EMI, Sony, Warner, PolyGram In Viva

GERMANY
by Miranda Watson

There has been a complete turnaround in the financial set-up of German cable music and entertainment TV channel Viva, with PolyGram Pays US$301m For Motown

EUROPE
by Steve Wonsiewicz

In a transaction noted more for its US impact than for its European implications, music and entertainment company multinational PolyGram has paid US$301 million (continues on page 17)

UK Commercial Radio Continues Ratings Gains

UNITED KINGDOM
by Mike McGeever

As UK commercial radio prepares to celebrate its 20th anniversary in a few months, proof that it is coming of age is evident in the latest RAJAR survey results, which show the continued deflection of BBC networks' listeners to independent national and local stations. Figures for the second quarter of this year reveal that overall listening to the BBC's five networks slipped to 45.9% from 48.9% compared to RAJR's first survey for the fourth quarter 1992. Although it remains the most popular national service, BBC Radio One FM suffered the biggest losses across the board. The EHR network's share dipped to 19.9% compared to 22.4% six months ago. The net's weekly reach is also down two points to 34%. Overall listening to BBC Radio (national, regional/local) is down 1.2 points to a 57.2% share.

In contrast, listening at independent local radio stations show a 2.2 point increase in national share to 33.4%. The listening share of national commercial radio (Classic FM and Dublin-based EHR long wave Atlantic 252) slipped 1.1 points to 5.5% since the fourth quarter 1992. Atlantic 252, which covers 66% of the UK population, saw its share slide 0.9% to 2.8% for the

300 Bid For Swedish Private Radio Licences

SWEDEN
by Ken Neptune

Some 300 applicants are bidding for the 38 radio franchises in northern and central areas of Sweden, with 100 of those seeking the 10 spots available in the greater Stockholm area. Applications, submitted before the July 29 deadline, were received from both private concerns and companies, including

Stakk Bo Picks Up Airplay

EUROPE
by Maechiel Bakker

Dance music takes a very special place in the continuing emancipation of mainland European music. By putting equal accentuation on melody and rhythm and by wrapping it up in economic, radio-friendly productions, Continental European dance music has managed to carve a niche of its own. The '90s has seen a flood of successful Continental-originated dance production (continues on page 17)
U2: A ZOONIVERSAL LANGUAGE

CONGRATULATIONS FROM ISLAND RECORDS WORLDWIDE

AUSTRALIA
NO. 1

FINLAND
NO. 2

ITALY
NO. 1

SWEDEN
NO. 1

AUSTRIA
NO. 1

FRANCE
NO. 1

JAPAN
NO. 1

SWITZERLAND
NO. 1

BELGIUM
NO. 3

GERMANY
NO. 1

NEW ZEALAND
NO. 1

UNITED KINGDOM
NO. 1

CANADA
NO. 1

HOLLAND
NO. 1

NORWAY
NO. 1

UNITED STATES
NO. 1

DENMARK
NO. 1

HUNGARY
NO. 10

PORTUGAL
NO. 2

IRELAND
NO. 1

ICELAND
NO. 1

SPAIN
NO. 2

HIGHEST CHART POSITIONS SO FAR
Outsiders To Clean Up The RAI; Dematte Elected New President

ITALY by Mark Dezzani

A new board of governors, president and director general have been appointed to run Italy's state broadcaster RAI. The new executives have been labelled "The Martians" by RAI staff as they are all outsiders mainly from the academic world, with no previous broadcasting experience.

Claudio Dematte, an economics professor, has been elected president by his new boardroom colleagues: Feliciano Benvenuti (lawyer), Paolo Muraldi, (journalist and historian), Elvira Sellerio (publisher) and Tullio Gregory (philosophy professor). The new five-member board of governors replaces the old 16-member board with a mandate to reform public broadcasting in Italy.

Despite requests by the RAI's unions for an 'insider,' the new board elected Gianni Locatelli as the new director general. Locatelli, who was editor of the influential financial newspaper Sole 24 Ore had been tipped months ago for the job.

RAI's new president Dematte says the task facing him and his colleagues will not be easy. "Our priorities in restructuring and reorganising will be to de-politise the organisation and to eradicate the large fiscal deficit estimated on the old board to be L130 billion [app. US$90 million] for 1993." Union estimates put the deficit at L130 billion for this year.

The de-politicisation process will involve dismantling the old favours system, whereby principal political parties controlled the networks through the appointment of sympathetic directors. Shortly after his appointment as president, Dematte called for the resignation of all network heads and news chiefs for TV and radio. He then suspended their resignations until after a new policy document under the future of the RAI is published.

A national debate is now underway over which direction the reformed RAI should take, with a spokesperson from RAI Radio saying it was too early to speculate. Dematte has indicated that although management structures will be modernised, the RAI's role as a public broadcaster would be reinforced, with particular emphasis on restructuring the news departments. "The RAI should be a spokesperson for the organisation and information what the Banca d'Italia is to money: a safekeeper of the national heritage," he says.

PolyGram Rocks Ahead With 19% Profits Gain In First Half

EUROPE by Steve Wonsiewicz

Thanks to an increase in European market share, worldwide music and entertainment group PolyGram reported a 6.1% increase in sales to Dfl 3.17 billion (app. US$1.66 billion) and a 19.3% jump in net income to Dfl 204 million for the six months of 1993. Pre-tax operating income rose 5.9% to Dfl 319 million, with operating margins moving accordingly, up to 10.1% from 9.0%. European sales accounted for 54% of total turnover and 71% of income.

Comments president/CEO Alain Levy, "PolyGram made excellent progress during the first six months of 1993. Despite unfavourable exchange rates, we were less affected by recession in continental Europe than expected, thanks to an increase in our European market share and the fact that our sales rose almost everywhere."

PolyGram's biggest-selling pop album in the first half of the year was Sting's Ten Summoner's Tales, which sold over three million copies. Dire Strait's On Every Street told over one-million outside the US. PolyGram also benefited from multi-territory hits from debut European artists such as Sweden's Ace of Base and the UK's Dina Carroll and the Stereo MCs.

Stansfield Appointed Music & Media's New UK Correspondent; Dezzani Tapped To Cover Italy

EUROPE by David Stansfield and Mark Dezzani

David Stansfield and Mark Dezzani have been appointed Music & Media's new correspondents in the UK and Italy, respectively. Both appointments are effective immediately. Dezzani replaces Stansfield, who has relocated to London, while Stansfield takes over from Mike McGeever, who will continue to work with M&M as a contributing writer.

Comments M&M publisher Philip Alexander, "We are excited at the prospect of adding Mark to our network of experienced European correspondents. We are also extremely happy that David will continue his long-time association with M&M. "David's and Mark's knowledge of European radio programming and music trends puts them in an excellent position to communicate the problems and opportunities facing the UK and Italian radio and music industries."

Stansfield, a veteran journalist with extensive experience covering the radio and music industries, has served as M&M's correspondent in Italy since 1988 and has also been Billboard's correspondent for the past four years. Stansfield will divide his time between his own office and M&M's London offices. His office address is 123 Northern Avenue, London E11 3HU. He can be reached at tel/fax: (+44) 81.530.8694.

Dezzani joins M&M with a long history of working in music radio in Italy and France, including posts in programming and news. He has also reported for the Voice of America and wide published alternative magazines in the UK for the radio business. Dezzani is relocating to Milan. Until then, he can be reached at tel/fax: (+39) 184.29667.

When at POPKOMM. visit Music & Media Stand D7/E7 August 19-22

Belgium: RTBF Adds Two More Morning Hours To Radio 21

Flemish-language public broadcaster RTBF's EHR network Radio 21 will be adding two-and-a-half hours of extra broadcasts starting in September. Contrary to earlier rumours of possible cuts, the RTBF has agreed to give the 06.30-09.30 slot to Radio 21. There are suspicions that Regie Media Belge had a part in the decision, which will allow them to attract more advertisers to the already tightly booked RTBF Radio. Until then, Radio 21 continues to broadcast Brussels Capitale's morning programme, which also runs on Radio 2.

Finland: BMG Ariola Creates Local A&R Post

BMG Ariola Finland is increasing its emphasis on local production with the appointment of former YLE Radiolatia DJ/producer Asko Kallonen as producer/A&R manager. BMG made its first local recording late last year and has since signed four local acts: Anna Puujainen, Dance Nation, Teppo Nauvola and Jayday, all of whom will be releasing albums this year.

Finland: Fazer MD To Shape Up National Opera House

Former MD of Fazer Music Inc, John Eric Westo has taken over another top job in the Finnish music industry, moving into the temporary post of administrative director of the Finnish National Opera. Westo will be working on improving the internal organisation, operational strategies and profitability at the company.

Spain: SGAE Signs Agreement With Canal Plus

Performing rights association SGAE in Spain's only pay-TV station, Canal Plus, have signed an agreement which covers author's rights, the fight against piracy, and cultural cooperation between the two organisations. The accord is backdated to the beginning of Canal Plus' broadcasts in 1991, and is valid until 1998.

Italy: Virgin Joins Other Majors At FIMI

Virgin Dischi has become the last major international label in Italy to join the FIMI industry group. In a widely expected move following their departure from AFI last June, Virgin officially became a FIMI member on July 30. FIMI was formed when most of the major labels split from AFI last year after claiming they were under-represented in relation to their market shares. The international industry organisation FPIF switched recognition to represent Italy from AFI to FIMI earlier this year. FIMI now claims 18 members representing over 80% of Italy's market share, while AFI still represents 150 domestic and independent labels.

UK: Chrysalis Appoints Ferrera Head Of A&R At Echo

Chrysalis Music Division has appointed US producer/songwriter Steve Ferrera as head of A&R at its new label Echo. Ferrera will report to Jason Guy, former marketing director at A&M UK. Also joining the A&R division of Echo is Cheryl Robson, who joins from CR Management. The launch of Echo follows the sale by the Chrysalis Music Group (CMG) of its remaining 50% stake in Chrysalis Records to EMI in November 1991. Since then the music group has operated without a label imprint. Apart from Echo, CMG includes a TV compilation company, Chrysalis music publishing and some studios, including a share in George Martin's Air Studios.

EUROPE AT A GLANCE

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Howell Llewellyn

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Machigiel Bakker

Elton Pulls In The Platinum — At a recent Phonogram International European meeting Elton John was presented with a special commemorative award to celebrate the worldwide success of his album "The One," which has now achieved 15 platinum, seven gold and two silver awards (14 of these in Europe). Pictured (l-r) are: Phonogram MD David Cliffman, John and Phonogram UK director of international marketing Bernadette Coyle.
Commissioner Appointed To Reform SIAE Voting System

ITALY
by Daniele Carole

Italian author's rights society SIAE will be managed by a commissioner appointed by the prime minister following a decision passed by the country's Supreme Court. The move marks the culmination of a legal battle concerning election rules which arose in 1989 between the society's management and a group of members—artists and producers from the Association of Performers and Authors (APA), who attacked the association's voting system as "obsolete, complicated and bureaucratic."

Commissioner Carlo Gessa, in charge until October 31, is entrusted with reforming SIAE's rules in accordance with a sentence from the Council of State ordering the SIAE to change its articles so that all members would be represented in the society's offices. The society's appeals against the sentence were rejected contrary to expectations.

On Gessa's arrival, SIAE president Roman Vlad (also president of the international federation of author's rights societies CISAC), had to step down, as did all other managers and committee members who had been elected in 1990.

Problems between the two groups centered on the voting system in the association. The author's society has some 52,000 members, but of those only those who could prove they made a living from their intellectual works—some 1,300 associate members—are entitled to vote and be elected onto the society's boards and committees. In 1991 the Council of State judged that this representation is dis­proportionate between associate and ordinary members, and the Supreme Court agreed.

SIAE, which deals with both mechanical and public performance rights in Italy, is considered one of the most efficient collection societies in the world. It has increased its income by 30% over the last two years, and has lately signed important deals with both Silvio Berlusconi's Fininvest group and pupil Rai, obtaining remarkable increases in royalty payments for music on TV.

European Attendance Up At NMS

EUROPE
by Emmanuel Legrand

After a couple of difficult years, the New Music Seminar is back on track. The 1993 edition, which took place July 20-24 in New York, saw a sharp increase in attendance, new location, refo­cused content, and more emphasis on new talent.

This year's NMS was also the first to be fully managed by one single director after the departure of co-founder Tom Silverman to focus on his label Tommy Boy, leaving the management and the

Oread Plans Radio Tango Relaunch

NORWAY
by Kai Roger Ottesen

Michael Breines Oredam, former MD at AOR station Radio Tango, is planning to relaunch the station on another frequency following its format change into classic rock/gold Radio Classic 102 on June 14 (M&M, June 26). The station changed its name and increased gold programming in anticipation of national EHR sta­tion NRK P3 and national private P4 this autumn.

Oredam remained a member of the board at Tango, although he was replaced as MD by Harald Ransell, appointed last year to steer the company out of bankruptcy. Oredam has now announced his intention to pull himself from the board, sell his shares in the station and set up another Radio Tango.

The only difference would be that the station will broadcast on FM 98, instead of FM 102, targeting the 15-35 age demo instead of 25+. It seems likely that Oredam's colleague at former Radio Tango, Fredrick Ransell, will be appointed head of music.

Oredam says his main goal is to prove they make a living from their intellectual works—some 1,300 associate members—are entitled to vote and be elected onto the society's boards and committees. In 1991 the Council of State judged that this representation is dis­proportionate between associate and ordinary members, and the Supreme Court agreed.

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Bulgaria Okays Copyright Law

BULGARIA
by Ivan Vatadinov

The long-awaited copyright law has finally been passed in Bulgaria, bringing the country's record industry a step further in line with the rest of Europe.

The new law limits reproduction and copying of whole or parts of recordings without the author's permission. Manufacturers and importers of blank recording media will now pay 5% of the total value of these carriers to the authors rights association, 20% of which will go to the ministry of culture.

Decision On Zurich Licences Expected Next Spring

SWITZERLAND
by Miranda Watson

A number of private radio licences are to be put out to tender in Zurich next year. Further details will only be made public, however, following a decision by the Swiss govern­ment on how many frequencies can be made available in the city—expected in late spring 1994.

Head of local radio at the Bundesamt fur Kommunikation (BAKOM), Marcel Regnuzzo explains, "There are economic and technical problems which must first be resolved. The government has to find whether the Zurich market can support an additional three to five commercial stations. After this decision is made, then we can open up the license to bids from commercial broadcasters."

One of the hopefuls is Steve Thomson, who wants to set up a rock-formatted station called "Rock FM." Thomson did a 30-day test run in May which he said went very well. "We got 60% of the 15-25 year olds tuning in. The test run was a big success and I think we've got a good chance of getting the license. Sixty percent of records sold in this country are rock, so I think a rock format radio is needed."
Programmers Discuss Recurrent Strategies

by Steve Wonsiewicz

Staying current is the name of the game for EHR and Hot ACE programmers. But with the traditional summer slowdown in product releases, programmers have to look to different ways of keeping the station's sound timely, and maximising the recurrent rotation is one way to achieve that.

"Recurrents are put in the general programming framework for each hour. They are placed with the currents and oldies and tend to turn up at the same point every day." - Chris Moore

To allow him some flexibility, Chris Moore, head of music at Red Dragon FM/Cardiff, has no specific guidelines or rules for recurrents. "As far as we're concerned, recurrents are playlisted songs which sound good and are right for Dragon FM," says Moore, whose station targets a 15-49 demo.

"It's really important to have a big first half hour, so we don't place them there. Usually our recurrents stay one year, after that they move into gold rotation."

One programmer who's just starting to better structure his use of recurrents is Poul Foged, head of music at EHR Radio Viborg/Viborg in Denmark, whose station targets a 15-49 demo.

"Earlier on we didn't do too much with recurrents, he says. "But lately we have found out that people want to hear the hits from six months ago. So we had to try and fit them in without sounding too dated. It's an important balance between the brand new records and the oldies, and recurrents help fill the gap."

Like Moore, Foged relies more on his playlist than chart positions in choosing recurrents. "We tend not to look at the charts," he says. "We select records that have received substantial airplay, which means a playlist record on active rotation; and it's not necessarily always a hit single." - Poul Foged

While Radio Viborg doesn't conduct callouts, it relies on its request line for listener feedback. "Our request line has a major effect on how many recurrents we play," says Foged. "We programme at least one hour a day, but usually we can fit in two. Callers on the request line leave a message on our answering machine and we try and play two of these per hour. Normally, these songs are records from the playlist, but there is a tendency to ask for recurrents. When I go through this list I can find the ones that have been asked for a lot."

Foged also is working on a more set policy in placing recurrents in the clock hour. "There is no set place," he says. "It's more looser and a little freewheeling. We are not a computerised station [with music scheduling]. The DJ has the freedom to choose songs within the category, but recurrents are a part of the playlist."

Welcome!

M&M welcomes the following stations/programmes that have joined M&M's reporter roster during the last four weeks:

Germany:
Hifi 3: Graffiti/Frankfurt
EHR, Platinum
Markus Herle - Producer
Tel: (+49) 69.155 2719, Fax: 155 2900/155 3005

Hifi 3: Music Hall/Frankfurt
Rock, Platinum
Dieter Mauer - Producer
Tel: (+49) 69.155 2719, Fax: 155 2900/155 3005

RPR / Ludwigshafen
EHR, Platinum
Guido Müller - Music Director
Tel: (+49) 621.590 000, Fax: 521 961

United Kingdom:
Radio Wyvern/Worcester
ACE, Gold
Stephanie Dolman - Head Of Music
Tel: (+44) 905.612 212, Fax: 29595

Denmark:
Radio SUNDRO/Esbjerg
ACE, Silver
Soren Christiansen - Programme Director
Tel: (+45) 75.130.666, Fax: 130 937

Poland:
Radio AS/Szczecin
EHR, Bronze
Piotr Czajkowski - Head Of Music
Tel: (+48) 91.340 357/347 664, Fax: 345 046

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For every aspect of the industry.

For every international radio industry professional
Who's into new products, formats, promotions and equipment

It's strictly business
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and create a profile for your organisation. It's your headquarters away from home to meet the 8000 worldwide professionals.

Take a stance
At Midem's conference and seminar programmes, where the experts express their views about the future of our industry.

For further information, please contact:
Lucy SMITH / Véronique DODEMAN
The Unique Broadcasting Company
BP 720, 92053 Paris la Défense
Tel : 33 (1) 46 92 12 98
Fax : 33 (1) 46 92 12 83
Spaın is one of the few countries in Europe still without a single dance-formatted radio station. Although it is true that radio support for dance music in Spain is sporadic, it's also certain that on any given night dance rhythms can be heard outside the clubs. The airwaves, especially once the sun goes down, are increasingly devoted to danceable grooves. Leading the way are major EHR nets Los 40 Principales, Onda Cero Musica Cadena 100 and Cadena Top, each having late night shows with their own particular style.

At the moment, Onda Cero is the only station with a nightly show at national level. Produced by Toni Peret—known also for his particular style. Cadena Top/Barcelona also presents a nightly programme of exclusively dance sounds, hosted by ubiquitous DJ/producer Quique Tejada, responsible for the best-selling Bolero Mix albums, among others. "Ponte A Top" ("Put Yourself On Top") lasts an hour every Monday through Friday starting at 21.00.

The programme deliberately promotes what is happening in the clubs, and Disco sees himself as a nexus between the music and the club scene. "My obligation is to support club DJs," he affirms. "They often play music which is not yet available or never released in Spain, so they get minimal feedback from a wider public about their discoveries." As such, all tracks span on the show are current club spinners, such as Hadaway's What Is Love or Unltd's Tribal Dance.

One of the show's aims, says he, "is to demonstrate that dance music is no longer an alternative but is more and more occupying the top positions of regular pop music charts. And, in Europe at least, dance hits regularly outsell other genres on the charts, a phenomenon unthinkable just a few years ago."

Two solid hours of dance music with spoken interruption is the concept behind Cadena 100's groove-dedicated programme on Fridays from 22.30 to 24.30. Directed at a young audience, the programme deliberately promotes an uncommon cocktail of songs and artists, based on funk, house and rap, that often evades the most commercial styles. Playing 90% new music with little or no artist profile, Plane spices the mix with classics from the '70s or '80s such as James Brown or Chic. New values, such as the jazz-cap of Party Mix is good for then, now or later. A carefree celebration, it promotes a light, dance-filled atmosphere. The September Party Mix strikes a deeper chord and has a more hypnotic effect.

Spanish product plays a major role at the charts. "Kids are going to the clubs at a younger age than before," points out Tejada. "In many 18-year-olds were the vanguard a few years ago, 15-year-olds have now joined them." Club DJ's also tune in to hear the latest import materi.

Tejada plays club hits, though it usually works the other way around. "A song like Ace Of Base's All That She Wants, for instance, we first played on the show five months ago," Tejada says. "Kids are going to the clubs at a much younger age than before,"

The whole programme is aimed at the dance floors.

Music & Media, PO Box 9027, 1006 Amsterdam
SINGLES

THE BELOVED
Outer Space Girl - East West D/EHR/A
PRODUCER: Jon & Helena Marsh
Are you receiving? Space out on extraterrestrial beeping beats, launched by these electric pop astronauts from Mars(h).

STEVE BLAME
Give Me Your Love (La T'Aime) - Ariola BD/EHR
PRODUCER: Tom Tom/N.D.
A "mea culpa" dance report from the MTV Europe news editor is bolstered by news that is the presence of La Camilla (ex-Army Of Lovers).

THE BREEDERS
Combondoo - AAD A/R/EHR
PRODUCER: Kim Deal/Mark Frebergard
Put your helmet on because you're on a crash course with Kim Deal, the former Pixies bass player. Alternative but catchy.

MARIAH CAREY
Dream Lover - Columbia ACE/EHR/D
PRODUCER: M. Carey/D. Hall/W. Almanisoff
Just married with Sony Music chief Tony Bennett of this Danish quintet for instance.

HADDAWAY
Life - Coconut D/EHR
PRODUCER: Dee Dee Halligan/Junior Toral Variations on a theme have always been bona fide recording tricks and subsequently Life will be What Is Love? Part II.

CHESTY HAWKES
Missing You Already - Chrysalis EHR
PRODUCER: The Bolshoi Brothers
How many kids will have missed him? As an adult now, Chesty will regain a lot of the territory lost to the latest teen heroes Take That and East 17.

JAZZY JEFF & THE FRESH PRINCE
Beats: Shake the Room - Joe D/EHR
PRODUCER: Mr. Lee
It looks like they're having a party on the border between hip hoponia and the land of swingbeat. Shake it, don't fake it!

ALBUMS

MICA PARIS
Two In A Million - 4th & Broadway D/EHR/ACE
PRODUCER: Rod Temperton
Diva Mica strikes again! The more sophisticated, Americanised production makes her stand out in today's offer of dance "fellow travellers" with no talent.

THE PHARCYDE
Passin' Me By - Delicious Vinyl D/EHR
PRODUCER: Swift
These stations who have abandoned their turntables shouldn't worry. DV product is also available on CD, like this groovey jazz hopper with honking saxes and very effective percussion.

THE POGUJES
Tuesday Morning - WEA A/EHR
PRODUCER: Michael Brook
Since with or without frontman Shane MacGowan made no difference in the long-term— he was "absent" anyway—the folk band itself has "gone less poetic. Contains two live bonus tracks with interim mainman, ex-Clash singer Joe Strummer.

CURT SMITH
Collin Out - Vertigo EHR
PRODUCER: Kevin Deane
Smith hands out his calling card, not very different from the well-crafted pop he used to make with his previous band. For Chiltern Radio Network/Milton Keynes programme controller Steve Power that was enough reason to add it. It's far more accessible than what his old partner Ozralah does now. This is what I preferred to hear in Tears For Fears. A lot of layers, but an easily identifiable melody too.

BEAUTIFUL PEOPLE
If 60's Were 90's - Essential (CD) (UK)
PRODUCER: Du Kane/Luke Beldy
What an experience! The young generation integrates previously unreleased and unheard Jimi Hendrix material in the dance context of their own songs. "Willy Groovy" as one of the title songs. Contact John Bourke at tel: (+44) 71.437 4497; fax: 71.434 1489.

FRIZZY GREEF
Let Us Be One 1982 - 1992 - Frizzy CD (Austria)
PRODUCER: J. Swit
Greff is very concerned about our future and volume 1 of this compilation of his works from the last decade contains songs for "UNICEF", "Amnesty International" and outlanded. It's a huge beguiling material with here and there EHR potential (Matha). Contact tel: (+43) 5472.6349; fax: 5472.6779.

T.A.B.
Crackin' Up - Orgy CD (Germany)
"Deutsch Amerikanischer Freundschaft" still exists, and this German-American band sails under the green, yellow and red flag of reggae. Using both languages might sound incompatible, but it actually works surprisingly well. Contact Walter Herold at tel: (+44) 9202.1014; fax: 9202.440.

MORPHINE
Good - Rykodisk (UK) CD
PRODUCER: Mark Sandman
If music is the drug for you, then this "jazz wave" trio calms you down. Whereas other artists try to come across with stacks of amplifiers, slide bass drums, and baritone sax make quite a sonic vibration here. Contact Pat Naylor (+44) 81.964 3031; fax: 81.964 2989.

MUD SLICK
Keep Crawlin' In the Mud - Blue Martin CD (Switzerland)
PRODUCER: Claudia Mottio/Thomas Kemper Hailing from "Swatch-eland," this metal band doesn't miss a beat whatsoever. With this rocking title track he'll eat you alive. It's a little bit of Erosion would do good to your alternative audience's ear drums.

BITTY McLEAN
I Keeps Rinnin' (Tears From My Eyes) - Brilliant (UK)
PRODUCER: Bitty McLean
Just like his "Dance With UB 40 for hours" tonic, this vocalist's backing singer on their current Elvis cover and album, Bitty has dived into rock 'n' roll's rich archives to return with a Fats Domino tune in a new spicy reggae identity. Contact Bob Cunningham at tel: (+44) 71.498 0788; 71.498 3755.

NEW TALENT

ALFRED
A Benefit For Victoria Williams - Columbia R/A/ACE
PRODUCER: Various
Peers from the American rock fraternity contribute to a folk/singer/songwriter benefit album, which has been diagnosed as having multiple sclerosis and unfortunately has an insurance. All 14 acts provide comfort and excel in their own special way. The George Drakoulias/Brendan O'Brien productions have something undeniable extra though. From Maria McKee (Opelousas: Sweet Relief) to Soul Asylum (Summer Of Drugs, Pearl Jam (Creed, Mary) and the Jayhawks (Lights), these people sing intrinsically fragile Williams songs in the authentic campfire spirit, but amplified and more direct. They might inspire album rock programmers to look for the original versions.

MUSIC & MEDIA AUGUST 14, 1993
Music & Media has created a convenient service to record company executives who are seeking the latest information about radio airplay on their product: TrackFax.

Subscribers to TrackFax receive a weekly print-out by fax, listing which influential European radio stations are and which ones aren't playing their record(s). Music & Media collects this airplay information from over 200 stations each week and classifies it according to the airplay rotation being given and the size of the station playing the songs.

Many label executives frequently comment that airplay information provided by stations or other sources is not always complete, reliable or even available. Trackfax enables you to instantly identify where your airplay is coming from and how it's changed from the previous week.

If you're interested in receiving more information about TrackFax, please return the coupon. You will then receive a brochure with all details including subscription rates.

Please send me more info on TRACKFAX!
Company: ....................................................
Contact: .....................................................
Address: .......................................................
City: ............................................................
Postal Code: ..................................................
Country: ......................................................
Phone: .........................................................
Fax: .............................................................

Send to:
Music & Media, Rijnsburgstraat 11, 1059 AT Amsterdam, Holland
Simply beautiful !!!

These stations already realized it:

WDR Radio Regional
FFH Radio 7
Antenne Brandenburg
NDR Hamburg-Welle
SWF 100.6
RVR

WFA Music, a division of
Warner Music Germany
A Time Warner Company

"Hot music for a cold German summer!"
Detlef Hunger, Radio 100.6

AD: Left Summer Session
912
AD: Goldene Chans
M Goldberg
AD: Riccardo Baldini
Bild Verlag
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Station Reports

FRANCE

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MELODIE MAGNIFIQUE P 10

NEWS MEDIA PAGES P 32

SEPTEMBER MEDIA PAGES P 32

SERVICES MEDIA PAGES P 32

FRANCE MEDIA BUREAU P 32

ARD

Mike Stewart - Prog Dir

Len Groat - Head Of Programmes

ARD B List

GWR FM/Bristol/Swindon

London/Whipple

RED DRAGON FM/Cardiff/Newport

ARD A List

SWANSEA SOUND/Wales

ARD B List

Apache Indian- Boom Shack

Whitney Houston- Run To

Tasmin Archer- Arienne

Squeeze- the Truth

Sad. Cherish The Day

Kim Appleby- Light Of The World

Diesel Park West- The Cot

Bitty McLean- It Keeps Raining

Ali & Frazier- Uptown Top

Mary J. Mg. Real Love

Suzette Charles- Free To Love

Nick Heyward- Kite

Incognito- Sill A Friend

Home- Shake That Mountain

Bitty McLean- It Keeps Rainin'

