Coolio Turns Rap Into Gold

US rapper Coolio has firmly established his presence in the German charts. After collecting platinum for his single 'Gangsta's Paradise' (500,000 copies sold), he also reached gold status for over 300,000 sales of the same-titled album. Pictured above (1-r) are: fellow rapper L.V., Tommy Boy head of international marketing Kylie White, East West marketing manager Jurgen Sauers, Coolio and East West TV promoter Patrick Straub.

PolyGram Announces 'Mediocre' Results

by Jeff Clark-Meads

LONDON - PolyGram has announced an eighth consecutive year of sales and profits growth, while simultaneously expressing its disappointment at the performance of some of its headline album releases. In the year ending December 31, the group had sales up 2.3% to US$5.3 billion, while income from operations increased 1.4% to US$564.6 million. However, the company claimed at its announcement of the results on February 14 that those rises are significantly understated.

Ricordi's Ex-President Indicted For Bribery

by Mark Dezzani

MILAN - Italy's anti-corruption investigations have touched the country's music industry, with charges being brought against Guido Rignano, former president and majority shareholder of Ricordi. Rignano has been indicted on three charges of allegedly paying bribes totalling 1.50 million (app. US$22,000) to state tax authorities between 1990-92 in return for soft company audits.

The group's application was also boosted by a promise of £2 million (app. US$3 million) investment capital from International Investment and Underwriting which took a 7.5% stake in the consortium. The new station expects to be on air by November and will be based in the central Temple Bar area of Dublin.

Riverdance producer Moya Doherty says she is delighted by the news. "Once we have got over the surprise and delight we will have to concentrate on delivering our promises," she says.

Speculation that the new station would be targeting high-profile broadcasters from pubcaster RTE was premature, she told Music & Media. The group has already begun negotiations with a possible new chief executive, Dan Collins, managing director of the very successful local talk and music station Radio Kerry.
New From Blur...

The "Charmless Man"...

The New Single Out Now
On Tour All Over Europe From Feb 24th
5 Brit Award Nominations

Charmless Man \textit{by Blur}

London, England

*taken from THE GREAT ESCAPE Collection
While Stocks Last. Hand Crafted Excellence.
Quotas: The Moral Issue

Between The Lines

The French quotas are currently the hot topic across Europe. Although the subject has been widely discussed over the last three years by the French music and radio industries (and amply reported on in this magazine), it is only now that the rest of Europe is beginning to realise the repercussions. Since the implementation of the 40% quotas in January, the Music & Media office has been inundated with calls from French TV journalists enquiring about the ins and outs of the issue and wanting to make programmes about those crazy French trying desperately to protect their culture.

Now, the subject has reared its ugly head in Germany where musicians body DRMV has issued a declaration calling for a 40% quota of national music on the nation’s public and private radio channels. Although endorsed by musicians like Udo Lindenberg, BAP’s Wolfgang Niedecken and concert promoter Karsten Jahake, the call for stricter regulation of the airwaves is not finding support with German radio and record industry executives.

And I’m not surprised. Although I applaud the French for the elegant way in which they have managed to make the quotas work; the whole issue is at complete odds with the EU concept of a single market. