A Rainy Day	(M&G/Polydor)	21	12	9	3
39 37 3 GLORIA ESTEFAN/Live For Loving You	(Epic)	21	14	7	2
40 NE VOICE OF THE BEEHIVE/I Think I Love		19	15	4	2
The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by act porary music fulltime or during specific dayparts. Songs in "A* rotation airplay receive more points to	nieving airplay at M&M's EHR reporting statis	ons that target 1:	2-34 year-o	ld listeners w	rith contem-

gs score points by octivering airpray at mach's enk reporting stations mai rarger 12-34 year-ora listeners with contem receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size

### CHARTBOUND RECORDS

TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open [MCA]	19/3	AMY GRANT/Every Heartbeat (A&M)	14/1
ADDITION OF LONGING TO THE STATE OF THE STAT			
		WHITNEY HOUSTON/I Belong To You (Arista)	14/0
GENESIS/No Son Of Mine* (Virgin)	17/1	GLASS TIGER/My Town* (Capitol)	13/8
KATE YANAI/Bacardi Feeling (Summer Dreamin') (WEA)		CHESNEY HAWKES/Secrets Of The Heart (Chrysalis)	
GARLAND JEFFRIES/Hail Hail Rock 'N' Roll* (RCA)	16/5	KIM APPLEBY/If You Cared* (Parlophone)	13/2
SCORPIONS/Send Me An Angel (Vertigo)		TEXAS/Why Believe In You (Vertigo)	
COLOR ME BADD/All 4 Love (Giant)	16/0	MARKY MARK & THE FUNKY BUNCH/Good Vibrations (Interscope)	13/1
OMD/Pandora's Box (Virgin)		AMY GRANT/That's What Love Is* (A&M)	12/6
<b>ROD STEWART/</b> The Motown Song (Warner Brothers)		ROBERTA FLACK/Set The Night To Music* (Atlantic)	12/2
JOE COCKER/Night Calls (Capitol)	15/3	LEVEL 42/Overtime* (RCA)	12/2
PRINCE/Gett Off (Paisley Park)		CRYSTAL WATERS/Makin' Happy (A&M)	
<b>PET SHOP BOYS</b> /DJ Culture* (Parlophone)		JOHN MELLENCAMP/Get A Leg Up* (Mercury)	
<b>DEACON BLUE</b> /Closing Time* (Columbia)	14/3	SIMPLE MINDS/Real Life* (Virgin)	11/6
RICHARD MARX/Keep Coming Back (Capitol)		CE CE PENISTON/Finally* (A&M)	* .
BOB SEGER & THE SILVER BULLET BAND/The Real Love [Capitol]		LENNY KRAVITZ/Stand By My Woman (Virgin America)	
The EUR Rehearth and the Residence of the Court of the Co			

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top Newcomers are those artists that have never had a Tap 20 hit before. Artists are lister from this chart, but may reappear with new airplay. In the case of a tie, songs are listed alphabetically by artists.

#### AIRPLAY ACTION

by Machgiel Bakker

by Machgiel Bakker

As anticipated last week,
Simply Red is finally dethroning the 11-week chart-topper
(Everything I Do) I Do It For You
by Bryan Adams. Something
Got Me Started is getting almost
unanimous support through Europe and key markets include the
UK, Holland, Germany, Norway, Italy and Germany,
The single is played on an impressive 65 stations, a feat only
surpassed by Adams (who had
67 under his belt two weeks
ago) and shared with Rod Stewart's Rhythm Of My Heart
(mid-April).

(mid-April).

After quite some stagnation, the top 10 is showing lots of movement this week. **Mariah Carey** enjoys her best position in EHR enjoys her best position in EHR so far, with *Emotions* jumping to no. 3 (*Someday* peaked at no. 6 in the third week of February). The single is played in 14 European markets with the emphasis on Holland, Sweden, the UK and Italy.

Also gaining strength is **Julian Lennon**. Based on airplay in 12 markets, *Saltwater* is clim-

12 markets, Saltwater is climbing to no. 5 this week. It's getting its best reports from the UK, the Benelux, Switzerland and Germany.

Germany. Highest entry (26) goes to Zambian singer **Rozalla** with the anthemic track Everybody's Free [To Feel Good]. The single is get-(To Feel Good). The single is getting its best airplay in Belgium, France, Holland and the UK. Second-highest entry goes to the long-awaited U2 single, The Fly, which is getting a warm welcome at EHR. With 21 new adds this week, it is the third-best New Add Leader of 1991, following Dire Straits' Calling Elvis (23) and Simple Minds' Let There Be Love (22). The track is the band's first single since June 1989's All I Want Is You, We wonder which radio station is actually backannouncing the single's Beside, Alex Descends Into Hell With A Bottle Of Milk-Korova 1...Try it!

Into Hell With A Bottle Of Milk-Korova 1...Try it!
Another single getting immediate support from EHR is Genesis'
No Son Of Mine. With 17 new showings, it is the second-ranked New Add Leader this week.

#### EHR NEW ADD LEADERS

U2/The Fly	(Island)	21
	(Virgin)	17
BAD ENGLISH/Straight To Your Heart	(Epic)	10
LISA STANSFIELD/Change	(Arista)	10

The EHR "New Add Leaders" are those songs which received the highest number of playlist addi-tions during the week. In the case of a tie, songs are listed alphabetically by artist.

#### EHR "A" ROTATION LEADERS

SIMPLY RED/Something Got Me Sta		55
BRYAN ADAMS/(Everything I Do) I Do	It For You (A&M)	43
MARIAH CAREY/Emotions	(Columbia)	42
JULIAN LENNON/Saltwater	(Virgin)	35
PRINCE/Cream	(Paisley Park)	35

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

#### "A" ROTATION PERFORMANCE

Artist/Title/Label	"A" %
KENNY THOMAS/Best Of You (Cooltempo	) 95
COLOR ME BADD/All 4 Love (Gian	it) 93
MIDGE URE/Cold Cold Heart (Aristo	90
COLOR ME BADD/I Wanna Sex You Up (Gian	at) 81
GARLAND JEFFRIES/Hail Hail Rock 'N' Roll (RCA	A) 81
EG & ALICE/Indian (WEA	N 80
U2/The Fly (Island	d) 80
SCORPIONS/Wind Of Change (Mercury	78
VOICE OF THE BEEHIVE/I Think I Love You (London	
ROZALLA/Everybody's Free (Pulse 8	3) 76

\*A\* Rotation Performance is a listing of those records who have achieved the best A rotation netrotion. Records listed are those outside the EFIR top 20 and with a total number of reports stations of all least 10. Songs tied are listed alphabetically.

#### EHR.TOP NEWCOMERS

	Total Stations
ROZALLA/Everybody's Free	(Pulse 8) 26
U2/The Fly	(Island) 21
BAD ENGLISH/Straight To Your Hear	rt (Epic) 23
GENESIS/No Son Of Mine	(Virgin) 17
GARLAND JEFFRIES/Hail Hail Rock 'N' Ro	II (RCA) 16
GLASS TIGER/My Town	(Capitol) 13
ROBERTA FLACK/Set The Night To Music	c (Atlantic) 12
JOHN MELLENCAMP/Get A Leg Up	(Mercury) 11
CE CE PENISTON/Finally	(A&M) 11

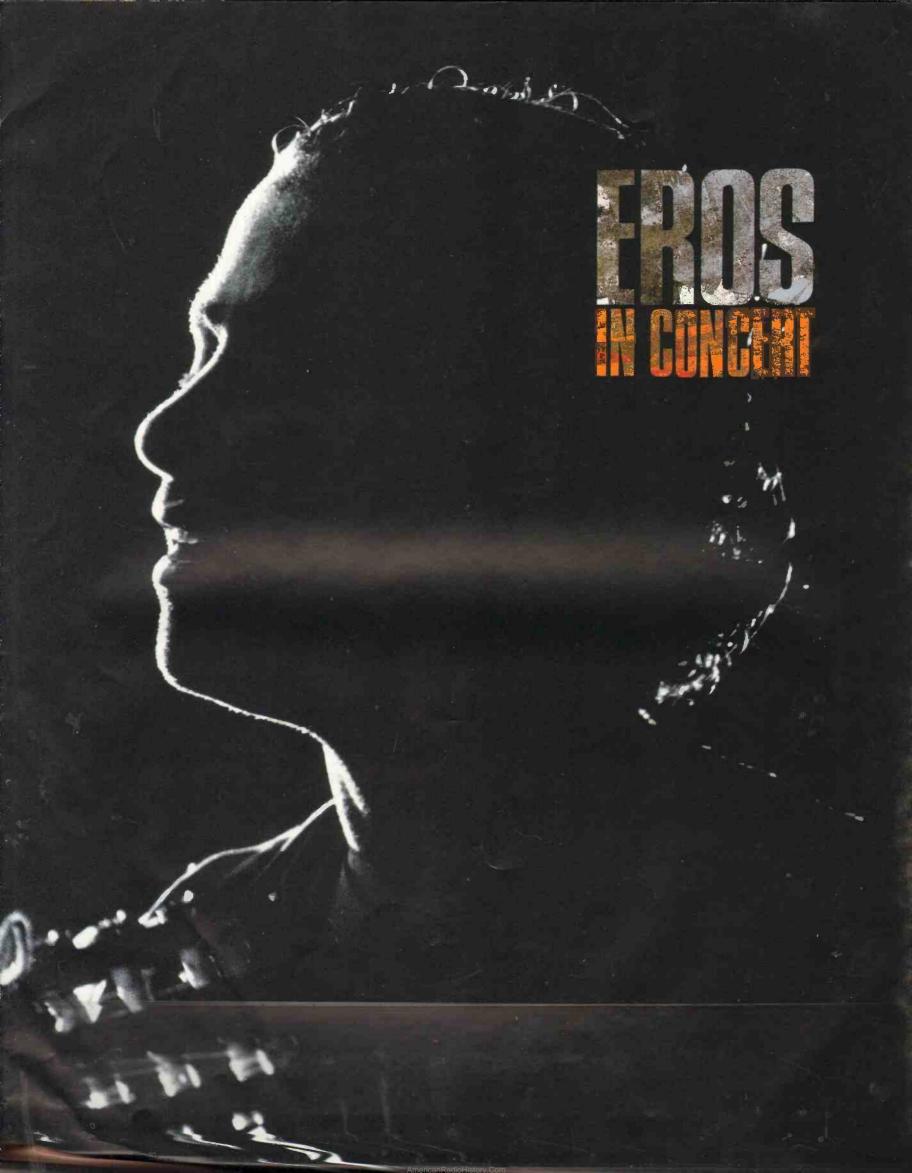
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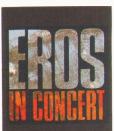


CARRERE MUSIC

CHRIS LOUNG LA FRANCE







'Then there's a certain Ramazzotti. I don't know whether it's a real name or one that's been invented''. That's what one music critic wrote when the totally unknown Eros Ramazzotti made his debut

as a newcomer at the 1984 edition of the San Remo Song Festival, an annual event renowned as the most important showcase for Italian talent

The name Eros Ramazzotti is very real and today, seven years after walking off that same San Remo stage with the coveted newcomer's award, he can be counted as a true international star. That's no idle boast. Eros has recorded five albums which have notched up combined sales of more than 10 million worldwide. Sales of his last studio album "In Ogni Senso" stand at 3.223 million today. It sold over 2.5 million units in 1990, making it the best selling album from mainland Europe. It generated 11 platinum and two gold awards.

Now Eros is set to spread some more Ramazzotti fever with the release of his double live album "Eros In Concert" which was recorded in the course of his 1990 Euronean Tour and cantains 25 key songs of his seven year career. Five of the tracks are sung in Spanish and an added bonus is the inclusion of two previously un-released studio tracks "Ancora Vita" and ``Seguimi''. Those two songs have also been recorded in Spanish for that territory only. Eros has already recorded a Spanish language version of his ''In Ogni Senso'' album and Roberto Galanti, MD at the artist's DDD record company says: "Only an Italian could sing with such success both in his own language plus Spanish''

The 28 year old Eros comes from a working class quarter of Rome, a stone's throw away from Cinecittà movie studios which were once hailed as the Hollywood of Italy. He was introduced to music at an early age by his father who was a singer. Eros was not overly keen on school but how many times has that been written about a non star? His story is not a rags to riches fairytale. Success has been based on the skillful combination of his vocal talents, good looks and composition prowess, with a marketing and image building campaign pursued by DDD right from the outset.

Eros first performed in public in 1981 at the new voice competition in Castrocaro. Although making it to the finals he didn't end up in the top three. That didn't discourage his manager Gianni Ravera and the natural vocal qualities of the young and raw Ramazzotti did not go unnoticed by DDD's Roberto Galanti. "I liked his material and found his voice exceptional" he says. ``Ad Un Amico'', the first single released by Eros in 1982, didn't set the world on fire but, undeterred, he disappeared from the public eye in order to develop his composition skills. He also continued to study guitar under the guidance of Alberto Radius. But in 1984 he broke his private silence with a veritable public bombshell, one that the Italian music industry has talked about ever since. Competing with the song ``Terra Promessa'' (Promised Land) at San Remo he triumphed by leaving all opposition straggling way behind in terms of votes.

Eros had arrived. People of all ages sought his autograph and the song entered the charts, beating all the records released by ''bia'' artists who had competed at the Festival.

He could have stuffed his back, and front, pockets with millions of Lire by performing in discothenues and open-air concerts staged at famous Piazzas throughout Italy but Eros showed a sense of integrity that he has managed to retain through out his climb to the top. He commented at the time: "I'm not going to take the public for a ride by appearing under false pretences on the strength of one song. Money can wait. I'll make that later''. By 1984 Eros had completely settled in Milan. He spent that year forming a musical team which still remains with him today. Piero Cassano, who composes the music with Eros, has produced every album. Celso Valli and Maurizio Bassi have shared overall resnonsability for the rich arrangements of the songs and Adelio Cogliati co-writes the lyrics with Eros.

Eros returned to the San Remo Song Festival in 1985 to compete in the ''big'' section with the song ''Una Storia Importante''. It came sixth but any disappointment the 22 year old artist may have suffered must have been offset by watching it scale the local singles chart as well as bulleting to number 3 in the French chart with sales of over 700.000. The album "Cuori Agitati'' (Agitated Hearts) followed and instantly placed the young Italian in a "European force to be reckoned with" category after its charts success in Germany, Austria and Switzerland. The sales figures for Cuori Agitati totaled 1.2 million units, an amazing feat for a young, Rome born, working class kid who resisted the common temptation of trying to emulate the styles of US or UK artists. He preferred, instead, to stick to his own guns by presenting rich, yet un-pretentious, Italian language songs in a way that was beginning to capture the hearts of Europe's teenagers.

His record company DDD was not about to sell Eros cheap. It has spared no expense in the image building of the artist and has thought carefully about every detail. Photos on album covers always tell a story and the graphic image of the name Eros Ramazzotti has developed into a logo by remaining the same on every album sleeve since Cuori Agitati. Roberto Galanti comments: "If you want to capture the world with an artist you need a team which, together, will study the art of perfection. Eros is a good looking and healthly young man. That's the image we set about projecting on his album sleeves, photos and videos''. Eros won the San Remo Song Festival again in 1986 with the song ''Adesso Tu''. He followed up the success of "Cuori Agitati'' with the album "Nuovi Eroi". Released that same year it was recorded at studios in Milan, Bologna and Munich. Needless to say the album shot to number one in the Italian charts with sales of more than 650.000 units. Eros also began adding to his collection of gold and

platinum discs with sales of more than 100.000 in Switzerland and Austria, 250.000 units in Germany and 100.000 in Spain. Heavy sales figures in France, Belgium and Holland contributed to a total tally of 1.6 million units.

Live concerts were also a high priority that year for Eros. He performed in Italy, Switzerland. Austria, Germany and Canada and made time to visit Japan to pick up the Golden Award at the Yamaha organised World Popular Song Festival for the song "Emozione Dopo Emozione" (Emotion After Emotion).

While many Italian musicians and songwriters were going through a period of "getting it together" at this time Eros had "got it all together". He didn't suffer any crisis of ideas and didn't need a couple of years to research

new material for an album.

Barely had the frenzy of Nuovi Eroi died down before he delivered "In Certi Momenti" (In Certain Moments) in October 1987. The album served as a milestone in Eros's career because while the record buying public had no doubts about his star quality some music critics were not convinced of his staying power. In Certi Momenti silenced them all.

Six studios, two arrangers, five sound engineers and fifteen musicians were used for the recording of In Certi Momenti, an album which revealed the growing maturity of the 24 year old Eros. Despite his rapid success he'd remained down to earth and in touch with his own generation.

It was this way that he was able to sing with conviction about moments that everyone must face in life, whether they be easy or difficult, soft or hard

In Certi Momenti sold 2.5 million units. It reached triple platinum status in Spain, double platinum in Switzerland and Austria and single platinum in Germany where it sold a staggering 500.000 units.