Tasmin Archer- Arienne

B List

Whitney Houston- Run To

Luke Goss- Give Me

Bee Gees- Paying The Price

Pan- How Long

Nick Heyward- Kite

Lee Ritenour- Waiting

Barenaked Ladks- If

Stem- Suntan

Tasmin Archer- Arienne

Freak of Nature- Rescue Me

Lenny Kravitz- Heaven Help

UB40- Higher Ground

I Had $5

MER

5

AUSTRIA

0 3/Vienna

A List

Indecent Obsession- Whispers

Celine Dion- Logy

Freddie Mercury- In My

Jamiroquoi- T. Young

Zucchero- curb

Double You- Missing You

Billy Joel- The River Of

Richie Stevens- Body Slam

Eric Osorden- D066 Le Cow

David Koven- Metre

Bette Midler- The Rose

Vanessa Paradis- Just As Long

Tasmin Archer- Arienne

L'Affaire Louise: Le Coalmine

Eric Clapton- Don't Rain on My Parade

Mylene Fortner- My Soul Is

Christine Lou- Nothalie S'En Foot

United Planet- Change Le Monde

United Planet- Change le Monde

Ace Of Base- Happy Nation

Nice Device- Cool Corona

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NOW,
LISTEN TO THEIR
NEW ALBUM

see you next week

HOT STUFF FOR THE CHARTS

HONEY, HONEY, HONEY LAMB ...

NOW, LISTEN TO THEIR NEW ALBUM

see ya next week

MUSIC & MEDIA AUGUST 14, 1993

americanradiohistory.com
### Adult Contemporary Europe

#### ACE TOP 25

<table>
<thead>
<tr>
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<td>MICHAEL JACKSON &amp; WILL YOU BE THERE</td>
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### European Dance Radio

#### EDR TOP 25

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<td>M PEOPLE</td>
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<td>CHAKA DEMUS &amp; PLIERS</td>
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<td>LEILA K/A Plane For Mau</td>
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<td>ROBIN S/Show Me Love</td>
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<td>H/TOWN/Knockin' Da Boots</td>
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### Billboard Singles

#### USA TOP 25

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### The Adult Contemporary Europe (ACE) Top 25

The Adult Contemporary Europe (ACE) Top 25 is based on a weighted-scoring system. It is compiled on the basis of playlists of European station programs. A maximum of 12 stations in the ACE Top 25 are considered in the scoring for each disc. This system is more complex and is designed to give a more accurate picture of those in "W" stations or limited airplay exposure.
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<td>Last Action Hero - Columbia</td>
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<td>That's Part Of It - RCA</td>
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<td>Three Aces - Virgin</td>
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<td>Tears For Fears</td>
<td>Seeds Of Love - Virgin</td>
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<td>Stephen Eicher</td>
<td>Picasso - MCA</td>
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<td>Billy Idol</td>
<td>Blue Tongue - Virgin</td>
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<td>Culture Beat</td>
<td>Brasil O Futuro - Virgin</td>
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<td>Abba</td>
<td>Gold - Greatest Hits - Polar</td>
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<td>Donnie Wahlberg</td>
<td>A Different World - Polydor</td>
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<td>Pat Benatar</td>
<td>In the Name of Love - Capitol</td>
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<td>Sade</td>
<td>Free Love - Virgin</td>
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<td>Kasey Chambers</td>
<td>Sassafras! - Virgin</td>
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<td>Kate Bush</td>
<td>The Kick - Virgin</td>
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<td>Gianni Morandi</td>
<td>Ballads - Universal</td>
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<td>Come To The Show - Virgin</td>
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THE SECRET EUROPEAN IS OUT

Spanish band Los Secretos has been selected as the new Eurovision record for the month of August. Their single Mi Amiga Mala Suerte (WEA) will be played in heavy rotation on EHR stations such as EHR Capital Gold recently mailed to listeners a weekly audience of about 3.3 million listeners. Chased the Virgin Music Group has made what was on offer elsewhere. We are getting right to the heart of the concept that we wanted," Campbell claims.

In the UK's largest market, EHR Capital Radio EF/London maintains its position as market leader although its share dipped slightly, as did its weekly reach. Capital Gold remains ranked fifth in London.

MOR BBC Radio 4 overtook its sister network NTF BBC Radio 4 for the number two spot in the London market.

Also in London, dance format radio is alive and well as Kiss FM received favorable reaction in audience share for two of its top two RAJAR surveys. The latest sweep shows the EMAP-owned station with 3.5% share of listeners aged 16-34, 2.3% last survey and 2.8% for the last quarter of 1992.

Radio industry analyst and researcher Jonathan Arendt of London based The Radio Authority says that although the increase in the number of commercial radio services licensed by the Radio Authority over the past two years is bound to pull listeners away from the medium. There is a sense of inevitability—as far as increased choice and taking listeners from the radio stations are very auspicious.

RAJAR Survey (continued from page 1)

six-month period. Overall commercial listening (national and ILR stations) increased 1.1% in share to 38.9%, according to the RAJAR results.

Separate figures were compiled for Richard Branson's Virgin 1215 AM, the AOR national service. Virgin averaged 1.4 million listeners, with a weekly reach of about 3.3 million adults. Sixty-four percent of those listeners represent the station's demographic target of 25-44 year-olds.

