

UK Talent For The World See Pages 12-14.

Euro Packaging Close-up See Pages 16-22.

Europe's Music Radio Newsweekly . Volume 9 . Issue 12 . March 21, 1992 . £ 3, US\$ 5, ECU 4



ALL SYSTEMS GO FOR NAB MONTREUX - The idyllic shores of Lake Geneva will serve as the backdrop for the first National Association of Broadcasters' Radio Montreux conference, technical exhibition and DAB symposium, scheduled for June 8-13. Starting with this issue, M&M will provide weekly updates and close-ups, including full pre-/post-conference coverage. For details on the sessions and M&M's first "Montreux Monitor," see page 4.

Will Allied Buy 30% Of Atlantic 252?

by Mike McGeever

Harvey Goldsmith's UK promotion company Allied Entertainment is the frontrunner to buy a 29.9% stake in Dublin-EHR based longwaver Atlantic 252 from Irish state broadcaster RTE. The pubcaster owns 50% of Atlantic 252; CLT owns the other half.

RTE assistant director general Bobby Gahan says, "We think it is an appropriate time. We are increasing our audience and just got the OK to be included in the RAJAR ratings survey. Harvey Goldsmith is the lead contender from the several people who have approached us.

(continues on page 30)

Merino New Los 40 PD

by Anna Marie de la Fuente New Los 40 Principales programme director Luis Merino declares he is committed to maintaining the standards set by his predecessor Rafael Revert.

Merino concedes that Los 40's target group of 14-20-year-old listeners is shrinking as a consequence of an aging population. Still, the official EGM count of 3.5 million for Los 40 does not include the one million listeners under 14," he says. "The 8-14 age group is not accounted for in the media study because it is supposedly not a record-buying market."

Plans to increase the number of Los 40 stations are underway. "Our ultimate goal is to reach all provinces with over 75.000 inhabitants," says Merino. The Los 40 Principales network cur-(continues on page 30)

Virgin Sold To EMI Independence Is Virgin MDs

Assured; Move Upbeat About Tightens Market EMI Purchase

Acquisition Highlights

- Global Share Hits 18%
- Berry, Draper Locked In
- EMI Expands Star Roster

• Publishing Included

Thorn EMI has acquired Richard Branson's Virgin Music Group for £510 million. After assuming an additional £50 million in debt, the US\$980 million deal brings the UK-based, electronics-to-music multinational company closer in the race with PolyGram and Warner Music with around 18% of the world market.

Based on an M&M survey of national album chart shares over 1991, the combined force of the two companies advances EMI into direct competition with market leader PolyGram in the UK, Germany, Spain, Sweden and Denmark; with Warner in the Benelux; and vying for the runner-up position with Sony in France and PolyGram in Italy (where, respectively, PolyGram and Warner lead).

The deal brings to Thorn EMI a formidable stable of artists and repertoire, including, among others, the Rolling Stones, Genesis, Janet Jackson, Simple Minds, OMD, UB40, Enigma, Gary Moore and, in the UK, Phil Collins. The package offers copyrights to 25.000 songs, including (continues on page 30)

Impact On Virgin

- Back Office Cuts Planned
- Independence To Continue
- Creative Talent Cited

Job Losses "Inevitable" .

The purchase by Thorn EMI of the Virgin Music Group (VMG) has sparked cautious but optimistic comments from the respective Virgin MDs across Europe. While many want the company to remain independent, they expect changes come in the near future, although it is not certain whether they will impact EMI or Virgin.

VMG operates European affiliates in the Benelux, France, Germany, Greece, Ireland. Italy, Scandinavia, Spain and the UK, all with different distribution arrangements (see table on page 30).

Overseeing the European operation is Jon Webster, who officially took the post of Virgin International MD only two weeks ago. Asked if the deal will be affecting Virgin's European companies, Webster says, "Some job losses are inevitable, but the question is if they're at EMI or Virgin." VMG employs 1.050 people worldwide.

Within VMG, the UK company-with an operating profit of close to £4 million on a turnover of £67 million in 1990-is estimated to generate 22% of VMG's (continues on page 30)

City Likes The Deal; "A Good Price For Thorn"

Recent Thorn EMI Deals

Company	Price (US\$ m)
SBK Publishing	
Chrysalis Rec. Filmtrax	150 94

Thorn EMI's acquisition of Virgin Music Group is getting a nod of approval from London's financial circles despite the sticker shock expressed by some music industry executives at the price

The deal is in line with other big-ticket, pure music company acquisitions. Thorn EM1 paid a multiple of about 1.7 times turnover and 26.4 times operating income for Virgin. In comparison, PolyGram paid US\$272 million, or an estimated 3.2 times turnover (continues on page 30)

No. 1 in EUROPE

European Hit Radio MICHAEL JACKSON Remember The Time (Epic)

Coca-Cola Eurochart GEORGE MICHAEL & ELTON JOHN Don't Let The Sun Go Down On Me (Epic)

European Top 100 Albums GENESIS We Can't Dance (Virgin)



TEARS ROLL DOWN (GREATEST HITS 82-92) TEN YEARS OF TEARS FOR FEARS ON ONE BRILLIANT ALBUM

AVAILABLE ON CD. LP. MC. VIDEO. SOWING THE SEEDS OF LOVE EVERYBODY WANTS TO RULE THE WORLD WOMAN IN CHAINS SHOUT HEAD OVER HEELS MAD WORLD PALE SHELTER I BELIEVE MOTHERS TALK CHANGE ADVICE FOR THE YOUNG AT HEART AND THE SMASH HIT SINGLE LAID SO LOW (TEARS ROLL DOWN)



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SUBSCRIPTION RATES United Kingdom UK£ 135 Germany DM 399 Austria OS 2800 Switzerland Sfr 337 Evenne EF 1325 France Ffr 1395 Benelux Dfl 397 Rest of Europe US\$ 249 USA/Canada US\$ 270 Other territories US\$ 288

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BMG Sales Healthy Despite Recession

by Machgiel Bakker

Thanks to intensive European cross-border promotion policies, BMG International clocked up sales of over 137 million units in 1991. This represents an upswing of 14.3% on 1990's sales of 120 million.

According to BMG International president/CEO Rudi Gassner, the figures are all the more remarkable when compared with the current trend in the music industry. "IFPI figures show a worldwide growth of 2.1%, whereas we grew by 14.3%. I hope this will continue, but it's going to be tough to maintain such good levels." The figures are claimed to represent a worldwide (excluding US) market share of 15.1%; a 1.6% improvement on the previous year. For the year ending June 30, 1991, BMG International grossed revenues of US\$1.6 billion and operating profits of US\$131.3 million.

The French affiliate has been the jewel in BMG's crown. By increasing unit sales to 11.1 million last year (from 8.8 million in 1990),

Artist

Adeva

Bad Boys Blue

Bedlam Gary Brown

Bahia Black

Peter Case

The Church

El DeBarge Joey Defran Céline Dion

Galla Lirica

Tony Hadley Indecent Obses

Keziah Jones

Nick Kamen Hal Ketchum k.d. Lang Leningrad Cowboys O. Liebert & L. Negra Alison Limerick

Little Shawn

Johnny Logan

Lyle Lovett M People Ashley Maher Mary's Danish

Sarah McLachlan

Miracle Legion New Model Army

Mass Order

Terri Nunn

The Outfield

Robert Palmer

Sexepil Sister Souljah Sisters Of Mercy

Spinal Tap Bruce Springsteen

Various Artists

Westernhagen White Zombie

Zyon

 Bruce Springsteen
 Lucky Town

 Stage Dolls
 Stripped

 They Might Be Giants Apollo 18
 Tanita Tikaram

 Twisted Sister
 Big Hits And N

Ja Ja

Zyon

Se

Alyson Williams Alyson Williams

Skinny Puppy

OST

OST

Pele Primus

Scäm Luiz

Slik Toxik

Nick Kamen

Gnawa Music Of Marakesh

En Vogue

Eye & I The Fall

Fiona

Giant

God

Gun

Title Love Or Lust?

More Bad Boy:

Priest = Aura In The Storm

Funky Divas

Eye & I Selfish

Squeeze

Galla Lirica

Posessian

Gallus

Night Spirit Masters

The State Of Play Indio

Blufunk Is A Fact

Solo Para Ti

Whatever, Whenever Past The Point Of Rescue

And Still I Rise The Voice In The Mirror

Joshua Judges Ruth Northern Soul

Endless Emotion

Pomegranate

Touch Drenched

History

Maybe One Day

Moment Of Truth

Rackeye Addictions Vol. 2

Last Rights Doin' The Nasty

Break Like The Wind Human Touch

Circa

Freaky Fukin Weirdoz Senseless Wonder

Jesus & Mary Chain Honey's Dead

Ritual Beating Syster Into The Coals Rhythm Or Romance Six Pack Of Love

Re-Boppin' Des Mots Qui Sonne

Upcoming Album Releases

Label Chrysalis Ariola

MCA

Capitol Geffen

Arista

Columbia Columbia

Cog-Sinister/Ph Geffen

Axiom/Island

Atlantic

Fnic

RCA

RCA

Epic

Venture

A&M

Axiom/Island

Warner Brothers

BMG Ariola France registered a growth of 26.9%. These results were partly thanks to the good performance of singer Patrick Bruel's Alors Regarde album, which sold close to two million copies in France alone, and is now being promoted in the rest of the Continent (M&M January 25).

Other territories registering increases in unit sales include Germany and Scandinavia. German unit sales grew from 48.2 million to 52.4 million in 1991, an increase of 8.5%. BMG established Scandinavian offices in 1988 and the Danish affiliate managed to almost double unit sales from 500.000 to near a million. Norway grew by 81.7% (from 750.000 to 1.35 million units), while Sweden boasted sales levels of 3.4 million, an increase of 33.8%

Says Gassner, "Our only disappointment is the UK, where we are behind [BMG UK's market share fell from 9.1% in 1987 to 5.4% in 1991]. Over the next few years the UK will be our main focus. The quality of the staff that we attract will be a key element in improving

Producer

Bill Laswell

Not listed

John Porter

Terry Thomas

Bill Laswell

Kevin Martin

Kenny McDonald

Varia

Hendrik/Hartman

Gavin McKillop

Jay Joyce/Giles Reaves Various Mitchell Froom

Ken Grunbaum/Michael Cameror

Joey Defrancesco R. Angelil/V. Luprano/L. Plamondor

Thomas McElory/Denzyl Foster

C. Leon/S. Rogers/M.E. Smith Mark Tanner

Freaky Fukin Weirdoz

our market share." He cites the appointment of

Jeremy Marsh as RCA UK's MD new (M&M March 14) as a case in point.

He continues, "If you analyse the perof formance BMG, although UK product was not very

made enormous strong, we progress in regionalising domestic

Rudi Gassner

pean headquarters recently, I feel we must have done something right. We paid particular attention to local repertoire and ensured proper exploitation. It's a two-tier policy: keep the momentum of breaking Anglo-American repertoire while also pushing domestic product."

repertoire. If I look at how the com-

petition has restructured its Euro-

Apart from Bruel, Gassner cites the pan-European successes of Spanish Mecano, Italian Eros Ramazzotti, Belgian Vaya Con Dios and German Snap as prime examples of this trend.

More Play For New Songs, Say Labels

by Mike McGeever

Issues in the love-hate relationship between record companies/promoters and UK radio stations were magnified at the 1992 Radio Academy Music Radio Conference on March 9."

Music industry representatives charged radio stations with being unfaithful to artists and unwilling to give new music a chance. They also noted that buying airtime is often a nightmare because demographic data supplied by stations or their sales houses is ambiguous and sometimes inaccurate.

Virgin Records UK GM David Clipsham said he considered the record companies as the 'producers" of the music and radio stations as the "distributors." He raised some eyebrows when he told delegates, "There is no doubt that the music industry values radio programming, but we value it principally for the revenue it can generate for the industry, rather than as a promotional tool."

MCP promotions director Tim Parsons bemoaned the lack of shows such as "Pick Of The Week" through which DJs could introduce songs they liked. "It is the same with your favourite newspaper," he said. "If it gives a five-star review to a new book or film, you are willing to give it a chance.

However Metro FM PC Giles Squire's attitude towards new music was clear. "We don't make hits, we play them," he said. On the other hand, most PCs at the conference contended that new music is a very important part of radio success, but made no excuses for it being rarely heard during peak listening periods.

Status Quo manager David Walker says radio should give considerable airplay to new releases, especially with established artists/bands, "The public should be given a chance. If an artist has had a top 10 single, irrespective of former records, he or she should be given a chance, i.e, two or three weeks' airplay.'

BBC Radio 1 head of music Chris Lycett countered, "Just because an artist has a long pedigree of chart hits and is very successful, it doesn't give him or her the divine right to expect every last issue to be played heavily. You are only as good as your last record."

Clipsham suggested that fair copyright rates should be worked out because radio is so dependent on the music industry. He pointed out that this was particularly evident when the nine-hour needle time restriction was lifted two years ago and daily record usage by stations "doubled" over night. "The radio executives are misled about the value the record industry places on promotion, because the people they mix with are the pluggers, not the managers of the companies." Clipsham said the music industry's survival depends on "maximizing our revenue on existing copyrights in order to have the funds to develop new ones.

Unique Broadcasting Company/London programme director and the conference chairperson Tim Blackmore argued, "Because of the copyright law in Great Britain, I recognize it is incumbent on the record industry to get the best price it can for the use of its products. But the kind of money they are asking for is out of all proportion if you look at what radio does for music, which I believe to be considerable."

Radio's failure to provide advertisers (in this case record companies) with accurate audience data was highlighted during a meeting on record company product marketing. Phonogram UK MD Mark Williams presented a list of Midlands Radio Group stations with a description of each station's format and demographics. The description for XTRA-AM/ Birmingham listed it as a country station when, in fact, it has a gold format. The station only has two hours of country music output a week.

When Williams was challenged on this information by station head of music Robin Valk, he retorted, "This is all based on information supplied to us by Virgin's agent." Blackmore stressed that this was not an isolated case.

EMI Ron Nevison MCA Peter Wolf Blanco Y Negro/WEA Williom & Jim Reid Delabel Kevin Armstrong Revin Armstrong Paxman/Muggleton/Latown/Kamer Allen Reynolds/Jim Rooney WEA Curb Warner Brothers Not listed T.T. Oskala/Leningrad Cowboys Ingenue Warne We Cum From Brooklyn Ariola Fpic Ottmor Liebert Arista Steve Anderson Not listed WEA Various Not listed Curb M People/Paul Heard Kevin Armstrong Dave Jerden/Mary's Danish PCA Virgin Morgan Creek Columbia The Basement Boy Pierre Marchand John Porter Arista Morgan Creek EMI Various David Z/John Kalodner Mercury Moment of the Freejack Polyace The Commitments Vol. 2 MCA Ferngully: The Last Rain Forest MCA Packeye MCA Polydo Paul Bushnell/Kevin Killen Various John Spinks Island Various Fireworks M&G Suck On This Interscope Heading For The Dream Metronome Dave Meegan/Gary Langan Matt Winegar/Bob Cock Scäm Luiz/Albert Boekholt Love-Jealousy-Hate Nature/Metronome 360 Degrees Of Power Epic Some Girls Walk By east west Sexepil Various Various David Ogilvie/Cevin Key Capitol Paul Gross/Anthony Vanderburgh D. Kardhmar/D. Jerden/S. Lukather/TBone Burnet B. Springsteen/J. Landou/C. Plotkin B. Springsteen/J. Landou/C. Plotkin/R. Bittan Capitol MCA Columbia Columbia PolyGram Bjorn Nessjoe/Ron Nevison Elektra east west Atlantic TMBG 11 Kinds Of Loneliness Big Hits And Nasty Cuts Dance Now Tanita Tikaram Various MCA Various Warner Brothers Western orcisto Devil Music Vol. 1 Geffer Andy Wallace OBR/Columbia Eye Q/WEA Various A.C. Boutsen/Steve Be-Zet/Mignon

European album releases for the period of March 16 - March 30. Please send your information to Robbert Tilli before March 19 for inclusion in the next release schedule (issue 14). Fax (+31)

NAB Stars Line Up Across Montreux Horizon

by Jeff Green

The NAB Radio Montreux Symposium & Technical Exhibition, taking place June 8-13, will bring together many of Europe's top industry professionals with leading American broadcast executives.

The week kicks off with the First International Symposium on Digital Audio Broadcasting (DAB). This two-day event is organized by the European Broadcasting Union (EBU) in cooperation with NAB Radio Montreux.

During the rest of the week, Radio Montreux plans to address all aspects of radio in a broader scope than any previous European conference. Panels range from hardware/software to management, investment, programming, marketing, research, promotion, production, regulations, licence/copyright matters, syndication, advertising, training and other aspects of station operations.

The exhibit hall, which has already received bookings from over 60 companies, will be open June 10-12

Here's a round-up of the sessions scheduled so far:

Wednesday, June 10 Opening Ceremony, Keynote Address

and Reception Speakers: Antonio Riva, Swiss Broadcasting Daniel Kramer, Swiss Broadcasting L. Lowry Mays, Clear Channel Communications, USA

Mayor Fredy Alt, Montreux

The city of

Montreux has

ation with the

Symposium &

its 26th year.

4

of

years later, launched the "Montreux Golden Rose" television

festival. The city has also host-

ed three Music & Media con-

ferences and, of course, the

Montreux Jazz Festival, now in

because "it is centrally located for convention attendees and

has the advantage of being in a

neutral country, given the many

cultural differences throughout

Europe. It's also a beautiful,

informal location that will pro-

vide a pleasant environment for

NAB selected Montreux

world

Programming & Management: •Broadcast Regulations: What Is Needed In 1993? Chairs: Daniel Kramer. L. Lowry Mays Presenters Peter Baldwin, Radio Authority, UK

M. Boutet, Franc Al Sikes, Federal Communications Commission, USA

Discussion Stephen Kon, S.J. Berwin & Co., UK Jeff Baumann, NAB, USA

Engineering:

 Production Equipment & Techniques
 Chair: Chris Daubney, Channel Four Television, UK Moderator: Dr. Leo Danilenko, ARD/WDR,

Germany Presenters: Dietrich Schwartze, ARD/SDR, Germany Lis Grete Moller, Danmarks Radio, Denmark

John Nunn, BBC, UK Milan Orlic, JRT/Radio Belgrad,

Yugoslavia John Emmett, UKIB/Thames Television.

UK Guenter Theile, Institut fur Rundfunktechnik. Germany

Thursday, June 11

Management: Investment Opportunities

Chairs Remy Sautter, CLT/RTL International.

France William Steding, Star Media Group, USA

Presenters Martin Brisac, Europe 2, France

Eugenio Galdon, Radio Formula Musical. Spair Lazlo Hegedus, Radio Calvoso, Hungary

Robert Richer, consultant, USA Steve Wonsiewicz, Music & Media, Nether-

lands Stephen Goetz, CEA GmbH, Germany

•Full Service Radio In The '90s

Chair: Philippe Labro, RTL, France Presenters Thomas Martin Blanco, Onda Cero, Spain Mike Haas, Antenne Bayern, Germany Gert Haedecke, U-Musik, Germany

Franck Tenot, Europe 1, France Wayne Vriesman, Tribune Broadcasting, USA

Andrej Woyciechowski, Radio ZET, Poland

doing busi-

ness. A major

influence was

NAB's

•The Future Of Public Radio In The '90s Chair: Antonio Riva

Presenters. Andrei Akhytyrsky, Gosteleradio, Russia Tom Alexanderson, EBU, Switzerland Douglas Bennett, National Public Radio, USA

Ove Joanson, Sweden Radio Jean Maheu, Radio France C. Singelnstein, Radio Brandenburg, Germany

Vittorio Panchetti, RAI, Italy **Programming:**

•Format CHR-EHR Chair: Rafael Revert, Radio Formula Musical, Spain Presenters

Machgiel Bakker, Music & Media, Netherlands

Jean Paul Baudecroux, NRJ, France Adam Hahne, Radio Salü, Germany Alberto Hazan, Rete 105, Italy Richard Park, Capital Radio, UK Bruno Ployer, Radio Dimensione Suono, Italy

 Pan-European Format Chair: Steven Saltzman, Rock Over London, UK Speaker: Chase Untermeyer, Voice Of America, USA Presenters Tom Lathouwers, Sky Radio, Netherlands Jo Luders, Star*Sat, Germany Bill Roedy, MTV Europe, UK

Music Licensing & Copyright David Hicks, Hicks Broadcasting Corp.,

Barlo Beckerleg, consultant, France Jimmy Gordon, Radio Clyde, Scotland Patrick Liechti, SUISA, Switzerland Jean-Loup Tournier, SACEM, France Jean-Francois Verstrynge, DG 111, Belgium Alan Weinschel, Weil Gottschall & Manges. USA

All News

Chair: Richard Harris, consultant, USA Presenters

W. Aigner, Bayerischer Rundfunk, Germany

Charlie Cox, London Broadcasting, UK Pascal Delannoy, France Info, France Alf Lande, Radio Nettverk, Norway S. William Scott, SWS Communications

Jiri Stolar, Radio Plus/CTK/RFL Czechoslovakia

Engineering:

•Environment & Acoustic Developments Chair: Donald Lockett, National Public Radio, USA Presenters

Gerhard Spikofski, Institut fur Rundfunktechnik, Germany

Andy Munro, Munro Associates. UK Ing. Wolfgang Ahnert, ADA, Germany Paul Mills, CBC, Canada

Jean-Pierre LeGault, CBC, Canada Russ Berger, Russ Berger Design Group, Peter D'Antonio, RPG Diffusor Systems, USA Post Production and Editing/Recording

Presenters:

Netherlands

Advertising

Presenters:

cepts, USA

Engineering:

Robin Addams, Basys, UK

funktechnik, Germany

John Abel, NAB, USA

Digital Radio

Presenters:

Presenters:

Germany

Presente

Training

Jeff Green, Music & Media, Netherlands

Ad Roland, Ad Roland Media Services.

Colin Walters, Laurel Benedict, UK

Chair: M. Cacouault, Regie 1, France Special Presentation: Gary Fries, Radio

Paul Davies, Media Sales & Marketing, UK

Norm Goldsmith, Radio Marketing Con-

Ricardo Segre, Nove Nove Pub. It., Italy

Jean-Pierre Vignolle, IP Network, France

•Continuity & Broadcasting Operations--Equipment & Techniques

Bertram Blohmer, ARD/SWF, Germany

Chair: Hans Springer, Schule fur Rund-

Chair: George Waters, EBU, Switzerland

Moderator: Ian Childs, BBC, UK

Peter Baldwin, Radio Authority. UK

Transmission & Reception/Additional Ser-

Chair: Daniél Pommier, CCETT, France

Moderator: Daniel Kramer, Swiss Radio

Theodor Prosch, ARD/SDR, Germany

Martin Thoone, Philips, Netherlands Dietmar Kopitz, EBU, Czechoslovakia

D. Sauvet-Goichon, TDF. France

Taro Komoto, NHK. Japan

Simon Shute BBC UK

M. Saito, NHK, Japan

Official Dinner

Speakers:

Disney

O. Yamada, NHK, Japan A. Poignet, CCETT, France

Philippe Dasnoy, RTBF, Belgium

Peter Selinger, ARD/SDR. Germany

Chair: Peter Jackson, Capital Radio, UK Moderator: Frank Müller-Römer, ARD/BR,

Ian Travaille, Groupe Carat, France

Toby Syfret, EAAA Media Committee, UK

Advertising Bureau, USA

Lutz Kuckuck, RMS, Germany

Dick Springfield, The Research Group, USA

Media Chair: Georg Plenge, Institut fur Rundfunktechnik. Germany

Moderator: Pier Vincenzo Giudici, Radio Vaticana, Italy Presenters

Francis Rumsey, University of Surrey, UK Michael Crosse, Plasmec, UK Peter Selinger, ARD/SDR, Germany Andreas Matzke, ARD/SDR. Germany Berthold Burkhardtsmeier, Dialog4, Ger-

Friday, June 12

many

Management:

Standardization of Audience Measurement Techniques

Chair: Richard Ducey, NAB, USA Presenters Violaine Bouteiller, Carat Radio, France Fabrice Carlier, Mediametrie, France Gines Garrido, ICP, Spain Peter Menneer, BBC, UK Matthias Steinmann, SBC Broadcasting, Switzerland

Network & Syndicated Programming Chair: Simon Cole, Unique Broadcasting, UK

Presenters: Doug Adamson, M€M, UK Jean-Michel Brosseau, Ofredia, France John Fodor, Radio Express, USA Ed Mann, Premiere Radio Networks,

Bill Stolier, Westwood One, USA

•Gold Or National Music Chair: Philippo Broglia, Radio Italia S.M.I., Italy Presenters Peter Burton, Chiltern-Supergold, UK Fabrice Larue, Nostalgie, France Laurent Perallat, L'Onde Latine, France

Hans Thomas, ARD/SDR. Germany Adult Contemporary

Chair: Marc Garcia, Europe 2, France Presenters Francois Benedetti, Couleur 3, France Alberto Hazan, Rete 105, Italy

Programming:

● Promo Chair: Alexander Zeitelhack, BCI, Germany

Presenters: Lynn Anderson, Radio Express USA John Burrows, Capital Radio, UK Wayne Campbell, Film House, USA Cornelia Panneck, Star*Sat Radio, Germany Jeroen Soer, Radio 10, Netherlands Hikoji Ueda, Tokyo FM Broadcasting, Japan

Marketing & Music Research In The '90s Chair: Lynn Christian, NAB, USA Moderator: Jeff Pollack, Pollack Media Group, USA

Saturday, June, 13 *Radio Advertising In The New European Media Environment

Robert Fitzpatrick, CEO, Euro

A. Scharf, president, EBU

Who's Coming To NAB Radio Montreux?

Jeff Pollack Bill Roedy Jeroen Soer Richard Park







Gary Fries



Rafael Revert

Al Sikes





John Abel



nRadioHistory Cor

Jean Paul Baudecroux Robert Fitzpatrick Martin Brisac

the first NAB Radio Montreux International Radio take place at the new Confer-Technical ence Centre, overlooking Lake Exhibition June 10-13, 1992. Geneva The SFr50-million In 1955 Montreux telecast complex includes over 2000 the first "Eurovision" competisquare metres of exhibition tion to five countries and, a few facilities.

> Within an hour of the Geneva International Airport, Montreux is linked directly by train. There are numerous hotel facilities surrounding the Conference Centre.

Conference Information/Registration: National Association of Broadcasters 1771 N Street, N.W. Washington, DC 20036-2891 Tel: +1-202.775 4972 Fax: +1-202.775 2146

Exhibition/Housing in Montreux: **NAB Radio Montreux** Rue du Theatre 5. CH-1820 Montreux Tel: +41-21.963 3220 Fax: +41-21.963 8851

a long, coladio ourful associ-JUNE 10-13, 1992 broadcasting and the music industry, and serves as an ideal setting for

N/A B

that MOA/TREUX Montreux partners have solid exper-

MONTREUX MONITOR

Why Montreux For NAB?

tise in organizing broadcast trade shows. NAB/Radio Montreux will



PUBLIC SERVICE COMMITMENT — UK retailer Boots sound/vision buying controller Ross Crombie presented a cheque for £15.294 to film director David Putnam, who accepted on behalf of the National Aids Trust. The donation represents all of Boots' profits from sales of Queen's no. 1 single "Bohemian Rhapsody." The company had not stocked sinales for over 18 months, but made an exception for the cause.

Kick In Records Goes 'Bannanas' Over Sampling Tussle

by Stephen Leigh

A dispute between Rhythm King label Outer Rhythm and Kick In Records heightened the dilemma of dance music copyright infringements last week. The 12-inch track at the centre of the dispute is Bannana Sausage by Wishdokta, licensed to Kick In from Slip 'n' Slide Records.

Outer Rhythm claims the track allegedly features material from Beltram's NRG-Flash, a track licensed to Outer Rhythm. Outer Rhythm spokesperson Sonya Dunsdon insists the single contains "an out-and-out sample.

However, Kick In MD Peter Harris denies that any sample was used or any copyright stolen, arguing, "The sound came from a

The Radio Authority has award-

ed two AM independent local

radio licences, one for the Barnsta-

ple area, the other in Cheltenham.

Lantern Radio/North Devon

was selected from three applicants

for the eight-year Barnstaple

licence. The station is proposing a

'community-based' format with

music ranging from classical to

Top 40 including a strong local news element. Lantern Radio

spokesperson John Brocks says

the station should earn about

£275.000 in local advertising dur-

ing its first year on air (10% of

existing local spend) and will

break even after its third year. The

station has a potential total survey

Lantern Radio Wins Barnstaple

Licence; Cheltenham To WCB

Roland 105 pre-set. How can you copyright something that came from a computer pre-set? It's a legal minefield and not one I want to be a scapegoat for."

Kick In has agreed to delete the track, to forward monies from sales and licensing of the track to Rhythm King and to pay damages. However, Harris maintains his innocence. "It's not a question of whether we're right or wrong," he claims. "It's a question of whether our record company can withstand a storm. Going to court is very expensive. We have already lost a lot of money over this dispute."

Kick In Records is withdrawing the record, poised to enter the UK Top 50 in the coming weeks, and will re-release it with a completely new mix.

area (TSA) of 150.000, which

should increase after a relay trans-

mitter is situated in North Devon.

The station will employ 12 full-

time staff as well as freelance

broadcasters. It is expected to go

ed to West Country Broad-

casting/Cheltenham (no connec-

tion with company formed by

DevonAir and Plymouth Sound),

which proposes an AC format,

according to spokesperson Bob

Tyler. Start-up costs for WCB are

estimated at £335.000 and it is

expected to go on the air late this

year or early next year. The TSA is

MMC

The second licence was award-

on air later this year.

250.000 adults.

AD RECOVERY NEAR? Warburg Says Yes, **But Radio Cautious**

by Mike McGeever

Commercial radio will experience a slight recovery in advertising revenue, according to a report published by London merchant bank SG Warburg. That's the good news; the bad news is that sales forces will have to work harder because advertisers are buying fewer long-term schedules.

The SG Warburg report predicts £150 million (app. US\$272 million) will be spent on radio in 1992 compared to £139 million last year, and that will rise to £164 million in 1993. The company expects the recent uplift in TV revenues to be followed by recovery first in radio, then national newspapers, consumer magazines and last of all business magazines and regional newspapers. However, the increases will be partly attributable to the fact that more stations-including two national commercial service-are slated to go on air in the next two years.

The worst of the recession might be over for the commercial radio industry, but the double-digit pre-recession growth probably will not return for some time. The Advertising Association predicted a decline of 10.3% in 1991, but sees a growth of 5.0% this year.

Short-term Ad **Bookings Up**

Meanwhile, broadcasters are wary of making any long-term predictions. Capital Radio Chairman Ian Irvine says, "Even though we are seeing a year-onyear growth, past experience shows that bookings will continue to be short-term for some time. The marketplace is still fragile and it is very difficult to make firm projections.

Fox FM/Cowley MD Tom Hunter says short-term buying is a particular problem with radio. "It has always been a very short-term market. One of radio's main problems is that bookings take place too late in the day."

That might be so, but it is more evident now than before, according to one London sales executive. "Most of the big national advertisers are buying long-term on a par with the past few years, and some are buying more. But many local advertisers are buying short bookings to coincide with special promotions. They used to be on the air regularly to keep their names fresh with the audience; but now you may not hear from them until something special pops up again. I

don't know if we will see that again in the near future. But I am hopeful in view of the enquiries we are getting from some of the old regulars.

Radio Sales Company MD Don Thomson says, "We have a huge number of campaigns which are booked to start 'that week.' In our heyday, when revenue was booming a few years ago, bookings for two or three months ahead were quite healthy, but that is not the case now. It is the same in every advertising medium."

Thomson is heartened by the fact that big national advertisers are still booking airtime on a long-term basis. However, he is concerned about the smaller campaigns.

The most dramatic shift from long-term buying to short schedules comes from financial service and automobile advertisers, says Thomson. "Financial advertising has dried up as a direct result of

the recession. We still get some who are doing very nicely, such as Nationwide and East Anglia Building Society. But two or three years ago there might have been 20-30 on the radio at the same time." However, even the bigger clients are still buying short term, he says.

Meanwhile, local advertising in Scotland is seeing record levelsand national ad spend is up, according to Radio Clyde Holdings chairman Ian Chapman. Although Scotland did not enjoy the excesses of the economic boom of the late 80's, "The impact of the current downturn is not so severe in Scotland as it is in south east England," said Chapman during Radio Clyde's annual general meeting.

Radio Clyde, which owns stations in all of Scotland's major cities, is seeing an increase in homebuilders and services industries advertising

WEA UK Taps Bellas As MD

Moira Bellas has been named the new MD for WEA Records UK. The news follows a week after the move by former WEA MD Jeremy Marsh to RCA UK

Bellas was director of artist development for the last five years, overseeing the areas of marketing, press, promotion, art and video. Bellas began her career at WEA in 1971 at the press department and has been with the company ever since. Comments Warner Music

UK chairman Rob Dickins, "Moira stands head and shoulders in her experience and abilities above any other possible candidate. She started at WEA [then called Kinney] in 1971-in fact a few months ahead of meand her knowledge and loyalty to the company are unquestioned."

Following the appointment of Diana Graham as the new MD of Arista UK in December, Bellas is the second woman to be promoted to MD of a major record company in the UK. MB

Vickers To Exit Galaxy; Will Sell SuperGold For His Own Firm

Chiltern's Galaxy Radio/Bristol manager Eddie Vickers is leaving the station this month to set up EVBS, a company that will sell Chiltern Radio Networks' (CRN) SuperGold (SG) sustaining service and Network News. Vickers will be directly responsible for selling SG to stations and selling advertising and sponsorship to the Astra satellite-delivered services.

CRN MD Colin Mason says there is a need for a co-ordinated sales force now that the service is contemplating further expansion, especially on the continent. "The SG sustaining service needs a

highly focused sales operation," he says . "We are confident that Eddie will provide that, and look forward to working jointly with his new organization.

Commenting on his new role, Vickers says, "We have proved there is a growing market for the SG sustaining service here and abroad." Over the past year the number of stations subscribing to SG and/or Network News has nearly doubled to nearly 30. The latest deal struck was with Radio 11/ Budapest, which is expected to begin using the service shortly. ММс

FRANCE

'Group Of 3' Block NRJ Expansion Plan

by Emmanuel Legrand

It seems NRJ's competitors will never let president Jean-Paul Baudecroux follow his expansion plans without reacting. The latest development in the war between the leading FM network and some of NRJ's closest competitors (in this case Fun, Europe 2 and Nostalgie) took place recently in Paris.

In a sudden move, the three nets came up with a proposal that is blocking Baudecroux from taking a major step in the development of Rires et Chansons as a national network. The move follows the collapse of programme syndicator SER (no relation to the Spanish broadcaster). The company had been servicing over 50 local radio stations in category A (non-profit local stations) and B (local commercial stations) for the past three years with a music and news programme free of advertising and audio identification. Stations were charged a monthly fee for the service. But SER faced serious economic problems mostly due to nonpayment from subscribers, and was declared bankrupt on February 29.

Baudecroux has pointed to the demise of the company as proof that systems offering a non-identified programme without advertising are not economically viable. "The system of strict categories, such as the one set up by CSA, is one of the stupidest things I've seen in my professional life," he says.

Baudecroux favours a system of barter syndication, such as the one operating in the US, but claims that current legislation does not allow this to happen.

Three options are now open to stations formerly subscribing to SER's programming:

• The Rires et Chansons programme, proposed by NRJ, without identification or ads, broadcast in mono from the Telecom 1C satellite.

• A musical programme produced by L'Onde Latine, a network of local stations broadcasting in the south of France with strong French music programming, offered free of charge to all stations in mono via the satellite Telecom 1C, without advertising or jingles.

• A trial from some of SER's former staff to offer a programme broadcast from a foreign country, presumably Holland, via the Eutelsat satellite, allowing stereo broadcasting. This would force the subscribers to switch to new satellite technology, however, and insiders consider this option unlikely to succeed for the moment.

A statement by "L'Onde Latine says the network considers itself responsible for finding a solution to ensure the continuity of a programme serviced to the radio stations.

It added the net is attached to the independence of stations in category B, and that the move would not jeopardize this independence since it had no intention of developing a bank of programmes.

L'Onde Latine began broadcasting from the satellite on March I with the support of Fun, Nostalgie and Europe 2, known as "The Club of 3." According to L'Onde Latine GM Laurent Perallat, the three national networks will be covering the satellite costs, estimated at Ffr150.000 (app. US\$28.000) a month. One of the reasons suggested for this collaboration is that they were concerned about the risk of NRJ creating a third network on the ruins of SER and category B.

Baudecroux is not impressed by the move, saying, "The whole thing was set up by Europe 2, with L'Onde Latine acting as a cover.

"[Europe 2 GM] Martin Brisac cannot accept the increasing success of NRJ's Cherié FM. He is prepared to do anything to freeze the market and prevent stations in category B switching to category C [regional commercial stations affiliated to national networks]." This would mean local stations would be allowed to broadcast national programmes with advertising.

Brisac replies, "It is true we didn't want Baudecroux to use this as a way to impose Rires et Chansons. We wrote to CSA president Jacques Boutet on December 23, warning him that if SER was to cease operations, we would take this step. There was a similar case when a programme distributor Résonance was bought by Radio Montmartre and the stations linked to this service eventually ended up broadcasting Radio Montmartre. We didn't want this to happen with SER's subscribers. Now, at least local stations have the choice."

Asked what guarantees there were that L'Onde Latine would not use this opportunity to set up its own network, Brisac says, "The fact that three different networks are backing this project is the best guarantee. As far as I know, neither Fun



nor Nostalgie are our closest allies, so it is in our collective interest to keep the situation the way it is."

Baudecroux sees no reason why Fun and Nostalgie should team up with Europe 2, except "to create an anti-Baudecroux front." But he doubts their ability to block his network plans. He says that instead of backing Europe 2, they should find a solution that would serve their own needs. He says Fun and Nostalgie are acting "against their own interests" because they would have much more to gain if stations in category B were switch to category C.

So far, the proposal from L'Onde Latine has been well received by former SER subscribers, and more than 50 stations have expressed their interest in the programme, according to GM Laurent Perallat. The programme offered is similar to L'Onde Latine's, with a strong French content. Says Perallat, "Financially this will not bring us much, but it is very important for our image, because it gives a broader base to our format, which is to play a maximum of French product. The French music industry has a lot to gain in this development."

Ofredia Launches Eastern Radio Chart

French radio syndicator **Ofredia** is launching what is expected to be the first chart compiled from radio station playlists from eastern Europe.

In the beginning, four market leaders will be used to set up the chart: Europa 2 Praha/Prague, Fun Bratislava. Danubius/ Budapest and Radio Zet/Warsaw. Together, these stations have a daily audience of over two million listeners, based on data supplied by Mediametrie.

Comments Ofredia president Jean-

Michel Brosseau, "We felt that if the west can have a Top 40, there should at least be an eastern Top 20. Brosseau says that the panel of stations might be expanded to include Russian broadcasters and other leading stations.

The results of this compilation will be used for a bimonthly programme produced by Ofredia to be broadcast on Sundays between 17.00 -18.00 on the four stations. The first programme will be aired on April 4. Brosseau believes the playlist will



include about 90% Anglo-American music. Stations will be offered two different packages: one with English comments, ready for use; another provides the music and jingles to which local stations can add comments in their local language. That programme will also be offered to stations in other coun-

Brosseau

Brosseau is currently negotiating with a sponsor to cover the production and syndication expenses. "We have contacts with a French and an English company," he says. "I think they will want to hear the product before signing, but there is undoubtedly an interest among sponsors for countries such as Czechoslovakia, Hungary and Poland." BL

tries.

FNAC Music Celebrates First Year; Acquisitions Planned

FNAC Music, the independent record company set up by French retail giant FNAC, is celebrating its first anniversary with mixed results.

De La Soul's *Ring Ring Ring* was its only single to reach the charts, but sales of top artists on the label have been encouraging, while the distribution operations have secured a consistent activity.

Says FNAC Music president Georges Hubert, "We have reached our goals. Our turnover in 1991 was Ffr150 million (app. US\$28 million) as planned. Our aim for '92 is to reach Ffr200 million. So far, everything has been going according to plan. Our final goal is to reach a 5% market share in France within five years."

Hubert is one of the managers working closely with FNAC president Jean-Louis Petriat, and remains communications director of FNAC parent company, the banking and insurance firm GMF. He confesses he has been surprised by "the aggression between competitors" within the industry, and believes this attitude might come from the links between FNAC and the record company, and from the fact that FNAC wields considerable power in exposing and selling records.

Comments Hubert, "They don't have the same reaction when it comes to Virgin. Of course, FNAC Music is a subsidiary of FNAC, but people working at FNAC Music have the same problems as anyone in putting their records in the FNAC stores. There is no favouritism."

Hubert says FNAC's strategy will follow two paths: an internal development, working on established acts and breaking new ones; and acquiring existing companies or catalogues.

FNAC is in a buying mood, according to Hubert. While it turned down the chance of buying classical specialist **Erato**, which Hubert says was too expensive, he declares, "FNAC is not going to let the remaining French companies be acquired by the majors. Some French companies would see some interest in regrouping with us," he adds, acknowledging that he has a couple of opportunities in mind.

"Some major stars might also join us, and with the backing of FNAC, I am convinced that we can play a European role, and at least promote Francophone artists." To meet this goal FNAC Music has also secured European or worldwide deals with Anglo-American acts such as Willy De Ville, Linton Kwesi Johnson or Kevin Ayers.

Hubert dismisses criticisms that the distribution service **WMD** has not always been efficient. "Of course, there have been some cases where we have not been as effective as we should," he says. "But I think we can blame it on the youth of the company. It is never easy to start from scratch. WMD is a very efficient distribution system."

Among the company's bestselling products last year were compilations from Quebec artist **Robert Charlebois** (Gold), **Hubert-Felix Thiefaine** (90.000 units), De La Soul, **Carole Laure** (85.000 units), Willy De Ville (50.000). It has already had success this year with Quebec act Jean le Loup. The single, entitled 1990 is in the top 50 and the new album of rock band Cat Onoma is receiving rave reviews. *EL*

G/S/A

Sweden's Dahlgren Gets G/S/A Promo

by Miranda Watson

BMG Ariola Munich is releasing an album by leading

Swedish national artist **Eva Dahlgren** this month, recorded in The English. eponymously titled Eva Dahlgren is the ninth album from the female pop/ rock who won five

Eva Dahlaren

Grammys last month.

The original Swedish version of

Blondins..., released last autumn, was number 1 in the Swedish album sales charts for 12 weeks. It has sold over 375.000 units. giving it almost quadruple platinum status (400.000 units) and making it her most successful album to date. The release was backed by TV and radio promotional appearances, followed by a sell-out tour during November-December 1991.

The album has been specially recorded in English for its release in Germany on March 30 and BMG Munich Ariola will be backing it with TV and press promotions. A single from the album I'm Not In Love With You was released earlier this month and product manager Gerd Dornieben says that it is already getting good radio airplay across Germany.

Says Dornieben, "The only reason Eva Dahlgren has not made it here before is that she sings in Swedish. We have big hopes for this album and we will do everything we can to establish her as a major European act. If she makes it here in Germany, she stands a chance of breaking into the rest of Europe.

Adds BMG Ariola Sweden local A&R manager Marie Ledin, "Dahlgren is huge in Scandinavia. Her songs are very melodic and she's great live, which I think will enable her to cross over into the rest of Europe. I think that the release of her album in Germany will need to be backed by a live tour as well as TV and press promotions. BMG Ariola Germany has been showing interest in her for the past two years and the success of the latest album convinced them they should release it in Germany too. I think there are a lot of similarities between Germans and Scandinavians and this is a good market for her to break. If all goes well in Germany, BMG Ariola will probably release the album in France

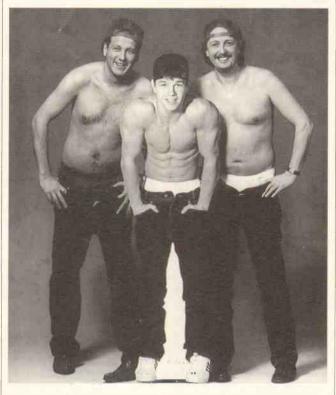
next." **Agenda Set** For 1992 Rundfunk Dialog

The Baden-Württemberg media organization Landesanstalt für Kommunikation (LfK) reports that its forthcoming radio conference Rundfunk Dialog '92 will take place at the Hotel Continental Stuttgart from March 30-31.

There will be seminars on local politics, the influence of the media on elections, media as the "fourth power," radio journalism and changes to radio in Baden-Württemberg. There will also be a workshop on the amendments to the regional media laws.

Tickets to the conference are available at DM 200. The LfK is an independent organization for public law in Baden Württemberg based in Stuttgart. For further details contact the conference organizers: ComMunic GmbH, Konrad-Celtis Straße.77, Postfach 70 10 40, D-W 8000 Munich 70. Tel:+49-89.710 9475 MW

conRadioHistory Com



MARKY MARK & THE FUNKY EAST WEST BOYS __ east west product manager Oliver Dallmann (left) and head of artist marketing international Wolfgang JohannBen (right) pose with a cardboard cutout of Marky Mark. The real Marky Mark is doing a promotion tour in Germany from March 16-23 as part of an extensive advertisement campaign being mounted by east west to increase the profile of the singer in Germany. He will be signing autographs in branches of WOM in Cologne, Munich, Frankfurt, Düsseldorf and Hamburg.

Chevy-Powered Cick Hits Germany On 10-City **Promotional Road Trip**

by Ellie Weinert

Koch Records has conducted a whirlwind campaign to promote a young German-language rock group from Ber-

lin called Cick. Their debut album Tausend Kleine Wunder Thousand (A Small Miracles) and single of the same name were released in Germany February 7

Travelling in a 250-horsepower Chevy, Koch A&R manager Alfred Duebell spent two weeks on the road, hitting 10 key cities from north to south, driving a total of 6.000 km. The surprise visits to radio stations caused quite a commotion. Radio DJs were "abducted" to the luxurious interior of the van, equipped with swivel chairs, a bar, and, more importantly, a screen showing Cick's video, shot in Los Angeles by Jim Rakete, one of Germany's top photographers and mentor of the group.

Says Alfred, "Most radio DJs were delighted with this change of pace to their day, and

the casual atmosphere of the van was great for interviews."

The radio tour started in northern Germany at NDR in Kiel, Berlin's Hundert 6 and



SFR radio sta-Radio tions. Bremen, SR/Saarland, HR/Frankfurt and finished in Munich at **BR3**, Antenne Bayern and Radio Charivari

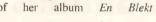
Besides vis-

iting the stations, the group stopped at main record outlets such as WOM, Saturn and Virgin (the Berlin Virgin store was entirely decorated with Cick and Jackson posters), as well as seeking out the teen magazines Pop Rocky and Mädchen.

The only incident occurred when Alfred accidentally ran down a hotel sign with the 2.7 ton vehicle.

He was pleased with the outcome of the tour, saying, "Most radio DJs were suitably impressed by the group's material. I think we made a lasting impression."

singer Swedish



Austria's LSG Seizes Bootleg Live Recordings

The anti-piracy division of Austria's broadcasting performance organisation LSG recovered over 1.000 bootleg records last month in its latest clamp-down on piracy in this territory.

The seized sound carriers had a total market value of around Sch300.000 (app. US\$27.000) and included imported illegal live material from artists such as the Rolling Stones and U2.

The anti-piracy squad made the seizure at a mailorder firm in the early hours on February 21. Working together with the fraud police in Vienna, the illegal imports, mostly from Italy and Luxemburg, were discovered in the office on the premises.

Anti-piracy oficer at LSG Andreas Weineck says his suspicions were aroused by an advertisement for a mailorder record catalogue in a flea-market paper. When he

sent off for the catalogue he found that it was offering illegal sound carriers for sale. LSG took the matter to court and criminal law action was taken against the firm.

Weineck comments, "This is one of the biggest bootleg seizures in Austria in the last two years. You can always get hold of this sort of pirate material at flea markets, but it's rare to uncover an operation on this scale. I was also surprised by the high quality of the CDs. Bootleg production is big business in many countries because there isn't sufficient copyright protection. Many of these then end up being shipped to Austria. However, although trade with such recordings can result in a demand for compensation and up to six months' imprisonment, breaking copyright laws in Austria is still regarded by many as a very minor MW offence '

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SCANDINAVIA

Radio Academy

by Miranda Watson

The future of local radio was top of the agenda at the "Deregulation In 1992" conference held last month by Swedish local radio organization Sveriges Lokalradio to celebrate its 15th anniversary.

Over 400 delegates attended the meeting, including guest speakers from Belgium, the USA, Germany and the UK. Sveriges Lokalradio public and international relations head Anne Chaabane called it a "historical event," saying, "This is the first time that people from different radio organizations have come together in Sweden. People are now beginning to believe in the power of radio and to leave the shadow of television behind. Sweden is one of the last countries in Europe to deregulate radio and develop commercial broadcasting, so it's very valuable to be able to learn from what other countries have to say about licensing."

Frequency Auction Planned?

The conference was also an opportunity for Swedish minister of culture, Liberal Birgit Friggebo, to air her views on the debate over Swedish commercial radio prior to her issuing a formal memorandum later this month.

Friggebo caused some controversy at the conference by saying she thought licences should be put up for auction, open to all, including newspapers and publishing houses. This opinion is not shared by fellow coalition member Sweden's Center Party or the opposition Social Democrats, who are planning a bill to exclude all publishing houses from applying for licences to own stations in whole or part.

After the conference, 150 delegates staved on to form a radio academy modelled on the one in the UK, intended as a forum for the radio industry. Chaabane was elected as chairman of the interim council of 14 members representing public service, community and commercial broadcasters.

SAF Radio City head of music Martin Loogna was pleased with the outcome of the conference, saying, "We have a lot to learn from radio people in other countries and it is very productive that we meet like this. The minister of culture promised us 'free and commercial' radio by January 1, 1993, so we've got a lot to look forward to. Setting up a radio academy is a great idea, and it will be most useful in educating people wanting to establish new stations.

Dereg '92 Spawns Kinnevik's Z-Radio **Continues Adverts**

by Gerard O Dwyer

Sweden's multi-media group Kinnevik is openly defying the nation's legislative authorities by supporting illegal commercial broadcasts on its music/news channel Z-Radio.

Despite criticism from Sweden's radio commission, Z-Radio's move has been welcomed by the advertising sector as a brave challenge to the current resistance to commercial radio legislation.

Sweden is expected to legalize commercial radio in 1993, and most advertising firms are backing the Z-Radio initiative.

However, some, including the country's second largest agency, Media & Marketing Gruppen, have decided to boycott the station

Z-Radio is currently running a number of high-profile campaigns for well-known international brands such as Levi jeans and Citroën. Says Z-Radio sales director Jakob Gravestam, "We are using the trade name of Z-Magazine [Sweden's popular current affairs and entertainment magazine, owned by the same company] to generate advertising, and it is working.

Z-Radio core programming includes music, game shows, current affairs and traffic programmes, with six minutes of advertising every hour. Kinnevik plans to invest US\$2-3 million to turn Z-Radio into a 24-hour station by 1995. He admits, "Setting commercial rates has been the hardest task. We have no yardstick." 7.-Radio is charging US\$250 for a 30-second spot, offering discount package rates.

Sweden's minister for culture Birgit Friggebo points out that Z-Radio had jumped the gun, but says that the government had no plans to penalize Z-Radio or to withdraw its noncommercial licence.

Nero Runs MD Programmes

Kai Roger Ottesen

US-based MD Broadcasting Group/Sacramento has chosen Norway as the only market outside the US for programme syndication links with radio stations.

The company's first business partner is suburban Oslo outlet Radio Nero, which covers the north-eastern metro area and other regions of Akershus. Radio Nero will air a five-hour AOR show, hosted by MD oper-David ations president

SPAIN

Johnson, who explains, "We needed a station with airtime during evening hours, and I contacted most stations in the Oslo-market. The show is strictly rock n' roll. There are occasional news bulletins, but not a lot of chit-chat."

The AOR programme, which started on February 21, will run for three months as a pilot show. Johnson aims to launch it nationwide in '93.

MD Broadcasting Group put up most of the start-up capital. 7-Eleven is currently sponsoring the show, but they are trying to attract a long-term client.

Scandinavia **Correspondents:** Kai Roger Ottesen tel: 47-9-256-460 Kari Helopaltio tel: 358-0-276-1836

Gerard O'Dwyer tel: 358-21-33-2763

Casal Woos French **On Distant Heels**

by Anna Marie de la Fuente

Cashing in on the box office success of Spanish director Pedro Almodovar's latest film. Distant Heels, veteran female rock singer Luz Casal has taken the French market by storm with the film's theme song on EMI Hispavox.

Three weeks after its release, Distant Heels has scaled the box office charts in France, while Luz Casal's theme song Piensa En Mi is currently number 18 in the AM airplay charts. She also ranks number five in the top international artists list.

Casal followed her appearance on TF-1 variety show "Sacré Soirée" last February with Tous A La Une this month.

Casal's latest album A Contraluz has nearly reached double platinum status in Spain and is number five in the sales list. It has been released in Italy. Switzerland and Portugal.

Meanwhile, Warner Music launched a video in France early in March of the single Madrid Madrid, sung in French by pop singer Miguel Bosé. The single was released in the French market over three months ago. Bosé, also an actor. plays a lawyer leading a double life in the film. In a market where the only Spanish acts to have made any inroads are Mecano and Ultima De La Fila (to a lesser degree), it is hoped these two artists will create as much of an impact as the film. AMdlF

Antena 3 Teams Up With Private Bank Banesto

Private bank Banesto and Antena 3 have formed a multimedia communications group. Sociedad Holding de Communicaciones Godo S.A.

Headed by renowned banker Mario Condé, Banesto has invested US\$60 million in acquiring a 15% stake in Antena 3 Radio, 27% in sports magazine El Mondo Deportiva and 9% in TISA, publisher of Barcelona-based newspaper La Vanguardia. These were bought from Antena 3 president Javier de Godo's majority shares of 50%, 90% and 30% respectively.

Bolstered by US\$200 million in capital, the new holding company is a formidable presence in the local and international communications markets.

Conde's head of staff Salud Hernandez Mora points out that as Antena 3's stockholders, the bank has no intention of interfering in the programming policy of the radio or in the editorial line of A3's other media. "We won't oppose the broadcast of heavy metal music if it brings in money," he says.

Meanwhile, Banesto continues to wait for the official approval of its 10.5% share in Antena 3 TV, bought from former stockholder Serec in November. The Ministry of Communications has a Six month deliberation period, due to expire in April. Hernandez is confident the approval will be granted, saying, "We reckon there will be no hindrances. After all, it's only 10.5%." He concedes that Banesto does not rule out aiming for an eventual stake of 25%. AMdlF

Gonzalez **Back To COPE**

Silvio Gonzalez left his post as Canal Plus manager to return as associate director at former employer COPE. He assumed his new post March 1. AMdlF

For The Record

In our March 7 issue, Steven Budd was incorrectly identified as the manager of Tam Tam Go. Tam Tam Go are managed by Isabel Casado at Talent Management/ Madrid.

ITALY

Domestic Pop Leads '91 Sales

by David Stansfield

Italian sound carrier shipments totalled 48.268 million units in 1991, with sales amounting to US\$428.9 million in 1991, an increase of 5.12% on the net revenue registered the previous year.

Figures just released by Italian IFPI group AFI show that pop music trade deliveries netted US\$389.2 million last year, a 6.2% increase on 1990. Classical music dropped 4.4%, however, slipping from US\$41.5 million to U\$\$39.7 million.

The rise in popularity of domestic pop was underlined by a 7.2% increase on 1990. Total shipments last year amounted to 25.6 million units. But, with shipments slipping from 27.1 million

to 25 million units, international pop repertoire dropped a 7.0%

The overall revenue increase was helped by the developing compact disc sector, which enjoyed a 28.1% increase on 1990. In all, Italians bought 19.784 million CDs last year, which resulted in annual figures of US\$208.7 million. CD shipments have almost doubled on 1989's total of 10.282 million.

Vinyl album trade deliveries plummeted by 35% to 9.18 million units, a drop of 4.98 million on 1990. Pre-recorded cassettes slipped by 1.3% to 24.81 million units at the end of '91, and the death of the vinyl singles sector was confirmed by sales drops of 37.7%, from 2.10 million units to 1.30 million.

Pressing Extends Links With BMG

Pressing, the label owned by artist Lucio Dalla, has signed a long-term distribution and licensing agreement with BMG Ariola for both national and international markets. BMG already distributes Dalla's own albums on Pressing and BMG promotion

and advertising director Michele Mondella says the new move is significant.

"Pressing has been mainly involved in production up to now," he says, "But Dalla,

our most important distributed artist alongside Eros Ramazotti, is in the process of signing and producing new talent to build a real roster at the label. His operation is based in Bologna and there's a whole new sound developing from that city." The first artists to bring out product on

Pressing will be Bracco Di Graci, Riccardo Majorana and Samule Bersoni.

Barbarossa Wins San Remo

Luca Barbarossa (Sonv/ Columbia) won this year's San Remo Song Festival with Portami A Ballare.

Fonit Cetra artist Mia Martini came second with Gli Uomini Non Cambiano, followed by Paolo Vallesi (Poly-Gram) with La Forza Della Vita. Fourth place went to Pierangelo Bertoli (Dischi Ricordi), followed by Massimo Ranieri (WEA), Matia Bazar (DDD), Fasano-Fortunato (Columbia), Tazenda (Visa/Ricordi), Fausto Leali (Ricordi) and Riccardo Fogli (newly signed to EMI).

The duo Aleandro Baldi and Francesca Alotta won the newcomers award with Non Amarmi. They were followed by Irene Fargo and Bono-Mingardi.

CGD act la Nuova Compagnia Di Canto Popolare won the critics' prize in the major section, while rap group Aeroplanitaliani picked up the critics' newcomer's award. Both acts were knocked out of the competition before the final.

There was some controversy

festival rules

by singing her entry song in public before the event. She was replaced by the artist Pupo, who was eliminated from the contest in the first round. The festi-

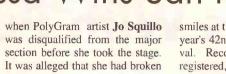
val may be touted as

Italy's major showcase for domestic talent, but it is pubcaster RAI that has the most at stake. It has control over the event for the next three years and is using it as a ratings weapon against Silvio Berlusconi's private network channels (Italia 1, Canale 5 and Rete 4). The four nights of San Remo are screened during prime time on lead channel Rai Uno. which has suffered recently from audience erosion. But it was all

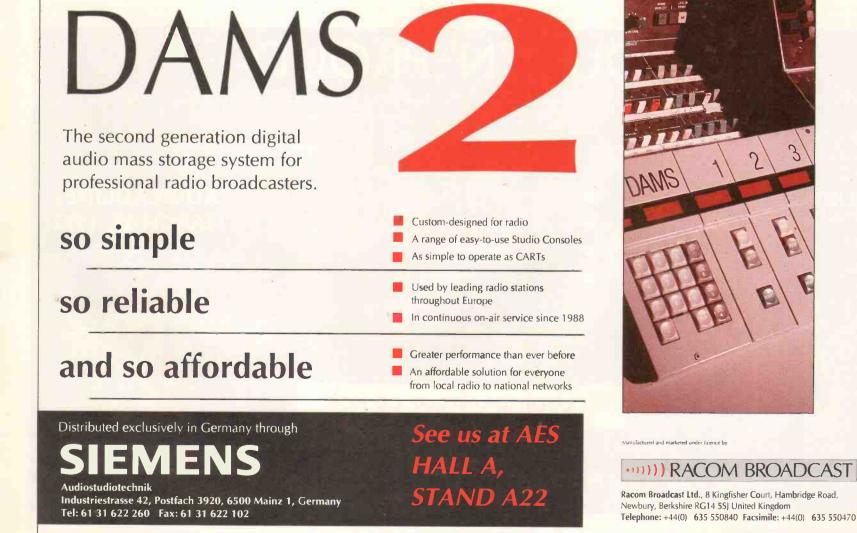
smiles at the pubcaster after this year's 42nd edition of the festival. Record audiences were registered, with an average of 15 million viewers tuning in to each of the first three nights. No statistics were available for the grand finale on February 29 because of claims that the computer at viewers' statistics institute Auditel had broken down.

Nevertheless Sony Music artistic marketing director Massimo Bonelli was elated at the company's success at the festival, commenting, "All our artists got through to the final night. Sony Music Publishing owns copyrights to all the songs, and over the weekend of the festival we tripled initial sales distribution of Bono-Mingardi (Epic) and Fasano-Fortunato (Columbia)."

Festival winner Luca Barbarossa wrote his song specifically for San Remo last December, and his new album Cuore D'Acciaio shipped platinum over the festival weekend (weekend sales orders are collected on the company's computer system) DS







BENELUX

'It's Over'; Veronica Stays With Publics

by Marlene Edmunds

Popular Dutch EHR pubcaster **Radio Veronica** has abandoned its fight to gain a terrestrial frequency for commercial broadcasting.

Veronica press spokesperson Steven Gelder reports that, following a decision by its board of directors, the broadcaster will stay within the public system and has ceased all talks with its neighbour station VARA, concerning leaving the system to set up a joint terrestrial commercial enterprise. Says Gelder, "We're not talking to VARA anymore. As far

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as we're concerned, it's all over."

The decision by the Veronica board of directors comes in the wake of the Media Act, passed last December, and the publication in late January of the Donner Commission report. The Media Act requires broadcasters which want to acquire one of Holland's scarce terrestrial frequencies to first set up as a commercial cable outfit. The Donner report added fuel to the fire by sternly warning public stations that if they leave the system to go commercial, they can expect no preferential treatment financially and no guarantee of a terrestrial frequency.

Gelder said that Veronica is "disappointed, to say the least" in the recent turn of events. He adds that Veronica has been "trying to leave the public system for the last 15 years. To do so now," he admits, "would be foolish because we would lose our licence."

Prior to the publication of the Donner report, culture minister **Hedy D'Ancona** was said to be favouring the idea of giving a terrestrial frequency to a public station for commercial use.

However, one of the strongest warnings of the Donner report was to the government. It stated in no uncertain terms that any attempt to show preference to a public station or to exclude foreign broadcasters in the awarding of frequencies in favour of Dutch concerns would risk violating EC broadcasting regulations. The report, in essence, for the first time gives commercial interests outside the Netherlands the hope of owning and operating stations in the country.

Gelder states that the only option Veronica now has of acquiring a commercial terrestrial station is if the government falls, and a new government is willing to defy EC broadcasting laws, adding, "It happens in other countries, so why not in Holland?"

Before its fall last November, the government of Flemish Belgium had refused to go along with EC broadcast regulations which forbid countries from discriminating against foreign broadcasters in the awarding of licences.

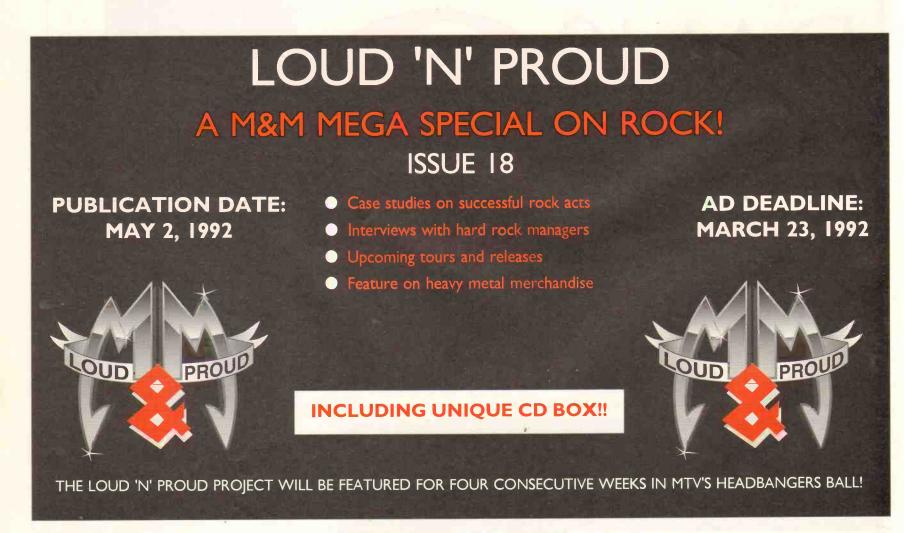


Crowded House Tours To European Gold

Following a lengthy Dutch tour, **Capitol** act **Crowded House** was presented with a gold award for selling over 50.000 copies of their third album, *Woodface*.

According to band manager Grant Thomas, an extensive touring schedule did the trick. "Gigging, coupled with the great commitment by the Dutch company was what made them big in Holland. Capitol said 'If you keep coming back, we keep working on the record,' and they did. Since the release of the album last spring this is the third time around in Holland, and we hope to be back for the summer festivals."

The band was presented with a gold award after an acoustic live performance at Dutch retailer Muziek Staffhorst/Utrecht. Pictured (1r): EMI Benelux MD Kick Klimbie, Staffhorst MD H.J.G. Staffhorst, Crowded House members Nick Sevmour and Paul Hester, Grant Thomas, Staffhorst executive Guus Kok, Capitol international marketing manager Didier Zerath and Crowded House mainstay Neil Finn. RT



STATION OPERATIONS

DAB: Destroy All Business?

by Kurt Hanson

Following a day of sessions for eastern Europeans, the first **MIDEM** radio meetings for western broadcasters kicked off with a series of panels discussing the prospects of DAB and the enthusiasm for the future, shared by Europeans and Americans alike.

Two of the major panelists were TDF director of research and development Michel Reneric and Club DAB president Roland Faure. Club DAB is an organization of interested parties including representatives from Radio France, RTL, Radio 1, RMC, TDF and most recently the major French music networks. DABpanel speakers made analogies between DAB's development and the current on-going battle between competing HDTV systems. They also credited the skill and dedication of European engineers which has allowed the Continent to take the lead in the DAB race.

New Buzzwords

TDF's Reneric explained the two separate but simultaneous technologies at work in the DAB development process. The first, MUSICAM, is the system that encodes the analog program material into an efficient digital form. Current forms of radio broadcast, AM and FM, deliver the analog signal in a variation of its original analog form. Clever encoding heuristics will allow multiplexed transmissions, allowing several radio stations to travel together on the same broadcast frequency.

The second technology, DIGI-CAST, is the transmission system that delivers the encoded programming to the waiting radio receivers. So now we have amplitude modulation, frequency modulation, and hopefully soon, digital modulation. MUSICAM plus DIGICAST equals DAB.

DAB Advantages

Club DAB's Faure explained three technological advantages that DAB offers: CD-quality sound, clean reception in a "dissound, clearer reception and better access to national programs, especially for Europe. With DAB, you could drive all over Bavaria listening to **Antenne Bayern** without having to manually change frequencies every 20 minutes.

This benefit is less compelling in the US, where not one out of the approximately 20 satellitedelivered formats are of high enough quality to have any latent consumer demand. Most of these stations spend less money on research, talent, and promotion than the average medium-market local station.

The National Association of Broadcasters (NAB) from Washington D.C. was represented by senior VP/science & technology Michael Rau. He described the likely outcomes of radio's switch to DAB, including possible new ownership of frequencies (although the NAB hopes not), greater operating efficiencies without interference, copyright implications leading to easier music licensing and research implications with precise ratings measurement.

Participants theorized a five-to 10-year overlapping period in which new radio will be equipped with both FM and DAB capabilities, as radio broadcasting gradually makes the transition to its new band and consumers buy the new radios required.

The Trouble With DAB

What strikes me is the basic and perhaps fatal flaw in the dreams of MIDEM's pro-DAB speakers and members of the radio community: the significant lack of benefit DAB offers to the consumer. There is no likelihood that consumers will purchase the new receivers, and as a result, no likely transition will be made to the DAB band. Ever.

Conduct this little experiment and I believe you'll see my point. Go for a drive with a friend who's got a CD player in his car and encourage him to switch off between his CD-player and a

"What strikes me is the basic and perhaps fatal flaw in the dreams of MIDEM pro-DAB speakers and members of the radio community: the significant lack of benefit DAB offers to the consumer."

turbed environment" (for example, under the Eiffel Tower) and additional channel capacity, offering possibilities of up to three times as many programs on the same frequency. Advantages to consumers include higher quality radio station. See if you can detect a noticeable difference in sound quality and if the difference is enough to drive your friend to listen to one source over the other. People usually listen to a CD

when they want to control the

music in their environment, and to FM radio when they want someone to make the selections for them or to hear music that they don't currently own themselves. On both car and home stereo, the reproduction quality of both CD and FM is perceived by most consumers as just fine.

Why Did The CD Succeed?

I'm not sure that sound quality is what made CDs successful as a format. If I recall correctly, people didn't find that the new CD sounded much better than a brand-new LP. The key point was that "CDs last forever," backed up by other bonus points. CD players are reasonable priced, often cheaper than turntables. They offer easy-control track selection, and the discs themselves, with their rainbowhued reflections of silver and acrylic, look cool. Of course, sound quality mattered. But if sound was a necessary condition for the success of the CD, it wouldn't be enough. This point can be backed up by the response to the Original Master Recordings concept, in that when few consumers were willing to pay more for the extra sound quality offered in vinyl form.

Remember DAT being an alleged consumer medium? I wish that Las Vegas offered odds on the success of DAT when it was introduced several years ago. I would have made a killing by betting against it. Consumers were happy with the reproduction quality of their current cassette decks; they were taping their CDs for use in their car or Walkman without disappointment over the resultant loss of quality.

And then there's AM stereo. Even if a system could have been agreed upon, most consumers were already using the band to hear talk programs. Even with stereo, the musical capabilities of the band did not seem to measure up to FM stations. The lack of consumer demand is what killed it, not the political fighting between engineering solutions.

Manufacturers have a perceptual problem to deal with. It's like designing a wide-screen version of a 20" TV that looks like an expensive 30" TV with the top third of the screen cut off!

Where's The Money?

So who benefits from DAB? As I once heard a crime investigator in a movie when attempting to solve a crime, "follow the money."

Current broadcasters? I don't see how. There's no guarantee that they'll get automatic licenses to

ricon Padio Histor

the new frequencies. Furthermore, the ability to compress and multiplex means that they would have even more competitors than they do now. That would be more of a nightmare than a blessing. Owners of AM licenses, on the other hand, could reap a windfall if their frequencies all of a sudden became as viable as FM frequencies, but there is not one investor in the US who believes this is going to happen, since no broadcast group owner is making an effort to snap up properties.

Will consumers benefit? Minimally. Sure, he will have the opportunity of selecting from three times as many signals, but it's hard to find consumer demand for new formats, even in today's US market of 10 of 15 viable signals. What in the world would the all to consumers.

Several panelists noted that if other forms of media are going to digital delivery, radio must follow or risk being left behind. But I think consumers will see through digital transmission.

It's as if your local newspaper offered two versions for the next five years: the old version set with hot lead type, and a new version in modern computer-generated type, costing a few cents more. Would you expect consumers to make the transition? If so, think again.

DAB vs. Mini-Discs

Another item to be found at MIDEM, displayed on a tiny little booth from **Sony**, was the minidisc. Now, *there's a* product that could have consumer appeal. The

"There is no likelihood that consumers will purchase the new receivers, and as a result, no likely transition will be made to the DAB band. Ever."

30th format be? Jeff Pollack, a US consultant and the only panelist raising a cautionary note, speculated the question of what to do with an extra format, and replied with a grimace, "...Play only Madonna?"

Can equipment manufacturers benefit from DAB? Sure. Both on the transmission side and the reception side. Lots of money to be made. It goes without saying.

Geared Towards Engineers

It strikes me that this whole DAB thing is engineer-driven. DAB can be done, so engineers want to do it. In the US, the NAB is divided into various factions. Engineers want more engineering, the lobbying departments want to do more lobbying, the conventions staff wants to put on more conventions and so on. The engineering faction is smart, and from good organization, politically strong. They could possibly get away with pushing it through since there is no strong policy department to step in and say, "Wait, this would be a bad move for most involved members!"

In Europe, where national networks are a more significant player, there is a stronger motivation for DAB. Unfortunately for the DAB contingent, however, there already exists a solution for current problems: RDS. Most of the other benefits that DAB offers not covered by RDS, such as easier reporting to music licensing organizations, are all minor benefits to the industry and of no benefit at discs are a fraction of the size of a normal CD, they won't skip when you use them in a Walkman, and they're recordable. I assume the production price of the discs might also be low, which suggests that the price of the retail product would be low as well.

Show a consumer a mini-disc recorder/player, and he might get interested. Show the same consumer a DAB radio, and you probably won't get much of a reaction. In the long run, products without significant perceivable benefits to the consumer generally fail. DAT's that. And so, I think, is DAB.



Kurt Hanson is president of Strategic Radio Research, which is the leading supplier of on-going music and perceptual research to radio stations. Strategic provides on-going research to stations in Chicago, L.A., San Francisco, Boston, Cleveland, Detroit, Honolulu and Vancouver, as well as MTV. Hanson can be reached at (+1) 312.726 8300 or faxed at (+1) 312.726 8383.

UNITED KINGDOM

A Song For Europe

With 1992 already entering its spring season, Stephen Leigh looks at the UK artists and priority releases that the major labels are focusing on to break in Europe.

A&M

•Asia Blue

Album to be released June 1; single due for April 13 (both titles tha)

•Del Amitri

Album Charge Everything to be released June 1; single to be released April 27 (title tba)

●Gun

Album Gallus to be released March 3; single Steal Your Fire due for release March 2

●Cud

Album to be released June 1 (title tba); single Through The Roof already released

International exploitation manager Lucie Avery:

"For Del Amitri, we are building up on the success of the band on the previous album, Waking Hours, which earned them a platinum disc in the UK and for last year's European tour.

"Gun has the strength and history of being a great live band; they performed as guests with Simple Minds in Europe and opened 25 dates for the Rolling Stones on their Urban Jungle Tour at the special request of Mick Jagger, where they played before two-and-a-half million people.

"CUD are very big on the indie scene, with a huge fan base as a result of three previous indie-release albums."

Arista

Alison Limerick Album And Still I Rise due for release in March or April;

single I'm Going To Make It On My Own already released **•**Shawn Christopher

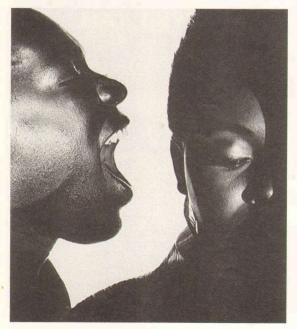
Album Reaching For A Star to be released this spring; single Don't Loose The Magic

Plutonic

Debut single Highlander; album due in March (title tba) A&R director Chris Cook:

"Alison Limerick is our top priority at the moment. Where Love Lies was big in Europe in the clubs, but unfortunately it didn't cross over. There is an enormous interest in her now, based mainly on the album.

"The early reactions to Shawn Christopher in Europe were great, something that was quite unprompted by us. Although she's a US artist, she's signed to the UK, and we definitely see her going to Europe. We think the movement



Inner City

to Europe will be led by the British reaction.

We've gotten into the dance music scene with the full intention of creating album artists. You'll be seeing a lot of new international stars in the next two years, coming out of Britain and the old rave scene."

Circa

Ray Simpson

Album debut for Ray Simpson due in April •Gary Clarke Album due for June release (title tba) •Keziah Jones Album Blu-Funk Is A Fact ●John O'Kane Album (title tba) **•**Ronan Inc Debut single Whose Got The Last Laugh? **Neneh Cherry** Album due in September (title tba) International label manager Lorraine Barry: "Ray is a big soul singer. It's pure song, voice and

soul, which we haven't got on the label. I know it's M-People been hard to break this kind of music in Europe in the

past, but I think the climate's better now; the market's better for it. Signed two years ago, Ray Simpson has been busy since then working with Incognito, Sharon Wheeler and Maxi Priest."

Keziah Jones, 21 years old, is signed to Circa's France label, Delabel. "The whole point about Keziah Jones is for people to see him. After his UK tour, he received an offer to go out to Japan. So hopefully, there's a lot more tour dates to come." John O'Kane, the former Millions Like Us singer, has recently finished touring with Sting. Says Berry, "John O' Kane's style of music is very adult, so we're not expecting to be selling him to screaming 14-yearolds. He's certainly an album artist.'

Columbia

Manic Street Preachers Album Generation Terrorists; single Slash and Burn OT.99

Album Children Of Chaos due in May

•Jerry Burns

Album due in June or July; single due in April (both titles tba)

Bedazzled

Album due in May (title tba)

International marketing manager Mark Tattersall:

"After watching them in England for a while, people in Europe have suddenly woken up to the Manic Street Preachers. The singles aren't getting played on radio but the album is getting great reviews. We will be taking them out in spring; the concert scenario has definitely worked for them. In terms of marketing, we haven't got anything special planned; the album seems to be surprising people enough. But seeing that it's a double album, we're going to be working it for the whole year.

"T-99 is going to keep an element of the futuristic image they had on earlier pre-Columbia releases, but that's still being developed."

east west

Matt Bianco Album Samba In Your Case ●Ian McCulloch Album Mysterio •Jah Wobble

Album Rising Above Bedlam; single Visions Of You International co-ordinator Martin Harvey:

"Matt Bianco is doing very well in Germany with their single What A Fool Believes. Radio is giving it support; it's had about 140 plays. We're expecting it to chart in the next couple of weeks. And Italy has always been a major market for them. They haven't toured in Italy yet, but they've always done a lot of promotional work, and have a higher profile there than in the UK.

"When people think of Ian McCulloch, they obviously think back to the good old days of Echo & The Bunny-



men, but I think he's now established himself as a solo performer. His voice has improved a lot and this album is much better than his last one.

"Jah Wobble's single has broken him, especially when MTV Europe put it on heavy rotation after they saw him at Cannes. Everyone who has heard the album likes it because it's something a little different. He's just toured Holland, Germany, Switzerland and Austria and the feedback was excellent.'

EMI

ODNA Album Taste This

Kenny Thomas

Album Voices

Tony Hadley

Album State Of Play to debut March 23

Geoffrey Williams Album Bare to be released April 20

•Tyrrel Corporation

Single The Bottle already released **•**K-Klass/Bassheads

Single to be released in April; album due in September (both titles tba)

Continental Europe marketing manager, Neil Cox:

"We have already prioritized DNA and scheduled launch parties for the album throughout Europe. The situation is quite unique because they are not a proper band and work with a lot of different people; it gives us a wide scope of opportunities to exploit. We are getting fantastic reactions from Germany and Scandinavia.

"Kenny Thomas is the main priority through Chrysalis because he's done so well in the UK but not so well in Europe. It's time to get that changed.

We're obviously working on the old fan base for Tony Hadley and his first solo project. Spandau Ballet have had a hit sometime or other in every country in Europe.

"For Geoffrey Williams, we've taken the whole package in-video, album, the works. Touring is a major priority; he's a performer and needs to be seen.

Epic

Osmond Boys

Single Second Generation released this March; single Second Generation - Preservation Mix already released Senseless Things

Single Hold It Down due March 23

International marketing manager Andy McNaughton:

Dance music is an area we're hoping to build on, to get involved where and when we see fit.

As press has reported, **Rozalla** maybe joining the label for her album release. Says McNaughton, "It's totally out of our hands; it's between the management and Pulse 8 MD Frank Sansom, but there is certainly a home for her here.'

UNITED KINGDOM

Island

•Gavin Friday

Album Adam And Eve early March pan-European release; single I Want To Live already released

Ronny Jordon

Album *The Atidote* to be released end of February; single *Get To Grips* due March 23

•Don-E

No releases confirmed as yet International manager Ceri Nicholas:

"Gavin Friday has already done promotional trips and showcases in Dublin and London, and will tour in April. He's got massive support across the board; Dutch and Italian radio have given him strong support. Holland took to his first album *Each Man Kills The Thing He Loves* dramatically, but sales didn't explode across Europe. This was mainly because it was thought of as a cult record with the media, but we really want to break him out of that cult status.

"People have taken to Ronny Jordan immediately; we haven't had to try to persuade people of the fact. He's proving very popular with the Europeans because of his funk/jazz style. We certainly don't want to put him in a jazz ghetto.

"One change we've all discovered in 1992 is that you really have to give yourself a lot of time to work a record. You can't just put it out and say, 'Okay, what now?' If necessary, we'll put release dates back until everything's in place."

London/Ffrr •Shakespears Sister Album due (title tba) •Happy Mondays Album due in May (title tba) International director John Reid:

"Shakespears Sister is clearly our priority; we are doing promotions for them everywhere. It's a priority record for **PolyGram** to break throughout Europe. When we went into the project, we saw it as a very strong idea. Their first album went gold in England, but in Europe we weren't able to break the single that sold the album. Airplay has been slow, but it is developing week by week." Tour plans are for club dates followed by festivities followed by a theatre headline tour.

"Heavy Monday is a cutting-edge band, and because of that we had trouble getting airplay for them in Europe in the beginning. But this time we think that radio is ready to play this type of music.

"We're doing really well in the dance market. The acts presented include the **Brand New Heavies**, who'll be doing April club shows, and **Smith & Mighty**, whose EP *Sleepers Delight* will be released in most places. We see it as a set-up record because it's a hardcore release. I imagine the album will be coming this summer."

MCA

The Blessing
Album Prince Of The Water
Terry Ronald
Album Roma already released; single What The Child Needs
Mr. Fingers
Album Introduction; single Closer

Energy Orchard

Album Stop The Machine; single How The West Was Won due this month

International product manager Caroline Denly:

"Our big priority is to break The Blessing in southern Europe—France, Spain and Italy. Airplay is looking good in France and Spain and a tour in late March has been scheduled for those two territories.

"It's really something that we've broke Terry Ronald out of Europe, which is great. In Germany, his last single *Calm The Rage* received 80 airplays a week in March last year. He's in and out of Spain all the time, doing major TV and radio there regularly.

"Mr. Fingers is someone we're very excited about. There's a lot of interest in him throughout Europe, especially in the clubs. However, the 7-inch and album version of the single are very radio-friendly music, aiming at the dinner party market. We'll hit the adult market with the album."



Alison Limerick

Phonogram

•Omar Slated to produce an album •Galliano Slated to produce an album •Young Disciples Slated to produce an album •K-Creative & Perception Debut singles to be launched

International marketing manager Bernadette Coyle:

"We're pushing the **Talkin Loud** (Omar, Galliano and Young Disciples) label as a whole. We've certainly made some inroads in Europe with the Young Disciples. Incognito have had chart success in Europe with *Always There*, as has Omar, with *There's Nothing Like This*. The song charted in Germany, France, Holland and Denmark. And although Galliano hasn't charted, he has certainly made inroads by touring in Germany, Italy and France.

"Although the label identity is very important in the UK, that is not the case in Europe. However, we are still going to continue our Talkin Loud nights throughout Europe. We want to get a Talkin Loud package on the road throughout Europe, combining club gigs with event evenings."

Polydor

•Thousand Yard Stare Album Hands On already released

Power Of Dreams

Album To Hell With Common Sense due April 20

•Cicero

Single Love Is Everywhere

Director of international marketing Annie Newell:

"International campaigns will reflect our efforts to develop the Thousand Yard Stare out of an alternative fanbase/market. *Fair To Middling*, a compilation of early independent releases, was serviced to all media in France and released commercially. *Hands On* will be supported not only by live work in Europe, but showcase dates in capital cities and summer festivals appearances as well. Our aim is to build a public and media awareness with these dates and set up as an healthy sales base.

"The band Power of Dreams are looking at spring support slots or major pan-European tours and summer festival appearances."

RCA

•Annie Lennox Album *Diva* is due to be released April 6; single *Why* already released

•M People

Album Northern Soul due for March release in most European territories

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UNITED KINGDOM

ON-Joi

Album (title tba)

International co-ordinator/international department Jane Grigg:

'There will be a lot of European promotion with Annie Lennox, including an MCM rock satelite radio presentation where they will be interviewing Annie and previewing the album. The first territory to experience the full impact of Annie's solo was Italy, where she performed at February's San Remo festival to 16 million people. She got headlines in every major Italian newspaper; they also picked up on her new image. That has really kicked it off for her on the European side.

"N-Joi has done quite well across Europe in the past. Germany has been getting into them in particular. There are different mixes for the singles on the Continent than those released in England. Only the Benelux, outside of the UK, is giving a commercial release to the Live In Manchester 12-inch.

Ten Records

Soul II Soul

Album Joy (title to be confirmed), due April 13 for pan-European release; single Joy due in March Inner City

Album due in June (title tba)

International label manager Jayne Jones:

"Soul II Soul is our biggest project for this quarter. There's a lot of work going into marketing them: Promotion includes a June tour, a wide range of promotions across the board in Europe, and a teaser campaign that is predominantly centered in the UK but scheduled to hit certain European territories. The campaign will open with a big push on the single, that will be leading straight into the album."

Virgin

•Gary Moore Album After Hours already released Lightning Seeds Album Sense Thomas Dolby Album due in April (title tba) •РП. Album That What Is Not already released

Head of Virgin International John Webster:

"Gary Moore is a massive campaign, our number one priority at the moment. We're also working very hard for PIL; John Lydon always complains about lack of support from his record company to the press, because it gets him a lot of publicity. That's his way."

International A&R manager Juliette Joseph:

"The main thing in 1992 is to treat all the artists, whether they come from Europe or the UK, as priorities. While every record company should expect to get acts that never translate into different markets, we keep in mind that people's attitudes are changing."

WEA

Airhead

Single Counting Sheep; single Solitaire due in March .Jesus and Mary Chain

Single Reverence; album, Far Gone And Out due March 23 ●Eg And Alice

Single Rocket due to be released in March or April •Switzerland

Single due in March or April (title tba)

Head of international Mark Crossingham:

"Europe hasn't done anything yet for Airhead; the radio response hasn't been brilliant. It's one we will definitely be pushing in Europe. Counting Sheep has been released in France and hopefully they'll play some French festival dates. We're relying on getting things started in one country at first and looking to France for that.

The second single from the Jesus and Mary Chain is much more radio-friendly, after causing a bit of a stir with the first single Reverence, to let the fans know they were back." A European tour, kicking off in March from Scandinavia, is scheduled.

'Eg and Alice have done important TV in Norway and Sweden, unfortunately only having any real measure of success in Scandinavia. But the label's very strongly behind them." Stephen Leigh

UK Privates Growing Strong

There used to be a strong belief among regional radio stations in the UK that major record companies were only interested in BBC Radio 1 and Capital Radio/London. Anything else was an afterthought.

oday, both radio stations and record companies are witnessing a change, as regional stations increase in strength and become regarded as key players in the promotional push of a record. Manchester, the second largest radio market, has been home of the so-called "Madchester" indie music explosion over the past few years and is considered a key city for the music industry. Manchester's leading ILR station Piccadilly Key 103 sees the communication between stations and record companies as a necessity in staying on top, and head of music Keith Pringle prides himself on running an open-door policy with label promotion representatives.

He even has an answering machine on his office line with a message giving the week's playlist "adds" for callers in case he is not available personally.

As far as general contact with the record companies is concerned. Pringle believes his station receives the same amount of attention as the other majors. "We see some pluggers regularly, but not very often. Sony, WEA and Virgin are regular visitors; others are in contact once a week."

Metro FM/Newcastle programme controller Giles Squire reports a comparable amount of contact with the labels and his station. "The big companies, such as Sony, WEA and MCA, have a regional representative call about every two weeks; the others keep in touch at least once a month. Some record companies are very helpful, and are keen to get us excited with promotional follow-through. But others just hand over the records, and that's it."

Chiltern Radio Network, based in Milton Keynes, has a regional advantage since most major record companies are within easy reach. Comments head of music Clive Dickens, "The main point of record company contact with the radio industry is to provide up-to-date information on new releases and arrange interviews with the artists. Face-to-face meetings are more desirable than a phone call, and about half of the record companies take the extra time to do so.

At GWR-FM/Bristol & Swindon, head of music Andy Westgate estimates that around 70% of his contact with the record companies is done over the phone. "We see three regulars weekly: Virgin, Sony and WEA. The other majors usually come in at least a couple of times a month. More personal contact would be better. If more-reps came down each week, we would have a better chance of listening to records and being aware of what is available. But from our point of view, our relationship with the record companies has improved 500% over the last few years."

Chrysalis director of promotions Judd Lander feels his company shares a very good relationship with most of the regional radio stations. "Some are more open than others, but there are over 250 regional stations and the number is still growing, making it impossible to see all of them.

"I admit that we concentrate on the major stations, but feel we give the majority of stations a good service.

A Helping Hand For Regionals

Regional radio's growing importance has led to the formation of specialist independent promotion companies. Station-II-Station, started in September 1989, was one of the first. Comments MD Steven Tandy, "We cover all regional ILR and BBC local stations, as well as cable, campus and hospital radio. Basically, we deal with any station that is legal and licensed."

Although several of the record companies expect their pluggers to cover Radio 1, Capital and other major London stations such as GLR and Kiss, Tandy reports that the companies are happy to employ Station-II-Station to do the regions. "We've never contemplated going into London or Radio 1. We are loud and proud to be independent ourselves and we've found that this works well '

Specialized Support Needed

Although regional programmers are generally pleased with the service they get from record companies, these stations are still fighting a difficult battle. Piccadilly's Pringle sees the location of the record companies as a major downfall for regionals. Since the companies are London-based, most of their promotional budgets are set aside for Radio 1.

These specialized services from the labels is one of the largest problems for the regional stations. Explains Chiltern's Dickens, "Most labels are good at servicing regional radio; that's not the problem. It's the specialist services that need looking at, like star interviews, exclusives and promotional material for giveaways and contests. The head of promotions needs to get more involved in the regional radio scene. This would help the label's promotions in gaining more resources for the stations." And when an interview is arranged, Dickens claims that the big stars are never around. "Interviews are usually with up-coming minor acts. As far as local concerts are concerned, I think the major artists should be informed by their label that regional promotion is very worthwhile."

Yet another problem reported by several stations is the availability of new material on CD. Although all stations now prefer material to be sent on CD, some of the record companies continue to send 7-inch releases.

Chrysalis' Lander suggests that some of the problems could be minimized by the stations themselves. "To maximize the record companies' efficiency in directing both interviews and product to the right people, individual radio stations should create an information sheet on presenters, programmes and competition contacts, such as the one we received from Northsound Radio/Aberdeen. The draft outlines the information satisfying our needs."

A great deal of resentment from the regionals stems from Radio 1's "exclusives." Comments Station-II-Station's Tandy, "Because Radio 1 is still getting the records first, regional radio is made to feel as though it is in second place, even though many ILR stations are actually ahead of Radio 1 in their market.

The Future Of Satellite Service

Amidst the several complications regional radio must deal with is a recent development enabling regional and local stations to compete with Radio 1's "exclusives." Distribution company Satellite Media Services (SMS) sends out news, commercials and programming to the ILR network via the Intelsat VI and Astra satellites. Record companies are now able to send new releases to most of the ILR network simultaneously. This is often delivered at the same time as the London stations, which get their copies delivered by hand.

Explains SMS head of sales Nick Payne, "We have been offering a special package price of around £550 (US\$945) per release for the full network of Intelsat-capable stations. This covers all of the major FM stations. There's only a small scattering of the smaller stations that can't get us on Intelsat VI." Currently, SMS has limited access to Astra through special "windows" on Sunrise Radio/West London's sub-carrier, but is working on an agreement to gain full Astra capability

Station-II-Station's Tandy has been a major user of the SMS service since it started. "It is a golden opportunity that we have used successfully for several records, including Don't Talk Just Kiss by Right Said Fred. Satellite is very exciting and offers many opportunities for radio promotion.

As a programmer, Piccadilly's Pringle is also a fan of the SMS service. "Because we have to record anything sent by satellite to DAT or cart, it is not as convenient as waiting for the actual record. However, we are not rushing to play a record first unless it is something the average person is waiting for.

The opportunities offered by satellite, coupled with an increase in communication between record companies and regional stations, has started a new era of radio in the UK. And if the improvements continue at the pace they have in the past few years, the gap between the majors and the "secondaries" could be closed for good. Paul Easton

• Signed to Trafic (Canada)/Trema

Management: Pierre Dumont (Trafic)/

• New album and single: Sauvez Mon Ame.

The album was originally released in Octo-

France, Belgium and Switzerland. The sin-

gle is out in the same European territories

• Current single: Cash City released in

France, Belgium and Switzerland in May

last year. It is still holding in France at num-

ber 1990 in Canada and in May 1991 in

• Publisher: La Seconde Décade

(Canada)/Art Music (France).

(France)

Montreal.

since February 17.

SPOTLIGHT

blues scene, it would certainly start here.

Although there are always the sceptics who debate that a hard rocker should keep his hands off the blues, Moore has the black masters in the genre on his side. Albert Collins is featured for the second time (on the Little Milton cover The Blues Is Alright), while B.B. King with his inseparable guitar Lucille makes his first appearance with Moore on Since I Met You Baby. It was the king of blues himself who contacted Moore's manager Steve Barnet (Hard To Handle/Part Rock) to inquire if there was some interest for some live shows together. After having shared the bill together, they spent some time in the studio.

Virgin deputy head A&R John Wooller recalls the day that he and Moore discussed the possible criticism from blues purists and his original rock fan base. "The Still Got The Blues album was not a hype thing; Moore wasn't copying a trend. It was no manager's decision nor a record company's decision to make a blues album. It was Moore's own suggestion; this was what he always wanted.

"At the time nobody, including Moore himself, could predict what a potential the album had. The company was very enthusiastic, which was one of the reasons that I was able to start my own blues-related pointblank label within the Virgin group."

The preparations for the new album started one-and-a-half years ago in New York, where Moore recorded some demos. The recording sessions for the album itself took place at several studios around the world, including the famous London-based Abbey Road-for the strings-and Guillaume Tell in Paris. Moore recorded 18 songs for the final 11-track set, which is very well balanced.

Explains Wooller, "Moore is a real perfectionist, who spends a lot of time in sorting out the right running order for the tracks. Especially now with CDs, you have to consider an album as a one-sided thing. There's no longer such a thing as side A and B.

"You have to be careful not to put songs in the same key next to each other. Also, you have to make your point in the first 15

FRANCE

minutes of the album. That should be the best part, because that's the moment to convince the potential buyers."

The first single, Cold Day In Hell, has already cleared the way for the album. This mean rocker in a Texan-blues tradition is already charted in the UK at number 25, Germany (73), Holland (34), Belgium (97), Switzerland (42), Sweden (28), Norway (60) and Denmark (8). In the Coca-Cola Eurochart Hot 100 Singles, it is positioned at number 27.

Indisputably, the best track of the Ian Taylor co-produced album is Story Of The Blues, the ultimate blues epic. This ballad-a collection of titles out of the rich blues history-highlights the man's incredible abilities as a guitarist, whose solos don't need to be backed by a rhythm guitar. The song gets punctuated at the right moments by the Memphis Horns' remaining musicians, trumpeter Wayne Jackson and saxophonist Andrew Love. They doubled their tracks and added trombone to sound like the original five-man line-up of the golden years of the Stax label.

According to Wooller, Moore didn't fear that his artistic well would run dry for his second blues album. "Moore and I always exchange tapes and ideas. The four covers on the album are not the obvious standards. Blues has such a wide spectrum of styles. You can do a lot under the heading of blues; this time he strived for the Memphis sound. It was a natural progression for Moore to move towards more rhythm n' blues-oriented material."

The marketing campaign orchestrated by Virgin reflects the same amount of confidence as the music. It has bought 34 advertising (40 and 30-second) spots on MTV Europe to be broadcast for two weeks starting March 10.

A 16 x 20 inch light box, featuring Gary Moore in blue, will decorate the widows of 400 retailers across Europe. During the "after hours," the light flashes on and off.

On March 2 the album was launched at the London Hard Rock Café, with B.B. King, Tom Petty and George Harrison attending. The launching party was covered by MTV Europe for use in their news items.

• Recorded at Le Majeure/Montreal. Producer: Marc Perussé/Joe Petrella/Luc De Larochellière. Marketing: In-store material contains different displays for each single, plus leaflets. • Promotion: Street posters announce the exclusive European concert on May 11 in

the prestigious venue Le Cigale in Paris.

France still has a strong affinity with Quebec, something incomparable to the relationship between the UK and the US. The inhabitants of the French speaking part of Canada are almost seen as fellow countrymen. These sentiments were very tangible during the recent Olympic Games in Albertville, when the "French" ice dance pair Paul and Isabelle Duchesnav-who were raised in

Canada and had double nationality-won the silver medal. The whole nation felt they were beaten

In music there is a similar situation, "onenation under a groove." Canadian rock singer Roch Voisine is God in France. In the slip stream of his success another Canadian, Luc De Larochellière, is working his way to the top. Like Voisine, his musical style is not typical French; it is far more Anglo-American moulded pop sung in French.

The new single, Sauvez Mon Ame, is a high quality pop'song, living up to the standards as set in the '60s. The recipe is quite simple; halfway through the song, your listeners can already whistle along with it as if they have already heard it a hundred times before. The current hit single in France, Cash City, is the kind of song that could have easily fit in the folky repertoire of John Mellencamp in his Lonesome Jubilee period. The use of accordion gives it the right atmosphere for both the EHR and AC formats. At home those first two singles reached the number 1 position of the national airplay charts, while a third-Sixs Pieds Sur Terre-peaked at number 3.

Meanwhile in Canada, the album holds the status of platinum (100.000 copies sold), and De Larochellière has won the Felix trophy for best album of the year in 1991. He was also voted för best male singer/best live performer. Marc Pérusse gained a Felix award for best arranger.

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

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

The correct name of the French cultural attaché in Holand, as featured in the spotlight on **Bashung** (issue 10), is Patrice Hourbette

Luc De Larochellière

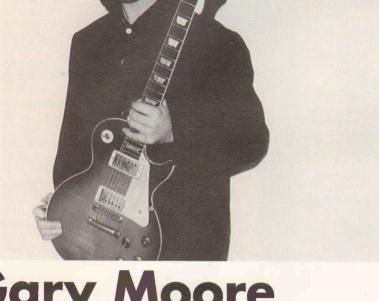
Gary Moore

With worldwide sales of three million copies, Gary Moore's "Still Got The Blues" (1990) is the best selling album in blues history. On his new album on Virgin, After Hours, he sings the one-liner, "the blues is back and it's here to stay!" putting the current revival in the right perspective.

by Robbert Tilli

Since the mid '70s when Irishman Rory Gallagher took over the flame from the '60s "British blues boom," the Euro-blues fire hasn't burned so fiercely: until now. His fellow countryman Gary Moore is now carrying the torch. On his new album After Hours, the former hard rock guitarist (Thin Lizzy, Colosseum and his own band) sounds more confident, both as guitarist and as singer, in his new role of bluesman.

Moore's career move towards the blues didn't come out of the blue. As a 16-year old boy, he met his great idol Peter Green of Fleetwood Mac-the blues band of the UK in those days. Later he even took over his Gibson Les Paul guitar. Listening to Moore's beautiful ballad Jumpin' At Shadows-reminiscent of Fleetwood Mac's I Need Your Love So Bad-you have to conclude that this is the most elegant bow ever made to the legacy of Green. If there wouldn't be any tradition of a European





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EUROPEAN PACKAGING

(Advertising Supplement)

The People Behind The Package

The introduction of the CD created an entire new market for sleeve designers, who have turned the challenge to their favour and have delivered projects with creativity that go beyond the possibilities of the traditional album sleeve. The use of computer graphics and high-tech hardware, plus a trend towards full-service projects, paints a profitable picture for the design and packing industry in the years to come.

ollowing discussions over possible environmental problems caused mainly by the CD longbox marketed in the US, the American company AGI developed its innovative Digipak CD packaging system. Although the industry was a bit reticent at first in introducing the revolutionary system, impressive results in the Japanese market paved the way for international recognition.

Dutch company Van de Steeg Packaging produces some 20 million sleeves a year and is a specialist in record sleeves and exclusive packaging. It signed a licensing deal a year ago with AGI for continental Europe after a few months of experimentation and product improvement. Digipaks for Francis Cabrel, U2 and Belgian band Clouseau were among the first orders.

Van de Steeg Packaging MD Harry Smit explains the importance of Digipak to his company. "It's all a result of trying to be creative in packaging. Digipak allows us to add to the



already existing jewel boxes. The jewel box has done a great job serving as an introduction for CD packaging, but we want to go beyond this."

Smit uses Clouseau's *Close Encounter* album as an example. "We had tried cross-forms and multiple side-clappers before. Clouseau's album, designed by Belgian company **Moors & Bronselaer**, was the first to adapt the T-form."

Following its success, Van de Steeg Packaging opted for yet another possibility when the L-form was used for Kate

Duetto was founded in 1989 by Eric Phélippeau and Patrick Millet. After having worked for major agencies in the past, the two decided to go ahead with their own company and to specialize in the design of logos, packaging, and something they call PLVs (point-of-sale promotion material). In 1991, they added the company Exe Terra, specializing in editing, catalogues, brochures and press releases. Today, Duetto boasts an



eight-person staff and four Apple Macïntosh operational graphic stations. "We hit the bull's eye with

our first client," recalls Phélippeau,

"when we were asked to design a joint campaign for **Island Records** and **Virgin Megastores**. It was a European first, and Duetto supplied all the artwork, posters and streamers for the "Island Life" event at the store. Our company designed posters for the whole Island catalogue to fit with Island's yellow/blue corporate image."

INDUSTRY COMMENT

RCA/BMG/France head of marketing Noëlle Devis: "We opted for Duetto to promote Patrick Bruel's live album because we think it has given proof of creativity and a perfect feel in combining excellent artistry with keen visions on marketing. Moreover, it knows how to appreciate the aspects of distribution."

Van De Steeg Packaging



Bush's CD-single Rocket Man.

Van de Steeg Packaging leads the market when it comes to CD packaging, with both Digipaks and multi-CD boxes for clients throughout Europe, including Sony Music, Philips Classics, PolyGram, Polydor, Warner Music, Virgin, EMI and BMG, as well as numerous independents. "People seem to prefer the cardboard boxes over the traditional jewel cases," says Smit, "but the jewel box will remain the most important packaging system for CDs. The jewel box replacement market has already become an industry of its own, and with an inferior price to Digipak, helped by the fact that printers can produce in-lays at bottom rates, we are fighting for our market share. But, nevertheless, a special-edition CD like Clouseau's comes at 300% of the cost of a normal packaging system. Prices sink to jewel box rates only when larger quantities in the simple Digipak version are ordered."

Smit also sees the long-form multi-CD boxes holding

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The next major step was a turnkey project for the **Christians**' *Colours* album, for which the company designed everything from press advertisements and media promotion tools to the gold disc the band was given by Island/France. Today, BMG-RCA and BMG-Ariola have been clients for three years and since then, other companies including EMI and **Sonodisc** have followed.

Phélippeau stresses the importance of thorough and regular contacts with record company marketing directors and label executives. To strengthen these contacts, Duetto started mailing its own press releases to inform potential clients of recent projects.

"Our most important assignment so far has been the *Si Ce Soir* album by **Patrick Bruel** (number 24 on the **M&M** album chart at presstime) for BMG. We designed the sleeves for the album and the singles, advertisements for the printed media and a special Patrick Bruel "flightcase"-type box containing the double CD and press releases for the media." Phélippeau also created an original three-piece shop display (3 x 60 x 1.5 m high), which was a huge success.

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Amorican Radio History Cor

several CDs or cassettes and envisages a big-size booklet as the ideal replacement for the existing 12-inch sized box. The company used these boxes for **Aerosmith**'s *Pandora's Box* and **Jeff Beck**'s *Beckology*. Says Smit, "The albumsized box was picked for CDs or cassettes because vinyl was still holding a viable part of the market. Today, with the end of vinyl imminent, I think most record companies can do with half the size of the box, and expectations are very high here. We received a great number of orders recently."

INDUSTRY COMMENT

EMI/Belgium marketing manager Erwin Goegebeur: "We knew Digipak from what they did in the US, and we picked the cross-form package for the *Close Encounters* album by Clouseau because it allowed us to have several photographs on the cover. We also wanted the 48.000-unit special edition to become something completely differenfrom what they do in Belgium."

Van de Steeg Packaging concentrates on manufacturing special packaging, leaving design to other companies. While a number of basic Digipaks are being manufactured at a capacity of 5.000 to 6.000 units per hour, company staff keeps an open line with the record industry to learn more about their plans and packaging suggestions. Explains Smit, "As we work by international standards, manufacturing the Digipaks is quite easy for clients in Paris, Milan or Stockholm, but the distances in Europe don't allow us to jump into the lay-out process from day one."

Smit advocates Digipak as the ideal instrument to promote an album and cites the example of a German client who, by using the format, has watched his sales triple. Smit is also aware of future developments like CD-I and CD-ROM. A part of Van de Steeg's assortment has already been prepared to suit these carriers of the future.

"The album has sold over 600.000 units here and we have sent out several press releases ourselves to promote Duetto," adds Phélippeau.

The company stopped designing vinyl LP sleeves recently to devote more energy to dealing with the specific problems emerging with CD artwork. "We must keep in mind certain marketing needs, including the artist's name and title of the album, combining them with our own creativity. Photos must be perfectly clear, and although we have our own team standing by, we find that record companies often work with their own photographers," says

Phélippeau. "In my opinion, this is the only negative aspect we are facing."

Duetto also supplies lithography for Pathé Video's tapes and boxes, as well as for food companies and the pharmaceutical industry. Although many record companies prefer to work with their manufacturers. own Phélippeau is convinced that once Duetto has grown, its clients reconsider their will decisions and route



major projects to his company. "Time is on our side," he says, "and I hope that the initial reticence of some companies will soon change, allowing us more creativity in finding the ideal mix between a perfect creation and marketing needs."

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(Advertising Supplement)

Hotline



ne job brings along the other, and time is always precious." That's how **Hotline** art director/co-founder Ruud de Kemp describes the evolution his company has gone through since 1980, when he and his partner Roel Tiddens teamed up to launch their own

design company. Fully aware of the problems that tighter deadlines bring, de Kemp and Tiddens expanded the initial project, adding electronic publishing systems, a printing office and a photo studio to become a full-service operation and employing a

staff of 36 people. "This allows us to maintain schedules." tight explains De Kemp, with the possibility of interfering in almost every stage of the assignment. Take the photo studio, for example. We used to work with free-lancers before, but now that the pressure on deadlines has

increased, we currently have everything in control from the very start.

Hotline first started designing record sleeves and cassette inlays, soon adding the layout and design of CD covers,

INDUSTRY COMMENT

EVA marketing manager Maarten van Droffelaar: "Hotline has the perfect feel for the projects we do. Since we have a lot of compilation albums, we must tie in with what consumers want at that time; public opinion tends to change quickly. Hotline thinks along with us and we

appreciate it."



an Over Board" (MOB) boasts a double meaning: in Danish, the phrase portrays a man hanging over a table or drawing board; in English it means a man falling in the water. Soeren A.

Olsen, MD/art director of Copenhagen-based Man Over Board explains both the MOB's logo and strategy as "an eye for concept and a sense of humour.'

Man Over Board was founded in 1982, and initiated its first steps in sleeve design in 1985 when Danish company Medley asked it to put in a few suggestions for record covers. Since then, Medley has never stopped working with Olsen's company. Both majors like EMI and Sony Music, as well as smaller independents, were welcomed, and the



company started working its way to the next phase-the total concept-including sleeve design, window displays, posters, video production and stage scenography.

Recent examples of total concept include Disneyland After Dark. Says Olsen, "Apart from the overall design, cooperation

with manufacturers was achieved to build a giant couch for use on stage, similar to that on the Risking It All album, as well as a mini-couch to serve as a promotion giveaway-it's a CD-carrier holding 20 CDs. Another example is Hanne Boel, whose album release was followed by a nationwide neon-display campaign for retail stores. Today, we have a project in progress with German label Metronome for a total design concept on Victory's new album

Olsen adds that original orders for pop/rock artists shifted towards more hard rock clients as time went by. Olsen feels these artists are drawn to the company for personal reasons. "These bands appreciate humour and relate more to comic books," claims Olsen.

Man Over Board's original four-member team, experi-



booklets, posters, advertisements, streamers and displays to its activities. It then followed up with the production of TV commercials and booking of ad space with both radio and TV.

"Time was again the big detonator here," explains De Kemp, "and because record companies are always in a hurry, we decided to specialize in a very broad area. Today we are



able to deal with every assignment, and we do. Record companies prefer to work with one bureau instead of dealing with five separate companies, and by now we are used to meeting their 48-hour deadlines." Complementary

activities make up half the of company's

turnover, but De Kemp still concentrates on designing record covers, bearing in mind the musical style and contents. Explains De Kemp, "You cannot compare a classical CD

Hotline

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Man Over Board



enced in illustrating books and comic strips, expanded its crew to six in addition to numerous freelancers. The company now operates in a 200 VXK7 graphic studio in Copenhagen, where the staff produces 25 to 30 covers a year, as well as posters, displays and other promotional material. Its trademark is a hand-painted design, since a graphic computer was introduced into the company only late last year.

Says Olsen, "I still don't think that a computer can help us that much, as one still has to dictate to a computer what to do. The only advantage of working with a graphic computer is that you tend to keep to standards, something our clients appreciate when we deliver the film sets." She further cites standardization as becoming a big problem, since human possibilities are limited to the standards set by printing machines. One-colour CD booklets are a sad sight for a crew like Olsen's, but seen as a challenge in making the most out of being limited to one colour.

"Communication through design is very important in telling the consumer what can be found inside from looking at the sleeve," explains Olsen. "If it's a new band, it is very important for us to show through the cover and logo what

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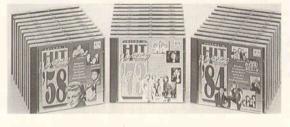
inlay to the design selected for Move The House III: that's a world of difference. I spend hours reading specialized publications and watching MTV, just to tune into the right atmosphere.

The importance of a good record cover and a wellorchestrated campaign is illustrated by Paolo Conte's Collezione CD. The sleeve was designed by Hotline for the Dutch market in 1988. Taking into consideration that Conte was unknown at the

time, Hotline designed both the sleeve and engineered the TV campaign for the EVA (EMI/Virgin/Ariola) label, with photo sessions and a TV commercial appearing one hour before Conte's show in Amsterdam. The whole concept was a huge success, with over 200.000 albums sold.



"Our year-long experience in the field, together with our good, fast results at a reasonable price, has become our trademark" says De Kemp. "With major clients including EMI, BMG, Zomba, Chrysalis, Phonogram, Quality Entertainment, Warner Music and EVA, I think people know where to find us and what to expect. However, we still



type of music people can expect. In doing so, we help product find its way to the right audience. If it's a new album by an established band, we tell what happened with the band and their music, how they evolved."

Getting to know the music as soon as possible is seen as the key to success at Man Over Board. To keep on top, Olsen sets up meetings with both artists and the record company from the very beginning of a project. "The sooner we get in the process," says Olsen, "the better the result. We also want their ideas and the opportunity to ping-pong with them about our plans.'

Olsen believes that sleeve design can be considered an art, although she doesn't consider herself an artist. "After all," explains Olsen, "I don't send out my work to exhibitions. Music is the real art here, and when doing a cover, you're just part of a project. When people hire me to sell more records, that's what I do; that's my job.'

And with forthcoming interactive TV and other technology, Olsen looks realistically at the future of airbrush and hand-painted sleeves. "A cover will be nothing more than an image displayed on your home computer, with music

INDUSTRY COMMENT

Medley/Denmark international A&R/ marketing manager Mik Christensen:

"Although we work with several companies, Man Over Board produce 60% of all we do, including posters, inserts and merchandising. They deliver strong material with good appeal, and they work very closely with the artists who have strong confidence in Man Over Board. Olsen is very sharp in coordinating the interests of both the record company and the artists, and has the ability to take both artist and marketing wishes into consideration."

transmitted from a central record file. In 10 to 20 years from now, sleeves will no longer exist. But I am convinced that pictures will never disappear. Pictures and music will remain inseparable, and bands will still need material such as videos, posters and stage scenery. If technology decides otherwise, musicians have no choice. Although everything started with rock&and-roll rebellions, the industry has taken over to decide budgets for sleeves."

ith clients including Sony Music, Indisc, CNR, HKM and Play It Again Sam, plus a number of smaller labels, including Buzz, Bite, Atom, Emphasis and Jaws, Eric Fimmers' MacDesign has become Belgium's most productive

design company. His credits include some 1.000 covers in



only three years' time, plus complementary activities including posters, leaflets and press advertisements.

Fimmers, gaining experience by working for several publications in the past, started MacDesign in 1987. When record company Indisc gave him its first assignment two years

later, MacDesign's activities completely shifted in a few months' time towards the music business. Explains Fimmers,

"Within a very short period, my company was inundated with jobs. I believe the fact that I was used to working with deadlines was the decisive factor for most companies to becoming clients here."

Fimmers, well aware of the constant time pressure invested in



state-of-the-art graphic equipment, now has two offices fully equipped with Macintosh graphic stations. To avoid unnecessary delays, Fimmers also established a direct link between his graphic computers and a digital Crossfield Page assembly terminal, allowing him to supply a complete

(Advertising Supplement)

MacDesign

EUROPEAN PACKAGING

MacDesign

set of films, including photos, within the shortest deadlines. Fimmers uses a recent job as an example. "I was briefed about *Isabelle A*.'s new single *Zeventien* at MIDEM. I returned home on Thursday, and the same day at midnight, sleeves were already being printed."

Apart from the time element, MacDesign also won the appreciation of its clients, due to the attractive cover designs. The Detroit-based **Retroactive** label has assigned MacDesign to do a cover for a compilation album. "One of my sleeves probably ended up in the right hands at the right time," says Fimmers.

INDUSTRY COMMENT

CNR/Belgium product manager Carla Doms: "MacDesign works very fast, and is at the very source when it comes to having photos scanned, while most companies must make their way around others to have the final film sets ready. Fimmers is an efficient worker and has good ideas."

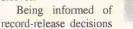
MacDesign is basically a one-man operation, with Fimmers handling all of the design work and a limited staff taking care of administrative matters. Fimmers explains, "I work alone because I know what clients want me to do. If I start hiring personnel, I will have to decide which jobs to leave for my staff. I really don't want to make the distinction between important and non-important clients; they are

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all important to me. If you consider the investments here, you will see that money is not the reason for not hiring extra personnel."

Finimers adds that his computers allow him to work fast and accurately. His agreement with a hardware dealer ensures he will have the latest graphic material. MacDesign's computers oper-

ate 24 hours-a-day, with photo-calculation and manipulation jobs scheduled at night. Today, Fimmers produces 15 to 25 sleeves a week, with 50% of the activities being vinyl singles and maxisleeves.



as soon as possible is one of Fimmers' concerns. He also prefers to work with his own free-lance photographers to



facilitate control and coordination afterwards.

APOTHEOS IS

Complementary assignments such as posters, leaflets, CD booklets and displays make up approximately 15% of MacDesign's activities, and Fimmers is already studying possibilities of dealing with the mini-disc

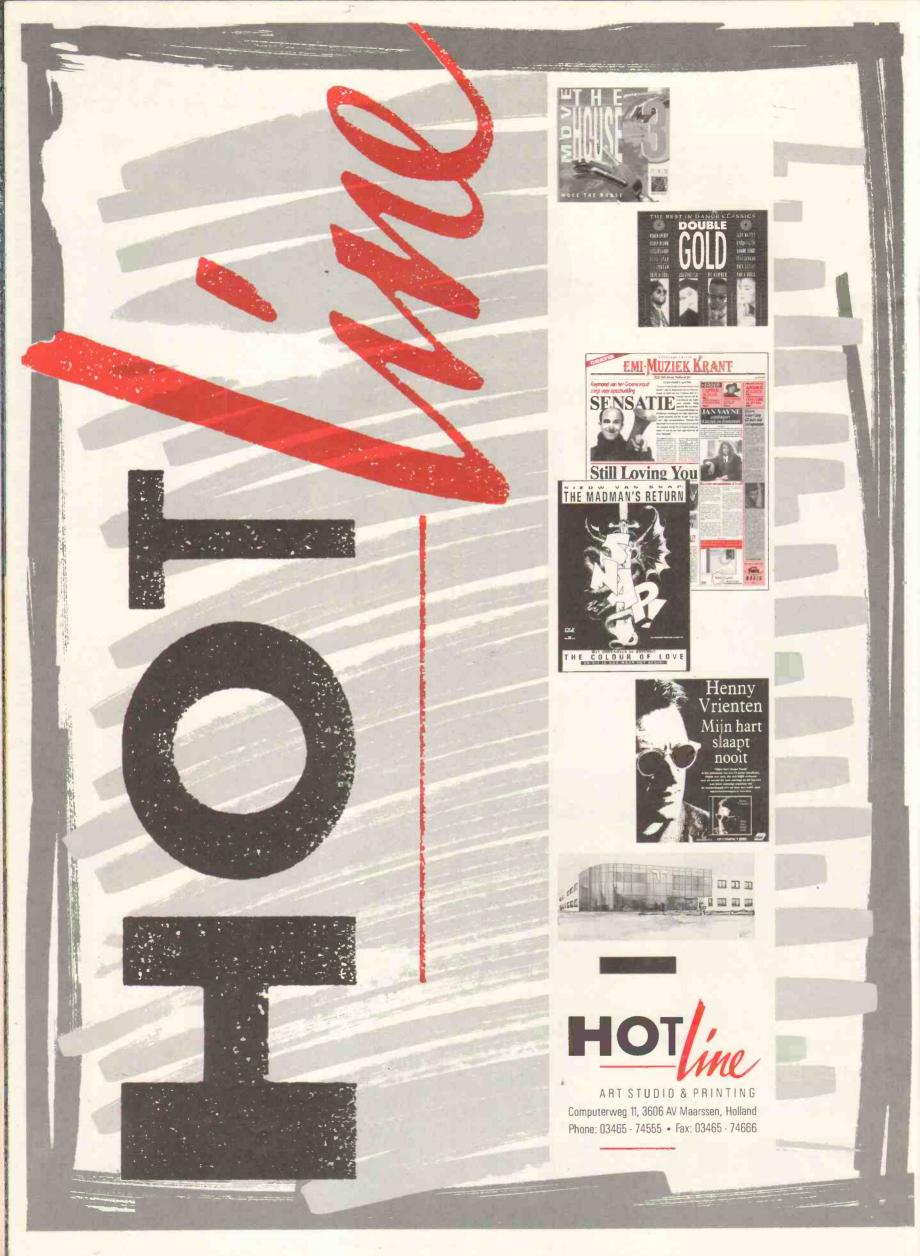
sleeves in future.

"Virtually everything is possible, but very often either the record company or the artist want to have the final word. A designer has to give in to commercial aspects."

Marc Maes







STATION REPORTS

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

UNITED KINGDOM

BBC RADIO 1/London Paul Robinson - Prog Dir A List:

- AD Bruce Springsteen Human Touch Erasure Breath Of Life
- B List: AD, Ce Ce Peniston-Finally David Byrne-Girls On My Mind Eric Clapton-Tears Jesus & Mary Ch.-Far Gone Natural Life-Natural Vanessa Williams-Save The Best Yazz-One True Woman

CAPITAL FM/London Richard Park - Prog Contr

A List: AD Barbra Streisand-Places Beautiful South-We are Each Cure-High David Byme-Girls On My Mind Dinah Washington-Mad About En Yogue-My Lovin Erasure-Breath Of Life Kym Sims-Take My Advice Red Hot Chilf Peppers-Under Rozette-Church Simply Red-Thrill Me Soul II Soul-Joy Yazz-One Tue Woman

B List: AD Gun-Steal Your Fire

- METRO RADIO GROUP/Newcastle Liz Elliott - Music Organiser A List:
- A Dist: AD Curtis Stigers: You're All Eric Clapton: Tears Level 42: My Father's Shoes Mr. Big: To Be With You Right Said Fred: Deeply Roxette: Church Salt-N-Pepo: Expression Sophie Lawrence: Secrets B List:
- AD David Byrne- Girls On My Mind Distant Cousins- My Brother Europe- Holfway To Heaven Nirvana- Come As You Are

ATLANTIC 252/London Paul Kavanagh - Head Of Music

A List: AD Eric Clapton-Tears Joe Cocker- Feels Like John Mellencamp- Again Tonight U2- One

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

- AD Angela Kaset- Something In Red Barbra Streisand- Places Ce Ce Peniston Finolly Dinah Washington- Mad About Hammer- Da Not Pass Mr. Big- To Be With You Wet Wet Wet- More Than Love
- B List: AD Guns N' Roses- November Rain Mass Order- Lift Every Voice

DOWNTOWN RADIO/Belfast John Rosborough - Prog Dir A List:

AD Bruce Springsteen- Human Touch Cowboy Junkies- A Horse In David Byrne- Girls On My Mind Hammer- Do Not Pass Lightning Seeds- Life Of Mr. Big- To Be With You Right Said Fred- Deeply Ten Sharp- You

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GWR FM/Bristol/Swindon Andy Westgate - Head Of Music B List:

AD Airhead: Right Now Ashley Maher- Stumbling Block Beautiful South: We are Each Lloyd Cole: Butterfly Mr. Big. To Be With You Ten Sharp- You Vanessa Williams- Sove The Best

RADIO BROADLAND/Norwich Dave Brown - Head Of Music A List:

- AD Bruce Springsteen-Human Touch Madness- It Must Be B List:
- AD Barbra Streisand- Places Ce Ce Peniston- Finally Chris Norman- If You Need Curtis Stigers- You're All Distont Cousins- My Brother Smokey Robinson- I Love Your

RADIO LUXEMBOURG/London Jeff Graham - Prog Dir Power Play: AD Cowboy Junkies- A Horse In

Europe-Halfway Ta Heaveni Forget Me Nots- Trouble Nirvana- Come As You Are

A List: AD Annie Lennox- Why

B List: AD Diesel Park West- Boy On Top Erasure- Breath Of Life Wet Wet Wet- More Than Love

POWER FM/Fareham Jim Hicks - Head Of Music B List:

AD Charlatans-Wierdo Crowded House-Whether With You Everything But The Girl-Love Sophie Lawrence-Secrets Annie Lennox-Why Lightning Seeds-Life Of Riley Mr. Big-To Be With You Nikke Nicole-I Believe River City People-Standing In Roxette-Church Of Your Heart Salt N Pepa: Expression Yazz: One True Woman

SUNSET RADIO/Manchester Duncan Smith - Prog Dir A List:

AD Clivilles & Cole- A Deeper Love Music & Mystery- Dominoes Ray Simpson- Crazy Ronny Jordan- Get To Grips Roy Ayers- Everybody Needs Soul II Soul- Joy

COOL FM/Belfast John Paul Ballantine - Head Of

- Music A List: AD Brace Springsteen- Human Touch Charlatans- Wierdo Guns N' Roses- November Rain Jeff Beck/Rad Stewart- People Party- Peace Love & Pasadenas- Let's Get It Paul Young- What Becomes Of Vanessa Williams- Sove The Best
- B List: AD Barry White Let's Get Busy Cowboy Junkies- A Horse In Curtis Stigers- You're All David Byrne- Girls On My Mind Devlin- Silver Hill John Farnham- You're The Voice
 - Red Hot Chili Peppers- Under Shawn Cristopher- Don't Lose The Tony Hadley- Lost In

FRANCE

NRJ NETWORK/Paris Max Guazzini - Dir A list: AD Dire Straits- On Every Street Joe Cocker- Night Calls MC Solaar- Caroline

Nirvana- Smells Like SKYROCK NETWORK/Paris Laurent Bouneau - Prog Dir

A List: AD Bruce Springsteen Human Touch Bruce Springsteen Better Days Bryan Adams- Thought I'd Died Guns N' Roses- Live And Indra- Temptation Mariah Carey- Can't Let Go

SCOOP/Lyon Alain Liberty - Prog Dir A List: AD Des'ree Feel So High Joe Cocker Night Calls

Joe Cocker-Night Calls John Mellencamp-Last Chance Mano Negra-Out Of Time

ISABELLE FM/Tocane Saint Apre Patrick Lapeyronnie - Prog Dir A List: AD Curtis Stigers - I Wonder

Temptations- The Jones

VOLTAGE FM/Rosny-sous-Bois Olivier Allardet - Music Dir

Power Play: Chic- Chic Mystique DNA/Redd- Can Yau Handle It Hammer- Addams Groave Keith Sweat- Keep It Kova Rea/Jaelle Ursull- Serre Kym Sims- Too Blind Michael Jackson- Remember The Shanice Wilson- I Love Smaley Rehinson- Dauble Groop

Smokey Robinson- Double Good Sydney Youngblood: Wherever A List: AD Mart Bianco- Whot A Fool Paula Abdul- Vibeology

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

AD Bruce Springsteen- Human Touch Bruce Springsteen- Better Days Bryan Adams- Thought I'd Died Cure- High Francois Valery- Changer Jad Wio- Bienvenue Louis Chedid- A Quoi Tu Michel Sardou- Bac G Natalie Cole. The Very St. Etienne- Only Love Can Stephan Eicher- Hemmige AL Peie Serbiele

RFM/Paris

Michel Brillé - Prog Dir Jean-Paul Michel - Head Of Music Power Play: AD Bruce Springsteen Human Touch

- A List: AD James- Born Of Primal Scream- Movin' On
- Stephan Eicher- Hemmige Texas- Mothers Heaven B List:

AD Foreigner- album

RMC COTE D'AZUR/Monte Carlo B List:

AD Bernard Lavilliers- Faits Blessing- Highway 5 Crowded House- Fall At Your Genesis- | Can't Dance Shanice Wilson- I Love Wet Wet Wet Make It Tonight

RADIO RIVIERA/Monte Carlo Andrew Astbury - Music Dir A List:

A LIST: AD Buffy Saint Marie- The Big Ones Luc De La Rocheliere- Cash City Sydney Youngblood- Wherever

RADIO SERVICE/Marseille Christian Vichi - Prog Dir A List:

AD Art Mengo-Gino Bruce Springsteen-Human Touch Jil Caplan-As-Tu Deja

Luz Casal-Piensa Pasadenas-I'm Doing Fine Now Sandra-Don't Be

L'ONDE LATINE/Aix en Provence A List:

Alain Bashung-Osez Axel Bauer-Eteins La Etienne Daho-Soudade Gael Palacy-Eden Point Jean Leloup- 1990 Jean-Pierre Buccolo-Qu'Est Ce Mylene Farmer-Je T'Aime AD Ian Flex: T'Es Mon Enfer B List: AD Johnny Hallyday-Dans Un An Luz Casal- Piensa Marc Lavoine- L'Amour

GERMANY

SDR 3/Stuttgart Hans Thomas - Producer A List: AD Roxette: Church AL Shakespears Sister RADIO 4U/Berlin

Bernd Albrecht - Prog Dir Peter Radszuhn - Prog Dir A List: AD Jah Wobble Visions Of Jesus & Mary Ch.- Far Gone Kylie Minogue: Give Me Just

M.A.D., Raumpatrouille Orion Massive Attack: Hymn For TI MC 900 Fr. Jesus: The City PM Dawn- Reality Used Treble & Bass- My Sweet B List:

AD Black Machine How Gee Bob Seger. The Fire Inside Curve. Foit Des'ree-Feel So High Energy Orchard. How The West Joe Public-Live And Julian Dawson. Gurus Lisa Stansfield. Time To Little Village. She Runs Ronny Jordan. So What Snap. Colour Of Love Riley/Lucas. Is It Temptations. My Girl Zyon. No Fate

RIAS 2/Berlin Henry Gross - Head Of Music A List: AD Annie Lennox- Why Bruce Springsteen. Human Touch Des'ree- Feel So High

Diesel Park West-Fall RSH/Kiel

Ralf Bukowski - Head Of Music B List: AD Connie Francis- Jive Connie Fats Domino- I'm Walking

Tina Turner-Love Thing
RADIO FFH/Frankfurt

Sabine Neu - Head Of Music A List: AD Cagey Strings- Unbekannte B List:

AD Bruce Springsteen- Human Touch Paola De Mas- Notte Di Roxette- Church

HUNDERT 6/Berlin Fred Schoenagel - Head Of Music Power Play: AD Drafi Deutscher- Solang' Aus Liebe

AD Drati Deutscher. Solang' Aus Liel Michael Van Dyke- Let Love Nicki- Meiner Macht A List: AD Christopher Cross- Ride Like Curtis Stigers- I Wonder Larry & Western Union- Donke Leinemann- Nick-Nock Patrick Lindner- Du Schaffst Rainhard Fendrich- Der Himmel Robert Palmer. Every Kind Of Tanja Jonak: Unser 'm Himmel

RADIO GONG/Nuremberg Peter "Marc" Stingl - Head Of Music Power Place

Power Play: AD Kathy Troccoli Everything Changes Tommie Jenkins- Baby Come Back A List: AD Des'ree-Feel So High Die Prinzen- Mann Im Mond Münchener Freiheit- Einfach Michael Jackson- Remember The Pe Werner- Geld Zurück

B List: AD Amy Grånt- Good For Me Aretha Franklin- Ever Changing Belinda Carlisle- Do You Feel Bob Seger- The Fire Inside Cause & Effect. You Think Chinchilla Green- Gravity Elaine Terry- You Got Me En-Sonic- One Love Joe Cocker- I Can Hear KLF- Justified & Ancient Michael Jackson Black Or White

canRadioHistory Com

Other Two-Tasty Fish Smithereens-Too Much Passion AL Cick RADIO CHARIVARI/Nuremberg Mathias Hofmann - Music Dir A List:

Mike & The Mechanics- Everybody

Nuclear Valdez-Share A

OMD Call My Name

One 2 One-Peore

Osmond Boys Show Me

Planet Claire- Heaven

AD Curtis Stigers | Wonder

RADIO GONG 2000/Munich

Clouseau- Close Encounters

Right Said Fred Don't Talk

Pasadenas I'm Doing Fine Now

Andy Wenzel - Head Of

AD HP Kerkeling Hurz

AD Chyp Notic I Can't Get

Programmes

B List:

A list-

A list.

ver Play:

RADIO F/Nuremb

Ziggie Hoga - Prog Dir

AD Chris Norman- Shallow

Xanadu- Charline

RADIO NRW/Oberhausen

Nicki- Meiner Macht

Peter Richter- Tief In

PETE 105 NETWORK /Milan

Alex Peroni - Head Of Music

AD Bruce Springsteen- Human Touch

Chaka Khan- All My Lifetime

Shawn Cristopher- Don't Lose The

Bruce Springsteen- Human Touch

Jo Squillo- Me Gusta il Movimento

Gatto Pancieri- L'Amore Va Oltre KLF- America: What Time Is Love?

Michele Zarrillo- Dengang Da

Tanita Tikaram- You Make The

RADIO DIMENSIONE SUONO/Rome

Ce Ce Peniston We Got A Love

Natalie Cole-Non Dimenticar

AD Bruce Springsteen- Human Touch Joe Cocker- Feels Like

Nirvana- Come As You Are Salt-N-Pepa- You Showed Me

AD Bryan Adams- Everything | Do

Natalie Cole Unforgettable

RTL 102.5 - HIT RADIO/Bergamo Grant Benson - Head Of Music A List:

AD Bruce Springsteen- Human Touch

Indecent Obsession- Kiss Me

POWER RV1 THE BLACK RADIO/Turin

Tevin Campbell- Tell Me What

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Luca Barbarossa- Portami

Paolo Lauri - Head Of Music

Power Play: AD Syndicate 305-1 Promise

AD Rozalla- Are You Ready

Tears For Fears- Laid So

Nirvana Come As You Are

Rozalla- Are You Ready

Urban Cookie- Pressin'

STEREORAI/Rome

Power Play:

A List:

A List:

A List:

A List:

Elio Molinari - Prog Dir

AD Cicero-Love Is Everywhere

Tazenda- Pitzinhos

Carlo Mancini - Music Dir Power Play:

Annie Lennox- Why

RADIO BABBOLEO/Genoc

Lenny Rattona - Prog Dir

AL Negresses Vertes

One 2 One Peace

LSE- Sounaboy

Saga The Call

Trinidad Rio- Rum And

Viktor Lazlo- Love Insane

Jeff van Gelder - Head Of Music

AD Howard Carpendale- Mit Viel Viel

ITALY

Western Union/Schuba- Danke

SWF 3/Baden Ba

Ulrich Frank - DJ

A List:

P.M. Sampson-Your The Only

Prodigy- Everybody In The Place

Salt-N-Pepa Do You Want Me

Mr. Big- To Be With You Red Hot Chili Peppers- Under

AD Bruce Springsteen- Human Touch Curtis Stigers- I Wonder B List:

AD Bob Seger- The Fire Inside

STAR * SAT RADIO/Gruenwald Jo Lueders - Prog Dir B List: AD Billy Preston. Try A Little

- Chic Chic Mystique Kylie Minogue: Let's Get To It Madness. It Must Be Neville/Ronstadt: Close Your Eves
- RADIO REGENBOGEN/Mannheim Martin Schwebel - Music Dir Power Play:
- Vinicio Capossela- La Regina A List:
- AD Annie Lennox- Why Bobby McFerrin- Hush Natalie Cole- Unforgettable Nick Kamen- Not The Only One Roger- Take Me Back
- Koger- iake Me Back Udo Jürgens- Im Kühlschrank B List: AD Bad Days In June-Believe In It Beverley Jo Scott- Glory
- Brand New Heavies- Dream Come Bruce Springsteen- Human Touch David Hasselhoff: Gypsy Girl Gary Moore- Cold Day Julian Dawson- Gurus Lightning Seeds- Life Of Sergio Dalma- Como Coda Suzi Quatro- Love Touch

RTL BERLIN/Berlin

Arno PROG DIR Müller - Prog Dir A List: Genesis- I Con't Dance

- Michael/John-Don't Let The Sun KLF- Justified & Ancient Prince-Diamonds Robert Kelly: She's Got Roxette-Church Salt-N-Pepa. You Showed Me
- Simply Red. Stors AD Annie Lennox: Why Bruce Springsteen: Human Touch Curtis Stigers: I Wonder Destree: Feel So High

RADIO SALU/Saarbruecken Adam Hahne - Prog Dir

- A List: AD Clouseau- Close Encounters Eric Clapton- Tears
- AL Ochsenknecht

AD Amy Grant- Good For Me

RADIO XANADU/Munich

AD Aldo Nova Someday

RTZ- Until Your

AD Annie Lennox- Why

Igor-Techno

Rush- Ghost

Hamburg 70

A List:

Mariah Carey- Make It

Benny Schnier - Head Of Music

Commitments Mustang Sally

John Lee Hooker- This Is Hip

WEST DEUTSCHER RUNDFUNK (WDR)

Buffy Saint Marie The Big Ones

KLF- America: What Time Is Love?

Mint Conditioning- Breakin' McAuley Schenker Gr.- When I'm

Nick Kamen- Not The Only One

Lightning Seeds Life Of

Madness- It Must Be

Maggie Reilly- Touch

Genesis I Can't Dance Jimmy Barnes- When Something

Sounds Of Blackness- Optimistic

Vanessa Williams- Sove The Best

RADIO N 1/Nuremberg Cetin Yaman - Prog Dir Power Play: AD Tom Browne-Funkin'

A List:

A List:

STATION REPORTS

B List:

AD Afrika Bambaataa- Save The World Jamie Dee Memories My Person- You Got

RADIO MONTE CARLO/Milan Francesco Migliozzi • Prog Contr A List:

Michael/John-Don't Let The Sun Michael Jackson Black Or White Michael Jackson Remember The Simply Red-Stars Simply Red-Stars Ten Sharp You U2-Mysterious Ways U2-One

RADIO RAI VERDE/Rome Maurizio Riganti - Dir A List: AD Annie Lennox- Why Franco Battiato- Povera Hammer- Addams Groove Mia Martini- Gli Uomini

ANTENNA DELLO STRETTO/Messino Filippo Pedeli - DJ

Power Play: Tears For Fears-Laid So A List:

AD Arthur Miles- Don't Listen Ta Your Heart Franco Godi¹: Externation... M People: Colour My Life Me Phi Me: Sad New Day One 2 One: Peace Tony Hadley: Lost In

RADIO STAR/Vicenza Maurizio Maressi - Prog Dir Power Play: AD Alison Limerick- Make It On My A List: AD Baldi/Alotta: Non Amarmi Luca Barbarossa: Portami

M. Zarrillo Strade de Roma Michael Jackson-Remember The Simply Red-För Your Babies AL Fiorella Mannoia Luca Carboni

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

AD Clivilles & Cole- A Deeper Love Dire Straits On Every Street Inspiral Carpets: Dragging KLF- America: What Time Is Love? Ronny Jordan: So What Shakespears Sister: Stay Texas: Alone With You Urban Dance Squad: Routine Yothu Yindi: Treaty AL Gino Vannelli

HOLLAND

VERONICA/Hilversum Hans van der Veen - Producer Power Play: AD Bruce Springsteen- Human Touch

NOS/Hilversum Tom Blomberg - Dj/Producer Power Play: AD Hallo Venray- Slow Change

A List: AD Annie Lennox- Why

Brendan Croker-Running On Bruce Springsteen Human Touch Salt-N-Pepa Do You Want Me

AL Gorky One 2 One

STATION 3/Hilversum Carla Versloot - Co-Ord Power Play: Eton Crop- She Likes

AD Nirvana Come As You Are

TROS RADIO 3/Hilversum Ferry Maat - Head Of Music A List:

AD Ce Ce Peniston We Gol A Love Dingetje. Kaplaarzen Eton Crop. She Likes Gordon. Blijf Je Vannacht Lisa Stansfield- Time To Nirvana: Come As You Are Scene: Zuster Temptations: The Jones Yothu Yindi: Treaty HIT RADIO/Bussum Koen Van Tijn - Music Dir Power Play: AD Bruce Springsteen-Human Touch Ce Ce Peniston-We Got A Love

Ce Ce Peniston We Got A Lo A List: AD Eric Clapton Tears

B List: AD Des'ree Feel So High Red Hot Chili Peppers- Under U2- One

POWER FM/Amsterdam Peter Belt - MD Power Play: Massive Attack- Be Thankful B List:

AD Ce Ce Peniston- We Got Á Love Charlatans- Wierdo Dire Straits- On Every Street Lisa Stansfield-Time To Martika-Coloured Kisses Nancy W.O.P.- Legendary Naughty By Nature- O.P.P. Nirvana-Come As You Are Opus III- It's A Fine Day Opus Magnum- Back To The Joy Richard Marx- Hazard Temptations- The Jones Tom Browne- Funkin'

VARA/Hilversum Rolf Kroes - Head Of Music Power Play: AD Annie Lennox- Why

SKY RADIO/Bussum Tom Lathouwers - Operations Mgr B List: AD Eric Clapton-Tears Vanessa Williams Save The Best

CFNB/Brunssum Lou Rowland - Head Of Music Power Play: AD Rod Stewart. Your Song A List: AD David Byrne. Girls On My Mind Little Village. Solor Sex Southside Johnny. It's Been A AL Phil Carmen

BELGIUM

RADIO CONTACT F/Brussels Jean Lou Bertin - Prog Dir B List: AD ANT- Meet The Addams Adeva- Don't Lei It Barry White- Volare Bryan Adams- Thought I'd Died Cicero- Love Is Everywhere Des'ree- Feel So High Indecent Obsession- Kiss Me Televie- On A Toujours Quelqu Un

RADIO EXPRES/Antwerp Marc Dhollander • Head Of Music Power Play:

Bart Peters She Goes Ingeborg: Waarom Kylie Minogue Give Me Just Michael Jackson. Remember The Pasadenas I'm Doing Fine Now Patrick Onzia: Ja Ja Shanice Wilson: I Love Zucchero/Crawford. Diamonte AD Gunther Neefs-Hier in dit land

Salt-N-Pepa You Showed Me A List: AD Khadja Nin Wale Paul Severs Little Darling Temptations: My Girl Yasmine: Hoog In De

B List: AD Barry White Volore Helmut Lotti What Kind Of Lisa Stansfield: All Woman Ludo Mariman-I can help Pitti Pollock: Silly Pop Gun: Wherever Prince: Diamonds Roch Voisine: La Promesse Rocette: Church Ten Sharp- You

RADIO ROYAAL/Hamont-Achel Tom Holland - Prog Dir Power Play:

AD Annie Lennox- Why A List:

AD Ce Ce Peniston- We Got A Love Concrete Blonde: Ghost KLF- America: What Time Is Love? Massive Attack- Hymn For The Mantserrat Caballé: Hija De La Luna Richard Marx- Hazard Temptations- The Jones AL Gary Moore

HIT FM NOORDZEE/Hasselt André Hemeryck · Prog Dir

A List: AD Bruce Springsteen-Human Touch DJ Jazzy Jeff-Things Extreme-Song For Gary Moore-Cold Day Gavin Friday-I Want Jah Wobble-Visions Of KLF-America: What Time Is Love® Levellers-Far From Lisa Stansfield-Time To Nirvana-Come As You Are Patrick Bruel-Casser Lo Pitti Pollock-Silly Pop Gun-Wherever Urban Dance Squad. Routine

BRT STUDIO BRUSSELS/Brussels Jan Hautekiet - Producer A List: AD Bruce Springsteen- Human Touch

David Byrne Girls On My Mind Wonder Stuff: Welcome To The Yothu Yindi-Treaty B List: AD Fischer Z: Destination Melissa Etheridge: Ain't It Heavy Opus III: It's A Fine Day

Wigbert Rob BRT RADIO 2-EAST FLANDERS/Ghent Rudi Sinia - Producer

Power Play: AD Bruce Springsteen Human Touch A List: AD Bobby McFerrin-Hush David Byrne: Girls On My Mind Diana Ross: When You Tell

Diana Koss-When You feil Fischer Z. Destinotion John Terra: Alles Gaal Goed Lisa Stansfield. Time To Pearl Jam: Alive Scabs-Hard To Farget U2: One Willy Sommers-Hartenbreker Will Turg: Alles

B List: AD Brian May: Driven By You Bryan Adams: Thought I'd Died Ce Ce Peniston: We Got A Love Fortung: O Fortung Gunther Neefs- Hier in dit land KLF- America: What Time Is Love? Luc Steeno- Ik hou van alles Nirvana- Come As You Are Petra- Niels Voor

RTBF RADIO 2/Hainaut Philippe Jauniaux - Music Dir

A List: AD Paganelli- Dance Computer 7 Right Said Fred- Don't Talk

BRF/Eupen Guy Janssens - Producer Power Play: AD Bill Pritchard I'm In Love Elkie Brooks The Last Teardrop Simply Red- For Your Babies Tina Turner- Love Thing A List:

AD Eric Clapton-Tears Mercury/Caballé-Barcelona Rozalla-Are You Ready Shakespears Sister-Stay

SPAIN

RADIO MADRID/Madrid Luis Merino - Music Mgr Power Play:

AD Complices Verdad Que A List:

- A List: AD Amistades Peligrosas-Muy Peligrosa Bruce Springsteen-Human Touch Dinamita Pa Los Pollos-Vivo Hammer-Addams Groove
- La Union Amor Fugaz La Guardia Vives En Un Miguel Zaid/24 Diot.- No Gastes Rozalla- Are You Ready Salt-N-Pepa You Showed Me

TOP 97.2/Madrid Raul Marchant - Music Mgr

Power Play: Danza Invisible- Diez Razones Luz Casal- Piensa

- A List: AD Kenny Thomas Best Of You
- Radio Futura Semilla Negra U2 One
- AL Tears For Fears

CANAL SUR RADIO/Seville Paco Sanchez · Music Mgr

Power Play: AD Brand New Heavies Dream Come Cameo Emotianal Violence

Marion Meadows- Love Was Never Teenage Fanclub- What You Do A List:

AD El Mecana Del Swing-Todo Era Shakespears Sister-Stay AL Sugarcubes

RADIO 16/Madrid Carlos Honorato - Prag Dir Power Play: AD Crowded House Don't Dream Natalie Cole. The Very Rosette. Church

A List: AD Nick Kamen: Not The Only One Salt-N-Pepa: You Showed Me Varios: Mambo Kings

SWEDEN

SAF RADIO CITY/Stockholm Niklas Ehring - Head Of Music Power Play: Deborah Blando innocence

A List: AD Izabella Shame Shame Shame

CITY RADIO/Gothenburg Lars Bodin. - Music Dir A List:

AD Chris Whitley- Poison Girl Dance With A Stranger- In The David Byrne-Girls On My Mind Etienne Daho-Soudade Guns N' Roses-November Rain Indecent Obsession-Kiss Me Julia Fordham-Love Moves PM Dawn- Reality Used Seal-Violet Tanita Tikaram-You Make The Yo Yo Honey-Groove On Yothu Yindi-Treaty

RADIO P4/Lund Camilla Mellnert - Music Dir Power Play: AD Lisa Nilsson-Himlen Runt

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STATION REPORTS

Tony Carey- Wonderland A List:

AD Alison Limerick Make It On My Beverley Jo Scott Glary Bruce Springsteen Human Touch

HIT FM/Stockholm Johan B. Bring - Prog Dir A List:

AD Adeva: Don't Let It Alison Limerick: Make It On My Annie Lennox: Why KLF-America: What Time Is Love? Lightning Seeds: Life Of Opus III: It's A Fine Day Tommy Ekman: För Hennes Tony Hadley: Lost In Wizdom 'N' Motion: 247-365

RIKSRADIO P3/Stockholm L.G. Nilsson - Producer A List:

AD Bruce Springsteen-Human Touch Lisa Nilsson-Himlen Runt

RADIO MALMOHUS/Malmo Olle Nilsson - Head Of Music A List:

AD David Byrne- Girls On My Mind Hanne Boel. No Love At All Kathy Troccoli- Everything Changes Luka Bloom- I Need Love Magnus Johansson- Alla Prator Ray Dee Ohh- Væk Mig Right Said Fred. Don't Talk Stina Nordenstam- I'll Be Crying Webstrarna- Moln Fö Marken Wonder Stuff- Caught In My Shadow

RADIO HUDDINGE/Stockholm Robert Sehlberg - Prog Dir A List: AD Annie Lennox. Why Bruce Springsteen. Human Touch

AL Gary Moore

NORWAY

RADIO 1/Oslo Bjorn Faarlund - Dj/Producer A List: AD Bruce Springsteen- Human Touch Eric Clapton-Teors Orup-Stockholm U2: One RADIO OSLO/Oslo

Alison Chase - Prog Dir Power Play: AD Bruce Springsteen-Human Touch Curtis Stigers I Wonder Guns N' Roses-November Rain A List: AD Gary Moore-Cold Day B List: AD Bryan Adams-Thought I'd Died

Indecent Obsessian: Kiss Me Izabella: Shame Shame Shame KLF: America: What Time Is Love? Mr. Big: To Be With You Pasadenas: I'm Doing Fine Now Richard Marx: Hazard Vanessa Williams: Save The Best

RADIO 102/Haugesund Egil Houeland A List:

AD Bruce Springsteen- Human Touch Indecent Obsession- Kiss Me Larsen & Bellami- Danas Hove Melissa Etheridge Ain't It Heavy Paul Young- What Becomes Of Vanessa Williams- Save The Best AL Gary Moore

RADIO NORD/Harstad Knut Forsaa - Head Of Music

A List: AD Bruce Springsteen Human Touch Fra Lippo Lippi Thief In Paradise Larsen & Bellami Danas Have

Larsen & Bellami-Danas Have Marit Mathiesen-MÄnekveld Roxette-Church RAINBOW RADIO/Oslo

Minister Tommy Tee - Prog Dir A List:

AD 3rd Bass- Gladiator Brand New Heavies- Dream Come Cypress Hill- Hand On The Digital Underground. No Nose Hans G- Apache

MUSIC & MEDIA MARCH 21 1992

Ruth Joy-Feel Scooly D. Original Gangster Westbam-Let Yaurself

NRK-REPORT 1/Oslo Vidar Lonn-Arneson - Producer A List: AD Go Go Gorilla- Go Go Gorilla

- Shanice Wilson I Love B List: AD Shakespears Sister-Stay
- Tre Små Kinesere- Bare På Film Wet Wet Wet- Goodnight Girl

NRK-REPORT 2/Oslo Jan Rustad - Producer

Power Play: AD Gun-Steal Your Fire A List: AD Del Tha Funkee H.- Mistada Violet Hour- Falling Yothu Yindi: Treaty

STUDENTRADIOEN/Tromso Rune Hagen - Head Of Music

Power Play: AD Melissa Etheridge-Ain't It Heavy Zodiac Mindwarp-Elvis Died A List

A List: AD Annie Lennox- Why Barbie Bones- Kaptain Nemo Bruce Springsteen- Human Touch Larsen & Bellami- Danas Have

RADIO GRENLAND/Skien Anders Tvegaard - Music Dir Power Play: AD Annie Lennox- Why

- A List: AD Alphaville Big In Japan Clouseau-Anna Kym Sims-Too Bind Larsen & Bellami-Leningrad Lisa Stansfield-Time To Vanessa Williams- Save The Best B List:
- AD Adeva- Don't Let It Anja Garbarek-Somme Tider Bruce Springsteen-Better Days Dag Finn-Bye Bye David Byrne-Girls On My Mind Deborah Blando-Shame Gordon: If I Could Only Guns N' Roses-November Rain Hanne Boel-No Love At All Indecent Obsession-Kiss Me Madness- It Must Be Magnus Johansson-Lova Att Du Melissa Etheridge-Ain't It Heovy Roxette-Church Seal-Violet

RADIO TRONDHEIM/Trondheim John Branaes - Head Of Music Power Play: Bel Canto-Shimmerina

- Richard Marx Hozard A List: AD Bette Midler- In My Life B List: AD Annie Lennox Why Peacock Palace Like A Snake
 - Shakespears Sister-Stay Tears For Fears-Laid So Tre Små Kinesere-Bare På Film

RADIO MOSS/Moss Tor Öra - Dj/Producer

- AD Adeva- Don't Let ft PM Dawn- Reolity Used A List:
- AD Annie Lennox- Why Bruce Springsteen- Human Touch Lisa Stansfield- Time To B List:
- AD 2 Unlimited Workaholic Holy Noise/GIP. JB Is Still Opus III. It's A Fine Day Traumatic Stress. Who The

DENMARK

THE VOICE/Copenhagen Lars Kjær - Prog Dir A List:

AD Adeva- Don't Let If Crowded House Weather With Randy Crawford Who's Crying Tony Hadley. Lost In

ARHUS NAERRADIO/Århus Jesper Schousen - Head Of Music A List:

AD Annie Lennox- Why Bruce Springsteen- Humon Touch Cicero- Love Is Everywhere David Byrne- Girls On My Mind Izabella- Shame Shome Shome James Thomas- Emilie Lucas- Show Me Your Randy Crawford- Who's Crying Temptations- The Jones

RADIO ABC/Randers Stig Hartvig Nielsen - Prog Contr

- A List: AD Bad English- Time Stood Still Bruce Springsteen Human Touch Izabella- Shame Shame Shame
- Jody Watley. I'm The One Larsen & Bellami- Donos Hove B List: AD Anders Glenmark. Mare Mare Annie Lennox. Why Dorthe Andersen. Vild Med Dig
- Fenders-Solens Born Lisa Stansfield Time To Melissa Etheridge: Ain't It Heovy U2: One

DANMARKS RADIO/Copenhagen Leif Wivelsted - Prog Dir A List:

- Michael/John-Don't Let The Sun Hanne Boel- No Love At All KLF- Justified & Ancient Shanice Wilson- I Love AD KLF- America: What Time Is Love?
- RADIO HORSENS/Horsens Jan Boogaloo - Head Of Music Power Play:
- Power Play: Kylie Minogue Give Me Just Right Said Fred Don't Talk Ten Sharp You Wet Wet Goodnight Girl AD Curtis Stigers You're All
- Hammer-Addams Groove Merzy-Heaven's Door A List:

AD Michael Jackson Remember The Simply Red-Stars Yothu Yindi-Treaty

RADIO HOLBAECK/Holbaeck Stig Nielsen - Prog Dir B List:

AD Anders Glenmark- Greyhound Bus Brand New Heavies- Dream Come Bruce Springsteen- Human Touch Crowded House- Weather With Eric Clapton- Tears John Mellencamp- Again Tonight Keith Sweat- Keep It Nils-Moonwalker Wet Wet-Goodnight Girl

FINLAND

YLE 2/RADIOMAFIA/Helsinki Jukka Haarma - Music Co-Ord A List:

AD Bruce Springsteen: Human Touch Dave Lindholm: Viimeinen Forbidden Pigs- Una Mas Ian McCulloch- Lover Lover Luka Bloom- I Need Love Nirvana- Come As You Are Orup- Stackholm Pojat: Veikkaat Vaan

RADIO 1/91.1 FM/Helsinki Joke Linnamaa - Prog Dir A List:

AD Bryan Adams Thought I'd Died David Byrne Girls On My Mind Roxette Church

DISCOPRESS/Tampere Tuija Lindell : Co-Ord

AD Army Of Lovers- Crucified Erasure- Love To Hate You KLF- Justified & Ancient Michael Jackson- Black Or White Salt-N-Pepa-let's Tolk About

RADIO 100+/Tampere Pentti Teravainen - Music Dir A List: AD Desiya: Comin' On Strong Mariah Carey: Make It

Party- Private Affair Scream- Father Mother

AUSTRIA

- CD INTERNATIONAL/Vienna Peter Lossack - Head Of Music Power Play:
- Shanice Wilson- I Love A List: AD Garland Jeffreys- Hail Hail
- Mr. Big- To Be With You Zucchero/Crawford-Diamante B List: AD Bruce Springsteen-Human Touch
- Del Tha Funkee H., Mistado KLF- America: What Time Is Love? Nick Kamen- Not The Only One Simply Red- Far Your Babies

SWITZERLAND

- RADIO 24/Zurich Dani Richiger - Head Of Music Power Play: Mr. Big- To Be With Yau Shanice Wilson - Love
- Ten Sharp- You A List: AD Bruce Springsteen- Human Touch
- Michael Jackson- Remember The Texas- Alone With You

AL Smokey Robinson

STUDIO B/Dornach Jack Blacksmith - Head Of Music A List: AD Cick- 1000 Kleine Desmond Child- Obsession Martika- Coloured Kisses Pasadenas- I'm Doing Fine Now

Smokey Robinson- Double Good

RADIO FOERDERBAND/Bern Res Hassenstein - Dj/Producer Power Play: Alpha Blondy- Rendez-Vous

- A List: AD Bruce Springsteen Human Touch Hanne Boel No Love At All
- Luca Barbarossa: Portami Roxette: Church DRS 3/Basel Christoph Alispach - Music Co-Ord
- Power Play: Wonder Stuff- Welcome To The.

RSR LA PREMIERE/Geneva Catherine Colombara - Produce AL Alain Morisod

RADIO ZUERISEE/Staefa

Luka Bloon

Ueli Paul Frey - Head Of Music Power Play: AD Simply Red. For Your Babies A List: AD Atlantic Star. Masterpiece Betsy Cook. Love Is

Bruce Springsteen Human Touch Luca Barbarossa Portami Mia Martini- Gli Uomini Michael Jackson- Heol The World N.K.O.T.B. If You Go Away Paolo Vallesi- Lo Forza Shakespears Sister- Stay

PORTUGAL

RADIO RENASCENCA/Lisbon A List: AD Lou Reed: What's Good Mr. Big-To Be With You Shanice Wilson: I Love U2: One

SLOVENIA

STUDIO D/Novo Mesto Rasto Bozic - Dj/Producer A List: AD Tone Loc-All Through

GREECE

RUSSIA

RADIO MAXIMUM/Moscow

Roy Orbison-I Drove Sandra- Don't Be

AD Diesel Park West Fall

MICH TE

MTV EUROPE/Londor

Heavy Rotation

Active Rotation

Brian Diamond - Prog Dir

Des'ree Feel So High

Unlimited - Twilight Zone

Right Said Fred. Don't Talk

Wet Wet Wet- Goodnight Girl

Brvan Adams- Thought I'd Died

Shanice Wilson- I Love

Ce Ce Peniston-Finally

Curtis Stigers | Wonde

Gary Moore Cold Day

Lou Reed What's Good

Rozalia Are You Ready

Tina Turner- Love Thing U 96- Das Boot

Simply Red- For Your Babies

Del Tha Funkee H.- Mistado

Primal Scream, Movin' On

KLF-America: What Time Is Love? Nirvana-Come As You Are

Red Hot Chili Peppers- Under

Army Of Lovers- Obsession

KLF- Justified & Ancient

Nirvana- Smells Like

Simply Red Stars

Snap-Colour Of Love Ten Sharp-You

Army Of Lovers- Ride

Etienne Daho-Saudade

James- Barn Of Joe Cocker-1 Can Hear

Lisa Stansfield Time To

Mr. Big- To Be With You

Tony Scott Greenhouse

Westernhagen-Krieg me Break Out

Hammer- Do Not Pass

U2-One

Prie

Toten Hosen- Baby Baby

Shakespears Sister-Stay

Massive Attack- Be Thankful

McAuley Schenker Gr.- When I'm

Pasadenas- I'm Doing Fine Nov

Urban Dance Squad- Routine

Crowded House It's Only Natural

Deborah Blando- Innocence

Izabella Shame Shame Shame

Kylie Minogue Give Me Just

Naughty By Nature- Everything Yothu Yindi- Treaty

Music & Media's

FAX number for reporting playlists is:

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For information about joining

the M&M reporting team,

coll TERRY BERNE

(+31) 20-669-1961

25

Garland Jeffreys- The Answer

Eric Clapton-Tears

Michael/John-Don't Let The Sun

Bruce Springsteen-Human Touch

Pearl Jam Alive

Sandra- Don't Be

Buzz Bin

Medium Rotation

Break Out

Genesis- I Can't Dance Michael Jackson- Remember The

Little Village Solar Sex

Yngwie Malmsteen Teaser

Voice Of The Beehive-Perfect Place

AD PM Dawn- Paper Doll

Seal-Killer

A List:

Alexander Kasparov - Prog Dir

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

- AD Bruce Springsteen- Human Touch Chic- Chic Mystique Chocolate Chip- I'll Be There
- Clivilles & Cole: A Deeper Love Pasadenas: I'm Doing Fine Now
- ANTENNA 97.1 FM STEREO/Athens Elias Xinopoulos - Prog Dir A List:
- AD Alphaville- Big In Japan Crowded House- Weather With Michael Bolton- Steel Bors PM Dawn- Reality Used Rozalla- Are You Ready B List:
- AD Army Of Lovers- Crucified Diesel Park West-Foll Opus III- It's A Fine Day River City People-Standing Troggs- Don't You Know
- STAR FM STEREO/Thessaloniki Vassilis Turonis - Prog Dir A List:
- AD Alison Limerick- Make It On My Annie Lennox Why Army Of Lovers- Supernatural Bruce Springsteen- Human Touch Ian McCulloch- Lover Lover Richard Marx- Hozard Snap- Believe In It Tears For Fears- Loid So
- B List: AD Army Of Lovers- Ride Chic-Chic Mystique Eric Clapton- Help Me Marc Almond- Whot Is Love Mylene Farmer- Je T'Aime Roxette-Church

POLSKIE RADIO 3/Warsav

AD Mr. Big To Be With You

Power Play:

A List:

Marek Niedzwiecki - Producer

AD Depeche Mode Death's Door

Nirvana Come As You Are

Simple Minds Let The Children

Opus III- It's A Fine Day

Roxette- Church

Piotr Metz - Head Of Music

AD Curtis Stigers I Wonder

Simply Red-Your Mirror

Bonnie Raitt- Not The Only

Hammer- Do Not Pass

Manu Katché Change

Darek Andrzejewski - Head Of

Julee Cruise Summer Kisses

Crowded House Weather With

Guns N' Roses November Rain

oul Family Sensation- The Day You

AD Maanam- Zimny Ma

AD Baby Animals- Painless

Tori Amos Crucity

Zoe- Holy Days

RADIO ZET/Warsaw

AD Chic- Chic Mystique

Pigalle Dans La Salle

Love Kochankowie

RADIO MERKURY/Poznar

AD Maanam-Zimny Moj

Ryszard Gloger - Head Of Music

AD Dire Straits- On Every Street

Eric Clapton-Tears

Fiordaliso- Love You

AL Manic Street Preachers

Garland Jeffreys- Hail Hail

Wet Wet Wet- Goodnight Girl

RADIO RMF/Krakov

Power Play:

A List:

B List:

Music

A List.

B List:

Power Play:

AD U2- One

Power Play:

U2-One

A List:

Kirsty MacColl- All I Ever Wanted

POLAND



TOP 10 SALES IN EUROPE



UNITED KINGDOM

Singles	
1 Shakespears Sister - Stay (Londo	on
2 Shanice - I Love Your Smile (Motov	vn
3 The Temptations - My Girl (Ep	ic
4 Guns N' Roses - November Rain (MC	A
5 KLF - America: What Time Is Love? (KLF Com	ns
6 Opus III - It's A Fine Day (PV	VL
7 U2 - One (Isla	nd
8 Madness - It Must Be Love (Virg	in
9 Crowded House - Weather With You (Capi	tol
10 Bryan Adams - Thought I'D Died And (A&	Μ
Albums	
1 Tears For Fears - Tears Roll Down (Fonta	na
2 Madness - Divine Madness (Virg	jin
3 Simply Red - Stars (east we	est
4 Shakespears Sister - Hormonally Yours (Lond	on
5 James Seven (Fonta	

- (Columbia)
- Pasadenas Yours Sincerely 6
- Michael Jackson Dangerous [Epic] Wet Wet High On The Happy Side (Precious) Genesis We Can't Dance (Virgin)
- 10 Tina Turner Simply The Best

SPAIN

Sin	gles	
1	Nirvana - Smells Like Teen	Spirit (Ariolo
2	2 Unlimited - Get Ready Fo	r This (Blanco Y Negro
3	Michael Jackson - Remember	r The Time (Sony Musi
4	Terra Wan - Puta Madre	(Blanco Y Negro
5	Snap - Colour Of Love	(Ariola
6	Mecano - Dalai Lama	(Ariola
7	LA Style - James Brown Is I	Dead (Blanco Y Negro
8	Object - Theme From Termi	nator II (Max Music
9	Rozalla - Are You Ready To	Fly (Blanco Y Negro
10	Michael Jackson - Black	Or White (Sony Music
Alb	oums	
1	Queen - Greatest Hits II	(EM
2	Alejandro Sanz - Viviendo	Deprisa (Warner Musi
3	Nirvana - Nevermind	(Ariolo
4	Luz Casal - A Contra Luz	(Hispavo)
E	Empres Charles and Manager	Alman as Music

- Enya Shepherd Moons (Warner Music) Presuntos Implicados Ser De Agua (Warner Music)
- Michael Jackson Dangerous (Sony Music) Placido Domingo Por Fin Juntos (Hispavox) (Hispavox)
- 9 Celtas Cortos Cuentame En Cuento 10 Genesis We Can't Dance (DRO) (Virgin)

DENMARK

Sin	gles
1	Kim Larsen - Leningrad (Sony Music
2	KLF/T.Wynette - Justified And Ancient (Mega
3	The KLF - America: What Time Is Love? (Mega
4	G.Michael/E.John - Don't Let The Sun (Sony Music
5	Shanice - I Love Your Smile (PolyGram
6	Michael Jackson - Remember The Time (Sony Music
7	Rozalla - Are You Ready To Fly (Mega
8	Dr. Baker - Turn Up The Music (Mega
9	Gary Moore - Cold Doy In Hell (Virgin
10	Ten Sharp - You (Sony Music
Alt	oums
1	Hanne Boel - My Kindred Spirit (Medley
2	Kim Larsen - Wisdom Is Sexy (Sony Music
3	Cliff Richard - My Danish Collection (EM
4	Simply Red - Stars (Warner Music
C	Countral Lite II (EAA

- Michael Learns To Rock M.L.T.R. (Medley) 6
- 7
 D.A.D. Riskin' If All
 (Medley)

 7
 B.A.D. Riskin' If All
 (Medley)

 8
 Randy Crawford Through The Eyes Of Love
 (Warner Music)

 9
 Her Personal Pain Songs From Cinema Cafe (Pladecom)
 (BMG)

 10
 Nirvana Nevermind
 (BMG)

SWITZERLAND

Singles
1 U 96 - Das Boot (PolyGram)
2 G.Michael/E.John - Don't Let The Sun (Sony Music)
3 Ten Sharp - You (Sony Music)
4 Michael Jackson - Remember The Time (Sony Music)
5 Shanice - I Love Your Smile (PolyGram)
6 KLF/T.Wynette - Justified And Ancient (Phonag)
7 Nirvana - Smells Like Teen Spirit (BMG)
8 Rozalla - Everybody's Free (BMG)
9 Michael Jackson - Black Or White (Sony Music)
10 Snap - Colour Of Love (BMG)
Albums
1 Genesis - We Can't Dance (Virgin)
(rigin)
2 Queen - Greatest Hits II (EMI)
2 Queen - Greatest Hits II (EMI) 3 Nirvana - Nevermind (BMG) 4 Patent Ochsner - Schlachtplatte (Zytglogge)
2 Queen - Greatest Hits II (EMI) 3 Nirvana - Nevermind (BMG) 4 Patent Ochsner - Schlachtplatte (Zytglogge) 5 Michael Jackson - Dangerous (Sony Music)
2 Queen - Greatest Hits II (EMI) 3 Nirvana - Nevermind (BMG) 4 Patent Ochsner - Schlachtplatte (Zytglogge) 5 Michael Jackson - Dangerous (Sony Music) 6 Ten Sharp - Under The Waterline (Sony Music)
2 Queen - Greatest Hits II (EMI) 3 Nirvana - Nevermind (BMG) 4 Patent Ochsner - Schlachtplatte (Zytglogge) 5 Michael Jackson - Dangerous (Sony Music) 6 Ten Sharp - Under The Waterline (Sony Music) 7 Simply Red - Stars (Warner Music)
2 Queen - Greatest Hits II (EMI) 3 Nirvana - Nevermind (BMG) 4 Patent Ochsner - Schlachtplatte (Zytglogge) 5 Michael Jackson - Dangerous (Sony Music) 6 Ten Sharp - Under The Waterline (Sony Music) 7 Simply Red - Stars (Warner Music) 8 Snap - The Madman's Return (BMG)
2 Queen - Greatest Hits II (EMI) 3 Nirvana - Nevermind (BMG) 4 Patent Ochsner - Schlachtplatte (Zytglogge) 5 Michael Jackson - Dangerous (Sony Music) 6 Ten Sharp - Under The Waterline (Sony Music) 7 Simply Red - Stars (Warner Music)

GERMANY

Single

(Capitol)

3 4 5

Cinalas

SII.	gies	
1	U 96 - Das Boot	(Polydor)
2	Shanice - I Love Your Smile	(Polydor)
3	Right Said Fred - Don't Talk Just Kis	s (BMG)
4	Hape Kerkeling - HurzIII	(BMG)
5	Nirvana - Smells Like Teen Spirit	(MCA)
6	KLF/T.Wynette - Justified And Ancie	ent (Intercord)
7	Genesis - I Can't Dance	(Virgin)
8	Ten Sharp - You	(Sony Music)
9	Army Of Lovers - Obsession	(Ideal)
10	Michael Jackson - Remember The	Time (Epic)
All	oums	
1	Genesis - We Can't Dance	(Virgin)
2	Queen - Greatest Hits II	(EMI)
3	Nirvana - Nevermind	(MCA)
4	Simply Red - Stars (V	Varner Music)
5	Michael Jackson - Dangerous	(Sony Music)
6	Queen - Queen Greatest Hits	(EMI)
7	Sandra - Close To Seven	(Virgin)
8	Ten Sharp - Under The Waterline	(Columbia)
9	Guns N' Roses - Use Your Illusion II	(BMG)
10	Shanice - Inner Child	(Polydor)

HOLLAND

Sin	gles
1	Genesis - I Can't Dance (Virgin)
2	2 Unlimited - Twilight Zone (Boudisque)
3	Michael Jackson - Remember The Time (Sony Music)
4	Right Said Fred - Don't Talk Just Kiss (Dureco)
5	G.Michael/E.John - Don't Let The Sun (Sony Music)
	Wet Wet Wet - Goodnight Girl (Phonogram)
7	Diana Ross - When You Tell Me That (EMI)
8	Curtis Stigers - I Wonder Why (Ariola)
9	Booming Support - Rode Schoentjes (MC)
	Ce Ce Peniston - Finally (Polydor)
	nums
1	Genesis - We Can't Dance (Virgin)
2	Queen - Greatest Hits II (EMI)
3	Lisa Stansfield - Real Love (Ariola)
4	Simply Red - Stars (Warner Music)
5	Michael Bolton - Time, Love & Tenderness (Sony Music)
6	Tina Turner - Simply The Best (EMI)
7	Nirvana - Nevermind (Ariola)
8	Wet Wet Wet - High On The Happy Side (Phonogram)
9	Enya - Shepherd Moons (Warner Music)
10	Little Village - Little Village (Warner Music)
	NORWAY
Sin	gles
1	Bruce Springsteen - Human Touch (Sony Music)
2	Go Go Gorilla - Mother Porno (Sonet)
3	Shanice - I Love Your Smile (PolyGram)

4	ien Snarp - tou	100	ny music
5	KLF/T.Wynette - Justified And And	cient	Mego
6	Mr. Big - To Be With You	(War	ner Music
7	Gary Moore - Cold Day In Hell		(Virgin
8	Zucchero/Randy Crawford - Diam	ante	(PolyGram
9	Nirvana - Smells Like Teen Spirit		(BMG
10	Guns N' Roses - November Rain		(BMG
Alt	oums		
1	Randy Crawford - Through The Eyes Of La	ove (W	arner Music
2	Hanne Boel - My Kindred Spirit		(EM
3	Enva - Shepherd Moons	War	ner Music

- Bonnie Tyler Bitterblue (BMG) Nirvana - Nevermind Little Village - Little Village 5 (BMG) (Warner Music) 6 Gary Moore - After Hours Ten Sharp - Under The Waterline (Virgin) (Sony Music)
- 8 ÍNA
- 9 Anja Garbarek Velkommen In 10 Pearl Jam Ten (Sony Music)

AUSTRIA

Sin	gles	
1	KLF/T.Wynette - Justified And An	cient (Echo)
2	G.Michael/E.John - Don't Let The Su	n (Sony Music)
3	Ten Sharp - You	(Sony Music)
4	Snap - Colour Of Love	(BMG)
5	U 96 - Das Boot	(PolyGram)
6	Genesis - I Can't Dance	(Virgin)
7	Bonnie Tyler - Bitterblue	(BMG)
8	Nirvana - Smells Like Teen Spirit	(BMG)
9	Army Of Lovers - Obsession	(Exclusa)
10	Shanice - I Love Your Smile	(PolyGram)
Alt	oums	
1	Genesis - We Can't Dance	(Virgin)
2	Bonnie Tyler - Bitterblue	(BMG)
3	Nirvana - Nevermind	(BMG)
4	Queen - Greatest Hits II	(EMI)
5	Simply Red - Stars	(Warner Music)
6	Prince/The N.P.G Diamonds And Pearls	
7	Michael Jackson - Dangerous	(Sony Music)
8	Snap - The Madman's Return	(BMG)
9	Queen - Queen Greatest Hits	(EMI)
10	Salt-N-Pepa - The Greatest Hits	(PolyGram)

EDANCE

INAITCL			
Singles			
1 G.Michael/E.John - Don't Let The Su	un (Epic)		
2 Inconnus - C'Est Toi Que Je T'Aime	(Lederman)		
3 J.P.Audin/D.Modena - Song Of Ocarin	a (Delphine)		
4 Ten Sharp - You	(Columbia)		
5 Francois Feldman - Joy	(Phonogram)		
6 Benny B - Parce Qu'On Est Jeune	(PLR)		
7 Indra - Temptation	(Carrere)		
8 Roch Voisine - La Promesse	(RCA)		
9 Patrick Bruel - Qui A Le Droit	(RCA)		
10 Fanny - L'Homme A La Moto	(EMI)		
	. ,		
Albums	15		
Michael Jackson - Dangerous	(Epic)		
2 J.P.Audin/Diego Modena - Qcarir	na (Delphine)		
3 Patrick Bruel - Si Ce Soir	(RCA)		
4 Mylene Farmer - L'Autre	(Polydor)		
5 Genesis - We Can't Dance	(Virgin)		
6 William Sheller - En Solitaire	(Philips)		
7 J.Hallyday - Ça Ne Change Pas Un Homme	(Phonogram)		
8 Dire Straits - On Every Street	(Phonogram)		
9 U2 - Achtung Baby	(Ariolo)		
10 Roch Voisine - Double	(RCA)		

BELGIUM

Sir	ngles	
1	S Paganelli - Dance Computer Vol.7	(Distri)
2	G.Michgel/E.John - Don't Let The Sun	(Sony Music)
3	Seydinah - A La Folie	(S.O.M.)
4	The Radios - She Goes Nana	(EMI)
5	Rozalla - Are You Ready To Fly	(Indisc)
6	Paul Severs - Oh Little Darling •	(CNR)
7	Isabelle A - Zeventien	# (CNR)
8	Genesis - I Can't Dance	(Virgin)
9	GND - For Fun	(Indisc)
10	Nirvana - Smells Like Teen Spirit	(BMG)
Al	bums	
1	Genesis - We Can't Dance	(Virgin)
2	De Kreuners - Knagend Vuur	(EMI)
3	Nirvana - Nevermind	(BMG)
4	Queen - Greatest Hits II	(EM1)
5	Queen - Queen Greatest Hits	(EMI)

- Gueen Gueen Greatest Hits
 [EMI]

 Frederic François Je Ne Te Suffis Pas
 (Trema)

 Mylene Farmer L'Autre
 (PolyGram)

 Simply Red Stars
 (Warner Music)

 Gorky Gorky
 (Virgin)

 O Cock Robin The Best Of Cock Robin
 (Sony Music)

FINIAND

	FINLAND	
Sin	gles	
L	Hausmylly - Gigolo	(EMI)
2	KLF - America: Whot Time Is Love?	(Mega)
3	Popeda - Kersantti Karoliina	(Poko)
4	Alphaville - Big In Japan (War	ner Music)
5	Moogetmoogs - Kolmen Minuutin Mun	a (Poko)
5	22. Pistepirkko - Don't Say I'm Evil	(Sonet)
7	2 Unlimited - Twilight Zone	(Finnlevy)
В	Nirvana - Smells Like Teen Spirit	(BMG)
7	Rozalla - Are You Ready To Fly	(Mega)
10	U 96 - Das Boot	(Finnlevy)
Alt	oums	
}	Anna Hanski - Jos Et Sä Soita	(Ensio)
2	Queen - Greatest Hits II	(EMI)
3	Popeda - Svoboda	(Poko)
4	Queen, Queen Greatest Hits	(FAAI)

- Nirvana Nevermind IBMG
- 5 Bonnie Tyler - Bitterblue (BMG) Ten Sharp - Under The Waterline Paul Young - From Time To Time Genesis - We Can't Dance (Sony Music) (Sony Music)
- 89 10 Kolmas Nainen - Ajatuskatkoja

GREECE

(Virgin) (Sonet)

GREECE	
Singles	
1 G.Michael/E.John - Don't Let The S	Sun (Sony Music)
2 2 Unlimited - Twilight Zone	(Virgin)
3 KLF/Tammy Wynette - Justified Ar	
4 LA Style - James Brown Is Dead	(NA)
5 Michael Jackson - Remember The	Time (Sony Music)
6 Army Of Lovers - Crucified	(Virgin)
7 Holy Noise - James Brown Is Sti	I Alive (NA)
8 Michael Jackson - Black Or W	'hite (Sony Music)
9 The Pasadenas - I'm Doing Fine N	ow (Sony Music)
10 Army Of Lovers - Obsession	(Virgin)
Albums	_
1 Nirvana - Nevermind	(BMG)
2 U2 - Achtung Baby	(BMG)
3 Queen - Greatest Hits II	(EMI)
4 Simply Red - Stars	(Warner Music)
5 Army Of Lovers - Massive Luxury (Overdose (Virgin)
6 Michael Jackson - Dangerous	(Sony Music)
7 Lou Reed - Magic And Loss	(Warner Music)
8 Genesis - We Can't Dance	
9 Soundtrack - Until The End Of .	
10 Snap - The Madman's Return	(BMG)

ITALY

Singles 12 34

56789

1	A.Baldi/F.Alotta - Non Amarmi	(Ricordi
2	G.Michael/E.John - Don't Let The Sun	(Sony Music
3	Luca Barbarossa - Portami A Ballare	(Sony Music
4	Hammer - Addams Groove	(EMI
5	Interactive - Who Is Elvis?	(Flying
6	D.J. Molella - Revolution	(Fri
7	LA Style - James Brown Is Dead	(BMG
8	Michael Jackson - Black Or White	(Sony Music
9	Statuto - Abbiamo Vinto II Festival	(EMI
10	Matia Bazar - Piccoli Giganti	(Ariola
Alb	oums	
1	Luca Barbarossa - Cuore D'Acciaio	(Sony Music
2	Paolo Vallesi - La Forza Della Vita	(PolyGram
3	Luca Carboni - Carboni	(RCA
4	Queen - Greatest Hits II	(EMI
5	Mia Martini - Lacrime	(Fonit Cetra
6	Fiorella Mannoia - I Treni A Vapore	(Sony Music
7	A.Venditti - Benvenuti In Paradiso	(Ricordi
8	Natalie Cole - Unforgettable - With Love	(Warner Music
9	Nirvana - Nevermind	(BMG
10	Tazenda - Limba	(Yisa

SWEDEN

Singles
1 Ten Sharp - You (Sony Music
2 KLF/T.Wynette - Justified And Ancient (Mega
3 Orup - Stockholm (Warner Music
4 Shanice - I Love Your Smile (PolyGram
5 Nirvana - Smells Like Teen Spirit (BMG
6 Right Said Fred - Dan't Talk Just Kiss (Sonet
7 G.Michael/E.John - Don't Let The Sun (Sony Music
8 Michael Jackson - Remember The Time (Sony Music
9 Des'ree - Feel So High (Sony Music
10 LA Style - James Brown Is Dead (SGA
Albums
1 Nirvana - Nevermind (BMG
2 Eva Dahlgren - En Blekt Blondins Hjärta (Record Station
3 Queen - Greatest Hits II (EMI
4 Genesis - We Can't Dance (Virgin
5 Enya - Shepherd Moons (Warner Music
6 Ten Sharp - Under The Waterline (Sony Music
7 Michael Jackson - Dangerous (Sony Music
/ Michael Jackson - Dungerous (Sony Music
8 The Boppers - The Boppers (Sonel
8 The Boppers - The Boppers (Sonel 9 Prince/The N.P.G Diamonds And Pearls (Warner Music
8 The Boppers - The Boppers (Sonel 9 Prince/The N.P.G Diamonds And Pearls (Warner Music

IKELAND

Sin	gles	
1	Shakespears Sister - Stay	(London)
2	U2 - One	(Island)
3	Guns N' Roses - November Rai	(Geffen)
4	The Temptations - My Girl	(Epic)
5	Eric Clapton - Tears In Heaven	(Reprise)
6	Opus III - It's A Fine Day	(PWL Intl)
7	2 Unlimited - Twilight Zone	(PWL Cntl)
8	The KLF - America: What Time Is Love?	(KLF Comms)
9	Shanice - I Love Your Smile	(Motown)
10	Stunning - Everything That Rises	(Solid)
Alt	oums	
1	Madness - Divine Madness	(Virgin)
2	Simply Red - Stars	(east west)
3	U2 - Achtung Baby	(Island)
4	2 Unlimited - Get Ready	(PWL Cntl)
5	Soundtrack - The Commitments	(MCA)
6	Nirvana - Nevermind	(DGC)
7	Tears For Fears - Tears Roll Down	(Fontana)
8	Bryan Adams - Waking Up The Neigh	bours (A&M)
9	Genesis - We Can't Dance	(Virgin)
10	Simon/Garfunkel - The Definitive	(Columbia)
	PORTUGAL	
	FORTUGAL	

Singles
1 Guns N' Roses - Don't Cry (BMG)
2 G.Michael/E.John - Don't Let The Sun (Sony Music)
3 Snap - Colour Of Love (BMG)
4 Marco Paulo - Taras E Manias (EMI)
5 U2 - Mysterious Ways (BMG)
6 Michael Jackson - Black Or White (Sony Music)
7 Bryan Adams - I Do It For You (PolyGram)
8 KLF/T.Wynette - Justified And Ancient (Sony Music)
9 U2 - The Fly (BMG)
10 Resistencia - Nasce Selvagem (Ariola)
Albums
1 Resistencia - Palavras Ao Vento (Ariola)
2 Queen - Greatest Hits II (EMI)
3 Roberto Carlos - Se Vocè Quer (Sony Music)
4 Guns N' Roses - Use Your Illusion II (BMG)
5 Prince/The N.P.G Diamonds And Pearls (Warner Music)
6 Simply Red - Stars (Warner Music)
7 Bryan Adams - Waking Up The Neighbours (PolyGram)
8 Nirvana - Nevermind (BMG)
9 Queen - Queen Greatest Hits (EMI)
10 Fafa De Belém - Doces Palabras (Ariola)

Based on the national sales charts from 16 European markets. Information supplied by MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele7Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi [Italy]; Stichting Nederlandse Top 40 [Holland]; SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Johan Schlueter [Denmark]; VG (Norway); Gallup/AFYVE (Spain); Seura/IFPI (Finland); IFPI (Ireland); AFP (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); Virgin (Greece). Labels listed are the national marketing companies.



EUROCHART HOT 100. SINGLES



THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST COUNTRIES CHARTED TITLE - ORIGINAL LABEL (PUBLISHER)	
1	1	13	Don't Let The Sun Go Down On Me FD B.N.L.E.A.C.H.S.P.DK.GRI George Michael & Elton John - Epic (Big Pig)	3
2	2	14	I Love Your Smile UK.D.B.A.CH.S.DK.IR.N Shanice - Motown (Carlin)	3
3	4	5	Remember The Time UK.E.D.B.NLE.A.CH.S.P.DK.IR.SE.GR.J Michael Jackson - Epic (Warner Chappell/Zombo)	.3
4	5	12	You Ten Sharp - Columbia (Sony Music)	3
5		13	Instified And Ancient ED.B.NLE.A.CH.S.P.DK.IR.N.GR	3
6	8	7	Stay Shakespears Sister - London (EMI/Island/BMG)	4
7	6	14	Smells Like Teen Spirit Nirvana - DGC (Virgin)	4
8	_	-	Das Boot U 96 - Polydor (BavoriaSonor)	4
9	20		America: What Time Is Love? UK.D.B.C.H.S.D.K.IR.SF The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)	(
	13	13	Don't Talk Just Kiss Right Said Fred - Tug (Hit & Run)	4
$\widecheck{\mathbf{n}}$	19	2	November Rain Guns N' Roses - Geffen (Warner Chappell)	(
12	9	9	I Can't Dance D.B.NLA.CH.S.IR Genesis - Virgin (Genesis/Hit & Run)	4
13	11	4	My Girl UK.D.IR The Temptations - Epic (Jobete/EMI) UK.D.IR	4
14	7	_	Black Or White ED.E.A.CH.S.PDK.GR.I Michael Jackson - Epic (Warner Chappel/CC)	(
15			Colour Of Love D.E.A.CH.S.P.DK.GR.I	4
16	52	2	One UK.B.NLE.IR.I U2 - Island (Blue Mountain)	5
17	15	8	Twilight Zone 2 Unlimited - PWL Continental (MCA)	5
18	17	4	Are You Ready To Fly Rozalla - Pulse 8 (Peer)	5
19	26	4	C'Est Toi Que Je T'Aime F Les Inconnus - Productions Lederman (Ledermon)	5
20	14	19	Song Of Ocaring	5
21	16	. 4	It's A Fine Day UK.R Opus III - PWL Continental (Complete)	5
22	27	4	Cold Day In Hell UK.D.NLCH.S.DK.N Gary Moore - Virgin (10)	5
23	25	24	Crucified UK.ED.A.CH.IR.GR Army Of Lovers - Ton Son Ton (Team Sonet)	6
24	55	2	To Be With You UK.D.S.DK.IR.N Mr. Big - Atlantic (EMI/CC)	5
25	28	5	Joy F.B Francois Feldman - Phonogram (Marilu)	5
26	21	26	Let's Talk About Sex F.D.C.H.S.P Salt-N-Pepa - ffrr (Next Plateau/All Boys)	6
27)	32		I'm Doing Fine Now The Pasadenas - Columbia (Warner Chappell)	6
28	33	4	Hurz!!! P Hape Kerkeling - Ariola (Marga & Berta/BMG)	6
29	22	4	It Must Be Love UK.R Madness - Virgin (MAM/Chrysalis)	6
30			Thought I'D Died And Gone To Heaven UK.B.R Bryan Adams - A&M (Rondor/Zomba)	6
31)	N	•	Come As You Are Nirvana - DGC (Virgin)	6
32	36	23	Obsession D.B.A.CH.GR Army Of Lovers - Ton Son Ton (Team Sonet)	6
33	47		Parce Qu'On Est Jeune F.B Benny, B - PLR (Copyright Control)	6
34	38	6	Finally D.B.NLA.CH.DK	6

Xii	표
1 13 Don't Let The Sun Go Down On Me FOB.N.EA.CH.SP.DK.GRI George Michael & Elton John - Epic (Big Pig)	35 37 8 I Wonder Why UK.D.B.NL.S.IR Curtis Stigers - Aristo (Sony/MCA)
2 14 Shanice - Motown (Carlin)	36 46 3 Weather With You UK.IR Crowded House - Capitol (EMI)
3 4 5 Remember The Time UK.E.D.B.N.L.E.A.C.H.S.P.DK.IR.SE.G.R.J Michael Jackson - Epic (Warner Chappell/Zombo)	37 31 26 LA Style - Decadance (Orfo/Hi-Tension)
4 5 12 You Ten Sharp - Columbia (Sony Music)	38 34 6 For Your Babies UK.D.B.DK.IR Simply Red - east west (EMI/So What)
5 3 13 Justified And Ancient ED.B.NL.E.A.CH.S.P.DK.IR.N.GR The KLF feat. Tammy Wynette - KLF Communications [EG/Zoo/WC/BMG]	39 23 10 Goodnight Girl UK.D.B.NLA.CH Wet Wet Wet - Precious (Precious/Chrysalis)
6 8 7 Stay UK.D.A.CH.IR Shakespears Sister - London (EMI/Island/BMG)	40 29 25 Rozalla - Pulse & (Peer)
7 6 14 Smells Like Teen Spirit Nirvana - DGC (Virgin)	UK.IR UK.IR UK.IR
Das Boot D.A.CH.SF 10 11 U 96 - Polydor (BavoriaSonor) D.A.CH.SF	42 35 10 Addams Groove D.A.CH.I Hammer - Capitol (Bust It)
9 20 2 America: What Time Is Love? UK.D.B.CH.S.DK.JR.SF The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)	43 63 9 Temptation F Indra - Carrere (Orlando)
10 13 13 Right Said Fred - Tug (Hit & Run)	44 39 9 Feel So High D.NL.S.DK.GR Des'ree - Dusted Sound (Sony Music)
19 2 November Rain Guns N' Roses - Geffen (Warner Chappell)	45 58 6 Hail Hail Rock'N'Roll F.D.CH.GR Garland Leffreys - RCA (Black & White Alike)
12 9 9 I Can't Dance D.B.NLA.CH.S.IR Genesis - Virgin (Genesis/Hit & Run)	UK.NLIR Eric Clapton - Reprise (Rondor/Copyright Control)
13 11 4 My Girl The Temptations - Epic (Jobete/EMI)	47 41 12 Mysterious Ways U2 - Island (Blue Mountain)
14 7 16 Black Or White E.D.E.A.C.H.S.P.DK.GR.I Michael Jackson - Epic (Warner Chappel/CC)	Diamante D.B.CH.N Zucchero Fornaciari & Randy Crawford - London (EMI/PolyGram)
15 12 11 Colour Of Love D.E.A.C.H.S.R.DK.GR.I Snap - Logic/Ariola (Warner Chappell/Zomba)	UK.IR UK.IR UK.IR
0ne UK.B.NLE.IR.I U2 - Island (Blue Mountain)	50 44 24 Don't Cry Guns N' Roses - Geffen (Warner Chappell)
17 15 8 Twilight Zone UK.D.B.NL.CH.IR.SE.GR 2 Unlimited - PWL Continental (MCA)	51 45 14 Simply Red - east west (So What/EMI)
Are You Ready To Fly UK.B.NL.E.CH.S.DK.IR.SF 17 4 Rozalla - Pulse 8 (Peer)	52 18 4 La Promesse F.B Roch Voisine - GM/Ariola (Ed. Georges Marie)
C'Est Toi Que Je T'Aime F 1926 4 Les Inconnus - Productions Lederman (Ledermon)	53 40 8 Who Is Elvis? D.B.C.H.I Interactive - Dance Street (Upright/Alice)
20 14 19 Song Of Ocarina F.B Jean Philippe Audin & Diego Modena - Delphine (Delphine)	54 24 11 Bohemian Rhapsody/These Are UK.D.B.A.CH.DK.R Queen - Parlophone (Various)
21 16 4 It's A Fine Day Opus III - PWL Continental (Complete)	You Showed Me D.B.A.CH.S 55 43 13 Salt-N-Pepa - ffrr (TRO-Essex)
22) 27 4 Cold Day In Hell UK.D.N.L.C.H.S.DK.N Gary Moore - Virgin (10)	56 51 3 Dance Computer Vol.7 S Paganelli - NBS (Various)
23 25 24 Crucified UK.F.D.A.CH.IR.GR Army Of Lovers - Ton Son Ton (Team Sonet)	57 7 Don't Be Aggressive FD.CH.S Sandra - Virgin (Data-Alpha/Mambo/Siegel) FD.CH.S
24) 55 2 To Be With You UK.D.S.DK.IR.N Mr. Big - Atlantic (EMI/CC)	58 42 17 Qui A Le Droit F Patrick Bruel - RCA (14 Production)
25 28 5 Joy Francois Feldman - Phonogram (Marilu)	59 57 7 L'Homme A La Moto Fanny - EMI (Warner Chappell)
26 21 26 Salt-N-Pepa - ffrr (Next Plateau/All Boys)	Je T'Aime Melancolie ED.B Mylene Farmer - Polydor (Requiem) ED.B
227 32 7 I'm Doing Fine Now UK.D.B.JR.GR The Pasadenas - Columbia (Warner Chappell)	6177 3 Covers EP Everything But The Girl - Blanco Y Negro (Various)
28 33 4 Hurz!!! D Hape Kerkeling - Ariola (Marga & Berta/BMG)	62 59 14 ED.B.CH.P East Side Beat - ffrr (Warner Chappell) ED.B.CH.P
29 22 4 It Must Be Love UK:R Madness - Virgin (MAM/Chrysalis)	63 50 13 Diamonds And Pearls F.D.A.S Prince & The New Power Generation - Paisley Park (Warner Chappell)
30 30 4 Thought I'D Died And Gone To Heaven Bryan Adams - A&M (Rondor/Zomba)	Wedding Present - RCA (Hallin)
Come As You Are Nirvana - DGC (Virgin)	Open Strate D.B.NLCH.RDK 055 73 4 Chic - Warner Brothers (Warner Chappell) D.B.NLCH.RDK
32 36 23 Obsession Army Of Lovers - Ton Son Ton (Team Sonet)	66 No. Red Hot Chili Peppers - Warner Music (Copyright Control)
33 47 10 Parce Qu'On Est Jeune F.B Benny B - PLR (Copyright Control) F.B F.B <th>Iaid So Low (Tears Roll Down) UK.D.B.IR Tears For Fears - Fontana (Virgin/Rondor) UK.D.B.IR</th>	Iaid So Low (Tears Roll Down) UK.D.B.IR Tears For Fears - Fontana (Virgin/Rondor) UK.D.B.IR
34 38 6 Finally D.B.NLA.CH.DK Ce Ce Peniston - A&M (PolyGram)	Weirdo Charlatans - Situation Two (Waner Chappell)

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST COUNTRIES CH TITLE - ORIGINAL LABEL (PUBLISHER)	ARTED
69	A La Folie Seydinah - Sound Of Music (Sound Of Music)	В
70 64 2	Make It On My Own Alison Limerick - Arista (BMG)	UK.IR
71 68 2	Stockholm Orup - Metronome (Megaluf)	S
72	Places That Belong To You Barbra Streisand - Columbia (WC/EMI)	UK,IR
73 72 2	Big In Japan Alphaville - WEA (Budde)	B.S.DK.SF
74	Non Amarmi Aleandro Baldi & Francesca Alotta - Ricordi (Ric	ı ordi)
75 53 5	Alive Pearl Jam - Epic (PolyGram)	UK.NL.IR
76 66 4	Way Of The World Tina Turner - Copitol (Empire/Rondor/Goodsingle	F.D.A.CH
77 97 2	Suzette Dany Brilliant - WEA (Musicalement Votre)	F
78 78 4	Krieg Westernhagen - Warner Brothers (More/Kick)	D
79 RE	Get Ready For This 2 Unlimited - PWL (MCA)	E.IR.GR
80 61 4	She Goes Nana The Radios - EMI (Real Lovesongs)	В
81	Portami A Ballare Luca Barbarossa - Columbia (Sony/Persico)	1
82 81 2	Leningrad Kim Larsen - Columbia (Not Listed)	. DK
83 87 3	I'm Walking Fats Dominio - EMI (EMI)	D
84 100	(All I Know) Feels Like Forever Joe Cocker - Capitol (Rondor/EMI)	UK
85 69 4	Un, Deux, Trois Fredericks, Goldman & Jones - Columbia (JRG)	F
86 NE	A Deeper Love Clivillés & Cole - Columbia (Cole/Clivillés/Virgin	UK.IR
87 NE	I Wanna Be A Kennedy U 96 - Polydor (BavarioSonor)	D
88	Rave Generator Toxic Two - PWL Continental (MCA)	UK.IR
89 67 2	Fait Accompli Curve - Anxious (Anxious/Sony/Virgin)	UK.IR
90 10	Human Touch Bruce Springsteen - Columbia (Zomba)	N
91 88 2	Gigolo Hausmylly - EMI (Imudico/EMI Music Scand.)	SF
92 70 9	Pas D'Ami (Comme Toi) Stephan Eicher - Barclay (Electric Unicorn)	F.B
93100 2	Don't Let It Show On Your Face Adeva - Cooltempo (Copyright Control/EMI)	UK
94 -	LoveThy Will Be Done Martika - Columbia (Warner Chappell)	F
95 80 12	Live And Let Die Guns N' Roses - Geffen (MPL Communications)	D,E.S.P
96 -	Change Lisa Stansfield - Arista (Big Life)	F.D.CH
97 1	Only One Woman Ochsenknecht - Metronome (Gibb Bros.)	D.CH
98 RED	Cash City Luc De La Rochelliere - Trema (Trema)	F
99 74 15	Bitterblue Bonnie Tyler - Hansa/Ariola (Hanseatic)	D.A
	Time To Make You Mine Lisa Stansfield - Arista (Big Life)	UK
	am, D \sim Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = eland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = G	eece.
\bigcirc	= FAST MOVERS NEW ENTR'	

MUSIC & MEDIA MARCH 211992

The Eurochart Hot 100 Singles is complied by BPI Communications 8V in cooperation with Buan/Shemra and based on the following national singles soles charts MRB (UK): Bundesverband Quer Phonographischen Wirtschaft/Madia Control/Musikmarkt (West Garmany); Europe 1/Contol Phy/TeleZjours (France); RAI Stereo Due/Musice E Duchi/Mario De Luigi (July); Stichting Nederlandse Top 40 (Holland); SABAM/FPI (Biguum); GLF/(PFI (Sweden); FPI/Jehands; Musikmarkt (West Garmany); Europe 1/Contol Phy/TeleZjours (France); RAI Stereo Due/Musice E Duchi/Mario De Luigi (Phyl); Stichting Nederlandse Top 40 (Holland); AdAM/FPI (Biguum); GLF/(PFI (Sweden); FPI/Jehands; Musikmarkt (Swest) (Phyl); Stichting Nederlandse Top 40 (National); Autorio Top 30 (Austrio); Media Control/Musikmarkt (Swest) (Phyl); Stichting Nederlandse Top 40 (Philond); AdaMark (Philosof); Musikmarkt StillBoord Publications; Neuerol With permission.

American Radio History Com

MARKETING THE MUSIC

Inspiral Carpets

Not every band falls into the "indie-dance" beat trap all that easily. Even though the band originated in Oldham, a small town outside of Manchester, the Inspiral Carpets were never seduced into adopting the fashionable "madchester" beats, apparently not interested in becoming the next pop dance crossover. Unfortunately, UK rock paparazzi found it convenient to file the band under Manchester, and the band has suffered a lot of prejudice as a result.

With the current hit single, Dragging Me Down-number 15 in the UK and number 56 in the Coca-Cola Eurochart Hot 100 Singles-the band has finally overcome their problems. The Pascal Gabriel-produced gem is quite different from your average trendy, pop outfit with dance overtones. That's not to say you can't dance to it. The song recalls the psychedelic days of Pink Floyd when Syd Barrett was still with the band. Clint Boon plays the organ in such a delightful way, it would make grand master Ray Manzarek of the Doors very happy. Leadsinger Tom Hingley is the perfect "Jim Morrissey," a blend of Jim Morrison and former Smiths frontman Morrissey.

Not only the band had to fight hard against all the misunderstanding in the media, but its label Mute as well. Specializing in "difficult" left wing music, there are not many outlets for the band. But according to international marketing manager Joe Black, the company is investigating the possibilities at all times. Says Black, "Although the band has already released two albums in the past [Life (1989) and The Beast Inside (1990)], our campaign for this release was similar to a campaign breaking a new act. For advertising, we effectively targeted the magazines with potential fans of the Inspiral Carpets among their readers, including NME, Melody Maker and [comic periodical] Deadline.

"We also aimed at radio people who were already familiar with the band. They made the A-list for the first time on BBC Radio 1 after becoming "record of the week" on the "Breakfast Show." At concerts, we noticed that the band made a sudden crossover from a typical student audience to the mainstream. We plan to release two more singles before the new album, due in October. By that time, we hope to have their name established."

Mute released the single on four formats with the imprint of the band's own label. Cow. The CD single was issued in a special digipack, and a 12 x 12 inch print of the sleeve was given out with the 12-inch version. Displays of the single sleeve were placed in the foyer of every venue during their UK tour in February and flyers were handed out to all concert visitors.

Outside the UK, the single has been released in the Benelux (Indisc), Finland (Sonet), France (Mute/Sonet), Germany (Intercord), Greece (Virgin), Ireland (Solid), Italy (Ricordi), Portugal (Edisom), Spain (Sanni) and Sweden (Sonet). RT

Billboard SINGLES

		© 1991, Billboard/BPI Communications, Inc.		
TW	LW	Artist/Title For week ending March 21 1992	Label	ECO
(1)	4	VANESSA WILLIAMS/Save The Best For Last	Wing	
2	1	MR. BIG/To Be With You	Atlantic	
3	5	ERIC CLAPTON/Tears In Heaven	Reprise	UK
4	3	MICHAEL JACKSON/Remember The Time	Epic	
5	2	RIGHT SAID FRED/I'm Too Sexy	Charisma	UK
6	7	ATLANTIC STARR/Masterpiece	Reprise	
7	6	SHANICE/I Love Your Smile	Motown	
8	10	AMY GRANT/Good For Me	A&M	
9	11	GENESIS/I Can't Dance	Atlantic	UK
10	14	MINT CONDITION/Breakin' My Heart	Perspective	
U	13	THE KLF FEAT. TAMMY WYNETTE/Justified And Ancient	Arista	UK
12	12	MICHAEL BOLTON/Missing You Now	Columbia	
13	20	MARIAH CAREY/Make It Happen	Columbia	
14	8	TEVIN CAMPBELL/Tell Me What You Want Me To Do	Qwest	
15	15	CELINE DION & PEABO BRYSON/Beauty And The Beast	Epic	
16	16	NKOTB/If You Go Away	Columbia	
17	9	PRINCE AND THE N.P.G./Diamonds And Pearls	Paisley Park	
18	17	BOYZ II MEN/Uhh Ahh	Motown	
19	22	COLOR ME BADD/Thinkin' Back	Giant	
20	19	NIRVANA/Smells Like Teen Spirit	DGC	
21	27	MC BRAINS/Oochie Coochie	Motown	
22	24	PAUL YOUNG/What Becomes Of The Brokenhearted	MCA	UK
23	21	COLOR ME BADD/All 4 Love	Giant	
24	18	G. MICHAEL/E. JOHN/Don't Let The Sun Go Down On Me	Columbia	UK
25	33	RICHARD MARX/Hazard	Capitol	
26	26	RTZ/Until Your Love Comes Back	Giant	
27	30	CECE PENISTON/We Got A Love Thang	A&M	
28	34	KATHY TROCCOLI/Everything Changes	Reunion	
29	NE	BRUCE SPRINGSTEEN/Human Touch/Better Days	Columbia	
30	23	EDDIE MONEY/I'll Get By	Columbia	

Columbia ECO =European Country of Origin

National product is highlighted in red

nering, V

arm & Bright

NORWAY

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

Curtis Stigers - I Wonder Why

(13) Shakespears Sister - Stay
(6) Richard Marx - Hazard
(16) Buffy Sainte-Marie - The Big Ones ...

Bruce Springsteen - Human Touch

Mr.Big - To Be With You Zucchero/Randy Crawford - Diamante

Bel Canto - Shim

Annie Lennox - Why

10. (-) Anja Garbarek - Male Oynone 11. (15) Eric Clapton - Tears In Heaven

(1) Sharice - I Love Your Smile
 (1) Sharice - I Love Your Smile
 (10) Gary Moore - Cold Day In Hell
 (14, (19) Tre Små Kinesere - Bare På Film

15. (-) Deborah Blando - Innocence

f. (3)

(4)

(6) (16)

(-)

(2)

NATIONAL AIRPLAY

UNITED KINGDOM

- Most played records on BBC stations and major independents. I. (1) Pasadenas - I'm Doing Fine
- rasaderas In Dollig rine
 Crowded House Weather With You
 Shanice I Love Your Smile
 Tears For Fears Laid So Low
 Opous III It's A Fine Day
 Michael Bolton Steel Bars

- 6.

- (2) Bryan Adams Thought I'd Died And...
 (9) Curtis Stigers I Wonder Why
 (-) River City People Standing In The...
 (3) Michael Jackson Remember The Time
- 11.(19) U2 One

covering the major stations

- (1) (19) U2 One
 (2) Cemptations My Girl
 (3) Simply Red For Your Babies
 (4) (14) Inspiral Carpets Dragging Mc Dowa
 (5) (17) Rozalla Are You Ready To Fly
 (6) Alison Limerick Make It On My Own
 (15) Martika Coloured Kisses
 (4) Anis Lenory Why
- 18. (-) Annie Lennox - Why

(8) Complices - Verdad Que Seria.
 (1) Mecano - Dalai Lama

(4) Shippy Red - Stats
(5) Wet Wet Wet - Goodnight Girl
(3) Snap - Colour Of Love

(6) 2 Unlimited - Get Ready For This

(17) refores ber suencio - Oración
 (6) (6) Peer J Jam - Alive
 (7, (18) Los Limones - El Canto De La Sirena
 (19) Los Elgàntes - Adios Al Verano
 (9) - Op De Block - Um Million De Besos
 (20) (-) Amistades Peligrosas - Estoy Por Ti

Michael Jackson - Remember The Time Michael Jackson - Remember The Time Danza Invisible - Diez Razones Para., Presuntos Implicados - Llovio El Norte - Nada Te Puedo Dar Heroes Del Silencio - Oracion

(6) 2 Chilinger - Ger Ready For Fins
 (10) Celtas Cortos - 20 De Abril
 (9) Ninos Del Brasil - Sed De Vengan
 10. (11) Nirvana - Smells Like Teen Spirit

(4) Simply Red - Stars

Rozalla - Faith

19. (-) Everything But The Girl - Love Is Strange 20. (-) Charlatans - Weirdo

SPAIN

Most played records on Cuarenta Principales

FRANCE AM Most played records on AM stations. Compiled by

- Media Control/Strasbourg.
- 1. (3) Etienne Daho Saudade
 - (-) (2) (4)
 - Ten Sharp You Fredericks, Goldman, Jones 1, 2, 3 Alain Bashung Osez Josephine Michael Bolton When A Man Loves...
 - (-)
- Nilda Fernandez Mes Yeux Dans Ton
- (11) Roch Voisine La Promesse
 (12) Johnny Hallyday Dans Un An, Un Jour
 (6) Mylene Farmer Je T'Aime Melancolie
 (1) Art Mengo Gino
- 11. (8) Jil Capian As Tu Deja Oublie
- Les Negresse Vertes Familié Heureuse Francois Feldman Joy 13. (9)
- 14. (-) Annie Lennox - Cry
- 15.(13) Dany Brillant S

(1) Ten Sharp - You
 (4) Shanice - I Love Your Smile

(6) Genesis - I Can't Dance
(3) Michael Jackson - Remember The Time
(16) Curtis Stigers - I Wonder Why

(8) G.Michael/E. John - Don't Let The Sun...

G. Charlenge J. Solar Lett The Sur Sol

(-) Kichard Marx - Hazard
 (1) Korthy Python - Always Look On The...
 (1) Zucchero/Randy Crawford - Diamante
 (4. (-) Texas - Alone With You
 (20) Bryan Adams - I Do It For You
 (-) Hanne Boel - No Love At All

(c) Parameter (or 100 percent) and 100 percent and 17. (17) Ochsenknecht - Only One Woman
 (c) Beautiful South - Old Red Eyes Is Back
 (13) Smokey Robinson - Double Good Everything
 (7) Michael Jackson - Black Or White

Richard Marx - Hazard

(2) Simply Red - Stars

6.

11. (-)

- (13) Dany Britlant Suzette
 (14) Thierry Hazard Les Temps Sont Durs
 (15) Genesis I Can't Dance
 (16) Au P'tit Bonheur J Veux Du Soleil
 (19) (15) Marc Lavoine L Amour Ne 30 Seconds
- 20. (-) G.Michael/E.John Don't Let The Sun ...

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

FRANCE FM

- Most played records on FM stations. Compiled by Media Control/Strasbourg.
- 1. (1) Ten Sharp You
 - Simply Red Stars Michael Jackson Remember The Time Cher Love And Understanding (4)
 - (9) (3)
- (10) Garland Jeffreys Hail Hail R&R
- (15) Prince/The N.P.G. Diamonds & Pearls
 (5) G.Michael/E.John Don't Let The Sun
 (13) Jean LeLoup 1990
 (14) Michael Bolton When A Man Loves...
- 11.(11) Bryan Adams Can't Stop This Thing ..

12. (19) Genesis - 1 Can't Dance
13. (6) Marc Cohn - Walking In Memphis
14. (7) Lisa Stansfield - Change

- 15 (-) Shanice - I Love Your Smile
- 16. (8) Salt-N-Pepa Let's Talk About Sex
- Inconnus C'Est Toi Que Je
 Stephan Eicher Pas D'Ami
- 19. (-) KLF/T.Wynette Justified & Ancient
 20.(17) Martika Love...Thy Will Be Done

FINLAND

Most played records on private radios as compiled by

Ron onarp - You Popeda - Kersantti Karohina Tuula Amberla - Korppi Puolikuu - Viimeiset Viisi Kilometriä Hausmylly - Gigolo

Simply Red - Stars Michael Jackson - Remember The Time

Vilperin Perikunta - Tervetuloa Länteen

V tyyli

Ressu Redford - Laulassa O Helppo. (4) Kessa Kenoro - Ladiassa o Heippo.
 (8) Kurre - Jäit Sateen Taa
 (13) Mikko Kuustonen - Tunnen Taman Ikavan

(1) Anna Hanski - Jos Et Så Sona Ten Sharp - You

(6) Queen - The Shjow Must Go On

Veikko Lavi - Ota Löysin Rant

11. (10) Marstio - Muisto Vain Jää12. (7) Benny Törnroos - Käy Muumilaaksoon

14. (12) Right Said Fred - Don't Talk Just Kiss 15. (11) O.M.D. - Call My Name

Matti Nykänen

Genesis - I Can't Dance

Discopre

(9)

(3)

(5) (5) (-) (19)

(2)

9. (-) 10. (-)

16. (-) 17. (-)

18. (4)

SWEDEN

(a) Deboran Dando - Innochec Michael Jackson - Remember The Time
 (b) U2 - One
 (c) U2 - One
 (c) U2 - One
 (c) U2 - One
 (c) U2 - One

19. (-) Little Village - Solar Sex Panel 20. (11) Anja Garbarek - Vil Du Vaere Med

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

- 1. (1) Orup Stockholm 2. (4) Ten Sharp You
- Michael Jackson Remember The Time (2)
- (7) Curtis Stigers I Wonder Why
 (6) Webstrama Moin På Marken
 (12) Des'ree Feel So High
- Cecilia Ray Love Gives No Guarantee Izabella Shame Shame (3)
- (1) Sharice I Love Your Smile
 (3) Sharice I Love Your Smile
 (0) (8) Anders Glenmark Mare Mare
 (11) Beagle The Things That We Sa
 (12) (17) Mr.Big To Be With You
 - hat We Say
- Church Of Your Hear
- (-) Roxette Church Of Your Heart
 (-) Kathy Troccoli Everything Changes
 (14) Rob N' Raz DLC Clubhopping
 (18) Gary Moore Cold Day In Hell
- 17. (9) KLF Justified And Ancient
- 18.(20) Martika Coloured Kisses
- Lova Att Du Väntar
- 20. (-) Deborah Blando Innocence

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3.

6. (7)

11, (-)

12.(13)

13.(14) 14.(15)

15.(17)

17.(17) Garland Jeffreys - Hail Hail R&R
18. (-) O.M.D. - Call My Name Des'ree - Feel So High 20.(18) Richard Marx - Hazard

GERMANY

Right Said Fred - Don't Talk Just Kiss

Pasadenas - Fm Doing Fine Now Curtis Stigers - I Wonder Why Münchener Freiheit - Liebe Auf Den..

Kylie Minogue - Give Me Just A ... G.Michael/E.John - Don't Let The Sun... Roxette - Church Of Your Heart

Münchener Freiheit - Liebe / Army Of Lovers - Obsession

Mr.Big - To Be With You

(a) Genesis - I Cari Donr Tuk Vot Tuk Yot Tuk Yot

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

(1) Shanice - I Love Your Smile

Simply Red - Stars

(7)

(5)

8. (14) 9. (13) 10. (4)

11. (-)

12 (6) 13 (12)

14. (-)

15. (-)

16.(16)

3.

11, (5)

12. (-)

15. (-) 14. (8) 15. (-)

16. (1)

20. (-)

13.

HOLLAND

Hape

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

 - (-) U2 One
 (-) Nancy Works On Payday Legendary Liar
 - (7) Michael Jackson - Remember The Time
 - Bryan Adams Thought I'd Died And... Pater Moeskroen Hela Hola Tears For Fears Laid So Low (-) (3)
- (9) 6.
- 8. (10)
- (13) Patrick Bruel Casser La Voix
 (10) Ce Ce Peniston Finally
 (-) John Mellencamp Love & Happiness
 (4) Curtis Stigers I Wonder Why
 (5) Certi Becher Changland 10. (4) Garth Brooks - Shameless

Kowwen nezze - besici yiar
 (14) Wet Wet Wet - Goodnight Girl
 (-) Massive Attack - Be Thankful
 (-) Vader Abraham - Vandaag Zal Heel ...