The album was originally scheduled to be a double but, for market reasons, this idea was scrapped. Five songs which didn't make it to the album were released on the "Musica E" mini album in June 1988. DDD had released ''Musica È'' without a flurry of promotion. It was meant to close a chapter in Eros's career before he took a long layoff. The mini-LP, which contained the song Musica É, the eleven minute piece Suite, surprised everybody by becoming a major seller with units totalling 2.2 million. With hindsight, perhaps it shouldn't have been such a surprise. Eros had toured Italy, Germany, Switzerland, Austria and Spain for eight months in that year and had attracted more than a million spectators to his shows, staged in sports stadiums. Most of the dates were sold out at least one month before each concert. Two years passed before the release of Eros's last studio album ''In Ogni Senso'' (In Every Sense). In the meantime BMG has acquired a share in DDD record company, a deal which added to the genuine buzz of excitement which precluded the launch of the album in April last

And what a launch it was! DDD invested US dollars 400.000 into the two day event staged in Venice. 280 national and international journalists participated in activities which included a banquet at a historic building sited on one of Venice's canals.

But it was not just an extravagant industry 'bash'. 'In Ogni Senso' was being released simultaneously in 20 countries and the news was leaked that Eros would be marketed throughout the UK. Paul Williams, head of International A&R/Marketing at RCA/BMG UK, commented at that time: ''We recognised the fact that Eros Ramazzotti had sold millions of records throughout Europe and when BMG became partners with his record company, DDD, last year, we realised he had worldwide potential''.

That worldwide potential was realised with In Ogni Senso. It boasts the following sales figures to date: Austria 35.000; Belgium 110.000; Denmark 10.000; Finland 5.000; France 150.000, Germany 800.000; Greece 5.000; Holland 210.000; Iceland 3.000; Italy 1.1 million; Norway 15.000; Portugal 15.000; Sweden 25.000; Switzerland 140.000; Spain 320.000; Mexico 150.000; USLatin 25.000; Central America 15.000; Venezuela 40.000 and Latin America plus other territories 50.000. This all adds up to a grand total of 3.223.000 units and there's still the US to come.

In Ogni Senso was recorded at Abbey Road Studios (UK), Paradise Studio (Munich) and Fonoprint, Logic and Mayday Studios (Italy). If proof was needed that Eros has finally come of age, disbelievers need not have looked further than the twelve songs included on the album. He proves he can rock with the rest but he also demonstrates the rare capability of being able to cross over to an adult audience by delivering ballads which never border on the banal.

A video for the opening track of the album ''Se Bastasse Una Canzone'' was produced by Italy's Central Productions company and directed by the UK couple Vaughan and Anthea. Once again Roberto Galanti did not go for any cheap alternatives in order to cut company costs; only the best would suffice. Vaughan and Anthea had already directed videos by Terence Trent D'Arby, Simply Red, Curiosity Killed The Cat, Associates and Propaganda and they chose various UK sites to direct a video of such quality that it won a prize at the New York Cinema Festival. A follow up video for the track ''Amarti È L'Immenso Per Me'' was directed by Diego Zane in Italy. DDD once again stuck to its guns of presenting the best image possible for Eros. In Ogni Senso, like the In Certi Momenti and Musica E albums, was recorded in Spanish. This was certainly helpful for the Spanish market but also opened up possibilities in South America. Eros visited Mexico and Venezuela for the first time in January this year and even though he was already known in those countries Eros in the flesh created a new sense of excitement. He was awarded a gold disc for the In Certi Momenti (En Ciertos Momentos) album while in Venezuela but territories such as Brazil and Argentina are now requesting a further promotional visit. Yes, he's an international superstar but hardened industry critics may have felt inclined to pose that often dreaded question. "What about the US market?" No Italian artist has ever really been able to crack that particular nut".

DDD is no pie in the sky operation and when Arista president Clive Davis requested a US appearance by Eros the proposition was thought about carefully. It was followed by the affirmation: ``Yes''.

Eros had finished his European tour organised by the Italian outfit Trident. He had created ticket sales records at most venues played and could be now be allowed to wallow in the excesses of the rock n'roll lifestyle for a while at least.