Virgin's CEO David Campbell says he is encouraged by the results because they are in-line with the station's predictions made six months before its launch when it promised advertisers a weekly audience of about 3.3 million listeners.

The RAJAR figures put us almost exactly where we thought they would be. They prove that we were right in identifying a huge audience who felt disenfranchised by what was on offer elsewhere. We are getting right to the heart of the concept that we wanted," Campbell claims.

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The distance between UB40 and their competitors is becoming shorter and shorter during their sixth consecutive week of chart reign. 4 Non Blondes come closest with What's Up; they managed to collect 18 first-time reports during their sixth charting week, producing a 19% spreading angle—very good for a record already in the top 3. Especially in Denmark and Germany, the 4 Non Blondes have continued to expand their support base this week.

New top 10 entries at number 7. Kim Wilde's and Janet Jackson's singles are making good progress, both climbing the top 20 queue of new top 10 entries at number 7. Their distance moving pace. She thus qualifies as fastest mover of the collect during their week 33/93,

New top 10 entries at number 9.

How Long?

The Chartbound section and armed with a 46-station rotation, Ace Of Base's follow-up single Wheel Of Fortune is still waiting for its entrance in the EHR Top 40.

Most Added leader of the week (32 adds) as well as 7th Most Added leader of the week (32 adds) with 191% heavy rotation is Mariel Carey, whose Dream Lover is definitely set to enter the Top 40 next week. She enjoyed five EHR hits before, of which 1991's Emotions was highest, peaking at 2. Her latest hit I'll Be There (1992) made it to number 3.

Pieters Kops

MARIAN CAREY/Dream Lover (1992) (Parlophone) 32

HADDONDAH/What's Up (1981) (Columbia) 27

BIZZ JOEL/The Year Of Dreams (1989) (Epic) 24

IN BANDAGE/What's Up (1990) (Polydor) 18

4 NON BLONDES/What's Up (1982) (Capitol) 18

Ace Of Base: All That She Wants chart for the 23rd consecutive week, as yet the third longest ever (Shanice's I Love Your Smile stayed on the chart for 26 and Bryan Adams's Everything I Do I Do It For You for 25 weeks). Right at the top of the Chartbound section and armed with a 46-station roster, Ace Of Base's follow-up single Wheel Of Fortune is still waiting for its entrance in the EHR Top 40.

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Pieters Kops
SOUL ASYLUM

runAWay trAIr is VISitINg tHe FOllOWINg STAtIonS

Austria
- Österreich: 03 Vienna

Belgium
- BRITN STUDIO BRUSSEL/Brussels

Czech Republic
- RÁDIO ORION/Ostrava

Denmark
- ÅRHUS MARRADIA/Madsen
- UPTOWN FM/Copenhagen
- RADIO AIRPORT FM/Copenhagen
- RADIO VICTOR/Esbjerg

Europe
- VOICE OF AMERICA/Europe
- THE WORLD'S GREATEST HITS/Syndication

Germany
- ANTVENNE BAYERN/Munich
  - 104.6 RTL BERLIN/Berlin
  - OK RADIO/Hamburg
  - ORBIT FRITZ/Potsdam
  - RADIO FFM/Iserlohn
  - RADIO XANADU/Munich
  - RH 4/Bremen
  - RSH Kiel
  - RADIO 7/Ulm
  - RADIO REGENBÖGEN/Mannheim
  - HET STATION/Hilversum
  - RADIO 3/Hilversum
  - HET STATION/Riversum
  - NRK/Oslo
  - 104.6 RTL BERLIN/Berlin
  - OK RADIO/Hamburg
  - ORBIT FRITZ/Potsdam
  - RADIO FFM/Iserlohn
  - RADIO XANADU/Munich
  - RH 4/Bremen
  - RSH Kiel
  - RADIO 7/Ulm
  - RADIO REGENBÖGEN/Mannheim
  - HET STATION/Hilversum
  - RADIO 3/Hilversum
  - HET STATION/Riversum
  - NRK/Oslo

Poland
- POLSKIE RADIO 3/Warsaw
- RADIO MOKARY/Poznan
- RADIO LODZ/Lodz
- RADIO RMF/Krakow
- RADIO GNIESNO/Glnów
- RADIO PLUS/Gliwice

Russia
- RADIO MAXIMUM/Moscow
- RADIO YUNOST/Moscow

Sweden
- CITY RADIO/Malmö
- Z RADIO/Lund/Shockholm/Göteborg
- RADIO FM 103.2/Linköping
- RADIO STELLA FM 94.9/Höganäs
- ATLANTIC 22:24 Sweden

U.S.A.
- EHR Top 40
- # 11 Red Bullet

United Kingdom
- ATOMIC 78:38
- BEACON
- RADIO CLYDE/Glasgow
- COOL FM/Belfast
- THE BOX/London

Europe
- MTV EUROPE/London

Norway
- # 7
- Germany
- # 21
- Sweden
- # 32
- U.S.A.
- # 11 Red Bullet

active rotation

COLUMBIA