Right Said Fred - Don't Talk Just Kiss

Right Said Fred - Don't Talk Just Kiss Del Tha Funkee Homosapien - Mistadobalina Genesis - I Can't Dance Gavin Friday - I Want To Live Temptations - The Jones Rowwen Hezze - Bestel Mar



EUROPEAN TOP 100 ALBUMS

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stemra

THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST COUNTRIES CHARTED TITLE - ORIGINAL LABEL	
	2	16	Genesis UK.F.D.B.NLE.A.CH.S.R.DK.N.SF.GR.IR We Can't Dance - Virgin	(
2	j,	17	Queen UK.D.B.NLE.A.CH.S.RDK.I.N.SF.GR.IR Greatest Hits II - Parlophone ▲4	(
3	-		Nirvana Nevermind - DGC •	
4		21	Simply Red UK.F.D.B.NLE.A.CH.S.P.DK.I.N.SF.GR.IR	(
5	5	14	Michael Jackson Dangerous - Epic ▲3	(
6			U2 Achtung Baby - Island	(
7			Queen UK.D.B.NLA.CH.S.P.DK.SE.GR.IR Queen Greatest Hits - EMI ▲5	
8	И	1	Tears For Fears Tears Roll Down (Greatest Hits 82-92) - Fontana	
9	8	21	Prince & The New Power Generation Diamonds And Pearls - Paisley Park	
10	23	2	Madness Divine Madness - Virgin	
11	10	21	Tina Turner Simply The Best - Capitol ▲2	
6		23	Guns N' Percer UK.ED.B.NLEA.CH.S.PDK.SEGR.IR	
13	12	22	Bryan Adams UK.ED.NLE.CH.S.P.I.GR.IR Waking Up The Neighbours - A&M ▲2	(
14	9	15	Lisa Stansfield UK.F.D.B.NLA.CH.S.DK.SF Real Love - Arista	
15	13	16	Enya Shepherd Moons - WEA ▲	(
16	11	8	Ten Sharp Under The Waterline - Columbia	
17	17	6	Wet Wet Wet UK.D.B.NLA.CH.GR.R High On The Happy Side - Precious	(
18	16	5	Snap D.B.NLA.CH.S.DK.SF.GR The Madman's Return - Logic/Ariola	
19	20	23	Guns N' Roses Use Your Illusion I - Geffen ▲	(
20	19	4	Pearl Jam Ten - Epic	(
21	21	24	Dire Straits On Every Street - Vertigo ▲2	(
22	15	8	Lou Reed F.D.B.NLE.A.CH.S.P.DK.GR Magic And Loss - Sire	(
23	22	3	Shakespears Sister Hormonally Yours - London	(
24	61	3	Sandra D.B.NLCH.S.DK.N Close To Seven - Virgin	
25	56	3	Shanice D.NL.C.H.S.DK.N Inner Child - Motown	
26	18	3	James UK.CH.S Seven - Fontana	
27	26	50	R.E.M. UK.E.D.E.CH.DK.GR.IR Out Of Time - Warner Brothers ▲3	(
28	24	10	Army Of Lovers D.B.A.CH.DK.GR Massive Luxury Overdose - Ton Son Ton	
29	30	20	Soundtrack - The Commitments UK.D.CH.S.DK.SEIR The Commitments - MCA	(
30	46	2	Pasadenas uk Yours Sincerely - Columbia	
31	25	14	Bonnie Tyler Bitterblue - Hansa	
32	27	13	Jean-Philippe Audin & Diego Modena	(
60		~	Curtis Stigers UK.NLS.DK.IR Curtis Stigers - Arista	(
34	37	3	Little Village UK.NL.CH.S.DK.N.IR Little Village - Reprise	

-	_	_		÷
THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST COUNTRIES CHARTED TITLE - ORIGINAL LABEL	
35)39	4	Hanne Boel S.DK.N My Kindred Spirit - Medley	
36	36	14	Patrick Bruel ENL Si Ce Soir - RCA	
37	35	8	Mylene Farmer EB L'Autre - Polydor ● EB	
38) 🖻	•	Gary Moore D.NLN After Hours - Virgin	
39)40	4	Elvis Presley UK.IR From The Heart - His Greatest Love Songs - RCA	
40) N	•	Luca Barbarossa Cuore D'Acciaio - Columbia	
41	42	10	Alejandro Sanz Viviendo Deprisa - Warner Music Spain	
42	29	19	Salt-N-Pepa D.B.NLA.CH.DK The Greatest Hits - Next Plateau	
43	28	47	Roxette D.CH Joyride - EMI ▲3	
44	38	7	Münchener Freiheit D.A.DK Liebe Auf Den Ersten Blick - Columbia	
45	34	20	Joe Cocker D.E.CH Night Calls - Capitol	
46	41	35	Stephan Ficher EB.CH	Ī
47	48	3	Randy Crawford NLCH.S.P.DK.N Through The Eyes Of Love - Warner Brothers	
48	32	40	Seal UK.R	1
49) 50	2	Nirvana UK.D.SF.IR Bleach - Tupelo/Sub Pop	ŀ
50	47	4	William Sheller FB En Solitaire - Philips FB	
51		•	Frankie Valli & The Four Seasons The Very Best Of - PolyGram TV	
52	33	9	Luca Carboni Carboni - RCA	(
53	74	2	Natalie Cole Unforgettable - With Love - Elektra	(
54	N	•	Paolo Vallesi La Forza Della Vita - Sugar	(
55	52	43	Michael Bolton Time, Love & Tenderness - Columbia	
56	54	4	MSG D.CH.S.SF	
57	78	2	Red Hot Chili Peppers D.B.NLA.CH.S.DK.IR BloodSugarSexMagik - Warner Brothers	(
58	57	10	Johnny Hallyday Ça Ne Change Pas Un Homme - Philips/Phonogram	(
59	59	22	Eva Dahlgren S.SF En Blekt Blondins Hjärta - Record Station	(
-			Pet Shop Boys UK.D.E.S.SEGR Discography - EMI ▲	(
61	62		Luz Casal E A Contra Luz - Hispavox	
62	43	6	Fiorella Mannoia	
63	71	6	KLF UK NL.S.DK.SF.IR The White Room - KLF Communications	
64	58	36	Cher UK.D.A.DK.GR Love Hurts - Geffen ▲	(
65		_	Roch Voisine F.B Double - GM/Ariola ▲	
66	81	14	Simon & Garfunkel UK.S.SEJR The Definitive Simon & Garfunkel - Columbia	(
		-	Mariah Carey Emotions - Columbia	
68	N	•	2 Unlimited UK.NLIR Get Ready - PWL Continental	

THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST COUNTRIES C TITLE - ORIGINAL LABEL	CHARTED
69	49	13	Erste Allgemeine Verunsicherung Watumba - EMI	D.A
70	_		Peter Maffay 38317 - Teldec	D
71	55	23	Antonello Venditti Benvenuti In Paradiso - <i>Ricordi</i>	ŀ
72		•	Mia Martini Lacrime - Fonit Cetra	ţ
73	53	25	Paul Young From Time To Time - The Singles Collection - Colu	NL.S.DK.SF Jmbia ▲
74			Beverley Craven Beverley Craven - Epic •	UK
75	68	12	Queen Innuendo - EMI ▲2	JK.D.A.CH.P
76			Presuntos Implicados Ser De Agua - WEA	,E
77	72	2	Soundtrack - Dirty Dancing Dirty Dancing - RCA	F
78	69	6	Soundtrack - Until The End Of The Wo Until The End Of The World - Warner Brothers	orld I.GR
79	77	6	Les Inconnus Boulversifiant - Lederman	F
80	67	4	Yngwie Malmsteen Fire & Ice - Elektra	CH.S.DK.SF
81	80	58	Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia A	F
82	84	4	Anna Hanski Jos Et Sä Soita - Ensio Music	SF
83	75	3	Placido Domingo Por Fin Juntos - Hispavox	E
84	82	28	Metallica Metallica - Vertigo	D.DK.GR
85	86	13	Renaud Marchand De Cailloux - Virgin	F
86	87	34	Gipsy Kings Este Mundo - Columbia ▲	D.CH.P
87	-	_	Fury In The Slaughterhouse	D
88	N	•	Kim Larsen Wisdom Is Sexy - Columbia	DK
89	90	18	Francis Cabrel D'Un Ombre A L'Autre - Columbia	Γ F
90	83	8	Die Prinzen Das Leben Ist Grausam - Hansa	D.CH
91	R	•	Tom Petty & The Heartbreakers Into The Great Wide Open - MCA ●	D.IR
92	N	•	Brand New Heavies Brand New Heavies - Acid Jazz	UK
93	N	•	Genesis Turn It On Again '81 - '83 - Vertigo	D.B NL.DK
94	R	•	Resistencia Palavras Ao Vento - Ariola	Р
95	93	37	Extreme Extreme II Pornografiti - A&M	UK.D
96	95	2	Francois Feldman Magic' Boul'vard - Philips	F
97	97	2	Garland Jeffreys Don't Call Me Buckwheat - RCA	D.GR
98	R	•	Crowded House Woodface - Capitol	UK.NL
99	98		Patent Ochsner Schlachtplatte - Zytglogge	СН
100	NE	•	De Kreuners Knagend Vuur - EM!	В
			om, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, N eland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR =	Greece.
() :	= FAST MOVERS NE = NEW ENTI	۲Y

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• recognition of pan-European sales of 500.000 units A recognition of sales of 1 million units, with multi-million sellers indicated by a numeral following the symbol.

OFF THE RECORD

PEOPLE ON THE MOVE: MCA International marketing director **Chris Griffin** is joining **PolyGram International** as director/catalogue marketing, reporting to senior VP/pop marketing **David Munns. Off The Record** hears PolyGram is also looking to fill an international frontline job.

PARTING OF THE WAYS: The **Gipsy Kings**, one of the most successful French acts on the international market, are rumoured to have split with their producer **Claude Martinez**. **OTR** hears the decision was taken in January when the band failed to perform at **MIDEM** because one member went skiing.

WORLD MUSIC AWARDS '92: This year's **1992 World Music Awards** will be staged at the Monte Carlo Sporting Club on May 14. The international music awards show will be transmitted via satellite to over 500 million viewers in over 60 countries. The results are based on year-end record sales, and the names of the best-selling artists are sent in by national recording industry associations and specialized music magazines in each country.

WARC FACTOR: After extended sessions and heated debates, 1.500 representatives of the 166 **International Telecommunications Union** (ITU) members/countries at the **World Administrative Radio Conference** (WARC) came to an agreement March 2, recognizing the L-band worldwide, except for the US and the former Soviet states, for the distribution of satellite/terrestrial digital audio broadcasting (DAB) frequencies. Most countries accepted the L-band (1.452-1.492 MHz), while the US opted for the S-band (2.310-2.360 MHz).

Deal

(continued from page 1)

(53.2 times operating income) for **Island**, and US\$460 million, or 2.1 times revenue (80.3 times operating income) for **A&M Records**.

Thorn EMI will finance the deal with a one-for-four rights issue at 650p that will raise £516 million.

"It was good price for Thorn," says one insider. "The company did a lot of work putting the two businesses together and taking out the overheads in order to work out a price. The numbers stack up very well.

"The important thing is Thorn has proved that by building up their own music business, they do know what they're doing. And people feel 'Okay, it's a big sum of money, but it is right in the area that they know best."

The company appears ripe with opportunities for integration. For the fiscal year that ended July 31, 1991, Virgin Music had a pretax operating income of £21.1 million on turnover of £330.1 million. Thorn EMI expects to increase profits threefold in the first full year. In manufacturing and distribution alone, the company estimates it can save about £20 million over the next two years. Other areas for savings: sales and marketing, music publishing and artist cutbacks.

UBS Phillips & Drew leisure analyst Paul Heath compares those potential savings with the company's purchase of Chrysalis Records. "Chrysalis was losing substantial amounts of money in the States," he says, "but at the same time Thorn EMI were making profits because they were getting the manufacturing and distribution benefits. They claim they have never lost money [on the deal]. Upon taking control of Chrysalis, there were even more immediate benefits. I think the same rules apply to Virgin."

And, as it did when it closed Chrysalis' offices in Germany and France, Thorn EMI will probably move quickly to implement its cuts. Says Heath, "They certainly have to move pretty fast because, from a historic [pre-tax operating income] of £21 million or so, they've got to get up to around £60 million this year and more like £84 million the year after. There's a substantial amount [of cuts] coming, excluding the manufacturing and publishing side. Substantial gains have to come through, which they believe are there.

On the music publishing side, Heath estimates Thorn EMI could earn an additional £6 million. "I think integration on the music publishing side is quite significant," he says. "In recent acquisitions the company has doubled margins. So you're seeing £5 million of profits moving to about £11 million, largely by cutting a lot of offices. worldwide. I think they're talking in terms of 25 offices that would be integrated with the existing EMI base."

Heath also expects artist roster cutbacks. "There's a fair amount of [unprofitable] acts which they can probably be fairly judicious about letting go," he says.

Will all the cuts kill the Virgin spirit? Says one insider, "I don't think so because [Ken] Berry and [Simon] Draper are joining, and had a big say in who to sell to. Thorn know they don't want to destroy what they paid a lot of money for."

The Virgin deal is the latest in a two-year, US\$1.5 billion spending spree on music business assets that began in June 1989. UB\$ Phillips & Drew's Heath does not see more major deals in the near-term. "I would hope that

Virgin MDs

(continued from page 1)

turnover, with Europe good for 44% and the US 27%. Virgin UK's album market share is 6.7% and EMI's 15%.

Virgin UK MD **Paul Conroy** is expecting a tie-up of "backroom" services. "It's bound to happen. But two front-line companies will remain. At this stage we are looking at everything."

Virgin's most successful companies on the Continent are in France and Germany and are run by Fabrice Nataf (reporting to Virgin Group president Patrick Zelnik) and Udo Lange, respectively.

Virgin France, which employs 116 people, grossed Ffr489 million (app. US\$87 million) in 1991 and has a market share of 8-9%. Its publishing division grossed Ffr48 million last year and has been very active in the development of domestic repertoire, including Mano Negra, Julien Clerc, Rita Mitsouko and Renaud. It distributes UK indies such as Beggars Banquet, Rough Trade and 4AD. It has also launched the new label Delabel, which represents Virgin imprints Circa, Ten and Cardiac.

Like its UK counterpart, the company has expanded into other areas of entertainment. Under the leadership of Zelnik, it is now also active in retail, distribution, video/film production and computer software.

Says Zelnik, "Okay, the biggest indie is no longer independent. But it is the artists and

Independence

(continued from page 1)

works of **Pet Shop Boys, Tears For Fears** and **Fine Young Cannibals**.

EMI Music president/CEO Jim Fifield emphasised that the deal does in no way threatens Virgin's independence. "We would hope that Virgin's marching orders could be altered slightly. As part of the EMI family, they'll

Allied

(continued from page 1)

Gahan would not disclose how much Goldsmith might pay.

Atlantic 252 reportedly has lost about £3 million (app. US\$5.3 million) since its launch three years ago. Station manager **Travis Baxter** says, "We will break-even this year and see a profit next year."

they would home-grow their business from here on because I think there's a limit to the amount that you want to see with regard ⁶ to huge goodwill write-offs from acquisitions," he says. "The logic of the game is not to keep buying everyone else's expertise, but to develop a consistency of your own so that you become the big engine in the marketplace that is attracting all the big artists."

Amorican Padio History Com

by Steve Wonsiewicz.

the people working within the company that create the image. If that stays, the identity stays as well. Has **Geffen** lost its image after **MCA** bought it? Virgin France exists and will continueto. And the best guarantee [for that] is the high price paid by EMI."

In Germany, Lange manages a company of 76 employees and also oversees the exploitation of Virgin product in Switzerland and Austria (Virgin is licensed to BMG Ariola in both markets). Last year, the Munich-based company produced mainland Europe's most successful crossover act significant Enigma. Other domestic productions include Sandra, Toten Hosen and Nicki. With a 7.8% album market share, the company's 1991 turnover was DM180 million (app. US\$108 million), up 20% from the previous year-its best results ever. Currently, Virgin is distributed by BMG Ariola; that deal will expire on July 1, 1993.

Comments Lange, "I don't expect any [significant] changes. We're doing very well and the company will be as independent as ever."

Anders Hjelmtorp oversees Virgin in Scandfnavia, where the label is distributed by Warner Music (Sweden, Norway), GDC (Denmark) and Sonet (Finland). The company employs about 37 people, and its two most successful local acts are Sanne and Isabella. Says Hjelmtorp, "We have a very good relationship with EMI. They helped us out when [former distribution compa-

have a more focused presence and be able to stay with acts longer. Hopefully, they will be able to spend more money on an individual act than trying to spend the same amount over several acts."

VMG CEO Ken Berry will begin reporting to Fifield and will be tied to the company, along with VMG chairman Simon Draper, for at least four years. All Virgin companies within VMG will report to Berry, who says, "We will be helped by some of the administration and organisational skills of EMI which, frankly, Virgin lacks."

Branson has been installed as lifetime president of Virgin. He says, "It's great that a British company will be right back on top of the world in this field again." ny] **Elektra** went bankrupt. I'm optimistic about it; it will be good for both parties."

Meanwhile, the EMI camp is jubilant. EMI Music continental European operations MD Alexis Rotelli expects a merger of backroom services as unavoidable, but sees Virgin as a complement to EMI. "They're such a creative bunch of people. For that reason alone it will be our determination to have Virgin stay as independent as possible."

EMI Music regional MD GSA Helmut Fest points to Virgin's strong artist roster. "Jim Fifield has more than fulfilled his promise to lead EMI to a top 3 position worldwide," he says. "I'm looking forward to working with Lange and his team, although it will be a gradual process and existing [distribution] contracts do not expire until 1993." The German EMI Electrola company has a market share of close to 15%.

EMI France president Gilbert Ohayon thinks the two companies combined will yield a market share of over 21% in France, moving it from fourth to second behind PolyGram. "It will create a new balance of power in the market. Virgin has been doing very well in France and will bring us better profitability. The French situation is a little bit different from the other countries, as we already physically distribute their catalogue. Instead of being a client, they become a sister company.

by Machgiel Bakker, Emmanuel Legrand and David Stansfield.

Merino

(continued from page 1)

rently has 63 full-time stations; 57 more link up during the afternoons.

The former medical student describes Revert's radio consultancy enterprise as "novel and pioneering," but suggests that he should target an entirely different market and programming scheme with his first client **COPE FM**. "If he plans to confront Los 40 head on, he'll find it tough," Merino declares. "Los 40 has won over its audience with a great deal of time and effort."

EMI/Virgin At A Glance

	Album	Share		
Territory	Virgin	EMI	Distribution	Employees
UK	6.7	15.0	PolyGram	70
France	14.0	6.8	EMI	116
Germany	6.5	15.0	BMG	76
Italy	6.8	11.8	EMI	22
Spain	3.7	17.0	Sony	22
Benelux	4.1	9.0*	BMG	32
Sweden	8.0	21.0	Warner	20
Norway	5.0	14.0	Warner	10
Denmark	6.5	15.0	GDC	7
Greece	5.5	26.0	EMI	13
Ireland	n/a	n/a	PolyGram	2

Licenced by BMG in Switzerland, Austria; distributed by Sonet (Finland), Edisom (Portugal), *Dutch figures only. n/a = not available





EHR TOP 40

				4				
TW	LW	WOO	C Artist/Title	Label	Total	А	В	Add
1	1	6	MICHAEL JACKSON/Remember The Tim	e (Epic)	59	54	5	1
2	2	14	SHANICE WILSON/I Love Your Smile	(Motown)	54	41	13	2
3	3	9	GENESIS/I Can't Dance +	(Virgin)	50	36	14	1
4	5	5	SIMPLY RED/For Your Babies	(east west)	45	36	9	2
5	6	6	CURTIS STIGERS/I Wonder Why	(Arista)	43	37	6	2
6	4	8	WET WET WET/Goodnight Girl (Pr	recious/Phonogram)	44	28	16	1
7	7	4	TEARS FOR FEARS/Laid So LowTears F	Roll Down (Fontana)	36	23	13	3
8	9	7	PASADENAS/I'm Doing Fine Now	(Columbia)	40	31	9	2
9	12	2	BRYAN ADAMS/Thought I'd Died And G	Gone (A&M)	37	21	16	,2
10	10	13	G. MICHAEL/E. JOHN/Don't Let The Su	n Go Down (Epic)	32	27	5	0
-11	11	6	KYLIE MINOGUE/Give Me Just A Little A	Nore Time (PWL)	30	17	13	0
12	8	12	KLF/Justified & Ancient (K	LF Communications)	32	23	9	0
13	14	3	MR. BIG/To Be With You	(Atlantic)	27	20	7	2
14	22	4	SHAKESPEARS SISTER/Stay	(London)	27	20	7	3
15	17	5	AMY GRANT/Good For Me	(A&M)	26	14	12	1
16	16	9	RIGHT SAID FRED/JOCELYN BROWN/Dor	n't Talk Just Kiss (Tug)	24	19	5	0
17	25	8	CE CE PENISTON/We Got A Love Thang	(A&M)	22	15	7	' 1
18	18	3	TINA TURNER/Love Thing	(Capitol)	25	13	12	2
19	19	3	GARY MOORE/Cold Day In Hell	(Virgin)	23	15	8'	2
20	31	2	U2/One	(Island)	20	14	6	6
21	39	2	ROZALLA/Are You Ready	(Pulse 8)	21	10	11	3
22	23	3	CHIC/Ghic Mystique	(Warner Brothers)	25	11	14	2
23	21	7	TEN SHARP/You	(Columbia)	24	17	7	0
24	24	6	DES'REE/Feel So High	(Sony Soho Square)	22	16	6	1
25	15	5	MICHAEL BOLTON/Steel Bars	(Columbia)	23	17	6	2
26	29	3	2 UNLIMITED/Twilight Zone	(PWL Continental)	22	14	8	1
27	13	14	SIMPLY RED/Stars	(east west)	20	14	6	0
28	NE		ANNIE LENNOX/Why	(RCA)	15	10	5	8
29	20	12	PRINCE /Diamonds And Pearls	(Paisley Park)	17	10	7	0
30	NE		RICHARD MARX/Hazard	(Capitol)	20	8	12	4
31	33	2	ERIC CLAPTON/Tears In Heaven	(Reprise)	18	10	8	1
32	27	6	CE CE PENISTON/Finally	(A&M)	18	13	5	0
33	NE		LISA STANSFIELD/Time To Make You Mi	ne (Arista)	15	9	6	2
34	NE		ALISON LIMERICK/Make It On My Own	n (Arista)	16	11	5	5
35	35	11	KYM SIMS/Too Blind	(Atco)	16	6	10	0
36	N		TEMPTATIONS/My Girl	(Epic)	19	12	7	3
37	37	7	NIRVANA/Smells Like Teen Spirit	(DGC)	14	8	6	1
38	36	2	PM DAWN/Reality Used To Be A Friend Of	Mine (Gee Street)	16	7	9	0
39	40	2	MARTIKA/Coloured Kisses	(Columbia)	18	8	10	2
40	28	12	SALT-N-PEPA/You Showed Me	(ffrr)	17	9	8	0
The	EHR Top	0 40 ch	art is based on a weighted-scoring system. Songs score points by achi	eving airplay at M&M's EHR reporting stat	ions. Unlike M&A	N's Europe	an Airplay To	p 50, which

these stations target 12.34 year-old listeners with contemporary music fullying another series of the stations is a station of the station of

CHARTBOUND RECORDS

JAMES/Born Of Frustration (Fontana)	10
IAN MCCULLOCH/Lover Lover Lover (east west)	10
RIVER CITY PEOPLE/Standing In The Need(EMI)	13
BEAUTIFUL SOUTH/Old Red Eyes Is (Go!Discs)	13
ROXETTE /Church Of Your Heart* (EMI)	14
CROWDED HOUSE /Weather With You (Capitol)	1.
DNA/Can You Handle It (EMI)	1.
JULIA FORDHAM/Mysterious Ways (Circa)	1.
SNAP /Colour Of Love (Logic/Ariola)	14
OPUS III/It's A Fine Day (PWL)	1;
TONY HADLEY/Lost In Your Love (EMI)	13
SANDRA/Don't Be Aggressive (Virgin)	1:
DIRE STRAITS/On Every Street (Vertigo)	11
ROBERT PALMER /Every Kind Of People (Island)	1:
ZOE/Holy Days (Polydor)	1:
The SUB "shouthound" shout lists the total number of SUB separating stati	0.04

6/1 VANESSA WILLIAMS/Save The Best* (Polydor) 11/5 6/1 **M PEOPLE**/Colour My Life* (Deconstruction) 11/4 5/3 MADNESS/It Must Be Love* (Virgin) 11/2 5/0 BRAND NEW HEAVIES/Dream... (Acid Jazz) 11/0
 4/7
 BUFFY SAINT MARIE/The Big Ones... (Chrysalis)
 11/0

 4/3
 KLF/America...*
 (KLF Commnications)
 10/3
 4/3 **KLF**/America...* 4/1 . PAUL YOUNG/I'm Only Fooling Myself (Columbia) 10/3 4/1 SEAL/Violet* (ZTT/WEA) 10/2 4/0 EVERYTHING B.T. GIRL/Love ... * (Blanco y Negro) 10/0 3/1 JULIAN LENNON/Help Yourself (Virgin) 10/0 2/2 LITTLE VILLAGE/Solar Sex Panel* (Reprise) 9/5 2/2 GUNS N' ROSES/November Rain* (Geffen) 9/4 2/1 ROY ORBISON/I Drove All Night* (MCA) 9/2 2/1 WENDY MAHARRY/How Do I Get ... * (A&M) 9/1 2/0 MASSIVE ATTACK/Hymn ... * (Wild Bunch/Circa) 9/1

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 40. The secand number represents how many statians reported it to M&M for the first time. Songs which have received no new airplay for two consecutive weeks will be delet fram this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

Shakespears Stay Scattered

Welcome to the revamped EHR page. As from this week, we are introducing a new feature called Top Recurrents. This section lists records that have fallen off the EHR top 40 chart but are still receiving significant airplay. Meanwhile, EHR Top New-comers has been renamed New

comers has been renamed New Top 20 Contenders, to give a better reflection of its contents. I Thought I'd Died And Gone To Heaven, Bryan Adams' fourth hit single on EHR, is moving into the top 10 this week backed by substantial airplay in the UK, Benelux and Denmark. Another big move for **London** signed duo **Shake-spears Sister**, who score their first hit single on EHR with the ballad Stay, admittedly not one of the easiest tracks for EHR programming. It took some time or the easiest tracks for LTIK programming. It took some time for the single to take flight, but kicked off by a solid base in the UK, the single now receives airplay across the continent although one particular market does actuat stand out

the debut track *Finally* is showing a slight downfall-but still scoring well in Germany and the Benelux-We Got A *Love Thang* is now shooting up the EHR chart from 25 to 17

USIC

the EHR chart from 25 to 17 with its best airplay scores in the UK, Italy, Sweden and Denmark. *Everybody's Free (To Feel) Good)* has paved the way for **Rozalla**'s third single Are You *Ready* to quickly establish itself on EHR. Already in its third week, the track jumps to number 21. Best markets include the UK 21. Best markets include the UK and Benelux. It looks like **RCA** released the

It looks like **RCA** released the right single from **Annie Lennox**'s forthcoming album Diva. It enters straight in at number 28 without parking first in the Chartbound section. Although the UK is leading the way-where the single got promoted to radio at least three weeks hefore its commercial weeks before its commercial release date-other markets are slowly pouring in (especially Italy, following Lennox's perfor-mance at San Remo) and we expect the single to go big on EHR.

does not yet stand out. **Ce Ce Peniston** is enjoying two hit singles on EHR. While

MOST ADDED

ANNIE LENNOX/Why	(RCA)	8
LIGHTNING SEEDS/The Life Of Riley	(Virgin)	7
ROXETTE/Church Of Your Heart	(EMI)	7
WET WET WET/More Than Love		7
U2 /One	(Island)	6
Most added are those songs which received the highest number of week. In the case of a tie, songs are listed alphabetically by artist.	f playlist additions du	ring the

"A" ROTATION LEADERS

A ROMATON LEADERO		
MICHAEL JACKSON/Remember The Time	(Epic)	54
SHANICE WILSON /I Love Your Smile	(Motown)	41
CURTIS STIGERS/I Wonder Why	(Arista)	37
GENESIS/I Can't Dance	(Virgin)	36
SIMPLY RED/For Your Babies	(east west)	36
The "A" Rotation Leaders are those songs which have the highest numb in "A" or heavy rotation during the week. Rotation definitions are set by the case of a tie, songs are listed alphabetically by artist.	er of stations playir y the individual stat	ng them tions. In

"A" ROTATION PERFORMANCE

	6	A	/0
MADNESS/It Must Be Love	(Virgin	1) 81	1
ROXETTE/Church Of Your Heart	(EM	1) 78	3
OPUS III /It's A Fine Day	(PWI	L) 76	5
MICHAEL BOLTON/Steel Bars	(Columbic	a) 73	3
DES'REE/Feel So High	(Sony Soho Square) 72	2
CE CE PENISTON/Finally	(A&M	1) 72	2
BUFFY SAINT MARIE/The Big Ones	Get Away (Chrysalis	5) 72	2

"A" Rotation Performance is a listing of those records that have achieved the best A r penetration. Records listed are those outside the EHK top 20 and with a total number of rej statians of al test 10. Songs tied are listed alphobetically.

TOP RECURRENTS

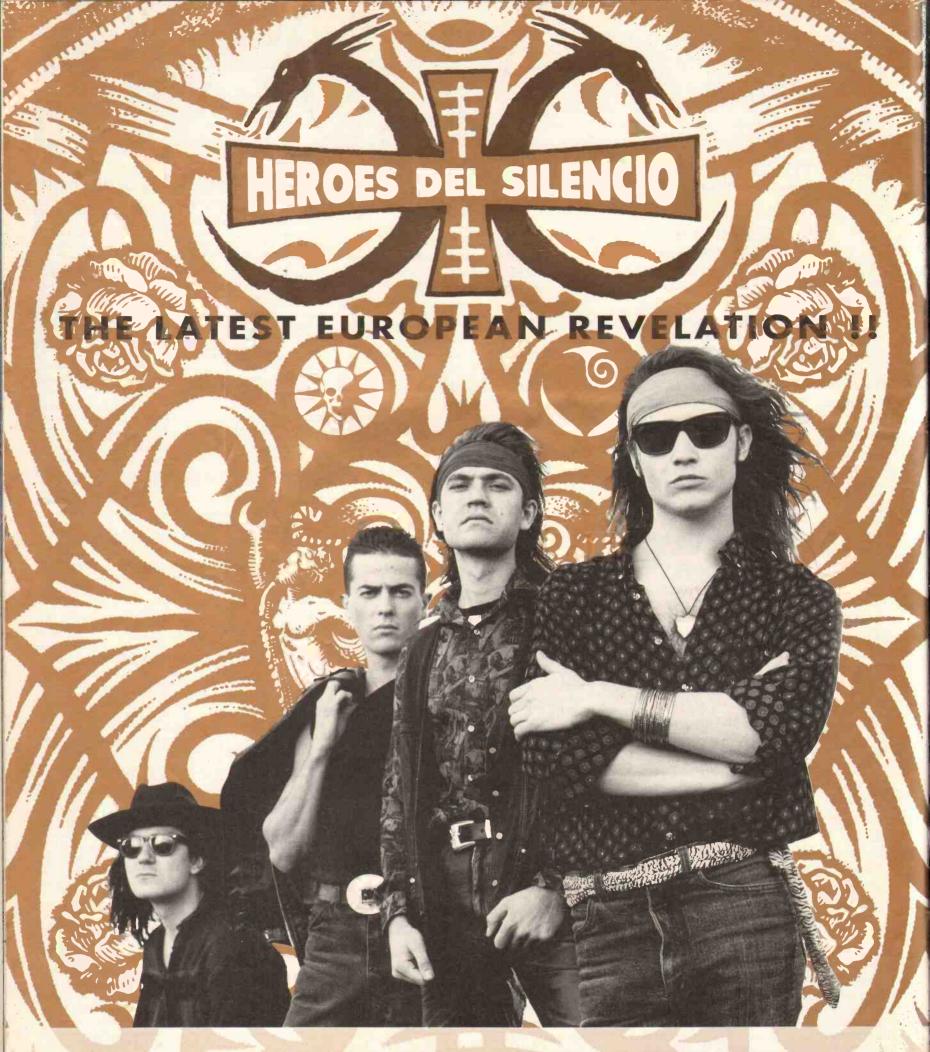
	lotal Stations			
EAST SIDE BEAT/Ride Like The Wind	(ffrr)	13		
U2/Mysterious Ways	(Island)	13		
MICHAEL JACKSON/Black Or White	(Epic)	12		
TINA TURNER/Way Of The World	(Capitol)	11		
LISA STANSFIELD/Change	(Arista)	10		
Top Recurrents are former EHR top 20 records that are still receiving significant airplay. In case of a tie, records are listed alphabetically by artist.				

NEW TOP 20 CONTENDERS

	Iului Juli	Ulis
ANNIE LENNOX/Why	(RCA)	15
M PEOPLE/Colour My Life (De	econstruction)	11
MADNESS/It Must Be Love	(Virgin)	11
VANESSA WILLIAMS/Save The Best	(Polydor)	11
EVERYTHING BUT THE GIRL /Love Is Strange (Blan	nco y Negro)	10
LITTLE VILLAGE/Solar Sex Panel	(Reprise)	9
ROY ORBISON/I Drove All Night	(MCA)	9
MASSIVE ATTACK/Hymn For The Big Wheel	(Circa)	9
WENDY MAHARRY/How Do I Get Over You	(A&M)	9
LIGHTNING SEEDS/The Life Of Riley	(Virgin)	7

New Top 20 Contenders are those ortists that have not yet had on EHR top 20 hit and appear on this page for the first time with this single. Artists are listed by total number of stations. In case of a lie, records are listed olphabetically by artist.

Total Station



SECOND EUROPEAN TOUR

EMI SPAIN

30/III COPENHAGEN (Denmark) Pumpehuset 1/IV BRUSSELS (Belgium) Ancienne Belgique 2/IV AMSTERDAM (Holland) Melkweg 4/IV HAMBURG (Germany) Grosse Freiheit 5/IV BERLIN (Germany) Quartier 6/IV FRANKFURT (Germany) Music Hall

- NEW ALBUM "SENDEROS DE
- 7/III BONN (Germany) Biskuithalle
- 9/IV ZURICH (Switzerland) Volkshaus
- 10/IV BERN (Switzerland) Theater Im National
- 11/IV BASEL (Switzerland) Gemeindesaal Pratteln 13/IV MUNICH (Germany) Nachtwerk

TRAICION" ON CD/MC/LP

15/IV PARIS (France) Locomotive