Not Eros. He's no prude, but like most young

Italian males his excess is football. And when

he's not trying to edge the likes of Maradona

or Ruud Gullit out of business he spends quiet moments with his mother, girlfriend or friends at his secluded villa in Brianza which is a stone's throw away from Milan. Eros is also mad about speed on wheels. That love of beating the breeze almost scuppered his chances of creating Italian music history by appearing live at New York's Radio City Music Hall on July 26 this year. Quite simply he broke his leg in a motocycle accident roughly one week before his US debut. DDD international manager Donatella De Gaetano re-lives the nightmare. "We had a telephone conference call with the US. They asked. "Is he going to do it?'' When we said "Yes he'll be there'', there was a round of applause. A voice came down the transatlantic telephone saying, "God, you italians are so strong" Italians have had to learn to be strong in the face of ilbes that its artists will never make it beyond the Swiss border. But after the New York concert by Eros, Billboard's Thom Duffy wrote. ``In a two-hour plus, arena-scale performance, accompanied by a nine piece band, four singers (and, at one point, a 24-piece orchestra) Ramazzotti simply delivered. Singing entirely in Italian, save for a duet with a female accompanist who sang in English, the young singer matched the vocal intensity of Michael Bolton with a lighter timbre; the R&B pop/rock of a Phil Collins and the engaging stage manner of a Bill Joel. His boyishness and the easy sensuality kept the show grounded, preventing the spectacular production from overwhelming the performance". Stephen Holden wrote in The New York Times: ``He (Ramazzotti) creates music that underlines the time homoured Mediterranean melodicism with rock beats and synthesized textures. In his hest songs, the styles of Julio Iglesias and George Michael coincide confortably. One minute the instrumentation might suggest the sound of a concertina, the next the latest space age pop sound effects".

Not every artist can transfer a rich studio sound onto the concert stage. Not every artist can create such a live atmosphere that can keep an audience of thousands captivated. Eros Ramazzotti can and those in doubt need only check out his new double album Eros in Concert.

David Stansfield

## DISCOGRAPHY

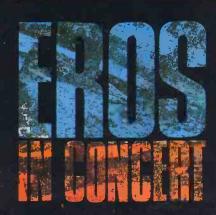
CUORI AGITATI	1985
NUOVI EROI	1986
IN CERTI MOMENTI	1987
MUSICA È	1988
IN OGNI SENSO	1990
EROS IN CONCERT	1991

