Programmers Veto Airplay Limitations
by the M&M Staff

Radio programmers on the continent would reject any moves by record companies to limit airplay of records in order to stem home taping, according to an informal poll by M&M. However, radio is sympathetic to the home taping problem, and most programmers say DJs often "talk over" records to discourage it.

(continues on page 34)

Industry Backs Aids Awareness

Italy Takes Lead In Promoting Aids Day

A few of Europe's largest radio stations are planning extensive public service promotions in conjunction with International Aids Day on December 1 sponsored by the World Health Organization.

An informal poll by M&M shows that two radio stations which are at the forefront are Italian EHR networks RTL, RFI Radio/Milan and Rete 105/Milan. Both are planning promo campaigns linked with the country's Ministry of Health.

Rete 105 head of music Alex Peroni confirms the network will have link-ups with 10 discotheques in major cities. At 02.00 on December 1, the station and clubs will play a track from the Red Hot & Blue album.

EMI Releases Queen Single To Benefit Aids

The November 24 death of Freddie Mercury robbed the music business of one of its most charismatic artists. The Queen singer, 45, died of bronchial pneumonia, brought on by Aids, at his home in Kensington.

Queen has been celebrating 20 years in the music business with the release last February of their 17th studio album Innuendo, and the recently issued compilation Greatest Hits II.

In honour of the singer, some EMI companies have cancelled their TV and radio campaigns supporting Greatest Hits II. Some of these campaigns were set to kick off last week. Included are a nationwide UK TV spot promo, as well as two weeks of advertising on MTV Europe.

FRANDERS FRANCHISING ENDS

150 Stations Face Licence Revocation

by Marc Moes

The new, tough Flemish media legislation aimed at protecting local broadcasting has, at least for now, effectively killed network/franchising and more tightly regulates private broadcasters.

On November 17, the 22-station Radio Contact network was forced to disband its mostly non-satellite franchise operations. In honour of the singer, some EMI companies have cancelled their TV and radio campaigns supporting Greatest Hits II.

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Danny De Bruyn.

Next at stake are the licences of as many as 150 private stations, owing to various violations. The decree specifies, among other rules: Maximum radius of 8 km; news and advertising based on broadcast area; 80% of programmers produced in-house; stations forbidden from sharing names/logos, and required to have separate management.

In February, all stations were given six months to comply or

(continues on page 34)

NRJ, RTL Continue French Radio Ratings Dominance

by David Roe

Total cume-audience radio listening in France increased slightly during the September-October period to 77.1% compared with 76.3% in the previous quarter, according to Mediametrie.

Ratings at the generalist networks—Europe 1, RTL, RMC, Sud Radio and France Inter—were up 1.6 points to 42.7%.

National music nets—Europe 2, Fun Radio, Nostalgie, NRJ, Skyrock, RFM, Cherie FM—Maximum and Metropolis—dropped pointed to 27.1%.

EHR net NRJ and its sister gold-formatted network Cherie FM were the only major FM webs to post cume increases. NRJ broke the 10% barrier for the first time with 10.1% of the audience, up from 9.9%, while Cherie FM increased to 2.3% from 2.0%.

No. 1 in EUROPE

European Hit Radio GENESIS
No Son Of Mine (Virgin)

Coca-Cola Eurochart M&C JACKSON
Black Or White (A&M)

AmericanRadioHistory.Com
FREDDIE MERCURY
1946 – 1991

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Vicino Quits As SMP Italy GM

By David Quints

Sonny Music's Italian operations have undergone their second senior executive change within two months. Sony Music Publishing Italy GM Maria Vicino unexpectedly left his post on November 14. He says he was asked to resign by Sony Music Italy president/MD Franco Cabrini.

Vicino's departure follows the resignation in October of Piero La Falce, who headed Sony Music's Italian company for 12 years: Cabrini succeeded La Falce.

Vicino has been GM of the publishing unit for the past five years. He says Cabrini told him the resignation was necessary as part of a cost-cutting programme, but he adds that there was no profit-driven plan behind the move. Instead, Cabrini has told him that a realignment of Sony Music's European activity will cover programme dayparts and segments, and both the 'Breakfast Show' and 'Daily Sequence' categories will have separate music or speech-based categories. In previous years, no distinction was made between these two.

"Among the new categories for 1992 is an award for the best 'New Broadcaster.' This is open to individuals broadcasting in their own right during 1991 and not simply contributing to programme dayparts. Other new categories include "Phone-In," "Social Action," and "Short-Form Feature." Several other awards, including "Station of the Year" and "Radio Personality of the Year," will be made by the Radio Awards Committee. The closing date for entries is Monday January 25, 1992, and the Sony Awards takes place on Monday, April 27, at the Grosvenor House Hotel in a lunch-time ceremony."
Indie Producers Call For BBC Radio Quota

by Paul Easton

The newly formed Independent Association of Radio Producers (IARP) is calling for a 25% quota for independent productions on BBC Radio. This would be equity-valued on all five networks across peak and non-peak hours. Regional-only output would not count towards this quota.

IARP also wants to see the BBC adopt more clear-cut procedures now that its radio networks, with the exception of Radio 3, have all commissioned programming from independent production companies. Earlier this year, the BBC allocated £250,000 (app. US$448,000) to its radio networks for independent production. This figure is likely to be increased when next year's budgets come into force in April.

This follows similar moves by BBC TV over the past few years and is part of a general move to trim costs.

The BBC's actions are attracting a great deal of interest from independent producers, including many of its own production staff who are likely to be displaced through BBC cutbacks. A recent open meeting organized by the BBC for independent producers was standing room only, with many people turned away because of a lack of space. Those lucky enough to be admitted to that meeting felt the BBC was still some way from establishing proper budgets and other guidelines for independent production.

An internal task force is currently preparing a report for BBC management, and in so doing it says it will be outspoken and not likely to be well-received in certain quarters. The report will recommend a 15% quota for independents—although it is unspecified whether this will be in terms of output or value—and will support direct commissioning by network controllers. This quota would be achieved over a two- or three-year period beginning April 1992.

Steve Saltzman, MD of Rock Over London, supports IARP's proposals for a 25% quota. "It is in our interests to have 25%," he says. "TV's quota is 25%, so why should radio be different?"

At present, IARP is an informal grouping of radio production companies and individuals, including Unique Broadcasting, Revind Productions, Rock Over London, MCM Networking, Ladbroke Radio and Independent Radio Drama Productions (IRD). How-
Bel RTL, Radio Contact Nets Now Recognized

by Marc Moses

This week, the Belgian French Community Government begins to officially recognize Radio Contact and Bel RTL as networks for the French-speaking territory.

In order to be able to grant official recognition, the French executive government had to allow a special exception for Bel RTL. Paragraph 32 of the French media decree explicitly states that individuals or companies owning more than five stations cannot be granted permission for a broadcast network.

Explains Radio Contact spokes-man Pierre Houtmans, "The difference between Radio Contact and Bel RTL is that Radio Contact acts as a franchiser towards its 22 affiliates, whereas Bel RTL is owner-franchiser of eight stations."

The current agreement grants both networks a nine-year licence on the French-speaking territory. How far other networks will follow the example is not yet clear.

Says Houtmans, "In turn, both networks will have to support the French cultural programme: both networks must pay an annual contribution, about Bfr 1 million (approx. US$300,000) from Bel RTL and Bfr 2 million from Radio Contact."

The stations will also actively promote French synergy between Radio Contact/Bel RTL and print media like 7Extra. The government has also introduced quotas for Belgian repertoire: 15% in Bel RTL's programmes and around 10% for Radio Contact.

At the office of minister president Valmy Feaux of the Belgian French Community, a spokesperson confirmed plans to recognize both networks, but added "it is far too soon to comment on details."

Houtmans also added that Radio Contact intends to pursue a Luxembourg deal in view of new legislation there, but since no final decision has yet been made, declined to comment further.

Radio Backs New Maurane Album

Polydor label manager of French repertoire Jean Luc Leroy reports that the Belgian artist Maurane's new album Ami ou Ennemi received substantial promotional backup from both official and private Brussels radio and TV stations.

Maurane's self-titled second album sold over 25,000 units in Belgium (150,000 worldwide) and Leroy is convinced that the long-term activity on the new album will boost Belgian sales well over 50,000.

Leroy says, "We follow the French: unlike other campaigns, the album was not preceded by a single. We let programmers decide what to pick. We handed out some 200 promo-only maxi-CDs to key radio people here and stressed Ca C'est as the single track. Now we hear that stations are playing the whole album. That's OK for us, as well; as we really don't see Maurane as a Top 3 singles artist. I'd rather have her album on the charts for over 52 weeks."

Maurane came to Brussels to promote her album on November 18-19, and performed feature shows on Radio 2, the French Radio Contact network Bel RTL, RTBF Radio 1 & 2 and BRT Radio 2.

Leroy adds that the Top FM and Chez FM networks, plus Bruxelles Capitale (RTBF), will follow on a second promo go-round before the end of November.

A FINE SOLDIER OF ORANGE — Chairman of the IFPI and of the Supervisory Board of PolyGram NV, David Fine (r) has been made an officer in the Order of Orange Nassau by Queen Beatrix of the Netherlands for his services to the Dutch music industry. Presenting the award in London is Netherlands UK ambassador Joop Hoekman (l) in the company of Philips Electronics NV president and former chairman of PolyGram's Supervisory Board Jan Timmer (center).
Government Renews Support For Indies

by Emmanuel Legrand

For the second year in a row, the French Ministry of Culture has allocated Frf2.5 million (app. US$400,000) to support independent labels. The money is available to help "the development of small structures of production which have the main goals of discovering new talents." During the plan's first year, Frf3.25 million was given to 17 different labels. Amounts varied between Frf60,000-450,000. This year, 14 labels were selected and each received between Frf100,000 ($120,000) to 250,000 ($310,000). To qualify, labels had to be in business at least one year, have a yearly turnover below Frf10 million, present a project with details of the label's activity for the forthcoming year and show plans to produce at least three albums during the year that were first or second recordings of new artists. No label benefiting from these subsidies last year was selected this year.

Labels are active in various styles: Cobalt (world music), Danetercia, Gorgone and Rosebud (rock), Telenious and Owl (jazz), Silex (traditional), Baya (rap) and Blue Silver (rock and world music).

For Philippe Conrath, founder of Cobalt, which received Frf250,000, this money comes as a Christmas gift. "I immediately invested this money in a video for the band FFF and have been able to pay for more studio days for Double Nelson's new album," he says. Such financial assistance is critical for the survival of indie start-ups. "Anything that can help us survive is welcome," adds Conrath. "The bus queues are getting tougher for indies. Investment in marketing and promotion is reaching levels we cannot afford." While the government's support was well received by the labels, some companies still complained about the lack of follow-up.

Bertrand Blaha, GM of the indie production and distribution company Lille-based Danetercia, refused last year to apply for these grants but received Frf200,000 this year. Blaha says about his change of heart, "Last year, I disagreed and was disgruntled with the way the subsidies were won, but I thought that there was too much difference between the different labels. I think that each one should get the same amount."

Blaha regrets that this money is not used for more joint operations, such as financing labels to attend markets and conferences such as Berlin Independence Days, the New Music Seminar or Midem. "We should focus on things like that," he says.

Eric Debris, GM of rock label Bondage/Hou La La, which received financial support last year, regrets that the Ministry of Culture has not chosen to continue to support labels for more than a year. "Last year, these funds helped a lot of labels to produce more records and, in some cases, it even saved labels from going bankrupt. But it doesn't mean that we don't need that money anymore. I would have preferred a longer-term involvement instead of a one-shot, and more measures to facilitate our business. In France, when you create a company, you have to pay social taxes, VAT or whatever, before earning any money. It can squeeze us pretty quickly."

That view is echoed by Silex founder Stephane Godkowski, an indie music promoter for indie label Boucherie, which was also selected last year, but not in 1991. "You don't build a solid base for a label in just a year. It takes time," she says.

On November 14, 90 VIPs from the French press, radio and music industry heard Dangerous, the new Michael Jackson album, at the speed of sound.

One week before the release of the album, Epic had booked a Concorde airplane for a flight to Ireland to listen to eight of the 14 tracks on Jackson's album.

"While key radio people were among the guests, some executives from national networks turned down the invitation because the Mediametrie ratings were expected on the morning of November 14. However, reactions from those who were present was overall positive."

"With the broadcast, we managed to match the magnitude of the artist. We viewed the fact that five RTL people were invited by Epic as a recognition of the importance of the radio station."--Nathalie Andre, music programmer for Radio Monte Carlo, was thrilled by the operation that allowed her "to fly in the Concorde for the first time, maybe, the last time in her life."--Says Andre, "I imagined to see people in this business should stop being 'blase' about promotion."

That Epic operation is a major expansion for world music. The label is expected to import the record music by using "a publishing company, you have to pay social taxes, VAT or whatever, before earning any money. It can squeeze us pretty quickly."

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Mango, the Island world music label, started a new life with the arrival last June of Frenchman Philippe Constantin as head of the company.

Constantin, former MD of PolyGram label Barclay, will be refocusing the activities of the label on a limited number of acts and will be actively looking for crossover world music groups.

Says Constantin, "I believe that world music is the mother of all music. Although successes were limited--such as with Mory Kante or Youssou'n Dour--its influence goes beyond that. Acts such as Sting, Paul Simon and Peter Gabriel have recognized that this music as a major source of influence for their own works."

Expanding the Market

Constantin says he wants to expand the market for world music distributed, listing all the tools offered by the international music business. "I am not going traditional or folk; there are other labels for that," he says. "I will try to give these artists the same attention and the same means of working, the same promotion and marketing as any other western artist. But we will not sign more than 40 artists as we can work with."

"It would also be silly to think that radio stations that are interested in these acts will soon be converted. We have to take this fact into account."

As a result, Constantin has refocused the label's roster on African music. He is maintaining the reggae roster, but at the same time, he is keeping an eye on South America.

12 Out Of 25

Out of 25 acts, Constantin says he really wants to focus on a dozen. The roster will consist of Salsa Keita, Ismael Lo, Baba Maal, Dorothy Masuka (writer of Mylram Makeba's hit Pula Pula), Ramiro Nakka (from Guinea) and Boukman Exsperryans (Haiti). The label's priority is currently Angelique Kidjo from Benin, who has, according to Constantin, "shown real potential of a crossover artist."

Constantin, in his fifties, is a veteran in the French industry. He worked in the 70s with Virgin, then set up a publishing company with Virgin called Clousseau, later to be renamed Virgin Musique. He then jumped ship to Barclay in 1986 when Alain Levy, then-CEO of PolyGram France at that time, asked him to rejuvenate that label. In five years, Barclay has built up a strong roster of national and international acts, including Swiss Stephan Eicher, Mory Kante, Rocl Alain Bashung, Ismael Lo, Jean Rozoff, Bernard Lavilliers and Noir Desir.

Comments Constantin, "In five years, Barclay has reached a certain level of recognition and has set up a fantastic roster. It is now an adult label, and well-run by adult people."

Says Constantin, "If, in economical terms, world music has not yet reached a critical stage, I am convinced that it will soon carry weight. One day, this music will be highly profitable."

Mango has three offices: Paris, where Constantin is based for A&R, promotion and marketing coordination; London, headed by Jumbo Vanrenen; and New York, where Peggy Dold has just joined the label as VP marketing. Marketing and promotion will be handled by the various Island offices and distribution will be handled by PolyGram or via BMG for continental Europe for the remaining three years. All the signings will be made through the Paris office.

Says Constantin, "We'll work as a commando, backed by the solid structure of PolyGram. If it works out well, we'll expand. After all, we were five when we started Barclay!"
Sony Strikes Gold With Jackson Promos

by Ellie Weinert

Frankfurt-based Sony Music has recently embarked on a two-week major campaign, the long-awaited Dangerous album by Michael Jackson has shipped beyond platinum (500,000) in Germany—days prior to the official European release date of November 21.

The official worldwide "radio day" for the single Black Or White was November 6. Unlike France or the UK, where radio promotion of the single was completed in the capital cities one hour, Germany had to cope with the logistics of Berlin, Hamburg, Frankfurt, Cologne and Munich in order to achieve a simultaneous nationwide airplay debut.

Sixteen Sony Music promoters in the key cities personally hand-delivered CD singles to 200 major radio stations, both state-owned and private. The remaining stations received a mail-out of the single.

Within one week Black Or White entered at number five on the Media Control airplay charts. Mike Heisel says, "We were overwhelmed to have this response within such a short period of time and feel certain that this record will become the most successful airplay single of the year."

For the past two weeks, listening parties were held for the media all over the country, at which no product was distributed in order to keep the suspense level up until the official release.

Simultaneous distribution of the album to radio stations throughout Germany was conducted November 21 by parcel service, not by Bundespost, which faced the obstacle of the Reunification Day national holiday.

The album release caused quite a buzz in the former east German territories, as well. Heisel claims that Dangerous is the first current release (as opposed to the usual high demand for back-catalogue) to achieve advance orders of 50,000 copies from those regions. It is also the first time that excerpts of a video clip (Black Or White) were ever broadcast on TV news shows aired by RTL and SAT 1.

Reputable Stern magazine's cover, featuring Jackson for a 10-page story, hit the streets the date of the album release. Adds Heisel, "It comes down to 'Michaelmania' and we are looking forward to album sales of two million in Germany alone."

Editor's note: At press time, shipments were at 620,000 units.

Radio Salü 'Digs' For New Listeners

by Mal Sondock

Saarland's only private broadcaster, Radio Salü, has kicked off a set of special events and listener contests. PD Adam Hahne held a weekend seminar for the entire staff in which he pointed out, "The first principle of the station is to prove to the Salü listener that he'll be offered one highlight after the other."

The station has a poster campaign with two big feet under the motto in German, "Ich steil auf Radio Salü" (roughly translated: "I dig Radio Salü"). The outfit recently gave away tickets to the sold-out Dire Straits concert in the area, as well as for the Saarbrücken appearance of Patricia Kaas as part of a "French week" at the station. Last Wednesday, Radio Salü staged a special "listener's choice" day with the music programmed between 10:00-17:00 put together by asking listeners to send in an hour of their favourite tracks. So many requests came in that the seven winners had to be picked by a lottery system.

After the winners were chosen, listeners were asked to vote on their favourite hour that day, with 12 mini-cruises for two as the prizes. Four give-aways went to the four most popular of the seven music picks; eight went to listeners who voted in the contest.

German Radio, TV Employment Jumps

by Wolfgang Spahr

Three thousand new jobs in German radio and television have been added in the past three years. As indicated by the Institut der Deutschen Wirtschaft, there are presently 7,770 staff members in permanent salaried positions at the 97 private TV stations and 164 private radio stations of the old federal countries of Germany. The breakdown: 4,370 for radio, 3,400 for television.

It's reported that 4,530 journalists are listed on the payrolls, a figure that has doubled since 1988.

According to the Institut, most of the new jobs are being assigned to the personnel-intensive television stations. Since 1988, the stations have augmented their staff by 2,000. Some 1,900 staff members are engaged at the TV stations operating nationwide, with countrywide broadcasting TV outlets employing 970 persons permanently.

JUST PLAIN FOLK — Germany's first all-folk music station Radio Melody/Shrubbings, now hitting the airwaves, can be heard locally on terrestrial frequencies and by the Kopernikus satellite throughout Germany. Head of news, information and production Riat Hohn shares the good word with DJ Rudi Kürschnner.
**Black Machine Hits No 1 With 'How Gee'**

by David Stansfield

**How Gee by Black Machine has reached number one in the singles dance charts at influential station Rete 105, Radio Deejay and Italia Network. It's a rare phenomenon on national territory, but key local producers who attended the show took the charts at most stations on national territory, and what makes it unique is that it reached number one simultaneously at the three key national networks.**

Rete 105 music director Alex Peroni said that, "when a song is the number one everywhere, it's a real hit," he says. Peroni believes that there is nothing really new in the song, a touch of magic is in it. "It's got a sax riff that's been used many times before, but it's never worked so well. It is also way below 120 beats per minute, which is standard for most dance music. That can create problems because DJs can't mix it with other songs. But the gamble appears to have paid off."

Peroni believes the same beats per minute problem will confront DJs at radio stations and clubs on the international market. But, he adds, "If influential DJs pick up on it, it will be a hit."

**Comments Radio Deejay head of music Dario Usellci.** "The song has a touch of James Brown about it, but it is so different from the usual techno-house music that we backed it all the way."

**New Music is also betting on another dance success featuring music different from technohouse with the exclusive release on national and international markets of And Now... Sister Sledge Again, an album containing re-mixes of original hits by the 70s group Sister Sledge.**

**Ala Bianca Releases Club Tenco Compilations, First In Series**

Indie company Ala Bianca has released Club Tenco-Vent Anni Di Corzene D'Autore, the first in a planned series of anthology albums devoted to rare live material performed by noted singer/songwriters at the annual Club Tenco music festival. Artists and acts have appeared live at the San Remo-staged event since 1974. Performance by famous acts such as Gino Paoli (WERA), Umbria Vannoni (CGD), Roberto Vecchioni (EMI), Francesco Guscini (EMI), Pino Daniele (CGD), Gianna Nannini (Dischi Richirdi) and Paolo Conte (CGD) are included on the first album.

The project took two years to complete according to Ala Bianca president Tony Verona. "First we had to get permission from the artists, then their managers and, finally, their respective record companies," he says. Verona points out that artists such as Vecchioni and Guscini have never been included on an anthology or compilation album in the past and Paoli has never released a live version of the song Lontana Lontana.

Ala Bianca will keep a small percentage of the profits from the release. The rest will go to the Club Tenco organization. CGD is distributing the album, which will be promoted with an advertising campaign on pulses RAI TV. There are no immediate release plans for the international market, but Verona has targeted France and Spain for the future because of the importance of music culture.

**Death Knell Sounding For Spaghetti House?**

There's a revolution rumbling on the Italian dance floor. Where it will lead the experts are not quite sure, but key local producers who attended the Independent Music Meeting in Florence on November 8-10 are convinced that it will kill the creative industry of "spaghetti" house music.

But the times, it seems, are changing and it is argued that the emergence of locally produced hip-hop music can take some of the blame or credit. Media attention on this hard-edged political music genre has been so great that broadcast Rai DJ, dance music critic and rave party organizer Luca De Gennaro convened the only lively workshop during the Independent Music conference: "Hip-Hop, Techno Dance Music: Are We All In The Same Boat?"

Two local bands, Sud Sound System and Isola Posse (Century Vox Records) are cited as the local hip-hop trailblazers. Both deliver their left-wing messages with a hint of raggaumbi.

Despite the current interest, which includes RAI TV nothing to sign them for appearances, panel members Mario Nicoletti (Flying Records), Umbri Damiani (Irma Records) and Irma hip-hop artist Mastico Freen all agree that while the global-techno language hip-hop may be emerging as a national force, it stands no chance of success on the international market with its insistence on sticking to local language.

Comments Master Freen, whose product is licensed to Raider (Polydor) in the UK and Beaver in Japan, "I perform in English because if you have a message, you should tell it to the world." Freen is also a firm believer in the notion that locally produced house music is about to lose its grip. "When I perform in the UK or Japan, people expect the same old spaghetti sound with its usual trademark piano variation," he says. "But I've found they will listen to what I'm doing."

That's a point well noted by some producers. While nobody's denying that local house can continue to be a commercial success, they acknowledge that a pioneering act like Black Box has developed into an international pop force with a long-term future.

But Irma's Damiani points out, "It's easy to produce house records. You can churn them out in great quantities and get the occasional hit. But we need to get involved in real artist development in the future and promote musicians who can really play.

Irma Records recently opened an office in New York in which it is attempting to self-distribute its varied roster on the US market. Acts include Double Bee, Sybil, Mozzy, Art and Master Freen, plus The Typhoons, which is claimed to be the first acid jazz group to be launched on local territory in Italy. Comments Damiani, "Acid jazz is one direction we will follow in the future. We'll also get more involved in English-language hip-hop, a genre accepted by a wider rock audience."

De Gennaro also notes an increasing acceptance of rock on the dance club scene. "These days when I'm going to a club date, I can slip in a hard-core record between hip-hop, techno rave and raggaumbi with ease. It's down to the liking of the audience." A rock fan won't entertain house music, but will certainly accept techno rave and hip hop. Dance fans will ignore the likes of Simple Minds and U2, but really go for acts such as the Red Hot Chili Peppers, Primates, Faith No More or Mind Funk."

Nicoletti, A&R director at Flying Records, agrees on the extremes. His firm has first refusal on Tommy Boy releases on local territory and has had its own international success with artists such as Joy Sulinis and Jamie Dee. Now it's getting involved with the local label Negazone. "We'll produce an album in English for the UK market," he says. Pursuing a policy of artist development, the company is backing techno-rave artist Digital Boy with a second album to be released shortly.

Says Nicoletti, "He's a real musician and I believe that techno-rave is one of the important musical genres of the future. People on the dance floor want to take everything to the limit today."

And spaghetti house? "I agree with the others," he says. "We've shown the rest of the world that we can compete on equal terms with dance music. But I believe that Italian house music is creatively finished. It's time now to move on to different things."
EMI Signs Catalan Group Sau

EMI has signed the Catalan rock group Sau to a three-year, three-album deal. Sau has recorded three albums with the Catalan record company Picap. The group's last record Quins Nit sold 50,000 copies.

Alfredo de Jesus, the person in charge of EMI in Catalonia, says the band's next album will be recorded in London and produced by Phil Manzanera.

Until now in Catalonia, as in the rest of Spain, acts such as Mecano, Duncan Dhu and El Ultimo de la Fila have enjoyed commercial success. However, during the last years, popularity of Catalan rock has increased. The first singer that stood out was the songwriter Albert Pla, who sold 30,000 copies last year of his record La Plata (The Beach), on the Catalan label PDI.

However, the group Sopa de Cabra is, without a doubt, the most outstanding group, whose last double LP live Rev. Emin (Deep Inside) has reached 50,000 copies.

Radio is echoing the success of Catalan rock as well. Sopa de Cabra became the number one on Los 40 Principales. Local Catalan radio stations, such as Catalunya Radio and Radio Barcelona, have devoted programmes to Catalan rock. DP

Canal Sur 1 Revamps Towards Adults

The results of an in-house audience survey conducted by Andaluican EHR station Canal Sur 1 has prompted a recent programming shift towards adults.

"We discovered there was an older and sorely neglected audience out there," says programming head Paco Sanchez.

The most significant change in the station's bid to reach the new 18+ target (as opposed to the former 14-20 age group), is in "Country of Dreams," the 15.00-18.00 hour daily show which heralds a more tranquil programming approach aimed at people heading home from work. A wide range of styles spanning soul, R&B and fusion to Brazilian music is represented. "We have cut down on dance music," adds Sanchez.

The core of the southern region EHR station remains, however, the Top 50 chart programme "Top Sur," which continues in its 18.00-24.00 slot and serves to bring in the latest and best local and international product.

Another adult-oriented programme, introduced three months ago, is the new age show "Tentacular." Scheduled from 22.00-24.00, the programme is hosted by Manuel Grosso, a renowned organizer of new age festivals.

The three-year-old station will soon have 10 affiliates by early next year when its Algeciras outlet is opened. Last October 14, it launched its ninth outlet in the sherry capital of Jerez.

Big Gains For EHR In ICP Summer Survey

by Anna Marie de la Fuente

Media research company ICP's summer findings (July-September) reveal major increases in EHR listening and impressive growth in overall radio listenership. The survey shows a total radio audience increase of 8.1%, or 1.311.000 listeners, to 18.6 million.

Based on the French Mediametric system, telephone interviews with 9,000 people over 14-years-of-age (representing a total population of 32 million) were conducted, disclosing that the "convencional" (news/talk) radio audience has declined 10%. In the April-June '90 period, 12 million listeners were registered, while this year's study posts an audience of 10.8 million.

Meanwhile, the "formula" (EHR) programme format gained a whopping 17.2%. The summer count tallied 7.5 million EHR listeners, as opposed to the 6.4 million of the April-June '90 period—the first survey conducted by this relatively new research company. In addition, ICP/Radio also published in advance the October audience figures in a bid to discover the outcome of autumn programming changes. The total radio audience dipped slightly to 18.2 million: 10 million listening to "convencional" newstalk stations and 6.4 million to "formula" music stations.

Among the rival networks, Cadena SER continued to dominate the ratings in October, capturing 18.5% of the audience with 5.9 million, while state-run RNE posted 3.4 million listeners. This is closely followed by Antena 3's 3.04 million. Church-owned COPE fetched 2.46 million listeners, while newcomer ONDA CERO caught 4.5% of the total audience with 1.44 million running in.

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Postgiro Radio Alive & Well

by Kari Roger Ottesen

For eight years now, Oslo-based postal service division Postgiro has had its own radio station, Radio Postgiro, on an internal frequency. Twice a day, Monday through Friday, the staff presents news about the postal services to keep employees informed and motivated.

Postgiro has an agreement with clipping company Argus, which furnishes articles regarding post. Station manager Sverre Bratli reports, "We also present greetings. We have many young employees, as well as workers up to 60 years old. Every Friday we air a weekend show when employees request music and send greetings. When special events [economic war, demonstrations, etc.] happen outside Postgiro, we cover them as well."

Bratli is working full-time on this project, and is assisted part-time by an engineer. "We buy all of our records ourselves from Norway's largest music importer, Fotokopi in Oslo," he says.

Radio Postgiro is seen not as a money-making project, but as a good-will effort to inform and motivate workers.

YLE Starts All-News Service

YLE outlet Capital FM/Edelweiss has increased its broadcasting time to more than 19 hours daily and is spicing up its own foreign-language programmes with a new, up-to-the-minute news service culled from the broadcasts of BBC World Service, VOA Europe and Deutsche Welle, using a EuroSat II-F1 hook-up. According to YLE, this operation has been created especially for foreigners living in or visiting the Helsinki area. Eventually, it may go cable via Helsinki Cable TV, on which many YLE radio networks and local independent stations are already available.

Varpama Classical Album Banned In Finnish Market

by Kori Helopollio

The Finnish Copyright Bureau TEOSTO and heirs of classical composers Jean Sibelius and Leevi Madetoja have cooperated in banning from the national market the album Synthesizer Christmas in Finland, released on the Oodi label by Base Beat Studios Oy in 1990.

The album features well-known Finnish instrumentalist Jasse Varpama performing synthesized versions of old Christmas songs, including two by Sibelius (En Etu Valtaa Loistoa, On Hanget Korkeat Nieterkat) and one by Madetoja (Arkihuole-si Kaikki Heita).

While the producer had TEOSTO/NBC's permission to make the record, it didn't have the right to arrange the songs. That, according to copyright law, requires approval from the composer or beneficiary. Records made without such permission are illegal, explains TEOSTO MD Pekka Kallio. Synthesizer Christmas in Finland features 15 melodies, nine of which are traditional, the above-mentioned from Sibelius and Madetoja, plus one each from John S. Pierpont, Wilhelm Selven and Armas Maasalo, another local composer.

Comments Base Beat Studio MD Jarmo Puunalanlai, "We don't understand what's going on. In normal practice, separate permission for arrangement is hardly ever required." He believes that by this standard, some 90% of locally made recordings might be rated as "illegal."

Puunalanlai plans to take his case to the lower court of justice, observing, "I've heard a foreign disco/rock version of Finlandia—another Sibelius composition—and it sounds truly awful. But, to my knowledge, TEOSTO and the heirs have done nothing to stop that version."

According to Kallio, this is a case of so-called "moral rights," which are clearly defined in local copyright law.

In this case, it seems, special emphasis is put on Sibelius' and Madetoja's reputation as serious composers and the spirit they had while composing Christmas material, using, perhaps, a baby grand piano.

Finnish Devaluation Spurs 'Early Christmas'

The devaluation of the Finnish markka by 14% has driven local consumers into stores to buy various durable goods—to such an extent that the existing supplies are diminishing fast. Among the most-want ed articles: videocassette recorders, CD players and stereo equipment.

"It's like a mini-Christmas," reports a local hi-fi dealer. "We saw devaluation coming, so we filled our stockrooms. However, goods now sold may take away from normal Christmas sales."

According to local record industry representatives, prices of records are bound to rise fairly soon due to devaluation. A hike of seven to eight percent seems likely, and may be effective starting January 1.

The devaluation took place in spite of last-minute operations by National Bank, the main force behind an ECU-bond, among Finnish markka. In a vote of confidence in local parliament, the Central Conservative government won by a clear margin.

UK PCs In Cyprus

An M&M papparazzi, disguised as an official press representative, captured pix of various delegates during the recent UK Independent Radio Programme Controllers' Conference in Cyprus, coordinated by Lin Glover & Associates.


CONFERENCE CONNECTIONS — (below) Lin Glover & Associates managing partner Lin Glover, Hallet/Akerd chairman Deonna Hallet, Question Air director Rachel Steel and Radio Projects MD Rhon Garber-Eldred.
The combined record sales of Hammer and Vaniglia on local territory equal only those of one reasonably known domestic artist." So says EMI Music MD Antonio Marrapodi as he reflects on the current status of just a couple of "hot" international artists in Italy.

The tables, it appears, have been turned. Many consumers who previously favoured music produced in the US or UK have now discovered a wealth of talent in their own backyards, a shift in tastes that has encouraged both record and publishing companies alike.

Gianna Nannini, published by Warner Chappell

Young And Aggressive

MCA Music is young and aggressive, according to MD Corrado Bonfanti. His firm currently lacks domestic talent but, in the meantime, he's trying to capitalize on the local success of movie and TV series soundtrack music. MCA owns Universal Pictures and boasts such soundtrack scores as 'Jesus Christ Superstar' and 'E.T.' It also owns the music to "Twin Peaks," and although Bonfanti admits that OSTs don't sell that well on the local market, he says that particular one was a major exception. The TV series "Colombo" is currently being screened on local territory, a fact which pleases Bonfanti since his firm owns the publishing rights to the music. "I'm not saying the public watches a series like that for the music," he says, "but it's good for business, nonetheless."

Niche artist' is how Bonfanti describes MCA's international repertoire, which includes INXS, Janet Jackson, Joe Jackson (sub-publishing on his latest album), Tony Childs and Tom Petty. He comments, "INXS have not really broken through in a big way on local territory. Neither has Petty, Childs or Joe Jackson. But they all have a dedicated fan following and I think that it is one of the reasons why our company is not suffering as much as others in the current crisis."

Bonfanti is keen to get involved with local talent but admits that as a young company, MCA is not in the position to sign major acts or artists. He does not foresee the launch of domestic acts on the MCA label and maintains he should not get involved in record company business. The option left to him is to produce a master and licence it to another company, but he sees difficulties in a strategy such as that.

"The problem is that if you tried to licence your own product to a company like Sony, for example, it would need to be totally exceptional because it has its own repertoire to promote. Another problem for a publisher is that most artists today write their own material and don't do cover versions of songs."

Another problem for a publisher is that most artists today write their own material and don't do cover versions of songs. Only the legendary artist Mina does that and she chooses her own material."

EMI Music has its strategy well defined and it includes a major focus on the development of local talent. One reason is the belief that there is a lack of creativity in the US. Another is the conviction that only a local act or artist can sell one million units of an album, like its own star Vasco Rossi.

MD Marrapodi lists Fabio Consolo (PolyGram), Ladri di Biciclette (EMI) and Franco Fasano (Sony) as key clients and names EMI artist Nino Bonaccore as a major priority for 1992. He also maintains that the company is not just involved in administration and claims a bigger A&R staff than any other firm on local territory.

"We have three people in Rome who take care of OST and TV music, three working in advertising and an additional three who work on local repertoire under a real A&R director—Paolo Corsi."

Corsi describes his work at EMI as frequently involving pre-production recording and getting the act or artist a recording deal. He lists the CGD act Kaballa as a perfect example. The group sing in Sicilian dialect and are currently receiving favourable media attention. "They weren't the easiest band to place but we'd developed a whole package where 50 or 60% of the work was done. EMI said, 'No, thank you' to our proposal, so we shopped around until we

But, despite the problems, Bonfanti is keen to forge ahead—not in a hurry—but with a carefully thought-out strategy. "It's about time we had a local act or artist," he says. "Most other territories do, so why not us?"

Creativity

Antonio Marrapodi, MD and Paolo Corsi (standing), A&R director at EMI Music
ITALIAN PUBLISHERS
(ADVERTISING SUPPLEMENT)

secured a favourable deal with CGD. Their debut album Petra Lavica has current sales figures of 20,000 units."

EMI Publishing is also developing the career of Massimo Bubola, one of the writers on the Kaballa album and an artist in his own right. Says Marrapodi, "We re-evaluated his career as a writer. He's written around 25 songs in the last two years for groups like Kaballa and Gang (CGD), plus WEA artist Grazia Di Michele. He interrupted the recording of his own album but will begin again shortly."

Female artist Fiordaliso is a European priority for the company. Marrapodi says that he and his European publishing partners meet every three months and after the last meeting, it was agreed to establish her on other territories. She has already recorded three songs in Spanish and has shot a video for her song I Love You Man. "We did a real A&R job on her album by proposing all the songs," he says.

Market Revitalisation

BMG Music MD Mario Cantini believes in a revitalisation of the local market rather than a boom. "Locally produced music has always captured between 40% to 50% of the market; now it's around 60%," he says.

"Locally produced music has always captured between 40% to 50% of the market; now it's around 60%," he says.

BMG is another publishing company which is not restricted to the role of administrator. It produces movie soundtracks, classical music and music for adverts. Cantini believes that the firm's vast instrumental music library can meet any situation. In the '60s and '70s, the company operated under the name RCA. It was one of the first multinational publishing concerns and invested in the cream of local talent. The roster boasted household names such as Claudio Baglioni, Antonello Venditti, Francesco De Gregori and Lucio Dalla. Some artists switched companies over the years but Cantini maintains some of their best hits were recorded while with the company. Lucio Dalla has stayed and is still enjoying major success today both on the local and European markets.

The company has not changed much since the takeover by BMG in the mid '80s. "Our structure is a little more international," explains Cantini, "but we still have a priority in investing in new local talent. Every country has its own culture and it is important for a multinational firm to exploit that. One artist that we do predict will have real international success is Luca Carboni."

Domestic Catalogue

A large part of the income at Warner Chappell is from its UK/US catalogue, but it still sees investing in local talent as a major priority. MD Adriano Solaro says it is not a new policy and the company has some of the early hits of major names such as Fabio Concato, Roberto Vecchioni, Antonello Venditti, Gianna Nannini and Zucchero as a good case in point. Says Solaro, "He was with us from 1981-1986 and was starving and disillusioned. But we believed in him and although he switched companies later, we still have the publishing for his hit single Senza Una Donna. Today the company boasts clients which include Teresa De Sio, Pino Daniele (co-publishing)." "We have many coproduction deals and work with all the local major companies."

"SENZA UNA DONNA"
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sung by ZUCCHERO & PAUL YOUNG

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Lucio Dalla, still with BMG

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Warner Chappell has also involved itself in movie soundtrack music after making an initial test more than two years ago. Says Solaro, "We have also entered the TV movie sector and work with the likes of public broadcaster RAI, RCS and Angelo Rizzoli on local territory. It's good to have a number of partners. We also have the copublishing rights to 'Extra Large', a series of six 90-minute TV shows featuring Bud Spencer."

Warner Chappell has existed as a company for four years but Solaro believes the policy has not changed since the firm traded under different names. "I have been with the group since the early '70s and the politics have remained the same. Be a leader with international repertoire and invest in local talent day-by-day."

**Alternative Structure**

Publishing is not all in the hands of the major companies and many medium-sized firms are represented by the AIDEM association. President Maurizio Corecha says that around 100 companies belong to the association and each is involved with locally produced music only. The association provides consultancy and works closely with the artists and publishers rights society SIAE.

AIDEM members have a wide range of publishing interests which also includes dance orchestras, which play in clubs and discoteques. Says Corecha, "We have to offer an alternative structure to that provided by the major compa-

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Managing Director: Corrado Bonfanti
New Directions

The Nuova Carisch publishing company, owned by Warner Chappell, is moving in new directions. One is through the publication of high-quality music books featuring the music contained on individual albums, the other through the two series "La Più Bella Canzoni" and "The Best Of." "La Più Bella Canzoni" is devoted to domestic talent and "The Best Of" features international acts and artists. Product manager Roberto Razzini believes there is no market for sheet music, but with music books, it's a different story.

"The two series include the music of the best hits of local artists like Umberto Tozzi, Enrico Ruggeri, Zucchero and Vasco Rossi," he says. "On the international side, we have the likes of Queen, Simply Red, Simple Minds and Sting. We may not have reached the same sales levels as the UK, US or Germany, but our performance has improved radically over the last few years and the quality of our product is on a par with other territories. If we point to the success of local artists, we need look no further than Zucchero. He is so popular that we have published two volumes of his hits in the 'La Più Bella Canzoni' series."

Nuova Carisch believes it has found a new market with "Canzonieri," a series of booklets which include the lyrics and chords to songs. Comments Razzini, "People who can't read music don't need to feel left out anymore and the series is certainly selling fast."

Budding musicians who wish to perfect their technique in heavy metal, blues, jazz, rock or fusion music are well catered to with the company's catalogue of 200 instructional videocassettes which are distributed exclusively on national territory. They feature the likes of Chick Corea and B.B. King explaining techniques and there are also titles devoted to the music of the late Jimi Hendrix.

Franco Paradiso, MD at Nuova Carisch, is eager to point out that while music books and instructional videos are a priority, the firm is not limited to that market. "The growing popularity in locally produced music has led to a healthy growth in the market for music books and we have benefited from securing the licence rights from major companies over the last few years," he says. "We also have exclusive distribution rights from major publishing companies in the UK, US and Germany, but we must not forget that classical music plays an important role in our activities. Carisch has been involved in that field since 1890."
16

NEW RELEASES

SINGLES

CLUD
Oh No Won't Do - EP - A&M
PRODUCER: Nigel Gilroy
A young "indie" type of guitar-driven pop band fronted by a distinctive vocalist. The rhythm is nicely revved; the singer with a cry-in-his-voice sounds like a young version of Kevin Rowland. Very promising.

JAMES
Soul - Fontana
PRODUCER: Youth
The new version of Sit Down has finally made the masses stand up for the sound of James. The first single from their yet untitled new album—due for release in the spring—is reminiscent of U2's With Or Without You, but slightly more uptempo. Says Chiltern Radio Network/Dunstable head of music Clive Dickson, "In the past, we've always co-promoted a lot of their live shows. This new single is a pop record through and through. People who are not necessarily James fans won't turn their radio off."

NATURAL LIFE
Strange World - T-Tale/Hollywood
A EHR
PRODUCER: Adam Furst
The song starts off with a low-paced dance beat, while a synthesizer carpet is rolled out carefully. Guitar comes in like draft through an open window. The strong Simples Minds-like vocal line makes it a natural for both EHR and alternative formats.

THE PRIMITIVES
Spells - EP - RCA
A PRODUCER: Tony Phillips
In a unique, but believable combination, Earth Thing, the lead track off this 4-track. EP, is an uptempo but, nevertheless, doom-filled song. Fasten your headphones because the wah pedal is given a thorough thrashing.

SECRET MISSION
Call Out Her Name - EMI
EHR
PRODUCER: Mick Ronson
Programmers who were into Alannah Myles's poprock monument Black Velvet will really embrace this Norwegian duo. Singer Kjersti Bergesen is another velvet woman with a warm sandpaper voice. Martini, make the Cramps the definitive artistic heirs of Jerry Lee Lewis. The band is a playlist favourite on the currently expanding Dutch pubcaster VPRO. Says DJ/producer Fons Dellen, "It appeals to our basic rock 'n roll instinct. No band is better at keeping the American B-culture alive. To coincide with our expansion campaign, we've just broadcast one of their Amsterdam live shows directly."

TASMIN
Yasmin - Virgin/A. Di Cesare
French-Canadian idol Yasmin's warm voice translates very well into English on this acoustic-based ballad with guitar and cello. In the tradition of Dan Fogelberg and Don McLean and finished off with a touch of the late great Roy Orbison in the vocals, this song should break hearts regardless of language barriers. After dark only, this one.

THE TYRELL CORPORATION
Six O'Clock - Cooltempo
EHR/AC
PRODUCER: John Hoddle/Te Tyrell Corporation
Sponsored by Hammer enterprises, the couple Lux Interior and "Poison" Ivy Gira Con Me - Fonitcetra/Keep On Music
EHR/AC
PRODUCER: Andreas Vollenweider
It's good to know that there are still bands around who care for the elementary rock song of the Band and Little Feat. This five-piece Dutch outfit has a real good band at writing pop melodies on a roots rock base. First Class is built around the riff of 10CC's Good Morning Judge. The first single Don't Let Me Be Mistaken was a regular on Dutch national radio when it was released in July. The second single Jolly Coppers On Parade is a cover version of the Randy Newman hit in April, 1982.

THE INMATES
Inside Out - New Rose
R/HER
PRODUCER: Richard Lightmon
Where have all the real rocking bands in the UK gone? As long as younger groups do not surface in this dance-dominated era, the veterans have to look after the shop. The Inmates from London, active since the late '70s, take their holy mission as serious as do the Stones. Their 14-track new album is perfect for both rock radio and EHR, especially the songs on which gorgeous Sam Brown shares the vocals with "Big" Bill Hurley. On songs like Rescue Me and the epic Baby (I'm In Love With You), they impeccably translate the excitement of '60s white R&B bands to modern times.

TOTAL BIANCO
Samba In Your Casa - East West
EHR/AC
PRODUCER: Liminho/Mark Reilly/Marj Fischer
This Latin jazz-flavoured pop band has kept up with the times by adding contemporary dance rhythms and unavoidable raps. On the track Macumbo, rapper Chulito takes over completely while the cool jazz duet Strange Town between Mark Reilly and Bronski Beat's Sarah Jane Morris comes the closest to Matt Bianco as we first knew them. Let It Whip is an adequate cover of the Dazz Band 'danceable jazz' funk classic, A US top 5 hit in April, 1982.

ANDREAS VOLLENEIDER
Book Of Roses - Columbia
AC
PRODUCER: Andreas Vollenweider
The music of German harpsichord Vollenweider is ideal for radio during the frosty days of Christmas. His new album, divided into sixteen episodes/four chapters, is balanced between art and kitsch. Le Stragga kicks off in the mood of a Walt Disney soundtrack, with the rest of the tracks being equally "visual." The man takes us to all corners of the globe in a showcase of his own brand of "world music." Intriguing.

TONY JOE WHITE
Close To The Truth - R/Rap/Polydor
R/AC/EHR
PRODUCER: Tony Joe White
The king of the swamps was gone for a while, but not forgotten. Commissioned by Roger Davies, Tina Turner's manager, he wrote four songs for her Foreign Air album. Two of those, Steamy Windows and Undercover Agent Of The Blues, are now in his own rendition and included on his comeback album. His style has remained relaxed and cool. Black Cock, sometimes leading him into Dire Straits territory. Check out Tunica Motel or the ultimately slow tune (You're Gonna Look) Good In Blues.

ERIC & HIS BURDEN
Now We're Talking - Von [FI] (Holland)
PRODUCER: The Burden
It was only a matter of time before someone dare handled this Cooley/Davenport duet, according to the dance critics of today. The yearning female vocals, the police car siren and the incorporation of the pulsating bass line of Grandmaster Flash's White Lines make this version really infectious. Contact Tamzin Briggs at tel: (+33) 1.4379 8855; fax: 1.4372 4991.

JOY SALASIN
The Mystery Of Love - Flying High
PRODUCER: Soulsted
The follow-up to Rockin' Romance (I Go Slow), a big hit in Italy and the UK, is an unobtrusive dance tune, enhanced with a tinkling vibraphone, vaguely reminiscent of The Only Way Is Up by Yazz.

M-APPEAL
Fewer - Independance (France)
M-APPEAL
PRODUCER: M-Appeal
M-APPEAL

NEW TALENT

MINIMALLY ENRAGED
Moneq Makes The World Go Round - ARI/Sony
D PRODUCER: Jo Bogoert

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 (Rec), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative) and M (Motel). 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 Robert Till/McHaul Baker, PO Box 1007, 1005 AA Amsterdam, Holland.
The Scabs
- Signed to PIAS.
- Publisher: Les Editions Confidentielles.
- Management: Louk/Kessel-Lo.
- New album: Jumping The Tracks released on November 4. It is number 7 in Belgium.

Bonnie Tyler
- Signed to Hansa/BMG Ariola.
- Publisher: Hanseatic, for the current single, Warner Chappell for most of the other tracks.
- Management: David Aspden/London.
- New album: Bitterblue, released on November 11; charted in Norway (number 4) and Denmark (number 44).
- Current single: Bitterblue released on October 7; at press time, it is at number 3 in Denmark. In the UK, France, Italy, Spain, and Greece will follow at the beginning of next year.

Dr. Baker
- Signed to Coma/Mega.
- Publisher: Megaonog.
- Management: Mega/Copenhagen.
- New single: Turn Up The Music, released on October 14; currently, it is at number 4 in Denmark.
- Recorded at Teentown/Copenhagen.
- Producer: Baker/"Killer".
- Marketing: the single was mailed out in black net stockings, with four different sleeve designs to radio.

BELGIUM

- New single: Don't You Know released on October 14.
- Recorded at Jet Studios/Brussels.
- Producer: Werner Pensaert.
- Marketing: a limited edition 5-track live EP enclosed with the album; a street posting campaign aimed at key cities in Belgium; and in-store material restricted to 38 retailers.

- Promotion: the album was presented during a Brussels-Antwerp-Brussels train ride, with a short concert being given on the Antwerp station platform. Press coverage was good, with interviews in TV magazine Humo and Dutch leading rock magazine Oor and TV appearances on private station VTM's "10 Om Te Zien" program (November 21) and "Linc" talk show (December 3). In addition, they will record an acoustic set to be broadcast at a later date for Dutch pubcaster VARA (radio).

- Concert tour: starting January 30, the band will be on an extensive Belgian and Dutch tour.

- European releases: the album is out in the Benelux, CSA, the UK (all three on PIAS), France (Remark) and Spain (Nuevos Medios). In Japan, the album will be out on Alfa, and an American release is pending.

Year-end 1991 is signaling heady days for rock programmers across Europe who want their rock heavy, but not metal. Good time rock 'n roll bands seem to spit out great new records by the minute. The Scandinavians rock storm started blowing with the release of the new Sinners album Turn It Up! on MNW/PIAS, followed shortly by Danish D.A.D.'s Riding It All on Medley/Warner Music. The trilogy is completed by Belgium's rock institution, the Scabs.

Jumping The Tracks, their third full-length album for PIAS, is a high-class piece of rock. In 15-years-time, the band has logically gone from punk to guitar-driven pop. Lead singer Guy Swinnen's voice is relaxed and melodically for a rock singer, without losing its weight or credibility. The riffs of guitarist Willy Willy, the Belgian version of Keith Richards, are memorable. The band is writing melodious songs with strong, witty lyrics which are far above the average joke talk. The track Robbin' The Liquor Store is illustrative in both respects. Nothing On My Radio gives introspective advice to radio programmers and, judging by the good radio response in their homeland, all stations seem to have dug the message. Says BRT 2 Oost-Vlaanderen/Gent producer Gust de Coster, "This stuff is just perfect to programme for any radio person with rock roots. This band has grown in the right direction. The rough edges are gone, saved for their razor sharp live performances. All their songs have great hooks and they become catchy with every new album release. What they need is a breakthrough single in the same way Losing My Religion worked for R.E.M. At the moment, we play the single on our station, plus the ballad You Got My Name, You Got My Number. The stonker Keep On Running and the mildly rocking track Demons seem to be great future candidates on our playlist."

GERMANY

- Promoting: the album was presented on November 4; currently, it is at number 4 in Norway and number 11 in Denmark. In the UK, France, Italy, Spain, and Greece will follow at the beginning of next year.

Modern Europe: the album is out in GSA, Scandinavia, the Benelux and Portugal. The UK, France, Italy, Spain, and Greece will follow at the beginning of next year.

M&M is identifying a new trend: international stars are relaunching their careers on the always loyal German market. Sailor, David Hasselhoff, Smokie's Chris Norman, Svari Quatro, Katrina & The Waves, The Cross and former Manfred Mann's Earth band lead singer Chris Thompson—just to mention a few—are now joined by Bonnie Tyler, who is signed directly to the Hansa/BMG Ariola label. The outcome is the album Bitterblue, released on November 11; charted in Norway (number 4) and Denmark (number 44).

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Promotion: the band gave a radio promo tour prior to the support release.

- Concerts: from December 7-9, they headline a short Scandinavian "Coma tour" supported by Rozalla, which includes gigs in Copenhagen, Stockholm and Oslo.

- With acts like Tiffty Dr. Alban, Cut 'N Move, Scandinavian dance product is becoming state of the art. Danish band Dr. Baker fits the row of hot dance trendsetters from the cold north. Mainstay producer, singer and project leader Kenneth Baker—also founder of the Coma label, Mega's dance division—represents the company's politics: no masked one-off acts. Instead, real live performers with long-term careers ahead. Twin siblings Camilla and Charlotte Wulffelder, both singers and dancers, assured them of a strong public image. Vocalist/pro- grammer/keyboardist Kenn "The Killer" Haunstoft completes the line-up. For their new single Turn Up The Music, colleagues Wurzdon "N' Motion sent out their rappers King Al and Chris C. This song marks a major departure from Dr. Baker's hardcore techno-sound as witnessed by their past singles—the 100,000 copies across Europe selling environmental statement Kaos And Real- ity—into a more "commercial" and radio friendly tone. The song, reminiscent of Blackchuck's Ride On Time, has airplay being reported from stations all over Denmark.

- Says Mega international marketing manager Martin Dodd, "We've already been working on this act for two years, and have built up a very healthy club following. But radio deserves the credits for breaking this single. Dr. Baker has a lot of fars who work for radio stations. Finally, these DJs had the right radio song to materialize their support."
PART II

Round Up: The Music Software Players

by Paul Easton

Choosing the right music scheduling software for your station is important. In some ways it is like buying a car; get the wrong one and it could be an expensive mistake!

It is a good idea to talk to other broadcasters to find out what software they use, and what they think of it. Ask questions to learn if their software is suitable for your station in terms of flexibility, support service and price. Ease of operation is one of the most important factors. If you are not a computer expert, the system should be genuinely “user-friendly.”

What To Look For

The leading systems all have a large number of advanced features in addition to basic functions. Just because you do not think you will need them at the moment, it doesn’t mean that you might not need them in the future.

It is better to have the option of being able to use these features as you become more experienced than to be restricted from the start. Several stations which started off with a simple system have since found themselves having to change their software and start again from scratch with a new one.

Cash Or Lease?

As you review your budgets, keep in mind that the method of payment among software companies varies. Some, such as Selector and MusicScan, are only available on a lease/rental contract basis. The cost for this is based on the size of the station’s TSA (Total Survey Area).

As part of the agreement, client stations will receive regular upgrades to enable them to have the latest version at all times as new features are developed. Other systems, including MelodyMaker and Masterplay, are available instead for a single payment.

Service Lifeline

Two very important points to consider are the availability of phone support, and the level of convenience in accessing it. All of the software suppliers surveyed in this feature provide this back-up support as part of their service. However, in the case of those systems available for a single payment; it might be necessary to take out an additional contract for upgrades and support.

Other points to look for include whether the system will enable you to reconcile the schedule with what actually aired, and whether it can supply your returns to the copyright bodies in a form acceptable to them. This is especially important if these returns have to be made on computer diskette.

Tech Specs

The following is a general overview of the main music scheduling computer software systems currently being marketed in Europe.

All of them are designed to run on IBM-compatible PCs, using DOS 3.30 or higher, with either a mono or VGA colour monitor and a suitable printer. Also required are a hard disk with at least two megabytes free, and 440K RAM. However some software systems may require a larger amount of disk space; for instance, MelodyMaker uses between 12-15MB.

MusicScan

This well-established, US-developed system is now being marketed in Europe by Jefferson-Pilot Data Services (JDS) as part of its wide range of radio-related computer software products.

JDS director/European operations Neil Hamilton characterizes MusicScan’s system as the “rolex” of music rotation. Instead of replicating the manual card system by putting songs at the back of the stack after they have been played, MusicScan remembers songs in their original sequence after scheduling. It is claimed that this method not only provides a more even rotation, but also gives a consistent average turnover for every song in a given category.

Contact: Jefferson-Pilot Data Services Vicarage House 58-80 Kensington Church Street London W8 4DB Tel: (+44) 71.937 4600 Fax: (+44) 71.937 3400

Masterplay

Introduced by Ranson Audio a few months ago after extensive testing, Masterplay is based on the best-selling Microsoft “Windows 3,” which uses symbols, or “icons,” to help the operator move through the system.

Contact: Ranson Audio 7 Springbridge Mews London W5 2AB Tel: (+44) 81.566 1616 Fax: (+44) 81.579 0997

Melody Maker

This Italian-developed system from Sigma Radio International is also based on Windows 3. It comes complete with a ready-to-use database of 2000 titles, many of them from the US “Gold Disc” CD series.

“Adult software” is how Sigma’s Arturo Villone describes Melody Maker. “We have attached great importance to the ‘user interface’ in order to make the operator’s work easier without affecting flexibility.

Melody Maker’s “Version 3.0” is used by more than 40 radio stations in Italy. Villone adds, “This program is now fully tested and does not contain any of those ‘bugs’ which you could find in the earlier developed software.

‘However, this is our first official issue outside Italy. No other radio broadcasting company in Europe or other countries is presently using Melody Maker. Our opinion is that the product is now fully-proven and ready to be exported.”

Melody Maker is available for a one-off payment of US$2,900.

Contact: Sigma Radio International S.a.s. Via Santorob di Santorob 15, 10131 Torino Italy Tel: (+39) 91.819 4639 Fax: (+39) 91.819 3364

Powerplay

Powerplay “Version 6” is the latest being made available, and represents a major upgrade from its predecessor.

The playlist scheduler and the “Auto Editor” are now both significantly faster than “Version 5,” although this increase depends on how much certain rules are being used.

Other enhancements include an automatic database rebuild function. This means that if your computer power supply drops out and corrupts a library file, Powerplay will run an automatic rebuild the next time the program is used.

Contact: Ranson Audio 7 Springbridge Mews London W5 2AB Tel: (+44) 81.566 1616 Fax: (+44) 81.579 0997

Radioman

Radioman, from Finland, is designed with automation in mind and it will interface with its companion “CD Music Editor” to schedule and sequence CD Jukeboxes such as the Sony CDK-006. It can be used for either full automation or “live assist,” including an option to enable the DJ to have a selection of suitable tracks from which to choose.

Contact: DataCity Communications Oy Iso-Heikinlaite 14 00180 Helsinki Finland Tel: (+358) 21.334 448 Fax: (+358) 21.303 848

Q-Star

Developed in New Zealand, Q-star has had some limited expansion into Europe, although its associated sales and traffic systems has been more successful.

Currently represented by Media Computing Systems in London, MCS’s Cathyrn Stiles says that although it is still being supported at the moment, the company is not sure about future services, which may be furnished from Australia.

Contact: Media Computing Services Bolton House 194 Old Brompton Road London SW5 OAS Tel: (+44) 71.244 8771 Fax: (+44) 71.244 8979

Powerplay

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Editor’s note: This is a roster of computer music software scheduling systems which have European sales representation. This is not necessarily the complete register of available sources. Companies not listed here are invited to contact M&M to be included in forthcoming issues.
THE SENSATIONAL NEW SINGLE
FROM THE ALBUM "COZMIC JAM"

REMIxed by Jochem Paap and Rene Van Der Weyde

FIND THE TIME PART 1 QUADROPHONIA
2 BROTHERS ON THE 4TH FLOOR

Turn Da Music Up - Indisc (Holland)

Some band names have to be taken literally. 2 Brothers On The 4th Floor indeed features two brothers who happen to live on the fourth floor.

Dutch brothers Martin (DJ) and Bobby Boer (keyboards) are the masterminds behind this dance project, completed by rapper Da Smooth Baron MC and backing vocalist Peggy The Duchess, (in daily live executive secretary at the Dutch Indische affiliate). Under the name of 2 Static, brother Martin has already enjoyed two solo club hits—Boy I'll House Ya and Feel That Body—in Italy, Germany and France. The brothers' first co-production was the single I Can't Help Myself, released in early 1991.

They may live on the fourth floor, but their music—a mix of house and hip hop—is very down-to-earth. In October, the new single Turn Da Music Up made no. 1 in the Dutch Disco Dance Top 40. At press time, it was released in Germany, France, Spain and Italy.

B.B. JEROME AND THE BANG GANG

Y'all - Créatures Europe/EMI (Belgium)

Créatures Europe is the dance division of EMI Belgium, and B.B. Jerome & The Bang Bang, having mastered several styles of dance, is the label's artist roster flagship. Their 1990 debut single Shock Rock—now also featured on their first album Y'all—is a classic case of kicking hard with raw hip-hop grooves and razor-sharp guitars. Their current and third single Havin' A Ball, with a stuttering funk feel, is a perfect example of the group's ability to fuse various styles in a unique, cohesive way.

The band's ability to fuse various styles is not limited to music. Their lyrics are a mixture of the rhythm and blues, funk, and reggae traditions, and they often reference well-known songs and cultural references. This blend is evident in their songwriting and performance, and it allows them to appeal to a wide audience.

GOTCHA!

Words And Music From Da Lawlands - Arista (Holland)

The runners up in the Dutch yearly talent show "Grote Prijs Van Nederland" are often more successful than the winners—in the long run. Haarelm-based Gotcha! is such a band. They have made enormous progress since starting in 1987 when their music was styled after "Go-Go" music. The band has a distinctive sound, with elements from Dutch, English, and French music. Their debut album "Gotcha!" includes a variety of styles, from funk to reggae, and it was produced by Dutch producer Onno Vandelaak.

The Night, reveals the album's most memorable chorus wrapped in a mid-tempo pop/rock musical framework.

LA TOYA JACKSON

No Relations - Pump/Dino

Although not directly a Benelux artist, La Toya Jackson is included on this special talent spread because she is signed directly to Pump Records, the international label division of the expanding Dino Group of Companies.

The singer's debut single for the label—"She's a Live Act"—is a relentless pumping dance tune, written, arranged and produced by Menace (Nomad, Gung-Ho), and recorded in the Dutch Wisseloord Studios. It made top 20 in Holland.

The singer managed to build up a good profile in the Benelux thanks to her October performance in the TV gala of the "Pier 10 Daagse," a national 10-day event aimed at boosting soundcarrier sales. Apart from a whirling performance, Jackson spoke candidly about her turbulent life with the Jackson family and her recently published biography.

This week Dino is releasing a new 10-track album from the singer, entitled No Relations, produced by Menace's John Bartels, Damon Rochefort, Victor Franco, Tony Moun and Marc Hartman. The album was recorded at various locations, including G.A.M. Piront Studios in Belgium, Wisseloord Studios and Lillyard Studios in the UK.

M.N.O.

M.N.O. - Antler Subway (Belgium)

In this dance era, it's difficult to differentiate between a band and a production team. M.N.O is both. They are famed for their production work for many songs such as Angel Ice's Ne Pas Peur and Channel X's Grove To Move, which was licensed to PWL for the UK.

M.N.O. stands for Maurice Engelen, Nikki van Lierop and Olivier Adams. Engelen is also known as Praga Kahn, who released a 12" single Free Your Body, while van Lierop's artist name is Jade 4U. Under their own name M.N.O., recorded the song God Of Abraham, which was licensed to A&M worldwide. All the titles mentioned made the charts in Holland and Belgium, and will be featured on a soon-to-be-released, but as-yet-untitled compilation album.

NADIEH

Eye On The Waves - Mercury (Holland)

After one and a half years, multi-talented Dutch pop/rock singer Nadieh has returned with a smashing new album, produced by American Joey Balin. That most sought-after of session man, bassplayer Pino Paladino, is also featured on this Dutch/German co-production for Phonogram.

In 1986, she was out with her critically acclaimed debut album Land Of Ta, which included the hit singles Lovers...
BENELUX

Eyes and Windforce 11. She won a "silver harp" and an "Edison," both very prestigious music awards in the Netherlands.

On her fourth album Eyes On The Waves, Nadieh establishes herself more and more as a singer/songwriter par excellence. Apart from the funky first single Words, the sound is more acoustic than before. The album also includes a cover of the Van Morrison composition Where Blue Begins. Although sometimes in collaboration with Balin, she wrote most of the songs, however, herself. The chorus of the track Nana is reminiscent of Dream Academy's Life In A Northern Town. This melancholy song, with its wide-open ethereal atmosphere, provides a short moment of peace in the wild life of EHR.

PRENTISS

Love All Ways - Ariola (Belgium)

American singer Prentiss first established her European career with the lead role in the famous French musical-comedy group Le Grand Orchestre Du Splendid.

After signing a worldwide multi-record deal with BMG Ariola, her first single Love Is The Answer, reminiscent of Kylie Minogue, was released during the summer. Her second single My Baby, released in October, is a fine display of sensual soft soul with dance overtones. The debut album Love All Ways proves Prentiss to be an excellent student at the Soul II Soul soulful dance school. But she has more aces up her sleeve. The acoustic guitar-dominated track Blue is a striking example of the singer/songwriter type of song.

QUAZAR

Seven Stars - Go Bang! (Holland)

If you want to sniff up the Amsterdam nightlife, you just have to play the 14-track debut album Seven Stars by Quazar. Recorded and produced at their own Zodiac Studio, it captures all the sweaty excitement of the city's dancefloors. The title track was a European club hit in 1990.

As pop critic for the Netherlands' second biggest daily newspaper De Volkskrant, mainstay Gert van Veen has the opportunity to test all the trends. The collection of styles on the album is unbelievably broad, but never artificial. Instrumental hardcore techno-rave pieces don't clash with the occasional vocal tracks sung by Farida Merville, who originally hails from Surinam. She adds her warm, human soul to the rather chilly, robotsque music.

This human element means a lot to the band. When the Quazar-posse climbs on the stage, they don't use backing tapes. Their ultra-modern sounding live performances are still "old fashioned," honest manual labour. Exotic lady dancer Sophia gives the music more "body." This is the sound and vision of tomorrow.
Buma/Stemra

the Dutch authors' rights societies

serve music in all its aspects.

Through partnership with the world authors' rights societies we look after the interests of authors, composers and publishers.

We actively stimulate the music business through:

- CPG, Foundation Combined Promotion for Compact Discs, Records and Tapes
- Dutch National Top 100 (in cooperation with TROS Radio and TV)
- Coca-Cola Eurochart Hot 100 (in cooperation with Music & Media)
- Conamus
- BFO, Centre Netherlands Music
- The Phonographic Museum

Holland has a right to hear good music.

The Dutch authors' rights societies

P.O.Box 725 1180 AS Amstelveen The Netherlands
BENELUX

In Norway, Sony Music has set up a "no risk disc" campaign: consumers who don’t like the album can return it to the shop. In the first week of November, Ten Sharp spent two promotional days in Germany for TV, radio and press. For the upcoming period, more promo visits are planned to the various territories, highlighted by simple, but effective, acoustic radio appearances.

The single You is currently climbing the EHR Chart -bound category.

ESTHER TUELY

Esther Tuely - RCA

For years, singer Esther Tuely toured the Dutch concert circuit with pop dance act Novoband. Tired of the endless promotional duties and a feeling of creative stagnation, Tuely decided to leave.

One of her song lyrics was recorded by Novoband members Ruud Voerman and Ernst Teule and ended up at the end of ademo tape that the two were shopping around Dutch record labels. The track aroused interest in the singer and RCA signed Tuely to a recording contract and gave her a year to work on a solo debut album. Its faith has paid off.

The self-titled album shows a confident singer whose bright vocals are weaved around intelligent and elegant arrangements, courtesy of Voerman and Teule. This is a sophisticated set of AC music that pairs the commercial 60s pop of Incredibly Red (the first single) with the intimacy of In The Name Of Reason. Other remarkable tracks include the brisk If I Could and the album’s string-laden, melancholy closing tune Talk To Me Goddess.

The album boasts music of quality that should appeal to pop and AC radio programmers, especially in the German, Italian and French markets. With airplay on Incredibly Red growing on national territory, a pan-European release should be next.

ROBBY VALENTINE

Robby Valentine - Polydor (Holland)

Twenty-two-year-old singer/multi-instrumentalist Robby Valentine is an amazing new phenomenon on the Dutch rock scene. The first single Over And Over Again, off his self-titled debut album to be released in January, is an American-styled rock ballad a la Richard Marx and Styx. The single is receiving massive support on Dutch radio; it was already "Single of the Lowlands" on national station NOS/Hilversum.

The recording sessions took place at the famous Wisselord Studios in Hilversum with Humbert Garcia behind the console. In the past, he has been awarded with two Grammys for his work as an engineer for Michael Jackson and Chicago. The combination of the strong song material and the work with a skilled American producer gives this album a real international sound. All of this helped Valentine in achieving a label deal in the US (Polydor) for his album before its actual release, a rather unique coup for a Dutch artist. In fact, it hasn’t happened since hard rock band Vandenberg was signed to Atlantic in the US in the early ’80s!

ZAP MAMA

Zap Mama - Cramworld/Crammed Discs

Looking for something completely different? Zap Mama is the answer. This is definitely not your average rock record: five women deliver an astonishing performance based on their collective Afro-European social, cultural and musical backgrounds in an a capella setting. It is a red alert for world music programmers: here’s everything you ever wanted to know about the assimilation of different musical styles.

Their approach is different from Paul Simon on his widely lauded Graceland album because they concentrate on vocals only. Programmers who decide to play a track off the album should explain to their listeners what they are about to hear, in order for the music to be fully appreciated. (An explanation is in the CD-booklet, written by the band’s mainstay Marie Daulne).

This album was recorded at the Daylight Studio in hometown Brussels and produced by Vincent Kenis, whose eclectic profile was perfect for the job, as he is a musician, a techno wizard and a specialist in African music.

Zap Mama has a very strong live reputation. On November 30, they performed a concert at the Ancienne Belgique venue in Brussels to end their 18-date Belgian tour, staged in conjunction with Radio 21/Brussels. They will play live at the Theatre De La Ville in Paris on December 15, coinciding with the French release of the album. Other European releases are currently being negotiated.
HIS DEBUT SINGLE 'OVER AND OVER AGAIN'
AN AMAZING NEW PHENOMENON IN ROCK MUSIC

'OVER AND OVER AGAIN' A DUTCH SMASH HIT RIGHT FROM THE START!
WK 1: TROS POWERPICK & NOS POWERPICK - WK 2: ENTERED TOP 40 #39 - WK 3: #25 - WK 4: #16 - WK 5: #11

*TOP OF THE PLAYLIST FOR SEVERAL WEEKS  *A ROCKBALLAD IN THE AMERICAN TRADITION  *RECORDED IN WISSELOORD STUDIOS
*PRODUCED, ENGINEERED AND MIXED BY HUMBERTO GATICA FOR HIM INC. PRODUCTIONS (Gatina was very successful engineering e.g. Michael Jackson and Chicago and was awarded a Grammy for both acts)  *A STUNNING VIDEOCLIP, SHOT IN VIENNA, IS AVAILABLE  *ALBUM TO BE RELEASED IN FEBRUARY 1992.

THE WORLD HAS GAINED A UNIQUE MUSICAL GENIUS!
**STATION REPORTS**

Station reports include all new additions to the playlists, indicated with the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new CDs and LPs, indicated by the designation "ALL." All playlists must be received by Tuesday or 1 o'clock.

### UNITED KINGDOM

**BBC RADIO 1/London**

- **Paul Robinson - Program Dir**
- **A List:**
  - Michael/John - Don't Let The Sun
  - Enya - Everything But The Girl
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - A List:
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - Attraction - Live Wire
  - Michael/John - Don't Let The Sun
  - Paul Robinson - Program Dir

**METRO RADIO GROUP/Newcastle**

- **Lisa Critchley - Music Organizer**
- **A List:**
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - A List:
  - Everything But The Girl - Twin
  - Robbie Williams - See You Again
  - Simply Red - Stars

**PIGGYBACK/Radio Manchester**

- **Keith Primrose - Head Of Music**
- **A List:**
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - A List:
  - Everything But The Girl - Twin
  - Simply Red - Stars
  - Nick Kamen - (I Can't Get No) Satisfaction

**MICROMUSIC/Atlantic Coast**

- **Max Guazzini - Dir**
- **A List:**
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - A List:
  - Everything But The Girl - Twin
  - Simply Red - Stars
  - Nick Kamen - (I Can't Get No) Satisfaction

### FRANCE

**EUROPE 1 /Europe**

- **Laura Thibault - Program Dir**
- **A List:**
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - A List:
  - Everything But The Girl - Twin
  - Simply Red - Stars
  - Nick Kamen - (I Can't Get No) Satisfaction

**FRANCE**

- **SIRI 2/Strasbourg**
  - **Hans Tomsen - Producer**
  - **Power Play:**
  - **Michael Bolton - How Am I Supposed To Live**

**GERMANY**

- **SWR /Baden-Baden**
  - **Udo Frank - DJ**
  - **A List:**
  - Bryan Adams - Everything I Do
  - Genesis - No Use For Some Men
  - Guns N' Roses - Don't Cry

- **ARD**
  - **A List:**
  - Bryan Adams - Everything I Do
  - Genesis - No Use For Some Men
  - Guns N' Roses - Don't Cry
  - Metallica - Load

- **ZDF /Baden-Baden**
  - **Bryan Adams - Everything I Do**

### UNITED STATES

- **KCAL 9**
  - **Bill Randle - Music Director**
  - **A List:**
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - A List:
  - Everything But The Girl - Twin
  - Simply Red - Stars
  - Nick Kamen - (I Can't Get No) Satisfaction

- **JIMMIE JOHNSON'S JINGLES & JINGLES ON FIRE!**

- **WTRX-AM**
  - **JIM JIMMIE JOHNSON**
  - **A List:**
  - Simply Red - Stars
  - Everything But The Girl - Twin
  - A List:
  - Everything But The Girl - Twin
  - Simply Red - Stars
  - Nick Kamen - (I Can't Get No) Satisfaction

AmericanRadioHistory.com
NORWAY

Paul Foged
THE VOICE/Copenhagen

A List:
Anders Tvegaard - Music Dir
John John - Head Of Music
RADIO P3/Bergen
AD A-Ha- Move To Memphis

B List:
AL Michael Jackson
RADIO NORD/Harstad
AD A-Ha- Move To Memphis

A List:
Egil Houeland - Head Of Music
RADIO OSLO/Oslo

B List:
RADIO NORD/Harstad
AD Michael Jackson

STATION REPORTS

Music & Media's Fax number for reporting playlists is: terry.borne@21-30669150.

