Peroni Exits Rete 105; Joins Berlusconi's RTI Music

Alex Peroni, DJ and music director at Italian private national EHR network Rete 105, has left the company to become independent artistic co-ordinator at the Silvio Berlusconi's record company RTI Music. The move signals the end of his 15-year career at the network. Peroni hopes to still work with the network and is in talks to stay on as a music consultant.

Commenting on his departure, he says, "I didn’t want to get to 40 years old and still be spinning records for kids like many of my colleagues at Rete 105 and other leading stations." Peroni admits there have been internal disagreements with Rete 105 president Alberto Hazan. He is also keen to retain some involvement in the radio sector, but insists that he would never move to another station. "Rete 105 is simply the best," he says. "I know the internal situations at all the competing stations and I would never work for any of them. Despite having worked around 16 hours a day, I have never been officially employed by Rete 105 and have agreed with Hazan to continue as an independent music consultant by keeping Rete 105 up to date with information on new artists and trends. These are the things I do best." Peroni started his involve-
(continues on page 26)

Top No.1 Debuts New POS Chart System In France

by Emmanuel legrand

The long-awaited changes in the French charts were implemented in the third week of May with the introduction of a scanning system in retail stores.

The new system, which will allow an accurate and quick analysis of the record sales, was installed by Top No.1, Europe 1's subsidiary in charge of operating and controlling the charts. The system, so far set up only for album sales, allows album chart to go weekly rather than bi-monthly. Changes to the singles chart should be implemented within the next few months. Industry analysts believe the new system will allow quicker and more accurate chart activity than before, but they say it is still too soon to see how it will affect programming.

Music industry trade group SNEP stopped backing the charts last February on the grounds that Top No.1 was slow in updating its system. A SNEP spokesperson says the industry was waiting to see the new system in action before granting it official recogni-
(continues on page 26)

PolyGram To Set DCC At CD Prices

PolyGram plans to offer prerecorded Digital Compact Cassette (DCC) tapes to retailers at the same price as CDs when the new digital cassette technology debuts internationally in September.

Although significantly more expensive than analogue cassettes, the DCC pricing position appears to be competitive with Sony's new Mini-Disc system, which rolls out in Japan by November 1 and elsewhere by the end of the year. PolyGram expects that within 12 months DCC recordings will be introduced in all of the current retail price categories.

The first 500 recordings to be released on DCC include, among others, Bryan Adams, Leonard Bernstein, Chris DeBurgh, Cathy Dennis, Fine Young Cannibals, Amy Grant, Jimi Hendrix, INXS, Elton John, Bon Jovi, Herbert von Karajan, John Melencamp, Van Morrisson, Robert Palmer, Luciano Pavarotti, Lionel Richie, Salt 'N Pepa, Shakespears Sister, Tears For Fears, UB40, Suzanne
(continues on page 26)

UK Licensing In Full Swing

Applications For 55 ILRs Start October

The UK Radio Authority will re-advertise 55 independent local radio (ILR) licences starting this October. Those licences are set to expire in February 1995, including five in London. The Authority also says the London licences will be scheduled for review in March 1993, while another 73 licences will be put up for tender in 1994-95.

It's the first time the Authority has released information about its timetable for re-advertising ILR licences. The tentative plans, outlined in
(continues on page 26)

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(continues on page 26)
Kris Kross' album 'Totally Crossed Out' jumped to No. 1 in its sixth week on the Billboard album chart becoming the fastest climbing debut album in the U.S.A. in more than 20 years.
**Cure's Wish Receives Record Sales, Good Airplay**

The Cure's latest album, released by Polydor UK, has sold over two million units in its first two weeks, making it their fastest selling album to date. The band's last studio album, Disintegration, sold 3.5 million units over a one-year period in Europe.

Released worldwide on April 20, the band's 15th album on the Fiction imprint debuted at number 1 in the UK album charts, and entered the European Top 100 albums chart at number 9. On the Continent, it is selling best in Germany and France—the territories where the band's albums have always done best—according to Polydor UK international marketing manager Alastair Farquhar.

The band recently completed a warm-up series of club performances in the UK and is set to kick off its world tour in the US at the end of the month. The start of the trip will give The Cure added publicity. Lead singer Robert Smith's fear of flying means that the band is going to be on the US on the QE2 and the trip will be filmed by TV-AM.

The European leg of the tour will take place towards the end of this year. Says Farquhar, "This will coincide nicely with the rush on album sales in the run-up to Christmas, and should enable us to really bump up the sales."

He says touring has traditionally been the best way for The Cure to promote themselves. "Their last world tour, The Prayer Tour, enabled them to double sales of their album Disintegration," he adds.

If the success of the first single, High, is anything to go by, Wish is set to be The Cure's best-selling album ever by the end of the year. High was released in March and debuted at number 5 in the UK singles chart, peaking at number 4 in Italy, number 3 in Portugal and number 6 in Belgium and Ireland. Farquhar claims the single has attained Top 30 positions in virtually every territory across the world.

The success of High comes as a pleasant surprise to Euriphus who admits, "I'm amazed how much daytime airplay the single has been getting. We've been receiving maximum radio coverage in every territory. Previously, getting daytime airplay was a big problem for The Cure, but now radio seems to be really backing them."

High has been given substantial airplay in Italy (Radio Dimensione Suono/Rome, RTL 102.5/Bergamo) and Spain (40 Principales, Radio Madrid) and has also been picked up by major stations in Norway (Radio 102/Kopervik), Denmark (The Voice/Copenhagen), Radio Uptown/Copenhagen, Portugal (Radio Renascense), France (Skyrock) and Germany (Radio Bremen 4, Radio 4/Berlin).

The second single off the album—Two of the Tracks—is due to be released on May 18. Says Farquhar, "It is arguably the most (continues on page 2)
BBC Proposal Document To Be Published In Autumn

by Mike McGeever

The BBC will publish its future plans in the autumn following a recent three-day annual conference for governors and directors. The document, which covers the corporation's strategy for the renewal of the BBC's Royal Charter in 1996, will be published before the government's green paper on the future of the BBC is released at the end of the year.

The document will outline the corporation's intention not to merge with commercial TV and radio broadcasters and to remain a broad-based, popular public service broadcasting institution. However, there will be no specific programming details, according to BBC director general Michael Checkland.

It has been widely reported that the minister for National Heritage David Mellor, who took part in some of the meetings, was anxious to see the BBC make its proposals known early on in the proceedings. BBC officials declined to say whether discussions are being held on revamping the popular radio music networks, Radio 1 and Radio 2.

Although the discussions covered the issues of the BBC's role and programming purposes, several key issues have been shelved until a final board meeting scheduled for September, when a comprehensive document will be produced, says Checkland. Issues covered then will include corporate structure, accountability to the public and funding alternatives such as advertising.

The BBC chairman Marmdude Hussey says the corporation will not hurry into settling policy or programming changes; those decisions will be made around the summer of 1994.

BBC insiders say many decisions on key issues such as commercial radio will be delayed until John Birt takes over from director general Checkland next spring.

Brooks To Head Lantern Radio

by Julia Sullivan

Lantern Radio, winner of the ILR North Devon licence, has appointed John Brooks as its new MD. The station is scheduled to begin broadcasting in the autumn.

Brooks was formerly a DJ for DevonAir Radio, based in Exeter for over eight years, and during his 16-year career he has worked as presenter, journalist, sales executive and commercial programmer. He has also worked extensively in Switzerland and Austria.

Brooks says of his new appointment, "After two years hard work on the project it is very gratifying that Lantern Radio has now become a reality. However, the real challenge has only just begun as Lantern Radio gets ready to provide a quality service for the people of North Devon."

Lantern has also completed its initial financing, with Radio Investments taking a 14% stake in the company as some of the required capital. John Brooks, Radio Investments chairman Robert Stibly will now become a member of the board of directors at Lantern.

For six weeks starting August 22, the exhibition will offer listeners and radio industry executives a view behind the doors of Broadcasting House, one of the most famous broadcasting centres in the world. It will also feature milestones of radio history.

The show is designed by Neal Potter whose most recent effort was the British pavilion at Expo '92 in Seville. MMc

Right Said Fred Threaten Action Against Fake Promoters

English pop band Right Said Fred have issued a stern warning and threatened legal action against promoters illegally using their name.

The band's success has led to a glut of promoters falsely billing them at parties and clubs throughout the country.

An official statement, on behalf of the band, states, "The management would...like it known that they will in the future be taking legal action against any club or promoter using the name Right Said Fred to further promote their event or to sell tickets."

Irish Update: Dublin Public Radio Opens In October

News/talk-formatted Dublin Public Radio was given the go-ahead on May 21 by Ireland's Independent Radio and Television Commission to launch on October 1.

The station will cover community issues and affairs, with discussions and information on topics such as health, education, religion and sports. Music content will be no more than 30-35%, according to owners Dublin Public Service Radio Association Ltd.

Based in Glasnevin on Dublin's northside, the station will not be permitted advertising, but individual programmes may be sponsored.

Euronet Starts Tests On Astra

London-based Euronet satellite radio service has begun test transmissions with rock music programming on Astra.

Euronet is designed to be a "switch" service for other broadcasters who wish to relay specialist or religious programming.

According to market researcher Continental Research almost 2.5 million British households receive satellite broadcasts.

Radio Clyde Holdings Pre-Tax Profits Increase 57%

Radio group operator Radio Clyde Holdings turned in a 57% increase in pre-tax operating profits to £1.1 million (app. US$1.9 million) on a 9.1% jump in turnover to £6.6 million for the six-month period ended March 31. The results were attributable to the addition of the Radio Forth Group, which Clyde purchased in a stock swap valued at £6.32 million (M&M, March 23, 1991) last year. If Forth was included, group operating profits would have increased 30%. Clyde's original stations had an operating profit of £798,000, the Forth group earned £261,000 and Buzz FM/Birmingham lost £89,000.

In a written statement, Clyde said local advertising at the group's Scottish stations increased 8% year on year, while national revenue was up 5% during the same period. Local advertising now accounts for 70% of the group's total turnover. Clyde also took a £200,000 charge to earnings, writing off part of its investment in Satellite Media Services. The group has increased its stake in that company to 29.6% from 17.1%.

Clyde has also disclosed that it reportedly will not bid for the speech-based third national commercial radio franchise (INR3).

Multimedia Line-Up For BBC 70-Year Celebration

BBC Radio will commemorate 70 years of broadcasting and 60 years of Broadcasting House with a multi-media stage show and exhibition this summer.

Broadcasting House, one of the most famous broadcasting centres in the world. It will also feature milestones of radio history.

The show is designed by Neal Potter whose most recent effort was the British pavilion at Expo '92 in Seville.

Entries Roll In For Mercury Music Prize

Record companies have been quick to send in their entries for the Mercury Music Prize, starting within a day of the launch.

The first three albums through the door were Doppelganger by Curve (Anxious Records), Mind Adventures by Des'ree (Dusted Sound/Sony) and Achtung Baby by U2 (Island).

The Mercury Music Prize, the latest in a series of Mercury Communications sponsorship projects, is based on the Booker Prize for literature: and unlike most music awards, it has only one category: album of the year. The award is open to British or Irish artists who released albums between June 1, 1991 and June 30 of this year. The short list of 10 albums will be announced on July 13 with the winner announced at a dinner on September 8.

The judging panel is chaired by UK music critic and academic Simon Frith.

AT THE NAB RADIO CONVENTION IN MONTRERUX STAND 723/724

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...two doors from the Hard Rock
SNEP Hopes Record Week Brings In Record Sales

by Emmanuel Legrand

The French music industry is launching a major promotional effort aimed at boosting record sales and increasing consumer awareness of recorded music. Called "La Semaine Du Disque" (Record Week), the event will take place on June 13-20, just before the much-publicized national "Fête De La Musique" on June 21 organized by the ministry of culture. Music industry trade group SNEP GM Jean-Claude Gastineau says the primary goal of the campaign is "to bring people back in to the stores to buy records" with the goal of taking the year's rate of sales growth "closer to 8% than 4%." The Semaine Du Disque will consist mainly of a major TV/radio ad campaign, with a budget of 675 million FRS (approx. US$960,000). Ads will be aired on TV channels TF1, M6 and RTL. SNEP is partnered in the campaign by soft drink company Danone and two CD companies, and a "SNEP TV" will also be the chance to renew the call for reductions in VAT. The executives in the industry are asking for a 5.5% rate instead of the current 18.9%, bringing the rate in line with that charged on books.

Comments SNEP's president Gilles Patot, "The music industry is undergoing a period of modest growth compared with the previous years. The less positive trend can be explained by the difficult global economic situation, but also by the end of the CD boom and by the collapse of singles-based sound carriers. The phonographic industry has already implemented a dynamic policy in reaction to the stagnant climate. This policy should reverse the current trend and bring the growth rate back up to two figures." Paire, "The Semaine Du Disque was conceiv ed by the industry in the hope of mobilizing the public and increasing media awareness of all aspects of the world of music." Minister of culture Jack Lang welcomes the initiative and hopes it will become a new meeting of the industry and "all music lovers." He adds, "A healthy record industry is essential for artists. France is one of the few non-anglo-saxon countries where national production remains strong. It is also a country that welcomes many musicians, and European collaborative projects are increasing." "My action was never politically motivated. What I was interested in was the fight for cultural consumption. My goal was to increase the distribution of cultural goods. Take, for example, the Megastore in Milan. They will be authorized to open on Sunday because there is a local law that says books and records can be sold on Sundays. Nevertheless, Zelnik remains "confident" that in Paris, the Megastore will be granted an authorization by the prefet. He says, "Fortunately, the Megastore is on the Champs-Elysees, which can be considered a tourist zone." Zelnik confirms that he has submitted a request for an authorization and that he expects a decision to be made "in the coming weeks." The question remains pending regarding the two other stores in Bordeaux and Marseilles.

Records Not Exempt From Sunday Trading Rules

The government has no plans to change the 1906 law limiting Sunday trading, according to statements made by the minister of labour Martine Aubry in a recent press interview. Aubry adds, however, that the government is "eager to expand the list of exceptions in order to take into account the evolution of the needs of French consumers." Sunday trading is currently prohibited for all but a very limited number of goods and retail outlets. Among possible exceptions are stores with a high density of tourism activity. But, cautions the minister, the modifications have to be introduced "with the agreement of unions and professional organizations."

The 1906 law stipulates that the préfet (local government representative) in each district decides if a store can be open on Sunday. This issue has been the subject of almost two years of campaigning by Virgin Mega-store president Patrick Zelnik has called for an extension of the category of stores authorized to open on Sunday to include those selling "cultural goods," such as records, books and videos. No concessions have been made on that front, however. As with all other cases, it is up to the préfet to decide, says Aubry. "I don't see how those who decide to spend their leisure time reading or listening to music should be treated differently from those who prefer drawing or fishing."
Gong Demands FM Recognition; Tightens Format

by Miranda Watson

Radio Gong 2000/Munich is now broadcasting officially under the new name Gong 96.3. The station will continue to trade under its old name, but feels that a new shorter name was needed on the air to bring it up-to-date.

But Gong is still not happy. MD Stefan Zobel says he originally wanted to change the name to Gong FM 96.3, but has not been able to get approval from the local media authority BLM. Zobel says the BLM won't let Gong use FM in its name. This is an absurd situation," he says. "We are an FM station and in Munich broadcaster already airing Munich broadcaster already under its old name, but felt that a new shorter name was needed on the air to bring it up-to-date.

Gong is now airing news at seven minutes to the hour and half hour and has launched a new, hour-long news programme aired from Monday to Friday at 18.00 focusing on events in Munich.

There are to be no staff changes, he says. Andreas Wenzel continues as head of music and Wolfgang Rother stays in charge of news/information. Hermann Stimpert will continue as consultant to the station. Gong will continue to lobby the BLM to be able to use FM in the name. "It's an absurd situation," he says. "We are an FM station so why shouldn't we be able to use 'FM' in our name!"

"Informa-

"Stumpert describes Gong's revamped format as "informa-

tive, young adult hit radio with a lot of golden oldies." He says, "The main changes to Gong's format are the introduction of stronger formulated music programming, clearly defined rotations and more emphasis on music." Gong will continue to target the 14-40 demo.

89 Hit FM Goes Karaoke; Plans Second Celebration

by Ellie Weinert

Munich was treated to its first major karaoke event on May 9 when Peter Perlunka's 89 Hit FM station held a 'Gigantic Karaoke Party' at the historic Löwenbraukeller. Karaoke is only very slowly becoming a fad in Germany at smaller clubs.

89 Hit FM DJs Candy N.D., and L.X.R. (alias Alex Rüeger), who organized the event, welcomed a sell-out audience of 2,000 between the ages of 16-40. The audience was able to read the lyrics from songbooks which were distributed, as well as from five TV screens, on of which was on centre stage. Seventeen candidates from a pool of over 100 volunteers were selected by a special drawing.

Karaoke spots included tracks such as Careless Whisper (George Michael), Your Song (Elton John) and Up Where We Belong (Jennifer Warnes/Bill Medley). A jury of 89 Hit FM announcers and employees selected the 15 winners according to the levels of applause. Prizes included two sightseeing flights over the Alps and 89 Hit FM watches. Also each participant received a cassette copy of his or her presentation as a gift.

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AND THE WINNER IS... — Phono-Akademie chairman and Warner Music Germany MD Gerd Gebhart presents awards to The Scorpions (Group Of The Year) and Udo Lindenberg (Lifetime Achievement) at the recent Echo Awards in Cologne. Pictured (l-r) are: Lindenberg, Scorpions guitarist Matthias Jabs, Scorpions drummer Herman Rarebell, Gebhart, Scorpions bassist Francis Buchholz, president of the German Bundestag and patron of the Echo Rita Süssmuth, minister of education of the state North Rhine-Westphalia Hans Schwarz and Scorpions singer Klaus Meine.

Rea Gets Back Catalogue Boost

A special marketing campaign by east west Germany for Chris Rea has boosted back catalogue sales of the artist's records in the last quarter of 1991. A special greatest hits compilation was produced with only 600 copies available worldwide. East west says it capitalized on the success of the album Auberge with only 600 copies available worldwide. East west says it capitalized on the success of the album Auberge and Rea's autumn tour to introduce back catalogue material in record stores. Rea made a promotional appearance at the Frankfurt branch of Saturn-Hansa to hand a copy of the compilation to the store's director. Pictured above (l-r) are: Burkhard Grüneheim, Saturn-Hansa store manager H. R. Mueller, Rea, east west marketing director international Wolfgang Johanna and Rea's manager Paul Lilly.
**Cadena SER Tops ’91 Ad Survey**

by Anjo Marie de la Fuente

Leading private network Cadena SER captured 43% of the advertising market last year, according to end-of-year results released by research company Nielsen-Represse.

In second place was private newstalk network Antena 3 Radio with 21.5%. Cadena COPE net took 18%, while the fledgling private newstalk network Onda Cero controlled only 5.5% of the market. State-run local newstalk Radio 5, the only RNE net allowed advertising, took only 2.6% of the market. Spanish radio as a whole took in a total of US$378 million in advertising revenues.

Carlos Palayo, head of Antena 3’s advertising sales agency Publicidad 3, comments that results should be “taken with a grain of salt,” pointing out that the radio ad market—with over 1,000 stations—is the most difficult to monitor. "The research companies depend on the data provided by the radio stations who may not be so zealous about keeping track of their ads." Palayo reports that according to year-end reports from the majors SER and COPE, figures for the radio market should have been as high as US$500 million.

Nielsen-Represse also estimates that 2.15 million ads were broadcast in 1991—a total of 16.587 programming hours. The Antena 3 group, which includes gold-Formatted station Radio 80 and all-Spanish music Madrid station Radio Olé, aired the most ads—789,397 for a total of 321.201 minutes. It was closely followed by Cadena SER, comprised of EHR net Los Principales, AC net Cadena Minuto and all-Spanish music web Cadena Dial. COPE and Onda Cero, both with newstalk and EHR networks, aired some 350,000 ads each, the former allotting 135,000 minutes and the latter 165,000 minutes.

SER’s advertising rates are the highest, at an average of US$492.209 per 165.000 minutes, according to Palayo. COPE follows closely at US$462 a minute, while Antena 3 rates are the cheapest at US$198.

**SCANDINAVIA**

**Roskilde Fest Improves Facilities**

by Kori Helupalo

The Roskilde International Rock Festival, probably Scandinavia’s best-known outdoor concert, has revamped its look following last year’s rain-soaked show. At this year’s festival, the 22nd such event held in Roskilde, Denmark, organizers have modernized the sewer systems and repaired roads leading to and from the site. Artists at this year’s festival, held June 25-28, will include among others, Nirvana, Megadeth, David Byrne, EMF, Alison Moyet, Pearl Jam, Buffy Sainte-Marie, Wonder Stuff, Little Village and James. Finnish talent will also be spotlighted, with appearances by Hearthill and Leningrad Cowboys. Some of the artists at the festival will tour Scandinavia during the last weekend of June.

**Denmark’s Radio 3 Adds EHR To Woo Younger Demo**

by Miranda Watson

Danish pubcaster Radio Denmark has sharpened its three main channels in a bid to compete against the local stations. The most radical change has been to Radio 3, which is now exclusively geared towards listeners in the 15-35 age group. Radio 3 PD Henry Petersen says he is now concentrating more on Anglo-American EHR songs, plus a healthy dose of Danish pop music. Petersen says the music/talk ratio of Radio 3 is around 70/30% and that his station has recruited new young DJ’s who can relate to the younger target audience.

Most of Programme 3’s popular chat shows and quizzes have been moved to Radio 2, which is now aimed at older listeners. Radio 2 also includes some music programming (MOR/oldies).

Radio 1 continues as the news and cultural outlet. Says Petersen, "Over the last five years Radio Denmark has lost a lot of younger listeners to the local commercial stations. This manoeuvre by Radio Denmark is aimed at winning some of those listeners back." Petersen says the new look Radio Denmark has already brought younger listeners to the network and that it now has a larger audience than ever before. "We are already taking listeners away from local broadcasters."

But, according to a new radio survey by AIF, 1.6 million Danes are still tuning into local radio daily. Around half of Denmark’s population of 2.4 million listen to local radio on a weekly basis.

**Distribution’s Hintsanen Taps Into Finland’s Karaoke Boom**

He says Finland is one of the biggest markets for karaoke in the world, second only to Japan and South Korea. "We are aware of the need for material sung in Finnish," he says, which lead him to team up with Jee Jee Music/Unitor, whose hit product includes songs such as Rapsitti and Baarikarppan.

Hintsanen says his company’s first releases will lean more towards rock music. He is also planning karaoke videos, something he believes will be successful in the light of high VCR penetration in Finland. Meanwhile, Fazer Music whose popular song catalogue includes some 45,000 titles, has released five karaoke albums, each featuring 22 local songs, mostly MOR and oldies from the past 30 years. The firm is also busy marketing its Play OK diskettes and Yamaha and Roland MIDI keyboards with Yamaha DRC-20 disc drive. Also, Flamboy Music recently released its first local karaoke album.

**Spain**

**McCartney’s Oratorio Comes To Spain**

Paul McCartney’s Liverpool Oratorio will be performed in Barcelona on May 22 by the Royal Liverpool Philharmonic Orchestra, but the ex-Beatle himself will not be present. A spokesperson at McCartney’s office in London says the star was involved with a new album, and that he would not be present in Barcelona. The first Spanish performance of the 95-minute Oratorio will take place at the futurist Palau Sant Jordi, one of the showcase buildings for the Olympic Games.

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**AmericanRadioHistory.Com**

**MUSIC & MEDIA** JUNE 6 1992
EMI Rolls Out España '92 Classical CD

Following a successful poster campaign in Belgium for Nigel Kennedy's album Just Listening, EMI Belgium's classic *department is now the first in Europe to promote the España '92 compilation CD. Produced by EMI International, the album release coincides with both the Seville exhibition and the Olympics. The release in Belgium is being backed by 15 TV ads on BRTN. EMI Classics manager Lot Behiels also put EMI's repertoire in the spotlight during the "Sunday Proms" TV show, scheduled May 24 on BRTN-TV.

Says Behiels, "The España '92 project is aimed at listeners who are not necessarily classical music fanatics—the sort of people who also like Pavarotti, Carreras, Kennedy. These are people who accidentally hear a classical track on the radio or on TV and then get confused when they try and find it in a record store. I am convinced that people who appreciate Prince or Crowded House will be open to certain classical repertoire."

Following the excellent results EMI had with Radio 21 in promoting Kennedy's recent albums, Behiels has also targeted key Flemish radio programmers with their two first Flemish-language albums Of Zo and Hoe Zo (released on CNR records).

Warner Holland Appointments: Pieren Leaves, Van Schooten Joins As Product Manager

Warner Music Holland head of promotion Dick Pieren has left the company. A replacement has not been appointed yet. In a written statement, Pieren says he decided to leave was made amicably.

Meanwhile, ex-Flying Dutchman promotion manager Rick van Schooten has joined Warner as product manager, reporting to senior product manager Michiel ten Veen.

Radio Tre Salutes Materiali Sonori; Label Profiled On Its 15th Birthday

If it's hard for specialist indie record companies to receive valuable airplay for their product it would seem almost impossible for a label to have a series of programmes dedicated to it. But that's what happened to Materiali Sonori, a Tuscan-based firm celebrating its fifteenth anniversary this year. Eight 60-minute segments dedicated to the company were aired by pubcaster Radio Tre on its evening show "Blue Encounters." The band's album Close Encounters is being well received in Germany, and there are plans to release it in France, Canada and Chile. That record was released last September.

Capanni & Alesini, Turkedoom, plus UK band The Duruti Column (Factory Records), which has recorded three albums exclusively for Materiali Sonori.

Says company president Giampiero Bigazzi, who was also interviewed on one of the segments, "It's hard enough to get any exposure for our product, never mind radio. But Radio Tre has always provided some space. "Blue Note-Suoni Paralleli" has devoted programmes to labels such as Real World in the past, but I don't think it has ever devoted two weeks of programming to a label like ours. It was good promotion for genres of music which have a reputation for being strange while not being that strange."

Capanni & Alesini
**MARKETING THE MUSIC**

**Gavin Friday**

For every day of the week there's a special mood; Sunday is a "fun day," Tuesday is a "blues day," and Friday is reserved for a very special ambience (and we're not talking about one of the main characters of Robinson Crusoe...).

Dubliner Gavin Friday, the former mainstay of controversial avant-garde band the Virgin Prunes, is in a league of his own. After saying farewell to the world of "throwing paint and blood," he embarked on a solo career that positioned him in a comfortable seat on the border between art and kitsch. His second album *Adam N' Eve* (out on Island), the follow-up to 1989's *Each Man Kills The Thing He Loves*, makes him the perfect bridge between Nick Cave, the madman from *Robbie Robertson*...), and BMG Ariola's grandmaster of schmaltz.

Friday shares, with the two aforementioned, a weakness for the atmosphere of Paris and Berlin in the decadent '20s and combines it with the feeling of the modern metropolis. A track like "Why Say Goodbye" sounds like a posthumously discovered Brecht/Weil masterpiece. The man makes the most unexpected musical switches on the album. The current (second) single following here. We have incredible publicity possibilities for this artist. We don't have to focus on his friendship with U2's Larry Mullen Jr. But his sound changes almost per song within his solo debut. The result of his work is an intriguing mixture of it is simply a grand orchestration which immediately put it on heavy rotation.

**Natural Life**

Going on in the world, politicians can never reach the same level of solidarity. When it comes to stopping pollution, some artists do their utmost to create awareness for the problem. Dutch rapper Tony Scott made quite an impressive effort with his song "Stop The Greenhouse Effect." And in the UK, the band Natural Life is working for the good cause.

The band's name reflects what this seven-piece group from south-east London is all about. Their declaration of intent is "Respect, Stand Firm, Survive," and they package their environmental message in a very accessible type of "indie rock." Their self-titled anthem—also the name of their debut album on Hollywood Records with their own Tribe label imprint—should be used by the Greenpeace organization for future campaigns. It's a strong, passionate, hard-rocking song that makes them a UK equivalent to Seattle band Pearl Jam. But their sound changes almost per song without losing their own characteristics.

Strange World, the first single off the album and released at the end of last year, is a Simple Minds-inspired song. The track "Deb 'N' Day" is an ethereal pop song with a dub reggae production toouting their own characteristics.

**Manu Katché**

Phil Collins and Ringo Starr are not the only top-rate drummers who have changed from their position in the back seat to a place in the spotlight. French stickman Manu Katché followed this good example. The album title of his first solo effort *Respect, Stand Firm, Survive,* and they marketed by Hollywood. Says international manager Steffi Prem, "It's obvious that this band is very environment-oriented. All their records are supplied in recycled paper. Even the plastic of the jewel box is disposable. They make a sincere point of being green." The concert was sold out in no time. In conjunction with tour promoter Mojo, we did an in-store promotion campaign to announce the concert." More Dutch dates are scheduled for July/August.

**Manu Katché**

Gabriel's pièce de la résistance, So. In Gabriel's Real World studios he recorded his solo debut.

The result of his work is an intriguing album that will appeal to programmers who are tuned in to fusion and jazz rock. The first single *Change* has the smooth and breathy character of songs from Al Jarreau and Michael Franks. Katché found himself surrounded by his former employers, including Sting, Daniel Lanois and Brasford Marsalis, who rewarded him for his much-appreciated labor in the past.

The beautiful video is shot by renowned Danish director Lars van Trier, winner of the " Jury's Special Award" at the 1991 Cannes Festival for his film *Europa*. It is very well received by French channels M6, MCM, and Canal Plus, which immediately put it on heavy rotation.

BMG France organized six presentations to introduce this album to media and retailers in the six biggest cities. Good reactions came from both FM (RFM and Europe 2) and AM stations. Katché appeared on 30 TV shows including the national TV news. All main European BMG affiliates have released the album. On April 6 he supported the international releases with a concert at the New Morning Club in Paris, accompanied by Tom Robinson, Dominic Miller and Pino Paladino. The second single, *Silenco*, is out in the beginning of June. BMG France will buy radio spots for this single on one of the FM networks, to be announced at a later date.
Wilson Phillips' debut album was among the most successful debuts in pop music history, selling over eight million copies worldwide, generating four US Top Five hits: 'Hold On' (#1), 'Release Me' (#1), 'You're In Love' (#1) and 'Impulsive' (#4), and collecting Gold and Platinum awards in some twenty territories around the globe. The album has remained on the Billboard charts two years after its release. Shadows And Light, Wilson Phillips' second release, is a bold step forward. Five years have passed since they began writing songs for their first album. The lyrical growth on "Shadows And Light" is reflected in a diverse array of songs, all of which were either written or co-written by Wilson Phillips. The album focuses on many issues... the pain of relationships with their fathers, the side effects of romance, child molestation in society and a woman's coming of age. Overall, the album is much more mature and intense as they tackle the themes of strength, pride, dignity and self-renewal. Chynna, Carnie and Wendy have taken some risks and they're proud of it.
THE CURE
Friday I'm In Love - Fiction/Polydor
PRODUCER: The Cure/David M. Allen

This Friday On My Mind Part II? Well, it does have everything needed to become a future classic. This is absolutely the Cure's commercial tune since 1984's The Caterpillar. Radio Gong/Nuremberg head of music Marc Stigl' expects it to be a number one hit in the UK. "In Germany it will make top 20, maybe top 10. It's much better than High, the first single, because it has more energy to it. We made it 'Hit Hammer' [powerplay] which means six plays per day."

ETIENNE DAHO
Des Attractions Desastre - Virgin

If Europe is waiting for a French-language crossover hit, its time has come. The melodic line of melody lye pop can be hummed along everywhere, straight through all existing language barriers. It has even made it on the playlist of Radio P4/Land, which is quite unusual for a Swedish station. Says Anders Bjers, "We sometimes add French records to broaden our playlist. Another reason is that we like to service people back from holidays on the Continent who have heard the single there first."

CELINE DION & PEABO BRYSON
Beauty And The Beast - Columbia

AC/CHR

This Grammy Award-winning song taken from the Walt Disney film is a standard love ballad. The Producers have said that their goal was to "combine French and English in a song that would appeal to all the metal fans."

THOMAS DOLBY
Close But No Cigar - Slash/London

EHR

Supported by a chopping guitar riff by Eddie Van Halen, Close But No Cigar is a strange hybrid of radio-friendly tunes and idiosyncratic arrangements. A great return to form by the man who scored such illustrious hits as 1 Love Myself and Hyperactive. Climbing EHR Chartbound.

GLEN FREY
Strange Weather - RCA

The ex-Eagle shows a good mix of radio-friendly tunes and soundtrack-like material. Although not as jubilant and exuberant as the band's much hit. Despite the use of four different producers, the album sounds like an entity with much-in-demand Don Was mixing all the tracks.

RINGO STARR
The Week Was - Private Music/RCA

AC/CHR

Ringo still sings the pop lingo. The concept is much like recent albums by Tom Petty, Roger McGuinn and the late Del Shannon. And when top producer Jeff Lynne presses the buttons, it's pure magic. Don't Go Where I've Been Before.

SINGLES

EMERSON, LAKE & PALMER
Black Moon - Victory
AC/R/EHR

PRODUCER: Mark Mancino

In this singles age of "Hey, I didn't know they still make records" comes another blast from the past. After officially breaking up in December 1978, E.L.P. is back in its original lineup - No. 1. It has changed, really, although seldom before had they gone at it with such ferocity as, for example, on the title track - a song inspired by the televised images of burning oil fields in Kuwait obscuring the sun during the Gulf War. Paper Blood and Better Days relentlessly hammer home their political message. Among others, the almost obligatory classical Prokoviev's Romeo & Juliet, Close To Home—a Keith Emerson piano solo—and the hauntingly beautiful hymn-like Farewell To Arms round out this well-balanced comeback effort.

LOS LOBOS
Kiko - Slash/London

ACC

Programmers willing to invest some extra time will discover a admirably varied album drawing on pop, Tex-Mex, Cajun, rootsy rock & roll and soundtrack-like material. Although not as jubilant and exuberant as the band's much hit. Despite the use of four different producers, the album sounds like an entity with much-in-demand Don Was mixing all the tracks.

NEW RELEASES

UPCOMING ALBUM RELEASES

EMERSON, LAKE & PALMER
Red Hot & Dance

AC/Columbia

Upon review of the charity album Red Hot & Dance, a number of acts have signed on to contribute. Among them is the Grammy Award-winning duo Emerson, Lake & Palmer. They have heard the single there first.

GLEN FREY
Close But No Cigar

AC/CHR

The ex-Eagle shows a good mix of radio-friendly tunes and soundtrack-like material. Although not as jubilant and exuberant as the band's much hit. Despite the use of four different producers, the album sounds like an entity with much-in-demand Don Was mixing all the tracks.

MIDNIGHT OIL
Scream in Blue - Columbia

R/CHR

The Oi! band has always enjoyed a particularly strong live reputation, and now they have come up with a long-awaited live album to recapitulate their career so far. In general, it's fast and furious all the way, highlighted by Stars Of Warburton, the European breakthrough single Beds Are Burning and the current single Sometimes. At prestigio Radio City/Malmo is the only station reporting the track. Says Jonas Hillgren, "They are core artists on our station, right up there with Bruce Springsteen, they represent the format that we have. We have always played a lot of album tracks from this band."

Ringo Starr
The Week Was - Private Music/RCA

AC/CHR

Ringo still sings the pop lingo. The concept is much like recent albums by Tom Petty, Roger McGuinn and the late Del Shannon. And when top producer Jeff Lynne presses the buttons, it's pure magic. Don't Go Where I've Been Before.
"I don't have time for hype. I need to know facts, delivered fast and fairly. As the Dutch say, "Don't pee on my shoes and tell me it's raining." Music & Media is, without doubt, the Dow Jones of the music industry."

Lex Harding
Managing Director Radio
Radio Veronica

Lex Harding was born as Lodewijk den Hengst in 1945 and started in broadcasting at off-shore pirate Radio 227 in 1966. A year later, he moved to pirate Radio Veronica and quickly became Holland's most popular DJ. Veronica became a legal broadcaster on the third national pop channel in 1975. During the years, Harding joined the organization as MD Radio, board member and deputy MD. Harding continued hosting several music programmes, including the popular national "De Top 40," and was also responsible for the national "Countdown" TV chart show. Harding left the station to become general manager at commercial, Luxembourg-based broadcaster RTL-Veronique (now renamed RTL-4) in 1989. In June 1990, Harding returned as MD Radio at Veronica.

Approximately one million people (a 42% share) tune in to VERONICA each Friday, when the station occupies Radio 3.

Source: Bureau Intomart i.o.v. NOS/KLO

MUSIC & MEDIA
Europe's Music Radio Newsweekly
Rijnburgstraat 11, 1039 AF Amsterdam, The Netherlands
Tel: (+31) 20.669 1961 - Fax: (+31) 20.669 1941
STATION OPERATIONS

Media Buying, European-Style

by Thomas Hopfensperger

Well call him Father Time, "time" being advertising space on radio stations during the infant stages of commercial broadcasting in Europe.

Over the last 20 years, Frenchman Gilbert Cross saw many struggling radio stations strapped with unsold commercial inventory. "Gong out light," as he called it. So Cross bought the time cheap, in bulk, and found a way to package it at a profit for resale.

Newspaper advertising was the dominant advertising medium at the time, so Cross focused on making radio easier for clients to understand, with terms like breakfast time, coffee time, PM time, virtually any times that were considered non-profitable by the stations. In creating a market for this reduced price inventory, Father Time became one of the world's first wholesale media brokers.

A Concept Is Born

Cross never envisioned that the concept of buying and reselling commercial time would grow into wholesale media brokers. Creating a market for this reduced price inventory, Father Time, never envisioned that the trend of other European media buying, European-Style Media Buying would follow.

The alliance forges a working partnership, an example of a pending business merger that will create the largest advertising co-op in Europe. Media Partnership, a buying service currently representing international ad agencies like France's Carat or its European rival, Media Partnership. Nor could Cross ever imagine the impact of volume buying on the world's largest advertisers in the 90s.

The Wall Street Journal reports a pending business merger that will create the largest advertising co-op in Europe. Media Partnership, a buying service currently representing international ad agencies like France's Carat or its European rival, Media Partnership. Nor could Cross ever imagine the impact of volume buying on the world's largest advertisers in the 90s.

"Unlike advertising agencies that place primary emphasis on their creative departments, Carat's media effort is proactive and more sophisticated. Clients in Europe don't need a full-service agency. Why pay double when Carat can do planning and buying plus research and strategy?"

**Buying In Volume**

Volume buying through large media companies is more predominant in Europe than in the US, where advertising agencies tend to carry fewer clients. Marketing plans are customized for individual accounts and often require timely placement by agency media departments. Radio, TV and other media respond to agency "aval calls" by pricing their available inventory at prevailing rates.

When business cycles allow the media to aggressively price, a discrepancy develops between the rates advertising agencies are forced to pay (demand pricing) and the discounted rates often earned through annual bulk purchases by media companies (volume buying).

Volume buying is growing quickly. Western International Media is the largest buying service in North America with over US$1 billion in 1991 billing. Many of its European clients are competing against each other but choose to give up the product exclusivity of a full-service agency in exchange for reduced media costs. Is such a trade-off worth it?

The two largest food manufacturers in the US think so. Procter & Gamble and Kraft General Foods are both clients of D'Arcy Masius Benton & Bowles (DMB&B). Says reporter Lipman, "Big advertisers are starting to concentrate most of their media buying with just one agency in hopes of making bulk pay off."

DMB&B director of Spot Broadcast Sharon Lalik realizes that volume buying can positively impact advertising agencies as well. "It's an accepted practice for buying services to reprice the inventory sold to clients," she states. Lalik reasons that if she buys a spot for US$100 while the next agency charges the same client US$120, the savings should be shared by her company.

Other economics of volume buying make the process appealing. The standard 15% agency commissions by media are often replaced by a retainer fee from the client. This forces agencies to consolidate media buying into one department instead of several regional offices, ultimately cutting their operating expenses.

Volume buying can stretch a client's budget, decrease an agency's expenses and substantially impact media revenue. Successful advertising campaigns are like a three-legged stool," says New York-based Foote, Cone & Belding's Dave Nix. "Demand Pricing System

**Establishes Marketing Plan For Product Or Service**

**ADVERTISING AGENCY**

Creates Media Plan For Individual Client And Estimates Costs Based On Prevailing Commercial Rates **RADIO STATIONS**

**Television Stations**

**Other Media**

Advertising Sold By Media At Gross Rate Based Upon Available Inventory

Joe Ostraw. "The client, the agency and media all need to win." With the increase of discounts earned through bulk purchases, not all media agree on the benefits of volume buying.

The National Association Of Broadcasters (NAB) commissioned a study by the Research Group, a leading broadcast consultant in the US. The report, titled "MegaRates...How To Get Top Dollar For Your Spots," polled broadcasters on the issue of spot pricing.

The broadcasters were split on the merits of the long-term contract. Many felt the client commitment would last only as long as the station generated high listening out-rings. Other stations saw the marketplace as too volatile for long-term agreements. However, most agreed on the benefits of establishing a base of renewals.

The NAB report also suggests that when the topic of price becomes the centerpiece, the success of their revenue in addition to stimulating the growth of volume buying.

**Concepts In Practice**

But what about the broadcast marketplace in the US today? Says Research Group chairman Bill Moyes, "No doubt the future lies towards a consolidation in media buying. But with sweeping changes in radio station ownership, you may only see five to six operators in any given market. This gives much more power to a few owners, which suggests better rate integrity."

In the NAB guide, Moyes outlines the principles of demand curve pricing as being strictly a function of supply and demand, which requires daily testing through grid rate cards. To increase demand, the "MegaRates" report tells stations to relay client success stories in radio and to train salespeople into marketing consultants.

It's demand pricing versus volume buying, and Father Time seems to be gaining in the US. According to national media representatives Banner Radio, New York buying services placed 35% of all spot business in the first quarter of 1992. Last year in the Los Angeles market, Western International spent over $35 million in radio.

The international broadcast industry realizes that volume buying presents a double-edged sword. Private European radio stations, many of them new to commercial broadcast, find value in bulk selling, which can be the cornerstone of their revenue in addition to stimulating rates in new business. Established US stations are committed to rate integrity but with the number of FM stations doubling since 1984, the business climate still supports a buyer's market.

A successful sales creed suggests that when the topic of price becomes the centerpiece, the success of their revenue in addition to stimulating the growth of volume buying.

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California for additional stories in radio and to train salespeople into marketing consultants.

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Windham Hill Productions and Bertelsmann Music Group are pleased to announce the joint venture of Windham Hill Records. Under this new agreement, BMG will market, sell and distribute Windham Hill recordings in Europe, Latin America, Canada, Australia and New Zealand, as well as continue its distribution in the United States. The commitment of both companies to quality and innovation provides the foundation for a great future together.
Hot Summer Jazz Festivals

Molde International Jazz Festival
July 13-18; Molde, Norway
Contact: (+47) 72 16000.

Birmingham International Jazz Festival
July 3-12; Birmingham, England
Nina Simone, Humphrey Lyttelton, Mose Allison, Jack Loussier, Ted Heath Orchestra, Blues Brothers Band, Albert King, Lonnie Liston Smith, Modern Jazz Quartet, Roy Ayers, Paris/Barcelona Swing Connection, Digby Fairweather, King Pleasure & The Biscuit Boys, plus others.
Contact: (+44) 21454 7020

North Sea Jazz Festival
July 10-12; The Hague, Holland
Dizzy Gillespie, Lionel Hampton, IJssel Jacquot Big Band, Tuck & Patti, Dirty Dozen Brass Band, Orphy Robinson, Courtney Pine, Mario Bauza, Maceo Parker, Dianne Reeves, Wynton Marsalis, Benny Green, Greetje Kauffeld, Jean-Luc Ponty, Grover Washington Jr., Spyro Gyra, Yelow Jackets, Take 6, Bobby McFerrin, Brecker Brothers Band.

Jazz Festival Vienna
July 2-13; Vienna, Austria
Dirty Dozen Brass Band, Willie Deville, Wild Magnolias, Maceo Parker, Jean-Paul Bourelly, Lionel Hampton, Louis Bellson Swing America Big Band, Tuck & Patti, Jack DeJohnette, Stephanie Grappelli, Joe Pass, Kip Hanrahan, Paul Motian, Joe Lovano, Digby Fairweather, Lionel Hampton, Bobby McFerrin, Brecker Brothers Band.

Copenhagen Jazz Festival
July 2-11; Copenhagen, Denmark
New Music Orchestra, Albert King, Brecker Brothers Band, Joe Zawinul, Salif Keita, plus many others to be announced after June 18.
Contact: (+45) 33 90 2013

Drum Rhythm Festival
July 2-4; Amsterdam, Holland
Contact: (+31) 70 350 2034

Jazz Mecca
October 30-November 1; Moosricht, Holland
With artists to be announced, this festival is organized by Acket Events, which produces the North Sea Jazz Festival. Last year approximately 60 acts appeared.
Contact: (+31) 70 350 2034

Umbria Jazz
July 10-19; Perugia, Italy
Olympia Brass Band, Vinx, Maceo Parker, Ineke, Bucky Pizzarelli, Brecker Brothers Band, Joe Zawinul, Salif Keita, Chick Corea, Eliane Elias, Mas Roach Quartet, Take 6, Rachelle Ferrell, Michel Petrucciani, Tania Maria, Freddie Hubbard, Claudio Roditi, Bob Hargrove, James Moody, Danilo Perez, Mario Bauza, Carla Bley Band, Kronos Quartet, Nat Adderley, Roy Hargrove, Paquito D'Rivera, Thele- nius Monk Jr.
Contact: (+39) 75 62432

Grande Parade Du Jazz Nice-Cimiez
July 11-21; Nice, France
Lionel Hampton, Wynton Marsalis, Fats Domino, B.B. King, Mory Kante, Grover Washington Jr., Dizzy Gillespie, Gerry Mulligan, Fishbone, Roberta Flack, Youssou N'Dour, Tito Puente, Dee Dee Bridgewater, Staple Singers, Phil Woods, Lab Schifrin, Gary Burton, plus others.
Contact: (+33) 14 036 5050

Jazz A Vienne
July 1-13; Vienne, France
Contact: (+33) 14 036 5050

THE UNITED NATIONS OF JAZZ

JAZZ STATION REPORTS APPEAR ON PAGE 20

by Terry Berne
Summer is Jazz Festival time in Europe, with literally hundreds of festivals, large and small, throughout the continent. Each year sees the creation of new venues, and while it is impossible to keep track of all of them, M&M offers a list of the most important. All dates and artists are subject to change, and individual festivals should be consulted.

Montreux Jazz Festival
July 2-18; Montreux, Switzerland

Jazz Festival Vienna
July 2-13; Vienna, Austria

Copenhagen Jazz Festival
July 2-11; Copenhagen, Denmark

Juliet 2:8:
Emmylou Harris, Lyle Lovett, Mark O'Connor, Tony Joe White, Mario Bauza, Rita Lee, Simone, Kronos Quartet, Mango Groove, Caiphus Semenya & Letta Mbulu, Rachelle Ferrell, Seis Del Solar, Galliano, Incognito, Simply Red.

July 9-11:
Blues Brothers Band, John Campbell, Buddy Guy, Etta James, Earl Thomas, Albert Collins, Enrico Ruggieri, Dave Day, Marcus Roberts/Ellis Marsalis, Gladys Knight.

July 12-18:
Toit Quick/Max Neissendorfer, Eric Clapton, Ringo Starr All-Star Band, Bobby McFerrin, Rippingtons, Yellow Jack- etts, Vince Jones, Gonzalo Rubalcaba, George Duke with Herbie Hancock, Wayne Shorter, Ron Carter, Tony Williams & Jeffrey Osborne, Stephanie Grappelli, Tracy Chapman, Jimmy Smith, Ray Charles.
Contact: (+44) 21 963 4663

Jazz Festival Vienna
July 2-13; Vienna, Austria


Jazz Festival Vienna
July 2-13; Vienna, Austria


Jazz Festival Vienna
July 2-13; Vienna, Austria


Copenhagen Jazz Festival
July 2-11; Copenhagen, Denmark
New Music Orchestra, Albert King, Brecker Brothers Band, Joe Zawinul, Salif Keita, plus many others to be announced after June 18.
Contact: (+45) 33 03 2013

THE UNITED NATIONS OF JAZZ

GEORGIE FAME
The Blues And Me
Featuring: Mike Nocerri, Dr. John, Phil Woods, Stanley Turrentine, Bob Malach, a.o.

JOHN CAPEK
Indaba
Solo debut of top songwriter and arranger (Rod Stewart, Toto, Chicago)

THE AFRICAN JAZZ PIONEERS
Live At The Montreux Jazz Festival
Township Jazz at its best!
PolyGram presents

MCIOY TYNER
BIG BAND
THE TURNING POINT
Birdology 513 163-2

CHARLIE HADEN
QUARTET WEST
HAUNTED HEART
Verve 513 078-2

ART PORTER
POCKET CITY
Verve Forecast 511 877-2/4

FREDDIE HUBBARD
LIVE AT FAT TUESDAY'S
Limelight 844 280-2 (2CD)

WOLFGANG MUTHSPIEL
THE PROMISE
Amadeo 847 023-2

STEPHEN SCOTT
SOMETHING TO CONSIDER
Verve 849 557-2

JOHN McLAUGHLIN
QUE ALEGRIA
Verve 837 280-2

KENNY DAVERN
I'LL SEE YOU IN MY DREAMS
Limelight 820 839-2

BETTY CARTER
DROPPIN' THINGS
Verve 843 991-2/1/4

LOUIE BELLSON
AIRMAIL SPECIAL:
A SALUTE TO THE BIG BAND MASTERS
Limelight 820 824-2

"POLYGRAM - GREAT LABELS, GREAT ARTISTS, GREAT JAZZ"
STATION REPORTS

UNITED KINGDOM

ATHLETIC RESEARCH/ London
Kirsty Jordan - Head Of Music

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JAZZ STATION REPORTS

WEAR/FM/Sunderland
Alan Twelftree
*Jazz & Blues Dickster.*
Ralph Peterson - Omertology [Blue Note]
American Jazz Quan: - from Bud to [Black Star]
Barney Wilen - Soloity [Columbia]
Leon Redbone - Up A Lazy River [RCA]
Lee Konitz - Zounds [Soul Note]
Billy Eckstine - No Cover [Columbia]
John Scaife - Grace Under [Blue Note]
Roy Eldridge - After You've Gone [GRP]
Sonny Rollins - The Bridge [Blue Note]
Marcus Roberts - As Serenity [Novus]
Gerry Mulligan - Walkin' Shoes [Bordando]
Ken Calvert - Deco Years Vol.7 [Jazz]

JAZZ WELLE PLUS/Muenchen
Hans Ruland - Producer
Abby Lincoln - You Gotta Pay [Verve]
Ellis Marsalis - Heart Of Gold [Columbia]
Joe Henderson - Lush Life [Verve]
Stan Getz/Kenny Barron - People Time [GRP]
Artistic Acoust - Inside Original Music
J. Morrison/R. Brown - Two The Max [West End]
Abby Lincoln - You Gotta Pay [Verve]
Charlie Hoden - Haunted House [Verve]

RADIO NEPTUNE/Brest
Jean Le Carbovich - Director
K. Barlow/J. Locke - But Beautiful [Speak Easy]
Sergey Petrov - Saturday Night [Telarc]
Manhattan Jazz Quartet - Moreh [Sweet Ball]
Dave Ellington - Tango Concert [Minton]
Henry Saxer - The Scene & Clear [Bbe]
Original Dixieland J.B. - 75 Anniversary [RCA]
Jimmie Lunceford - Vol 1924 [Master Of Jazz]

RADIO MONTE CARLO/Milan
Vallejo Massaro - Producer
Des'ree - Mind Adventures [Sony]
Ronny Jordan - Time To Dream [Private Music]
George Howard - Do Ever [GRP]
Kim Pensyl - 3 Day Weekend [GRP]
Paco Ruskell - Mystic Jazz [Polydor]
Ottmar Liebert - Solo Para Ti [Epicy]
B.S.O./Sokamoto - Bebop classics [Atlantic]
Yellow Jackets - Live Wires [GRP]
Acoustic Alchemy - Early Alchemy [GRP]

EUROJAZZ RADIO/Gibraltar
William Steffling - Producer
Bobby Watson - Present Times [Columbia]
Marcus Roberts - As Serenity [Novus]
Delfayo Marsalis - Posture [Novus]
Harley Brown - You Can Hide [Verve]
Roy Hargrove - The vibe [Novus]
Tony Williams - Gilly On Neptune [Blue Note]

Benny Green Trio - In My Life [Blue Note]
GRP All Star Big Band - [GRP]
Ed Thigpen - Mr. Taze [Jazztime]
Dizzy Gillespie - To Whom You Love [Telarc]

CNR/Bruxnus
Bruce T. Rowser - DJ
David Sonborn - Another Hotel [Electro]
McFerrin/Cores - Fly [Blue Note]
Albinoni - Preston [Acoustic Music]
Hank Mobley - When You Gotta [Verve]
Buddy Guy - Damn Right [Shabon]

Dirty Dezen Brass Band - Whistle [Columbia]
Ricky Ford - Manhattan Blues [Concord]
Arturo Sandovale - Remember [GRP]
Marcus Roberts - As Serenity [Novus]
Gonzalo Rubalcaba - I Was [Blue Note]

ROY HARGROVE - Up [Blue Note]
Carly Bley - The Very Big Band [Verve]
Various - Beauty Of The Blues [Columbia]

BIF/Eupen
Walter Eicher - Producer
Tooths Thielemans - For My Lady [EnArcy]
Ronny Jordan - Time On My Side (Blue Note)
Khan/Carter/Foster - Let's Call Polka [Polydor]
Diederik Wissels - Komot [B Shor]
Norbert Stein Pata Orch. - Vol [JHM]
B.B. King - There's Always One [Verve]

JAZZ SCENE/Oslo
David Fishel - Producer
Charlie Hoden - Haunted House [Verve]
John Coltrane - Time On My Side [Blue Note]
Khan/Carter/Foster - Let's Call Polka [Polydor]
Diederik Wissels - Komot [B Shor]
Norbert Stein Pata Orch. - Vol [JHM]
B.B. King - There's Always One [Verve]

JAZZTIME NÜMBERG
Walter Schaeftlin - Producer
Alfred Mongeal - Producer
Not King Cole - At The Sounds [Capitol]
Nigel Kennedy - Plays Jazz [Chordac]
Mingus Dynasty - Reincarnation [Soulwide]
Miles Davis - Dings [Wangers Brothers]
Brannon Marsalis - The Beautiful Ones [Columbia]

SWEDISH NATIONAL RADIO/Stockholm
Lars-Goran Lundander - Producer
Gonzalo Rubalcaba - The Blessing [Blue Note]
Steve Coleman - Rhythm is Mind [Novus]
Frank Koglin - Yesterdays [Hot Air]
Dan Byron - Waltz For Ellen [RCA]
Miles Taylor - Lament [Blue Note]
Brus Trio - And Then There [Skeewick]
Joakim Milder - Played Twice [Cup]
Swedish Radio Jazz Group - Sittan [Magadan]
Getz/Johansson - When The Sun [Jazz Unlimited]
Sten Guts - Like Someone In Love [Emory]
Surge - Source [Dragan]
Dr. Dingo - Hidden [AJM]
Per-Henrik Wallin - Daphnis, Dollys [Dragan]

DRS/Zurich
Willy Bisch - Producer
Fraser McPherson - In The Tradition [Concord]
Shirly Horn - With Strings [Verve]
John McLaughlin - Que Alegre [Verve]
Charlie Hoden - Hunted Heart [Verve]
Vince Jones - One Day Sport [Intrac]
Yo Yo Ma/McFerrin - Nush [Sony]
Peter Schraff Quintet - Tomorrow [Telac]
Steve Swallow - Swallow [Telac]
Eddie Daniels/Gary Burton - Bentley [GRP]
Christy Doran - What A Band [Pat Art]

WARNER MUSIC BELGIUM
Walter Schaat - Producer
Alfred Mongeal - Producer
Not King Cole - At The Sounds [Capitol]
Nigel Kennedy - Plays Jazz [Chordac]
Mingus Dynasty - Reincarnation [Soulwide]
Miles Davis - Dings [Wangers Brothers]
Brannon Marsalis - The Beautiful Ones [Columbia]

LA FONCTION

Warner Music Belgium, filiale du groupe Time Warner dont la renommée mondiale n'est plus à démontrer, est responsable pour le marketing, la vente et la distribution en Belgique de nombreux artistes exceptionnels tels que Phil Collins, Madonna, Prince et Red Hot Chili Peppers.

L'expérience du marketing international permet à Warner Music de lancer et développer à l'échelle mondiale les meilleurs artistes et les plus grandes vedettes. Pour rejoindre la vingtième des collaborateurs de sa succursale bruxelloise, nous cherchons à contacter des candidats ambitieux et qualifiés pour remplir la fonction de PRODUCT MANAGER qui développera encore plus efficacement le succès de nos artistes.

La fonction

Rapportant directement à notre marketing manager, vous serez responsable de l'évaluation des sorties internationales toujours renouvelées des plus grands artistes dans tous les genres musicaux, ainsi que du suivi des objectifs. Il s'agit aussi bien d'artistes anglo-saxons comme Madonna, R.E.M. et Paul Simon que de Francois et de Roland. Le développement des carrières des artistes et leur positionnement sur le marché sont des imperatifs. La philosophie de Warner Music est avant tout active et spontanée, tout en plein d'une phase de haut exigences par rapport à la motivation et la qualité de chaque artiste.

Nous cherchons :
- âge : 25-35 ans
- diplôme d'université supérieure
- excellent trilingue (français, néerlandais, anglais)
- expérience comme product manager utilisant des techniques de marketing moderne (un emploi actuel dans le milieu musical sera apprécié)
- personnalité créative, active, et qui pourra faire accepter ses idées d'une façon convaincante.

Nous offrons :
- une opportunité unique de développer davantage vos talents marketing dans une organisation professionnelle
- une stratégie internationale qui offre en permanence la possibilité de développer également en Belgique le succès des plus grands artistes distribués par Warner Music
- un salaire en rapport avec l'importance de la fonction
- des avantages extra-standards.

Atteint par cette offre ? Envoyez votre lettre avec c.v. avec référence 71.236 à

VAN DER SCHAAF B.V. Pr. Bernhardlaan 10, 2405 VT Alphen a/d Rijn, Hollande

VAN DER SCHAAF
Strategische Management funkten

MUSIC & MEDIA JUNE 6 1992

AmericanRadioHistory.com
# MUSIC & MEDIA

## TOP 10 SINGLES IN EUROPE

### UNITED KINGDOM

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**Eurochart Hot 100 - Singles**

**MUSIC & MEDIA** JUNE 6 1992

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<td>U2 - Polydor (Barnes/Sonora)</td>
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**This Week's Chart**

1. Rhythm Is A Dancer - Snap
2. To Be With You - Mr. Big
3. You - Timbaland
4. Please Don't Go/Game Boy - K.W.S.
5. Knockin' On Heavens Door - U2
6. Das Boot - Lack of Colors
7. Stay - Speakers Sisters
8. Raving I'm Raving - Shing02
9. Nothing Else Matters - Metallica
10. Everything About You - Johnny Cash
11. Joy - Michael Jackson
12. Workaholic - UK.D.B.NL.CH.DK.Ir.N
14. The Show Must Go On - Queen
15. Why? - Erasure
16. Let's Get Rocked - Depeche Mode
17. Smells Like Teen Spirit - Nirvana
18. Hazard - Richard Marx
19. I Don't Care - Shania Twain
20. Shame Shame Shame - Izabella
21. Your Love Is Mine - Shania Twain
22. You Won't See Me Cry - Wilson Phillips
23. Save The Best For Last - Vanessa Williams
24. Be Quick Or Be Dead - Iron Maiden
25. Jive Connie - Connie Francis
26. Suzette - Dança Graciosa
28. High - Fiction

**Last Week's Chart**

1. Rhythm Is A Dancer - Snap
2. To Be With You - Mr. Big
3. You - Timbaland
4. Please Don't Go/Game Boy - K.W.S.
5. Knockin' On Heavens Door - U2
6. Das Boot - Lack of Colors
7. Stay - Speakers Sisters
8. Raving I'm Raving - Shing02
9. Nothing Else Matters - Metallica
10. Everything About You - Johnny Cash
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16. Let's Get Rocked - Depeche Mode
17. Smells Like Teen Spirit - Nirvana
18. Hazard - Richard Marx
19. I Don't Care - Shania Twain
20. Shame Shame Shame - Izabella
21. Your Love Is Mine - Shania Twain
22. You Won't See Me Cry - Wilson Phillips
23. Save The Best For Last - Vanessa Williams
24. Be Quick Or Be Dead - Iron Maiden
25. Jive Connie - Connie Francis
26. Suzette - Dança Graciosa
28. High - Fiction
Now even the smallest commercial radio stations have huge star potential. With a little help from Radio Luxembourg, the Station of the Stars.

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Now we've scored another first by being the first English language music station to transmit via the Astra satellite.

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---

**TURN TO US BEFORE YOUR LISTENERS TURN TO SOMEONE ELSE.**

---

**LUXEMBOURG**

**THE STATION OF THE STARS**

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<td>Joja - Warner Brothers ▲</td>
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*The European Top 100 Albums is compiled by BPI Communications BV in cooperation with Buma/Sony. © BPI Communications BV/Buma/Sony. All rights reserved. Compiled from the national album sales charts of 16 European territories.*
OFF THE RECORD

TREMEO TREMORS: Following Carrère, Erauto and Voguez, will leading French indie Tréma be another jewel on someone else's crown? The label is rumoured to be for sale, and one prospective buyer claims it will be sold "before the end of the year." Others suggest a deal could even happen this summer. Contenders reportedly bidding: leading private TFI, giving it a major record biz foothold, and Sony Music. Tréma, founded in 1969 by composer Jacques Revaux and his friend Régis Talar, switched distribution on January 1 to Sony from EMI. The label grossed Fr5.1m million last year and has a 2.5% market share. Tréma's roster includes top act Michel Sardou, as well as Charles Aznavour, Catherine Lara, Frédéric François and Toure Kunda. Word is that Tréma made an unsuccessful Fr5.3m million bid in 1991 to Vogue's owner Jean-Louis Detry to acquire the distribution company.

PASTURE PRIME?: Five-year Scottish Scotland head of radio Neil Fraser will exit next month to pursue "other programming interests." The 24-year Beeb veteran says, "Though I'm sad to be leaving, I'm looking forward to moving out from behind a desk and exploring new pastures." Fraser's post will be advertised.

DISHONOURABLE DISCHARGE: Seems that fans phoning Swedish act Army Of Lovers' telephone hotline, advertised in local paper Helsingin Sanomat, can't get no satisfaction. Callers are introduced by the group to a menu of five programmes. However, once a selection is made, nothing happens and within a few seconds the call is interrupted by a busy signal. Even more confusing is that one of the three voices is singer La Camilla, who left the group some six months ago.

DOUBLE TROUBLE: Independent UK label ZYX, which released the version of Please Don't Go recorded by Double You? have charged that KWS's cover of the song resulted in losses of over £1 million. The Double You? version peaked at 41 in the UK, and ZYX alleges that KWS recorded their version after label Network failed to licence the track from Disco Magic in February. ZYX manager/sales promotion Alex Gold has also complained that many fans bought the KWS record by accident, having heard Double You?'s version in clubs.

HEARD AROUND EUROPE: Lots of anticipation building in France, where broadcasting authority CSA is expected to give its first decisions regarding Paris frequency allocations either June 11 or 15...Radio consultant Rob Jones is rumoured to become part of a new franchisee owner holds the rights. The Authority says it wants to award the franchising of France's domestic record industry as he has long-term interests. "The most important element of the current system has enabled more retailers to join the panel. Some 100 record shops now take part, repre- senting what he calls "the diversi-
ty of France's retail structure." However, he says the list of those taking part will remain secret in order not to influence final results. "I don't even know myself which stores are part of the panel," he adds.

Polling company Ipsos is in charge of collecting data from smaller retail stores, while Nielsen is in charge of the super-

Applications (continued from page 1)

the consultative paper, "Notes of Guidance for Local Licence Applicants," are subject to change and includes proposals on the following:

PolyGram (continued from page 1)

Vega and Vanessa Williams. DCCs will meet uniform pro-
duction standards, a single last tape format, will be

SCHML's (continued from page 1)

The Authority says it wants to give the project a priority status in order to clear the decks for the re-advertisements no. 55 - ILR licenses (see accompanying story). Authority chief executive Peter Baldwin calls the move "the most important element of our new licensing programme over the next six months." He is also busy talking with indepen-
dent radio station operators who have a diverse mix of franchi-
shes including Classic FM and Independent Music Radio and current ILR operators about the regional franchise programme (see page 54). Both camps have voiced several concerns about the regions, including the possibility of net-
working among the franchisees (M&M, May 30).

Peroni (continued from page 1)

ment with the station when he was 18 years old. "It was a little local station and I was an unknown guy," he says. "I grew up with it and lived through many different situations without changing stations. I experienced working at a local station which developed into a regional broad-
caster before ending up as the leading national network. There's nothing left to do apart from own-
ing a station, which I can't do." Indirectly, Peroni has a long-term interest in the current situation, with record production. "When Italian house music first broke around 10 years ago with acts such as La Dolce Vita or Denario, I was always in the studios. It has been the same more recently with the really new Italian music by acts such as Elio E La Storie Tese and Pittura Fresca. I was involved in producing new tracks before they were released; and though I've never worked for a record company, I've always con-
sidered myself an artistic director in one way or another."

Peroni was offered the job with RTI (previously known as Five Record) by its MD Roberto Magrini. Says Peroni, "The firm is owned by the Fininvest group, which is a major international force. Nobody thought of RTI as a potential leader until Magrini arrived. He is arguably the best man in the domestic record industry as he has a totally new approach to big companies...CGD. He sees RTI as potentially one of the most important compa-
nies in the future of the Fininvest group. The Authority head of development claims that within a few months he shows that he's moving in a totally new way on the domestic market. People in the US and UK have moved from radio to records and vice versa, but in Italy no record company has thought of this."

One of Peroni's main tasks at RTI is to build a strong roster. He will sign up new acts and artists and hopes to challenge other firms by signing some major names. "On a music level

Top No. 1 (continued from page 1)

by putting off listeners. The new changes mean the system speeds up considerably. Data collected in one week can be processed and analysed almost instantly, with results available on the following Tuesday. The charts then can be published in the TV magazine Télé 7 Jours, which sponsors the charts on Saturday, and included on the TV and radio programme "Top 50" aired on Friday. "It gives us almost instant results," he says, "but the opposite happened."

Clement says the new system costs more, but he declines to say how much. "I had hoped it would bring the cost down," he says, "but the opposite happened. Research and test costs were high." However, he assures that Top No. 1 "will cover all these

ly lacking in France, such as clas-
cial, jazz or world music charts. Clément says it will be up to the industry to decide if the system would be useful for its purposes and which criteria shall be used. He says the new charts are the result of "three years of studies and tests." He adds, "We had a problem as most retailers were not equiped with computerized systems needed for scanning, but this is no longer the case."

Funding for the changes comes from Europe 1 and pay-
tv network Canal Plus, the two forces behind the creation of the charts eight years ago.

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expenses without asking the industry for financial help. We want to keep control of the pro-
cess."

Asked why this change was not implemented before, Clément says, "It all took a long time because the problems we faced were very complex." Clément says the new comput-
ized system has enabled more stores to join the panel. Some 100 record shops now take part, repre-

sented what he calls "the diversi-
ty of France's retail structure." However, he says the list of those taking part will remain secret in order not to influence final results. "I don't even know myself which stores are part of the panel," he adds.

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Authority chief executive Peter Baldwin calls the move "the most important element of our new licensing programme over the next six months." He is also busy talking with indepen-
dent radio station operators who have a diverse mix of franchi-
shes including Classic FM and Independent Music Radio and current ILR operators about the regional franchise programme (see page 54). Both camps have voiced several concerns about the regions, including the possibility of net-
working among the franchisees (M&M, May 30).

We are very aware of these concerns and are studying them very closely," Baldwin says. "All I can say is that the Authority is mindful of that [networking] concern. The point we are trying to make is that it is no different than advertising a licence in London. [INR operators] could also say, 'I didn't know you were advertising a new licence in Lon-
don?'"

Authority head of development David Vick says the agen-
cy wants to award the franchis-
ges "going in the right direction." Another advantage of going early is that if any existing ILR operator in a particular part of the country decides he would rather have one of these regional licenses than the one they have at the moment, he now has the opportunity to bid—within the understanding that within the ownership rules he would have to give up the existing station."

Baldwin says there is nothing stopping an existing operator from going for a regional franchis-
ing of his own cover-

Age. He also contends that Author-
ity research and JICRAR sur-
yves show that specialist-format-
ted stations, such as Jazz FM/London and Kiss FM/Lon-
don, grab listeners from BBC Radio rather than other IRs.

"People in the US and UK have moved from radio to records and vice versa, but in Italy no record compa-
nny has thought of this." — Alex Peroni

most key players have opted for an AC format," he comments. "Radio DeeJay aims mainly at a young audience and has compro-
mised its format. So has Rete 105
The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations. Unlike M&M's other charts, songs receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours of music they broadcast each week. The EHR Top 20 Contenders list 20 more songs that have achieved the highest number of airplay points during the past week. The chart is updated weekly, but airplay points are compiled for two consecutive weeks and will be dated from this chart, but may reappear with new airplay points in the next chart. In the case of a tie, songs are listed by number of points. Stations are weighted by market size and by the number of hours of music they broadcast each week.

**CHARTBOUND RECORDS**

GARY MOORE / Story Of the Blues (Virgin) 5/6
RED HOT CHILI PEPPERS / Under the Bridge (Warner Brothers) 2/3 (Virgin) 5/6
NEVILLE BROTHERS / Fly Like An Eagle (A&M) 3/2
CHRIS DE BURGH / Set Me Free (A&M) 3/2
SNAP / Rhythm Is A Dancer (Capitol) 8/3
PASADENAS / Make It With You (Columbia) 2/1
KISS / Loser (RCA) 5/3
WINGS / Can't Drive My Car (Parlophone) 5/3
LADY GAGA / Rain On Me (Sony) 5/3
SHAKESPEARS SISTER / Can't Take My Eyes Off You (Virgin) 5/3
MARC ALMOND / The Days Of Pearly Spencer (Virgin) 5/3

**GUNS N' ROSES / Knockin' On Heaven's Door** (Reprise) 5/3
**DOUBLE YOU / Please Don't Go** (Reprise) 3/1
**JOHN O'KANE / Stay With Me** (Columbia) 5/3
**LIGHTNING SEEDS / Sense** (Virgin) 4/3
**CRAIG MCLACHLAN / One Reason Why** (Polydor) 4/3
**TINA TURNER / What's Love Got to Do With It** (Wea) 4/3
**EXTREME / Song For Love** (A&M) 4/3
**SOULED OUT / In My Life** (Columbia) 4/3
**JODY WATLEY / I'm The One You Need** (MCA) 4/3
**MR. BIG / Just Take My Heart** (Atlantic) 3/3
**SISTERS OF MERCY /Temple Of Love** (East West) 3/3
**ROZZA / Love Breakdown** (PWL) 2/3
**WAS / NOT WAS / I Want My Way** (Virgin) 2/3

**TOP RECURRENTS**

**CRIMINAL / I Ain't Built For Lovin' You** (A&M) 5/3
**TIM BURTON / Moonlight Sonata** (A&M) 5/3
**SHAKESPEARS SISTER / Can't Take My Eyes Off You** (Virgin) 5/3
**MARC ALMOND / The Days Of Pearly Spencer** (Virgin) 5/3

**NEW TOP 20 CONTENDERS**

**2 UNLIMITED / Back To Bass** (Polydor) 5/3
**CRAIG MCLACHLAN / One Reason Why** (Polydor) 5/3
**SISTERS OF MERCY / Temple Of Love** (Mercury) 5/3
**U2 / The Fly** (MCA) 5/3

The EHR Top 40 chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank on the EHR Top 20. The chart represents the number of stations reporting each song to the network for the first time. Songs which have reached the top 20 in consecutive weeks will be deleted from this chart, but may reappear with new airplay points in the next chart. In the case of a tie, songs are listed by number of points. Stations are weighted by market size and by the number of hours of music they broadcast each week.
From the forthcoming AIDS Benefit album "RED HOT AND DANCE", available this June. All proceeds from this single will be donated to AIDS organisations in the country of purchase. SAFER SEX SAVES LIVES. Advocate for government committed to finding a cure for HIV, the virus that compromises the immune system and can lead to a variety of symptoms we call AIDS. Treat people with AIDS with dignity and the care they deserve. STOP AIDS NOW.
NAB
Radio
MONTREUX
JUNE 10-13, 1992

PROGRAM & EXHIBITOR'S GUIDE

This program guide has been published by Music & Media
PROGRAMMI TRASMESSI MEDIAMMENTE IN UN ANNO
(ORE)

ONDA MEDIA 19.000
MODULAZIONE DI FREQUENZA 9.800
REGIONALI 19.800
ONDA CORTA (PER L'ESTERO) 10.900
FILODIFFUSIONE 36.500
FIRST NAB/RADIO MONTREUX INTERNATIONAL SYMPOSIUM AND TECHNICAL EXHIBITION

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General Manager & Director, International Relations, Tokyo FM  
Dr. Dietrich Schwarze

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THE RADIO SHOW  
IN NEW ORLEANS  
NEW ORLEANS  
SEPTEMBER 9-12, 1992

Take Home New Ideas On...  
- Programming  
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- Engineering

For registration information:  
Write:  
The Radio Show, NAB  
1771 N St. NW  
Washington, DC 20036, USA

Phone (USA) 202-775-4972  
Fax (USA) 202 775 2146
On Monday and Tuesday, June 8/9, 1992, the EBU/UER will hold a two-day seminar on Digital Audio Broadcasting. The Organisers of NAB/Radio Montreux are grateful for the close cooperation which they enjoy with the EBU/UER.

Wednesday, June 10

**OPENING CEREMONY**

**Morning 10.00 - 12.00**

**Convention Centre, Montreux**

**Welcome Address:** Mayor F. Alt
Mr. E. Fritts
Mr. D. Kramer
Mr. L. Lowry Mays
Mr. A. Riva

**Keynote Lecture:** Mr. R. Sautter, CLT

Opening Ceremony Reception hosted by: Communications Equity Associates

**VISIT THE NAB STORE**

at

Broadcasting publications
Souvenirs
T-Shirts, hats, etc.
Microphone flags

Open daily throughout the Exhibition

**PROGRAMMING AND MANAGEMENT**

**Afternoon 14.30 - 18.00**

**HIGHLIGHT SESSION:**
**BROADCASTING REGULATIONS: WHAT IS NEEDED IN 1993?**

**Co-Chairmen:** Mr. D. Kramer, CH/Mr. L. Mays, USA
**Moderator:** Mr. S. Kon, U.K.
**Guest Speaker:** Mr. A. Sikes, USA
Mr. P. Baldwin, U.K.
Mr. J. Baumann, USA
Mr. J. Boutet, F
Mr. W. Rumphorst, EBU
Mr. C. Schurig, D

**ENGINEERING**

**Afternoon 14.30 - 18.00**

**PRODUCTION EQUIPMENT AND TECHNIQUES**

**Chairman:** Mr. C. Daubney, U.K.
**Moderator:** Dr. L. Danilenko, D

1. The Place of Digital Equipment and Techniques in Radio Studio - Current Status and Perspectives for the Future
   **Speaker:** Dr. D. Schwarze, D

2. Signal Levels Across the EBU/AES Digital Audio Interface
   **Speaker:** Ms. L. G. Moller, DK

3. Ancillary Data in the AES/EBU Digital Audio Interface
   **Speaker:** Mr. J. P. Nunn, U.K.

4. Recorders for News Gathering - At Last, a Tape Recorder Meeting Broadcasters' Needs?
   **Speaker:** Mr. M. Orlic, YU

5. Controlling Signal Levels with a Loudness Meter - A New Design by a Broadcaster for Broadcasters
   **Speaker:** Dr. J. Emmett, U.K.

   **Speaker:** Dr. G. Theile, D
VOA EUROPE, the English language hit music-and-news network, is taking radio stations by storm. Because owners and operators in more than 20 European countries have discovered that VOA EUROPE's contemporary format simply makes sense. It's crisp, quality programming. And it's free of cost. But most of all, it targets the audience broadcasters want to reach. 24 hours a day.

So if your station needs a breath of fresh air, it's clear. Just contact Dick Bertel, the VOA network affiliate manager, for more information at: Ludwigstraße 2, 8000 Munich 22, Germany; Tel: (089) 286091; Fax: (089) 2809210; Tlx: 523737.

Voice of America also offers at no cost: programs on English language instruction; VOA'S slow speed Special English, and programming in more than 15 European languages. In addition, American television programs are available to TV stations through the Worldnet television service. For more information, contact Marge Dove in Munich at (089) 286091.
Thursday, June 11

PROGRAMMING AND MANAGEMENT

Morning 9.00 - 10.30
FORMAT CHR - EHR

Chairman: Mr. L. Merino, E
Mr. M. Bakker, NL
Mr. P. Bellanger, F
Mr. A. Hahne, D
Mr. A. Hazan, I
Mr. R. Park, U.K.
Mr. B. Ployer, I

Morning 9.00 - 12.30
INVESTMENT

Co-Chairman: Mr. R. Sautter, F
Mr. W. Steding, USA
Mr. M. Brisac, F
Mr. A. Delkader, E
Mr. S. Goetz, D
Mr. L. Hegedus, H
Mr. J. Kerrest, F
Mr. R. Richer, USA
Mr. S. Wonsiewicz, NL

Morning 11.00 - 12.30
PAN-EUROPEAN FORMAT

Chairman: Mr. S. Saltzman, U.K.
Mr. J. Braun, F
Mr. T. Lathouwers, NL
Mr. J. Luders, D
Mr. W. Roedy, U.K.
Mr. C. Untermeyer, USA

OUR RECORD IN TRANSMISSION TECHNOLOGY IS SECOND TO NONE.

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OUR COMPREHENSIVE SERVICES ARE AVAILABLE THROUGHOUT EUROPE AND FURTHER AFIELD.
ADVANCED SYSTEMS DESIGNED BY NTL OFFER EFFICIENT OPERATION TODAY, TOMORROW AND INTO THE FUTURE.

SEE NTL ON STAND 883 AT NAB RADIO'92-MONTREUX.
Thursday, June 11

PROGRAMMING AND MANAGEMENT

Afternoon 14.30 - 16.00

FULL SERVICE RADIO IN THE 90'S

Chairman: Mr. J.-N. Tassez, F
Mr. T. Martin Blanco, E
Mr. M. Haas, D
Mr. G. Haedcke, D
Mr. W. Vriesman, USA
Mr. A. Woyciechowski, PL

MUSIC LICENSING & COPYRIGHT

Chairman: Mr. D. Hicks, USA
Mr. F. Aguilera, E
Mr. B. Beckerleg, F
Mr. J. Gordon, U.K.
Mr. P. Liechti, CH
Mr. J. L. Tournier, F
Mr. J.-F. Verstrynge, EEC
Mr. A. Weinschel, USA

Afternoon 16.30 - 18.00

THE FUTURE OF PUBLIC RADIOS IN THE '90'S

Chairman: Mr. A. Riva, CH
Mr. A. Akhtyrsky, Russia
Mr. T. Alexanderson, EBU
Mr. D. Bennet, USA
Mr. Cher/Mr. Yu, CN
Ms. A. Coutard, F
Mr. C. Guerzoni, I
Mr. O. Joanson, S
Mr. C. Singelnstein, D

ALL NEWS

Chairman: Mr. R. Harris, USA
Mr. W. Aigner, D
Mr. C. Cox, U.K.
Mr. P. Delannoy, F
Mr. S. William Scot

ENGINEERING

Afternoon 14.30 - 16.00

ENVIRONMENT AND ACOUSTIC DEVELOPMENTS

Chairman: Mr. D. R. Lockett, USA
Moderator: Mr. J. Borenius, SF

1. Psychoacoustic Factors Evaluating Studio-Quality Monitor Loudspeakers - Differences and Dependence on Listening Conditions
   Speaker: Mr. G. Spikofski, D

2. Optimisation of the Nearfield Monitoring Environment
   Speaker: Mr. A. Munro, UK

3. Application of Computer Simulation to Improve and Accelerate Acoustic Design
   Speaker: Dr. W. Ahnert, D

4. Acoustical Considerations in the Design of the Canadian Broadcasting Center, Toronto
   Speakers: Mr. P. Mills, CDN
            Mr. J.-P. LeGault, CDN

5. Diffused Acoustics
   Speaker: Dr. P. D'Antonio, USA

Afternoon 16.30 - 18.00

POST PRODUCTION AND EDITING/RECORDING MEDIA

Chairman: Dr. G. Plenge, D
Moderator: Mr. P. V. Giudici, I

1. Applications of MIDI Control in Radio Production and Post-Production
   Speaker: Dr. F. J. Rumsey, U.K.

2. Recent Developments in the Use of High Speed Networks for the Communication of MIDI-Equipment
   Speaker: Mr. M. Crosse, U.K.

3. Application of Data Reduction - Practical Experience
   Speaker: Mr. P. F. Selinger, D

4. The Future of R-DAT as a New Editable Recording Medium
   Speaker: Dr. A. Matzke, D

5. Transmission of MUSICAM-Coded Audio Signals via ISDN
   Speaker: Mr. B. Burkhardtsmaier, D

   Speaker: Mr. N. Seidel, F
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Be sure to visit the NAB membership lounge located on level 700
In Spain, the best music is with us.

The best of national and international music, the best concerts, new releases, interviews with the stars of the music scene. The biggest audience is with us, in tune with the latest music. Cadena 40, feeling the music in Spanish, Cadena Dial.

Loving the music that makes your heart sing, the most up-to-date. Cadena Minuto. Everything in music, under the leadership of SER. This country's number one station. In Spain, the best music is with us.
### Engineering

**Morning 9.00 - 10.30**

**CONTINUITY AND BROADCASTING OPERATIONS - EQUIPMENT AND TECHNIQUES**

**Chairman:** Mr. P. Jackson, UK  
**Moderator:** Mr. F. Müller-Römer, D

1. Integrated Newsroom and Audio Storage Systems for Radio  
   **Speaker:** Mr. A. Lane, UK

2. Practical Experiences with Automated Switching Areas  
   **Speaker:** Mr. B. Bittel, D

3. Real-Time-Access Mass Memory for Broadcasters' Use  
   **Speaker:** Mr. P. F. Selinger, D

**Morning 11.00 - 11.45**

**TRAINING**

This session will give an overview of the training problems and objectives in Engineering, Programming and Management.

**Chairman/Co-Speakers:** Dr. H. Springer, D  
**Moderator:** Mr. T. Baile, DK  
**Speakers:** Mr. R. Opelland, D  
Mr. H. Strassmann, CH

**Morning 11.45 - 12.30**

**DIGITAL RADIO**

This session will discuss the opportunities of Digital Radio in Europe and will include remarks not only at the Technical level but also at the Management and Programming level.

**Chairman:** Mr. G. Waters, EBU  
**Moderator:** Mr. I. Childs, U.K.  
**Speakers:** Mr. J. Abel, USA  
Mr. P. Baldwin, U.K.  
Mr. P. Dasnoy, B  
Mr. R. Faure, F

**Afternoon 14.30 - 18.00**

**TRANSMISSION AND RECEPTION/ADDITIONAL SERVICES**

**Chairman:** Mr. D. Pommier, F  
**Moderator:** Mr. D. Kramer, CH

1. Current and Future Problems of Frequency Allocation  
   **Speaker:** Dr. T. Prosch, D

2. Synchronous FM Network for Motorway Radio Service  
   **Speaker:** Mr. D. Sauvet-Goichon, F

3. Problems of Reception - Mobile and Stationary - New Receiver Developments  
   **Speaker:** Mr. M. Thoone, D

4. Radio Data System - Implementation Status and Outlook  
   **Speaker:** Mr. D. Kopitz, EBU

5. BBC Experience with Implementing and Operating RDS in the U.K.  
   **Speaker:** Mr. S. Shute, U.K.

6. An FM Multiplex Broadcasting System for Mobiles having a Large Transmission Capacity  
   **Speaker:** Mr. T. Komoto, J

7. New Data Services Using Digital Audio Broadcasting Channels  
   **Speaker:** Mr. A. Poignet, F

### Friday, June 12

#### Montreux Casino

**Evening 20.00**

**OFFICIAL CITY OF MONTREUX RECEPTION**  
**OFFICIAL DINNER - HOSTED BY EURO DISNEY**

Free of charge to paid up registrants. For others wishing to attend, tickets, at a cost of Sfr. 120,- per person, may be procured at the NAB/Radio Montreux Registration Desk

**Speaker:** Mr. R. Fitzpatrick, CEO, Euro Disney, F

**22.00: Remarks**  
Mr. A. Scharf, President, EBU & Mr. E. Fritts, President and CEO, NAB

### Saturday, June 13

#### HIGHLIGHT SESSION

**Morning 9.00**

**HIGHLIGHT SESSION**

Creativity in Radio Advertising: How Dull Can It Be?

**Speaker:** Mr. George Black,  
Former Chairman of J. Walter Thompson, Germany and Creative Consultant, Nestlé
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AmericanRadioHistory.Com
A.B.S. SPA Aquila Broadcasting Sets
Stand No. 886
Via Colle S. Giovanni, snc
I - 67063 Oricola (AQ)

Products Exhibited
- 4KW FM Transmitter
- 10KW FM Transmitter
- 20KW FM Transmitter
- Coaxial Accessories

Representatives present:
- Mr. G. Narduzzi
- Mr. R. Marini
- Mr. V. Pasquini
- Mr. D. Jan

AES: Audio Engineering Society, Inc.

AES Europe Region Office
Zevenbunderslaan 142/9
B - 1190 Brussels

94th AES Convention: BERLIN, March 1993

The upcoming (93rd) AES Convention will be held in San Francisco from October 01 - 04, 1992, at the Moscone Center. The next European AES Convention, the 94th, being also the 23rd in Europe after 22 successful conventions in various places (including 3 times in Montreux), will be held in Berlin (ICC) for the first time, on March 16 - 19, 1993.

You can obtain more information about these conventions, being at the same time a congress and an exhibition of professional audio products as well. Some AES publications will also be available.

AEV SNC Di Vaccari G & C
Stand No. 871
Via Saviole 1/E
I - 40017 Le Budrie Di S. Giovanni in Persiceto Bo

Products Exhibited
- Broadcast Audio Consoles
- Radio Automation
- Audio Processor
- Audio Digital Sampler
- Clock System-Stereo Generator and Decoders
- Radio Data System
- Telephone Hybrids

AGAP
Stand No. 865
264, Av. Ste-Catherine
BP 118
F-84144 Montfavet Cedex

Products Exhibited
- GAETAN: Automatic Management System and Broadcasting for Commercial and Musical Programme using Digital Audio Technology (MUSICAM):
  - NEW Stand Alone Model
  - Dual Model
- NEW Local Area Network Model with Files Server for Several Broadcasting, Managing, Editing, Recording Units with optional ISDN technology
- SYGAR: Automatic Management System for Radio Broadcasting Network (this system is used by more than 270 local radio stations in Europe.)
- GAEL: Professional Software for Management of Commercial Messages
- PROGRAMATOR: NEW Professional Software for Musical Program Management

AKG Akustische u. Kino-Geraete GmbH
Stand No. 811
Brunhildengasse 1
A - 1150 Vienna

Products Exhibited
- Wireless Microphone Systems
- MAP Conference System
- DSE 7000
- Direct, AKG Blue Line
- Condenser Microphone Range

Representatives present:
- Mr. H. Mullinack, Director of International Sales/USA
- Mr. A. Fritz, Product Manager
- Mr. Christian Mang
- Mr. H. Radda, Sales Manager
- Mrs. M. Neubauer, Advertising & Promotion Director

Audio Bauer Pro AG
Stand No. 815
Bemerstr. Nord 182
CH - 8064 Zürich

Products Exhibited
- Fostex
- Amek (BC III)
- Beyerdynamic
- Otari
- Ampex Tapes

Audio Export Georg Neumann and Co.
Stand No. 885
73 rue de l’Evangile
F - 75886 Paris Cedex 18

Products Exhibited
- RADIMAX Computer controled radio automation
- TOOLZ ISDN Realtime Codice for digital transmission of sound through ISDN phone lines

Audio Follow
Stand No. 803
P.O. Box 3100, 1680 Tyson Drive
USA - Winchester, Virginia 22601

Products Exhibited
- The DDC2, Direct to Disk Optical, Audio digital recorder which uses either a removable and erasable magnetic optical disk and/or a hard disk and its accessories, e.g. studio interface, dispatch interface

Audio Follow
Stand No. 803
P.O. Box 3100, 1680 Tyson Drive
USA - Winchester, Virginia 22601

Products Exhibited
- Audiopak will exhibit their NAB type endless-loop audio broadcast cartridges:
  - A-2 for Recording Spots, Commercials and Music in Mono; AA -3 for Stereo - phased Recordings in Stereo AM/FM Stations:
  - AA -4 for Digital Compatible Recordings of Stereo Music where elevated recording levels are necessary. In addition, Audiopak will show their audio cassette component products — Leader Tape and Liners

Aldena Telecomunicazioni SRL
Stand No. 862
Via Civitella 47
I - 20148 Milan

Products Exhibited
- Professional Antennas and Accessories

Association of European Radios (AER)
Stand No. 7A
Ave. E. Speckaerat 53
B - 1200 Brussels

AER represents the national commercial radio associations of Europe. It speaks for the interests of commercial radio on all matters of concern to sound broadcasters.

Audio Bauer Pro AG
Stand No. 815
Bemerstr. Nord 182
CH - 8064 Zürich

Products Exhibited
- Fostex
- Amek (BC III)
- Beyerdynamic
- Otari
- Ampex Tapes

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Audiopak Inc.
Stand No. 848
P.O. Box 3100, 1680 Tyson Drive
USA - Winchester, Virginia 22601

Products Exhibited
- Audiopak will exhibit their NAB type endless-loop audio broadcast cartridges:
  - A-2 for Recording Spots, Commercials and Music in Mono; AA -3 for Stereo - phased Recordings in Stereo AM/FM Stations:
  - AA -4 for Digital Compatible Recordings of Stereo Music where elevated recording levels are necessary. In addition, Audiopak will show their audio cassette component products — Leader Tape and Liners

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<th>Products Exhibited</th>
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<tr>
<td>Barco-EMT GmbH</td>
<td>856</td>
<td>Wilhelm-Franz-Str. 1 D - 7634 Kippenheim</td>
<td>Broadcast transmission systems engineering, including the design and utilisation of broadcast equipment. Also publishes standards.</td>
<td>Mr. O. R. Claus, Ms. A. R. Claus</td>
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<tr>
<td>Broadcast Technology Society/IEE</td>
<td></td>
<td>9 Quail Hill Court USA - Parkton, MD 21120-9633</td>
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<td>BSS</td>
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<td>Schlossstr. 48A 8000 Berlin West 41</td>
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<td>CCA Electronics</td>
<td>742</td>
<td>P.O. Box 426 USA - Atlanta, GA 30213</td>
<td>FM Transmitters</td>
<td>Mr. G. Clark, Mr. R. Baker</td>
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<td>Club DAB - France</td>
<td>772</td>
<td>c/o 21-27 rue Barbès F - 92 542 Montreouge Cedex</td>
<td>Digital Audio Broadcasting</td>
<td>Mr. R. Faure, President, Mr. O. Meaux, General, Mr. J.-L. Lafleur, Mr. B. Pastre, Mr. J. Ruff, Mr. F. Maheux</td>
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<td>Columbine Systems Inc.</td>
<td>722</td>
<td>1707 Cole Blvd. USA - Golden, CO 80401</td>
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<td>Ms. N. Burkland, Mr. N. Hamilton</td>
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<tr>
<td>Comrex Corporation</td>
<td>873</td>
<td>65 Nonset Path USA - Acton, MA 01720</td>
<td>Frequency Extender Systems for up to 8 KHz Audio on Standard Dial Telephone Lines, Digital Audio Codes for Wideband, Full Duplex Audio on ISDN or other digital telephone services. Talk Console - A complete talk studio in a small, easy-to-use package.</td>
<td>Ms. L. Distler, Mr. J. Cheney, Mr. I. Prweise</td>
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<td>Continental Electronics Corporation</td>
<td>717</td>
<td>4212 South Buckner Blvd. USA - Dallas, Texas 75227</td>
<td>Describe literature and Photographs of the entire Continental Electronics Corporation product line and capabilities.</td>
<td>Mr. D. Russell</td>
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<tr>
<td>C.T.E. International srl</td>
<td>856</td>
<td>Via R. Servi7 I - 42100 Reggio Emilia</td>
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<td>DAB-Plattform e.V.</td>
<td>771</td>
<td>c/o Bavarian Broadcasting Corporation Rundfunkplatz 1 D - 8000 Munich 2</td>
<td>DAB-Plattform is an association of Broadcasters, Industry, Government Departments, Postal Authorities and Research Institutes in Germany and some neighbouring countries. DAB-Plattform coordinates all activities for development, testing and introducing Digital Audio Broadcasting (DAB) in Germany and the associated countries.</td>
<td>Mr. F. Müller-Römer, President, Mr. W. Hilsenbeck, Secretary Delegates of members</td>
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<td>DALET Digital Media Systems</td>
<td>851</td>
<td>1, Rue Call F - 75010 Paris</td>
<td>1. Dalet integrated computer network 2. New Products: On Air Multitasking Live Assist</td>
<td>Mr. S. Guez, Mr. D. Lasry, Mr. F. Jonchier</td>
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<td>Decision, Inc.</td>
<td>861</td>
<td>402 S. Ragsdale Suite 206 USA - Jacksonville, TX 75786</td>
<td></td>
<td>Mr. B. Waller, Mr. J. Godfrey, Mr. B. Keenan</td>
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<td>Dialog4 System Engineering GmbH</td>
<td>876</td>
<td>Businesspark Monrepos Monreposstr. 57 D - 7140 Ludwigsburg</td>
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<td>Mr. B. Burkhardt, Ms. H. Schmeier</td>
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When You Broadcast LIVE

Add a little Disney magic to your regular programming and expect BIG results!

A whopping eleven million people from countries all over the world are expected to visit Euro Disney Resort this year!

Millions more wish they could.

Bring the fun and wonder of Disney to them by broadcasting live from within Euro Disney Resort. Add to that some of the most exciting and unique promotional tie-ins ever created and your listening audience will definitely tune in!

Euro Disney Resort is not just the Park with its five, fabulous, themed lands. It's also six themed hotels and Festival Disney where you'll find the best of American nightlife!

Broadcast live from the biggest, newest and most magical studio in all Europe - the Euro Disney Resort!
The EBU's main function is to promote cooperation between its members and to represent their common interests in programme, legal and technical matters. EBU has a membership of 39 active members - public service broadcasters for the most part in Europe and the Mediterranean basin, and 60 Associate Members, making a total of nearly 100 countries around the world represented within the EBU. The EBU runs the Eurovision permanent network (13'800 km of terrestrial circuits, plus several satellite links) which serves as a vehicle for the daily programme and news exchanges. EBU also coordinates the Euroradio network which relays some 1000 concerts and operas, 400 sports events and 30 major news events every year.

Demonstration of the DAB (Digital Audio Broadcasting) System/Comparison with conventional FM Transmissions.

**ELCA Snc di Raimondi L E C.**

Valle Italia 113
I - 20155 Castellanza, Va.

**Products Exhibited**

FM Exciter and Transmitter
FM Solid State Amplifier
Studio Transmitter Link
Digital Coder, etc.

**Representatives present**

Mr. G. T. Waters
Mr. F. Kozsmernik
Mr. O. Wood
Mr. E. Wilson, Mr. R. Chalmers
Mr. M. Lembregge, Mr. R. Miles
Mr. L. Chevallier
Mr. P. Turbang
Mr. J. Julien, Mr. R. Copin
Mr. J. Winterson, Mr. R. Levey
Mr. K. Hunt, Mr. T. O'Leary
Mr. D. Kaplitz

Mr. Meier-Engelen
Mr. J. Heichler
Mr. O. Meeuks
Mr. Richard
Mr. Hilgenbeck

**Stand No. 853**

**Ghielmetti AG**

Industriestrasse 6
CH - 4562 Biberist

**Products Exhibited**

Ghielmetti will be exhibiting the latest developments in studio quality audio signal distribution boards. The GKVA 75-110 range is used for both analogue and digital audio signals. The unit features a gold plated double contact system with a choice of connections, including soldering, wire wrap, Krone, Molex or BNC, and can incorporate an integrated 75-110 ohm interface. This combines the advantages of a crossbar with those of the jack socket and adds to them. Designed to allow the functions of measuring, switching and routing of all signals to sound studios. Its excellent characteristics enable both programme and microphone lines to be switched.

Mr. Frank Renfer

**Stand No. 844**

**EURO DISNEY S.C.A.**

BP 100
F - 77777 Marne La Valette Cedex 4

**Products Exhibited**

Euro Disney Resort, the biggest studio in Europe. Discover the magic of the Euro Disney Resort and the thousands of original promotional ideas and themes you can develop working with this, the biggest and newest studio in Europe. We will answer all your creative or technical questions and show you how easy it is to broadcast live from The Euro Disney Resort.

Mr. M. Fearn
Mr. B. Peyrefitte
Mr. G. English, Mr. M. Cruz
Ms. K. Boyle, Mr. S. Park
Mr. J. Bidwell, Ms. J. Forman
Mr. H.-F. zu Franken
Ms. S. Lang, Mr. T. Taddeo
Mr. E. Ambrosini
Mr. V. Ridard
Mr. B. Metz, Ms. S. Marcon

Mr. F. Kozsmernik
Mr. B. Peyrefitte
Mr. G. English, Mr. M. Cruz
Ms. K. Boyle, Mr. S. Park
Mr. J. Bidwell, Ms. J. Forman
Mr. H.-F. zu Franken
Ms. S. Lang, Mr. T. Taddeo
Mr. E. Ambrosini
Mr. V. Ridard
Mr. B. Metz, Ms. S. Marcon

**Stand No. 711**

**Fidelipac Corporation**

97 Foster Road
USA - Moorestown, N.J. 08057

**Products Exhibited**

DCR 1000 Series Digital Cartridge Recorder

Mr. S. Martin

**Stand No. 852**

**Esyscom**

Athelia 1
F - 13705 La Ciotat Cedex

**Products Exhibited**

DIGISOUND: the 1st automatic broadcast scheduler.

Mr. L. Raimondi, Sales
Mr. M. Pagani, Chief Engineer
Mr. A. Caccia, Engineer

Mr. M. Levy

**Stand No. 851**

**Groupe Ingenico**

9, quai du Dion Bouton
F - 92816 Puteaux

**Products Exhibited**

Digital Audio Broadcasting: Systems Engineering

Mr. F. Ammann, Mr. R. Danks
Ms. S. Kuhn

**Stand No. 856**

**Gotham AG**

Althardstr. 238
CH - 8105 Regensdorf

**Products Exhibited**

Professional Audicables
Double shielded multipaircables, Microphonenables of different kinds, Digital Audicables for AES/EBU signals.

Mr. Hilsenbeck

**Stand No. 888**

**GTC Broadcast Professionals**

Representatives present

Mr. U. Frohlich, Man. Director
Mr. A. Buchmann, Sales Mgr.
Mr. G. Fritz, Sales & Mktg. Mgr.

**Stand No. 856**

Mr. Hilsenbeck

**Stand No. 844**

Representatives present

Mr. A. Caccia, Engineer
Mr. M. Pagani, Chief Engineer
Mr. L. Raimondi, Sales

Mr. J. P. Julien, Mr. R. Copin
Mr. J. Winterson, Mr. R. Levey
Mr. K. Hunt, Mr. T. O'Leary
Mr. D. Kaplitz

Mr. Meier-Engelen
Mr. J. Heichler
Mr. O. Meeuks
Mr. Richard
Mr. Hilgenbeck

Digital Audio Cables for AES-EBU

Representatives present

Mr. R. Derks
Mr. F. Ammann, Mr. R. Danks
Ms. S. Kuhn

Mr. J. Winterson, Mr. R. Levey
Mr. P. Turbang
Mr. J. Julien, Mr. R. Copin
Mr. J. Winterson, Mr. R. Levey
Mr. K. Hunt, Mr. T. O'Leary
Mr. D. Kaplitz

Mr. Meier-Engelen
Mr. J. Heichler
Mr. O. Meeuks
Mr. Richard
Mr. Hilgenbeck
Now even the smallest commercial radio stations have huge star potential. With a little help from Radio Luxembourg, the Station of the Stars.

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LUXEMBOURG
THE STATION OF THE STARS

Name ______________________________________
Position ________________________________
Station Name ____________________________
Address ________________________________
Country ____________________________ Postcode __________
Telephone No ____________________________
Fax No ________________________________
Fill in and post to:
FEATURES:

- Direct and easy frequency programmability through microprocessor controlled 10 kHz steps
- Excessive SWR automatic protection with R.F. power cutback and indicator light
- 2 to 30 W adjustable output power with automatic power level control
- Expanded reflected power scale
- Display of all operating parameters: forward power, reflected power, D.C. voltages, P.A. current, PLL voltage
- Remote controlled R.F. mute, compatible with all types of external requirements
- Led modulation with peak indicator and expanded scale for stereo or SCA subcarrier recordings
- Selectable linear input or 15 KHz low-pass filter mono input
- Wideband MPX input > 100 KHz
- Available with RS232 interface for frequency programmability and R.F. mute
- Available with three additional SCA inputs and rear terminal board with all main parameters

PTX 30 UHT
Programmable FM exciter micro-computer controlled 87.5-108 MHz range
**Dr. W. A. Günther AG**

Seestrasse 77  
CH - 8703 Erlenbach-Zürich

**Products Exhibited**

- mbi Broadcast consoles  
  Mr. W. Günther
- Sonitex Digital Cartridge System "DISCART"  
  Mr. R. Brochi
- Marantz Professional CD-Recorder CDR-1  
  Mr. M. Frigg  
  Mr. R. Schrot
- Paragon Digital Transmission-Processor  
  Mr. J. Ziemer, Ms. J. Fawcett
- Apex Broadcast CD-Recorder CD-40  
  Ms. D. Frost, Mr. B. Hotham  
  Mr. G. Koumbis  
  Ms. M. Wilson

---

**Harris Allied Broadcast Division**

P.O. Box 4290  
3200 Wissiman Lane  
USA - Quinnoy, Illinois 62305-4290

**Products Exhibited**

- Harris PT Series 2 - 10kW Solid State  
  FM Transmitters
- Audio Work station; Digital Radio
- Arraxis Systems Inc. Digilink, Digital
- Audio/Studio Products

---

**IDB COMMUNICATIONS GROUP, INC.**

10525 W. Washington Blvd.  
USA - Culver City, CA 90232

**Products Exhibited**

- International telecommunications service provider (services such as: video and audio broadcasting, leasing of satellite time, telephone service, data communications service, land mobile communications, maritime and aeronautical communications services. All services are international)

---

**Jamelpro Antennas, Inc.**

6340 Skycreek Road  
USA - Sacramento, CA 95828

**Products Exhibited**

- The oldest U.S. manufacturer of FM and TV Antennas
- specialise in Circular Polariised Systems, BroadBand
- Panel Antennas, side mount antennas, BandPass combiners and filter systems.

---

**Jutel Dactality & Jutron Oy**

Teknologianlait 11  
SF - 90570 Oulu

**Products Exhibited**

- DataCity CDME CD-Automation + Radoman Software
- Kajamix 3000 Split Broadcasting Console
- UT-MIX Broadcasting Consoles
- Kajasound Series Mixing Consoles

---

**Klein + Hummel**

Ziegelinstr. 12  
D - 73022 Ostfildern

**Products Exhibited**

- Connectors of all types. Special product line for audio and video applications including low voltage, triaxial type either single or multiway.
- Bridge plug patented system.
- Patch panels for HDTV + RGB Synchro Connectors system.

---

**International Datacasting Corp.**

5555 Triangle Pkwy., No 140  
USA - Norcross, GA 30092

**Products Exhibited**

- RadioNet 250 digital audio and data distribution systems, equipment for analog audio satellite systems, Automatic redundancy switches for audio services.

---

**Jutel Dactality & Jutron Oy**

Chemin des Champs Courbes 28  
CH 1110 Ecublens

**Products Exhibited**

- Active Studio Loudspeakers
- Power Amplifiers
- PA-Systems

---

**Lermo SA**

**Products Exhibited**

- Chemin des Champs Courbes 28  
  CH 1110 Ecublens

---

**Link Communicaciones SA**

Calle la Vina 33 Bts  
E - 08026 Barcelona

**Products Exhibited**

- Audio Tapes (NAB Cartridge)

---

**Lyrec Manufacturing A/S**

Box 123  
DK - 2740 Skovlunde

**Products Exhibited**

- FRIDA, professional compact 1/4" recorder. The FRIDA recorder offers 3 tape speeds, full servo controlled tape handling, Audio electronics with Dolby HX Pro. Available for rack, table top or flush mounting.
- FRED, editing tape deck for cut/splice editing of 1/4" tapes. In the size of a typewriter, FRED is a complete and independent editing facility.
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Dallas • Tokyo • Washington, D.C.

Acquires, produces, and distributes radio and television programs worldwide.

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Ship non-returnable samples to:
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Suite 718
Dallas, Texas 75206

During NAB Radio Montreux plan on visiting us June 10 - 13 at Le Montreux Palace

For more information, contact:
Daniel Springer
President/Managing Director
Telephone: 214-369-0080
Facsimile: 214-739-6575

INI is exclusively consulted by Montreux Companies. Advisement Services for the Media and Entertainment Industries. Montreux's associates will also be represented in Switzerland.

Management Data Gesellschaft

Ulmenstr. 38
D - 2000 Hamburg 60

Products Exhibited
1. Broadcast Scheduling for Broadcast Studio Control
2. Advertising Management and Sales Advertising Time
3. Music Archive and Scheduling
4. Newsroom Archive and Scheduling
5. Freelance Staff Accounting

Representatives present
Mr. H. Antz
Mr. S. -J. Schmidt
Mr. E. Schulz
Mr. D. Reiss

Meteo-Media (Bandle & König GmbH)

Hohenadlstr. 2
Postfach 1333
D - 8045 Ismaning

Products Exhibited
Market-conforming and customer-oriented design (development, advice and maintenance) in the fields of weather presentation, high-end-computer usage and management consulting.

Representatives present
Mr. C. König
Ms. M. Fischer

Murfin Music International Ltd.

The Old Smithy
Post Office Lane
Kempsey
U.K. - Worcester

Products Exhibited
Music and products for radio and television Automated radio system

Representatives present
Mr. M. Murfin
Ms. G. Murfin
Mr. H. van Nellestyn
Mr. S. Klein
Mr. B. Williams, Mrs. Williams

Music & Media

Europe's leading music radio newswEEKLY. Music & Media reaches all major radio stations throughout Europe every week.

Representatives present
Mr. Theo Roos, Pres. BPI Europe
Mr. Ron Betist, Associate Publisher
Mr. Jeff Green, Associate Publisher
Ms. A. Knijnenberg, Marketing Mgr.
Mr. Steve Wonsiewicz, Man. Editor
Ms. Christianne de Bruyn, Sales Exec.

NAB

1771 N Street, N.W.
USA - Washington, D.C. 20036-2891

Nagra Kudelski S.A.

Route de Genève 22
CH - 1033 Cheseaux

Products Exhibited
NAGRA-D 4 Channel Self-Contained Professional Digital Audio Recorder, Portable, analogue audio "NAGRA" tape recorders - worldwide standard equipment for high quality audio recording, Miniature and Subminiature "NAGRA" tape recorders, NagraVision Pay-TV system with coded Video/Audio
National Transcommunications Ltd.

Crawley Court
Winchester
U.K. Hants SO21 2QA

Products Exhibited
National Transcommunications is UK market leader in the provision and maintenance of radio broadcast transmission systems. NTL is now extending its resources and expert unbiased advice to the wider international market. Total independence of individual suppliers, coupled with wide-ranging skills and experience, gives the company the ability to provide the best solution for every customer whether for a single transmitter or a complete national network. In particular, NTL specialises in computerised coverage prediction and system integration, and handles radio transmission projects from initial concept to final commissioning.

Network Music Europe BV

Wilhelminapark 1
NL - 2012 KA Haarlem

Products Exhibited
1. Production music library of 108 compact discs (1000 titles)
2. Sound effects library of 50 compact discs (4000 effects)
3. Shockwave radio production, jingle elements of 7 CD's/400 elements including sweepers, lazers, special radio effects, music, etc.

Nokia Paging

P.O. Box 86 (Orinkatu 11)
SF - 24101 Salo

Products Exhibited
Nokia Paging is specialized in FM radio paging on existing FM broadcast networks. Nokia Paging’s product range consists today of radio paging receivers, numeric and alphanumeretic, for RDS and MBS standards to be used in nationwide FM radio paging networks. Utilising the FM network for above applications offers the infrastructure of the system for a fraction of cost compared with conventional solutions.

On Air Rundfunk Produktion und Beratung

Rauchstrasse 19A
D - 1000 Berlin 30

Products Exhibited
Musicscan, Music Rotation System

Pacific Recorders & Engineering Co.

2070 Las Palmas Drive
USA - Carlsbad, CA 92009

Products Exhibited
ADX Digital Audio Workstation, Radiomixer air console, Productionmixer, Production Console, BMX Series III on air console, Micromax broadcast cartridge machines, Distribution amplifiers, Audio Switchers, Studio Furniture, Peripheral Equipment and Accessories

Philips Communications Systems

P.O. Box 32
NL - 1200 JD Hilversum

Products Exhibited
Network Systems

Pioneer LDCE LTD

Entertainment Systems Division
417 Berkport Road
GB - Greenford, MIDDX UB6 6UE

Products Exhibited
Pioneer CAC-V3000, 300 CD Autochanger

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- Safety in use guaranteed by LEMO'S Puh-Pull self-latching system
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**LEMO SA**

Case postale 194
Grundstrasse 22
CH-1024 Ecublens
Tel: 021/691 16 16
Fax: 021/691 16 26

**LEMO Verkauf AG.**

Grundstrasse 22
CH-8343 Rotkreuz
Tel: 042/644 94 00
Fax: 042/644 94 01

---

**Radio Advertising Bureau**

Stand No. 714

304 Park Avenue South
USA - New York, N.Y. 10010

**Products Exhibited**

Provision of information on how the RAB helps 3,000 radio stations in the USA with sales and marketing and to explore how the RAB may assist European Radio.

**Representatives present**

Mr. G. Fries, President
Mr. W. Cornils, Exec, Vice Pres.

---

**Radio Express Inc.**

Stand No. 816

3575 Cahuenga Blvd.West
Suite 300
USA - Los Angeles, CA 90068

**Products Exhibited**


**Representatives present**

Mr. T. Rounds
Mr. J. Fodor
Ms. L. Anderson
Ms. I. Cajlinger
Ms. B. Rounds
Ms. J. Biggs
Ms. C. Ketola
Ms. M. Ivey

---

**Radio Session Allgäu**

Stand No. 912

Kotterner Strasse 70
D - 8960 Kempten -Allgäu

**Products Exhibited**

"Boom Box" - Giant Radio
Especially for Shows and Entertainment - Hi-Tech-Installation for out and in-door events
Complete monitoring - for acoustic & light show

**Representatives present**

Mr. S. Butler
Ms. B. Eckel

---

**Radio World Newspaper**

Stand No. 874

5627 Columbia Pike Suite 310
USA - Falls Church, VA 22041

**Products Exhibited**

Radio World will display and distribute product literature from a variety of companies that supply equipment to radio stations. A technical representative will be on-site to answer questions. Free copies of Radio World newspaper will also be available at the booth.

**Representatives present**

Mr. A. Carter, Editor
Mr. J. Tilly, European Sales Mgr
Mr. J. Bisset, Technical Representative

---

**Ranson Audio Ltd.**

Stand No. 821

7 Springbridge Mews
U.K. - London, W5 2AB

**Products Exhibited**

Cartouche digital audio harddisc storage system with intelligent software control of radio broadcast equipment, new editing software running under Windows 3 software for audio newsroom use. Also Masterplay music management software.

**Representatives present**

Mr. A. McHardy
Mr. J. Fausse

---

**RCS**

Stand No. 842

208 Avenue de Versailles
F - 75016 Paris

**Products Exhibited**

"Selector" - The number one music scheduling software with 1800+ users worldwide "Tracker" - The logging device of the 90's: 8 days of continuous audio on one DAT tape
"Songtrack" - Research Analysis Software

**Representatives present**

Mr. A. Economos, President
Mr. P. Generali, European General Agent
Mr. M. Semprini, Italian Rep.
REVOX
Stand No. 818
Althardstrasse 146
CH - 8105 Regensdorf
Products Exhibited
Representatives present
C 221 Compact Disc Player
Mr. R. Delapraz
C 115 Cassette Tape Deck
Mr. M. Weber
MB 16 Broadcast Console
MR 8 Recording Console
PR 99 Tape Recorder
C 279 Audio Mixer
Riz-Transmitters
Stand No. 910
Bozdareniceva 13
41 000 Zagreb, P.O. Box 654
Croatia
Products Exhibited
Representatives present
100kW SW Mobile Broadcasting Transmitter
Type RIZ or 100 K-01/A
Mr. K. Marijan, BSEE
Mr. M. Stefica, BSEE
Mr. B. Zora, B.Sc. Econ.
R.V.R. Elettronica SRL
Stand No. 871
Via del Fonditore 2/2C
I - 40138 Bologna
Products Exhibited
FM EXCITERS: Mono or Stereo, synthesized or up controlled. STUDIO LINK: Mono or Stereo from 200 to 2 GHz. SOLID STATE: from 100 W till 5 W bi polar or Mos-fet. TUBE AMPLIFIER: from 600 to 20 KW with triode or tetrode PASSIVE COMPONENTS: Filters, Aerials, Dividers. ANCILLARY EQUIPMENT: Monitoring automatic system 1+1 or N+1
Schmid Telecommunication
Stand No. 817
Binzstrasse 35
CH - 8045 Zürich
Products Exhibited
Representatives present
1) SIAT-SHORT INTERVAL AUDIO TEST SYSTEM, a measuring system for automatic daily testing during broadcast time, featuring SIAT-NET network supervision software
Mr. A. Schneider
Mr. C. Keller
Mr. S. Moreno
Mr. R. Peterhans
Mr. C. Goet
2) RESCO-AUTOMATED REMOTE CONTROL AND MONITORING SYSTEM, adaptable solution for remote distributed facilities that have to be integrated into one operations and maintenance center.
Mr. S. Moreno
3) AALEX-AUTOMATIC AUDIO LINE EQUALIZER, temporary and permanent lines.
Mr. Ch. W. Peabody
Shively Labs
Stand No. 736
5 Harrison Road
USA - Bridgton, ME 04009
Products Exhibited
Representatives present
Shively Labs manufactures side-mount and panel style FM broadcast antennas, and related gear as multistation combiners, transmission line, and pressurization equipment. We also offer extensive pattern studies, and optimization of the antenna's signal, unsurpassed by any other manufacturers. Each Shively product, domestic or export, is manufactured under the guidelines of MIL-Q-9858A, which is the highest quality level in the United States; and our inspection program is just as rigid. Currently, well over 1800 Shively systems have been delivered worldwide.
Audio Patch Panels
No more jacks!
- Safety in use guaranteed by LEMO's Push-Pull self-latching system
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Tel: 021/691.16.16
Fax: 021/691.16.26
LEMO Verkauf AG.
Grundstr. 22
CH-6343 Rotkreuz
Tel: 042/644.940
Fax: 042/644.943
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AC II

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HOT COUNTRY

FORMAT 41

ADULT ROCK & ROLL

CNN RADIO

The Oldies Channel

AM Only

RESEARCHED FORMATS THAT WIN!

UNISTAR®
Come see us in Montreux and learn how Comrex can increase local radio's profits.

- There are over 10,000 radio stations in the United States. Most of these stations operate in small communities and must compete with other radio stations in the same market. Studies have shown that the key to success for these small market stations is to provide programs of local interest and not merely rely on nationally distributed programming. In short, local remotes (especially sports) bring in profits.

- Comrex Frequency Extenders allow broadcasts of all kinds of remote programs over inexpensive dial telephone lines, rather than dedicated music lines or radio links. These Frequency Extenders are modest in cost, easy to use and provide remarkably good quality. In fact, there are several thousand in use every day around the world!

- Note: Comrex also makes Digital Audio Codecs which provide wideband audio on ISDN telephone lines.

We invite you to come by to talk with us.

Booth 873, June 10-13, 1992, NAB Radio Montreux
LOG 14 DAYS OF AUDIO ON ONE DAT, PLAY IT BACK WHILE STILL RECORDING!

MDL-14

RCS TRACKER

The RCS TRACKER records up to 3 audio sources simultaneously, and provides random access to any logged time segment - even by phone - without interrupting the recording.

The RCS TRACKER consistently sounds better, costs less to operate, and is easier to use than any other logging technology.

The RCS TRACKER is a complete hardware-software system.

RADIO COMPUTING SERVICES, EUROPE, SARL
208 Ave. de Versailles • 75016 PARIS
Tel: (33-1) 40 50 65 85 • Fax: (33-1) 40 50 62 17
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Stand No.</th>
<th>Address</th>
<th>Products Exhibited</th>
<th>Representatives present</th>
</tr>
</thead>
<tbody>
<tr>
<td>Teli Telecom AB</td>
<td>719</td>
<td>Box 93</td>
<td>RDS-System and Compact Encoders, Network Server System, TMC-Computer System, TMC-Receiver, Control Receiver, Alarm Receiver, Data Receiver</td>
<td></td>
</tr>
<tr>
<td>Thomson-LGT</td>
<td>819</td>
<td>1, rue de l'Hautelier</td>
<td>Products Exhibited: 1) FM Solid State Transmitter - Model FMT 500S, 2) FM Solid State Transmitter - Model FMT 5000S</td>
<td>Mr. M. Reusel, CEO, Mr. F. de Montgofier, VP - Sales and Marketing</td>
</tr>
<tr>
<td>Thompson-CSF</td>
<td>838</td>
<td>Konrad-Adenauer-Platz 6-8</td>
<td>Products Exhibited: 1) 100kw MW-AM Solid State Transmitter, 2) Alias Scale Model - Integrated Adaptive S.W. Radio Broadcasting System</td>
<td>Mr. B. Pastre, Sales Mgr.-F, Ms. V. Trivero, Corp Comm Mgr</td>
</tr>
<tr>
<td>TFT, Inc.</td>
<td>737</td>
<td>3000 Oakmead Village Dr., USA - Santa Clara, CA 95025-8088</td>
<td>Products Exhibited: 1.5 GHZ synchronous FM Booster system, Digital STL, Remote pick-up UNIT</td>
<td>Mr. P. Kirk</td>
</tr>
<tr>
<td>Thum &amp; Mahr Audio</td>
<td>838</td>
<td>Konrad-Adenauer-Platz 6-8</td>
<td>Products Exhibited: FM Radio Broadcasting Transmitters and Repeaters</td>
<td>Mr. P. Kark</td>
</tr>
</tbody>
</table>

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Valentino Music and Sound Effects Libraries

Company produces and markets a complete PRODUCTION MUSIC and SOUND EFFECTS LIBRARY on compact disc for use in Radio station programming and productions. The Production Music Library consists of over 60 CD's with more than 2000 selections for production use. The Production Sound Effects Library consists of over 40 CD's with more than 3500 "DDD" digitally produced effects, also for production use.

Also shown at the booth will be a DIGITAL COMMERCIAL SYSTEM (DCS). Anything that can be recorded on cartridges or tape can be recorded and delivered to air with the "DCS" System. Multi-Station Networking and integration of traffic System Logs are standard features of the "DCS" System. Separate Production and control Room Workstations provide the greatest flexibility. DCS is currently installed in over 200 stations throughout the world and is the only system offering the ability to play two stereo sources simultaneously while recording in stereo. Produced by the COMPUTER CONCEPTS CORPORATION.

Yamaha

2 Chalkhill Road
Hammersmith International Centre
U.K. - London, W6 8DW

Products Exhibited
DMC1000 digital mixing console; DRU8 eight track digital tape recorder; DMRB combination digital mixer + 8 track digital recorder; YPDR compact disc cutter;
DTR2 stereo DAT recorder; DEQS digital equaliser; D2040 digital channel divider.
Peripheral equipment - A/D - D/A converters, format converters.

For further information please contact:
METEO MEDIA CONSULT Beratungsgesellschaft für Neue Medien mbH
Postfach 1333 · HohenadlstraBe 2 · 8045 Ismaning bei München
FAX : 089 / 9 6130 29 · TEL : 089 / 9 6130 27.
YES, THERE ARE STILL PLACES THAT CANNOT BE REACHED BY FM PAGING

Nokia Nationwide FM Paging gets a message to places other communications networks cannot reach. By utilizing the existing radio broadcast network, FM Paging provides the fastest, most cost-effective way to achieve comprehensive communications coverage.

**FM Paging – what is it?**

The FM Paging System relays a numeric or alphanumeric RDS-message via the telephone and FM radio networks. The Nokia FM Pager, anywhere within the range of an encoder-equipped FM transmitter, receives, stores and displays the message.

**A productive investment**

FM Paging helps people keep in touch when they are on the move, or not near a telephone. For a modest investment, FM Paging generates income for the operator, and creates a valuable service for people.

**New technology**

Growing all the time, FM Paging serves people in Sweden, the U.S.A., France, Spain, Hungary, Slovenia, Croatia, Poland and Czechoslovakia. For the widest possible subscriber coverage, new manufacturing technology and increased volumes make the Nokia FM pagers competitive in every respect.

The benefits of FM Paging are now clearer than ever. For more information, please get in touch with the world's leading supplier of FM Pagers, at the address below.

**Nokia Paging**

For Personal Connections

Nokia Mobile Phones Ltd., P.O. Box 86, SF-24101 Salo, FINLAND
Tel. +358-24-3061, Telex 6823 mobim sf, Telefax +358-24-3064 451

See us at the NOKIA PAGING stand number 823.
We prefer science to reading signs.

It's true! This ad may deserve a visual support. But honestly, tricks shouldn't have any place in the media business. Words alone are enough.

That's why we prefer science to reading signs.

Some try to imitate us. That's fine! It simply proves that Mediametrie's success has nothing to do with luck.

The quality of our audience measurement methods enable us to offer you the necessary data and relevant analysis in order to follow and better know a continually moving environment. On a national, local and now European scale.

If you want to measure Mediametrie's own efficiency, call our men of science. They are also men of letters. They will explain everything to you in detail.

Please contact
Philippe DUBOIS: Dial (33) 1.47 58 97 58
France Telecom and radio: we're building a sound relationship.

Covering events live, getting the biggest audience, providing the best sound quality... these are the challenges which people working in radio face every day.

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For more information, contact:
Jean Philippe GILLET
tel.: 33 1 43 42 97 99
fax.: 33 1 49 28 57 65