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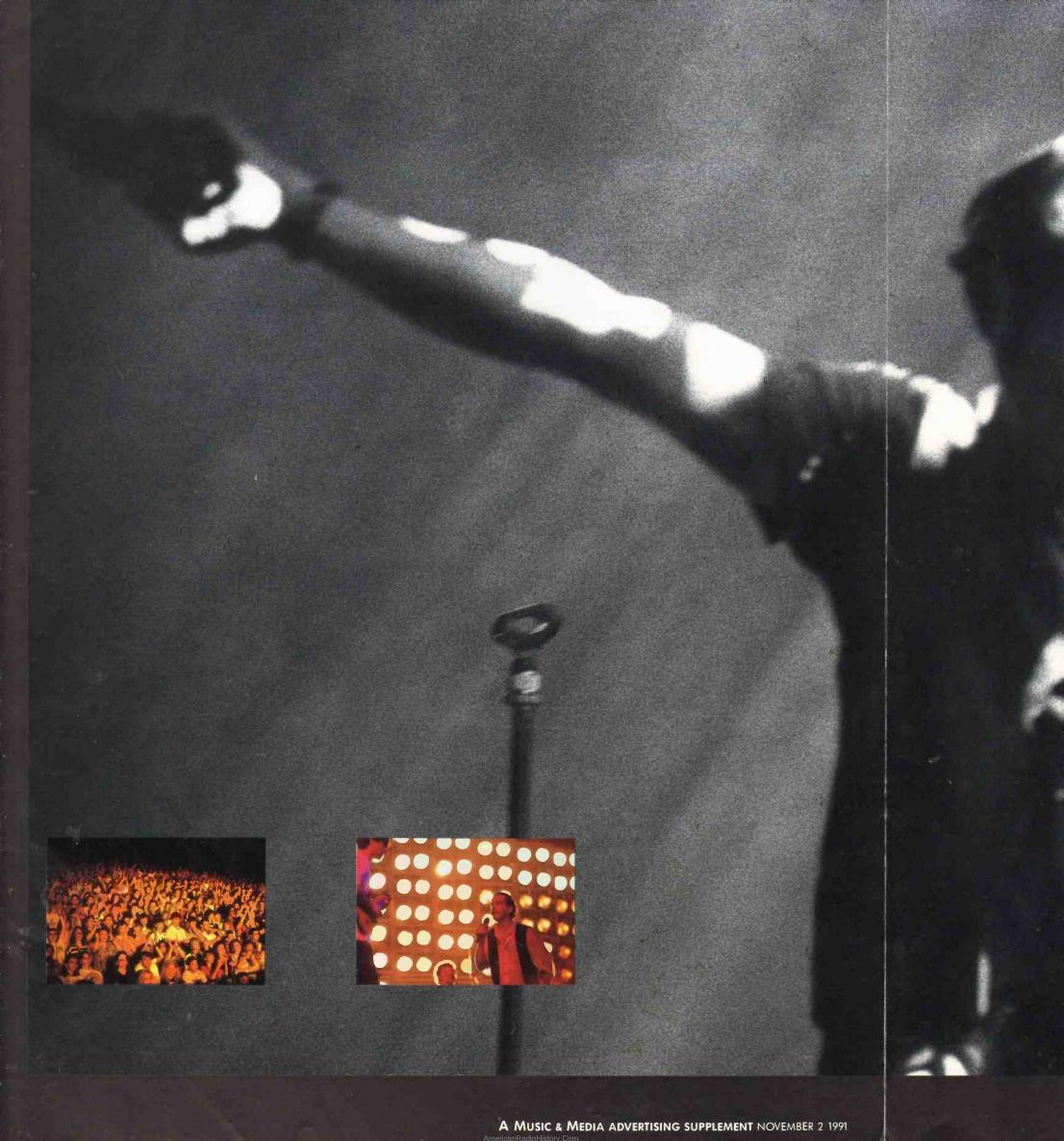
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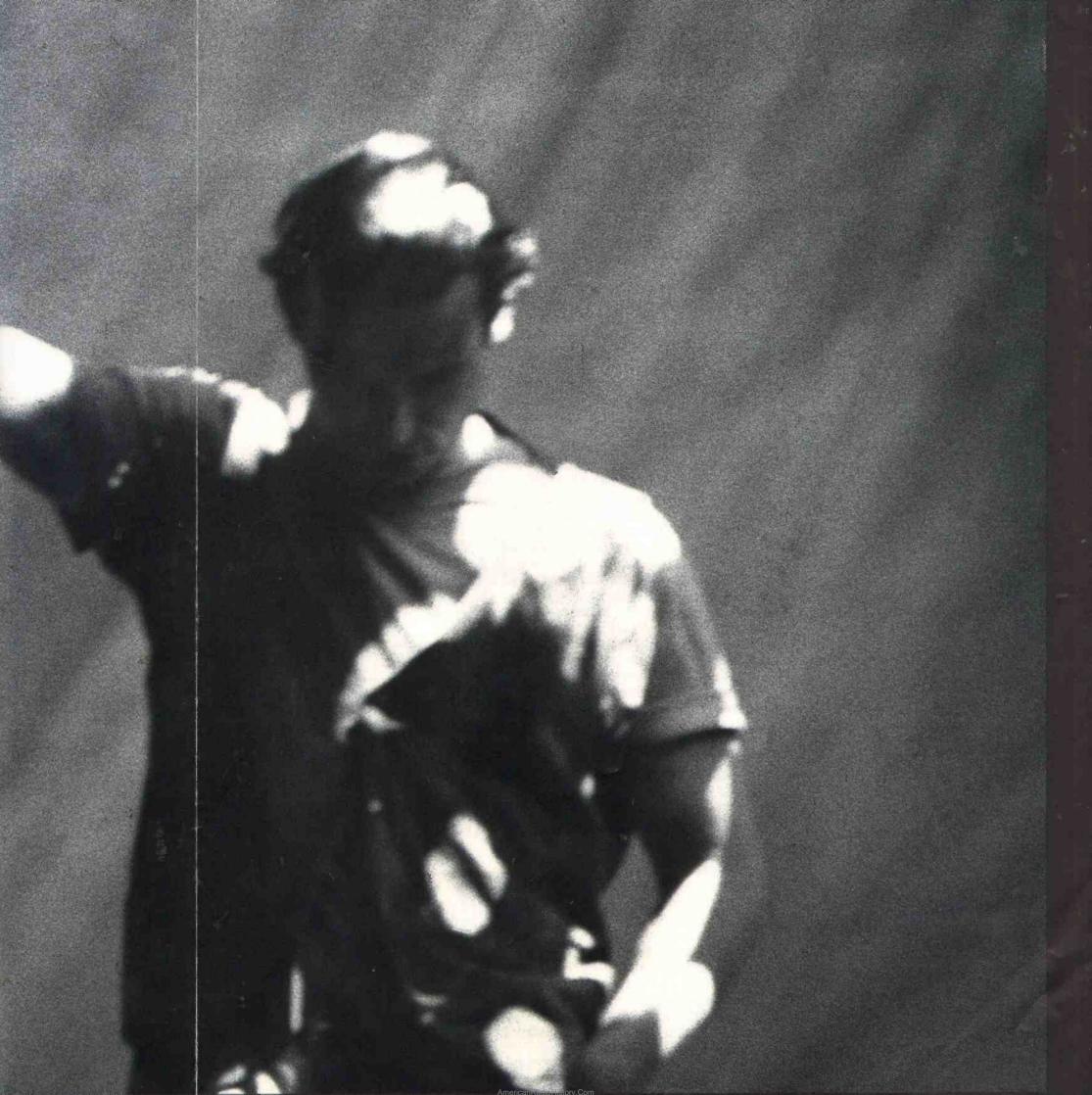
INTRO MESSA 3 CUORE CON ZIONE DOPO EMOZIONE DE COMPLETAMEN-TE ENAMORADOS FUGGO DAL SEGUIMI SE C'È UNA STRADA 11 13 **DOLCE BARBARA** STORY 15 17 LUCE BUONA 18 DI SPERANZA 20 MUSICA PA CANZONI LONTANE 24 HISTORIA IMPORTANTE 20 CANTICO CORA VITA

PRODUZIONE: PIERO CASSANO – ASSISTENTE ALLA PRODUZIONE: ADELIO COGLIATI – SUPERVISIONE MUSICALE E Tecnica: Celso Valli – registrazioni effettuate ''dal Vivo'' nel corso del tour Europeo 1990

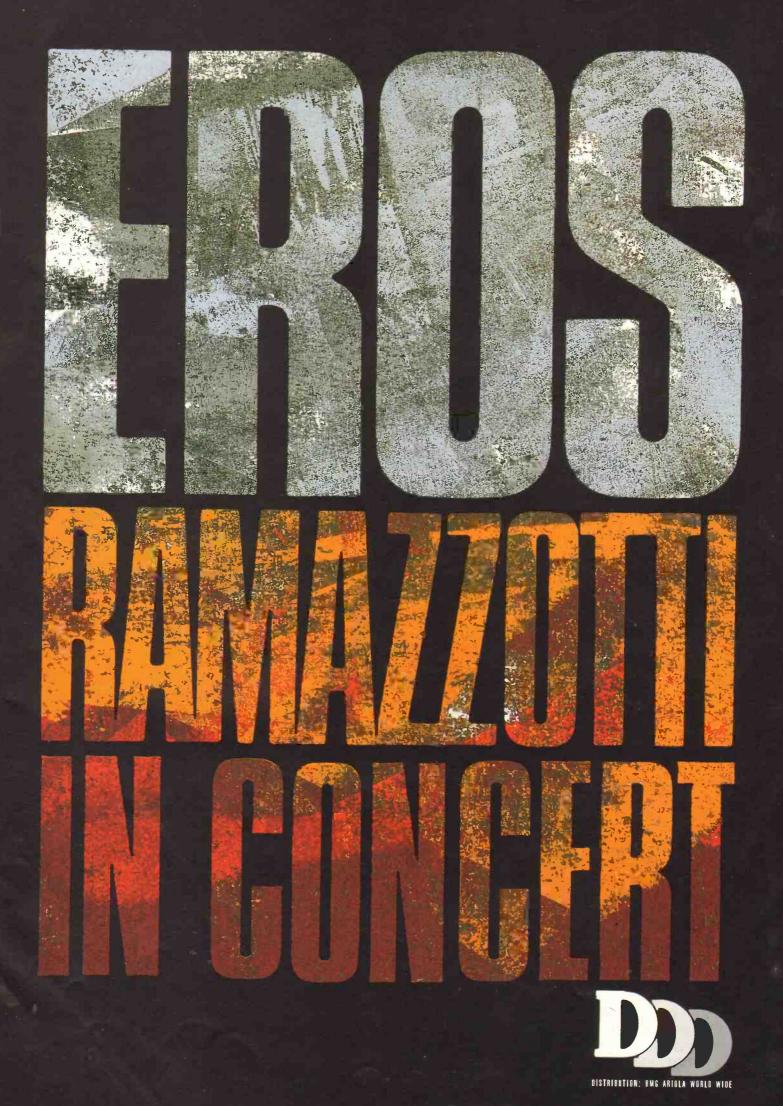








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