The Voice/Copenhagen

Norway

A List:
Finn Nielsen - Head Of Music

B List:

A List:
Resa Hassenstein DJ/Producer

A List:
Nick Schulz Co -Ord

Clem Dalton DJ

Brian Diamond Prog Dir

Tina Turner Way Of The World

R.E.M.

A LIST:

Gipsy Kings Sin Ella

Right Said Fred I'm Too Sexy

AmericanRadioHistory.com

Music & Media's Fax number for reporting playlists is: terry.borne@21-30669150.
100 consecutive weeks in the European Top 100 Albums

Congratulations

New Double Album
<table>
<thead>
<tr>
<th>Week</th>
<th>COUNTRY</th>
<th>ARTIST</th>
<th>TITLE</th>
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<td>Genesis</td>
<td>We Can’t Dance - Virgin</td>
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<td>UK,NL, IE,A,CH,DK,FR,GB,GR</td>
<td>Dire Straits</td>
<td>On Every Street - Vertigo</td>
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<td></td>
</tr>
<tr>
<td>3</td>
<td>UK,NL, IE,A,CH,DK,FR,GB,GR</td>
<td>Bryan Adams</td>
<td>Everything I Do - Curb</td>
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<td></td>
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<tr>
<td>4</td>
<td>UK,NL, IE,A,CH,DK,FR,GB,GR</td>
<td>Simply Red</td>
<td>Stars - East West</td>
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<td></td>
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<td>Achtung Baby - Island</td>
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<td>6</td>
<td>UK,NL, IE,A,CH,DK,FR,GB,GR</td>
<td>Tina Turner</td>
<td>Simply The Best - Capitol</td>
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<td></td>
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The European Top 100 Albums is compiled by BPI Communications BV in cooperation with Bureau/Berliner. © BPI Communications BV/Bureau/Berliner. All rights reserved. Compiled from the national album sales charts of 16 European territories.
Baby Boomers Headed For Lucrative 35-54 Demos

by Lisa Nordmark

A report recently researched and composed by US radio rep firm Interpop called "Radio 2000," asserts that the 35-54 demographic will become larger and more affluent by the year 2000 due to the influx of aging baby boomers.

Elaine Pappas, VP/research director of co-owned rep firm INWWH, states, "As the enormous wave of baby boomers now enters the 35-54 demographic and reaches peak earning power, consumer spending power will shift into the hands of the middle-aged." The demo is predicted to grow by 29% to 81 million people by the end of the decade.

Pappas discovered that the demo controls 43% of the nation's spendable income, which converts into an excess of US$138 billion annually. On average, they draw high incomes, with more than one-third having an annual household income of at least US$50,000. They do not consider themselves wealthy, however, due to the financial demands placed upon them in the form of, among other things, high college tuition costs incurred by their children and big mortgages. Because of these constraints, they are inclined to put more importance on quality and value than on luxury and indulgence.

They are highly educated and tend to adapt the latest forms of technology. Their fast-paced, career-driven lifestyles, and conduction to mall shopping and small, specialized stores.

Interestingly, the demographic group succeeding them, aged 18-34, does not seem to follow in the "high-achiever" footsteps.

According to Pappas, this generation "went through the latch-key process," with parents employed outside the home, and are "drawn back to a more basic kind of living." She speculates they don't hold the same aspirations for affluence as do their antecedents.

Carter Joins US/Soviet "Student Station" Plan

Former US President Jimmy Carter has joined the National Association of Broadcasters (NAB) in support of a major effort to establish "sister station" agreements between US radio/TV stations and those in the Soviet Union.

The initiative will also involve the support of the US Information Agency (USIA), which is responsible for Voice of America (VOA) and the International Association of Sister Cities. The program aims to strengthen the cultural, educational, economic and professional ties between participants. Among the benefits will be exchanges involving broadcast trainees and visits by US broadcasters, offering guidance and educational, economic and professional training.

NAB international consultant Bill Harutanian will help coordinate NAB's participation in the program. In the coming weeks, literature defining the goals, terms and benefits, will be distributed. Harutanian can be reached at +1 202 429 5451.

NAB Pushes For Terrestrial DAB

The NAB has presented to Congress its efforts to develop a land-based, rather than satellite-delivered, digital audio broadcast (DAB) system.

NAB radio board member DAB task force chairman Alan Box told a Congressional subcommittee that a terrestrial system would help keep the focus of future radio service localized and also maintain a delivery that "was not mandated to serve the public interest."

Box argued that satellite DAB would "wholly upset the competitive balance among stations now providing local service." DAB executive VP/operations John Abel also outlined other radio improvement efforts, such as giving AM service much of the same audio quality as FM, as well as a new data ticker-like service called radio broadcast data systems (RBDS), which can also assist listeners in identifying the station tuned to.

NAB expressed concern about a US government recommendation to next June's World Administrative Radio Conference in Spain to place DAB on the higher frequency S band. Box said this Federal Communications Commission action might place a greater emphasis on satellite DAB, instead of terrestrial.

"There are many thorny issues that still need to be resolved in the next few years," Box said. "Among them are a single DAB standard, a US timetable for DAB introduction and how to maintain a local radio system in a potential DAB world.

"Blue" Bland, Booker T. & The MGs and Johnny Cash. Also scheduled for induction as Early Influences are blues performer Elmore James and pianist Professor Longhair (aka Henry Roeland Byrd). Receiving the honor in the non-performer category are electric guitar manufacturer Leo Fender and legendary songwriter Doc Pomus, both of whom died this year.

Finance Talk Show Host Convicted

The Rock & Roll Hall of Fame is preparing to make seven new inductions in a ceremony to take place on January 15 at New York City's Waldorf Astoria Hotel. This year's chosen few include Jimi Hendrix, the Isley Brothers, the Yardbirds, Sam & Dave, Bobby "Blue" Bland, Booker T. & The MGs and Johnny Cash.

Billboard covers every aspect of the international entertainment industry in unrivaled depth. It is the only global weekly in its field with everything you need to know about the largest markets in the world, including the United States.

Subscribers today and for just £183, you will get 51 issues (including the special year-end issue). Write to: Quadrant Subscription Service Ltd., Oakfield House, Pempermount Rd, Haywards Heath, West Sussex, England. RH16 3DJ or call (+44) 444 440 421.
Crowded House is a prime example of a通过 Wong-Crowded House-supported tour from the approach of the New Zealand's debut album. The release of the album, in Europe, through Wong-Crowded House's support has been

<table>
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<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>ORIGINAL LABEL</th>
<th>PUBLISHER</th>
<th>COUNTRIES CHARTED</th>
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<td>Can't Stop This Thing We Started</td>
<td>Bryan Adams - A&amp;M [Adams/April/Zomba]</td>
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<td>Way Of The World</td>
<td>Tina Turner - Capitol (A.Hammond/WC/Ink)</td>
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<td>If You Were Me Now</td>
<td>Kylie Minogue &amp; Keith Washington - PWL [Various]</td>
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<td>Let Me In</td>
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<td>Good Vibrations</td>
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<td>D.B.A.C. &amp; OD.S.C.</td>
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**Source:** Billboard (December 7, 1991)
Sony  
(continued from page 1)

All stations surveyed report record companies have not tried to impose any type of air ban like that imposed by Sony Music UK, which uses the right organization PPL (Performing Right Limited) to limit airplay on the new Michael Jackson album Dangerous to 15 minutes per hour.

SER/Spain music programming head Rafael Revert says he would "reject completely" any such request. "Protectionist policies like these are absurd," he says. "Stations should be able to play what they want.

However, Revert recognizes the position of labels with major releases. "I would understand if they restricted playing the whole album. While we played the entire album when it was released, we made sure our DJs made comments and interruptions precisely to stop tapping," he adds.

While Copeland, the programming head at Radio Canada French, disagrees. "Radio has to accept the fact that music rights are a business. The public(Printer's proof)

EMI  
(continued from page 1)

Neth felt the gesture had to be in respect to the artist. EMI, which is one of the band's management Queen Productions, has also released the band's first-number-one hit single in the UK, 1975's Bohemian Rhapsody, backed with These Are the Days Of Our Lives, taken from Immortal. Proceeds from the single will be donated to the Terrence Higgins Trust for AIDS research. The single is expected to hit the UK charts at 19.5% from 18.8%. Notes RTL president Jacques Rigaud, "We are obviously extremely happy with the result, but I wouldn't call it a triumph. What is important is that the album is about what we have gained nearly 600,000 listeners and that the difference between us and our competitors has remained intact. In the next months others will fall short of the 80% ownership rule."

Radio Contact FM. Others fall short of the 80% ownership rule because of operating in a franchise."
### Top Newcomers

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EL ULTIMO DE LA FILA

NOW IN CONCERT

DEC. 9th: WINTERTHUR, Albani/SWITZERLAND
DEC. 10th: MILAN, Sorpasso/ITALY
DEC. 12th: PARIS, Elisée Montmartre/FRANCE
DEC. 14th: HAMBURG, Markthalle/GERMANY
DEC. 15th: COLOGNE, Luxor/GERMANY
DEC. 18th: LONDON, Marquee/UK

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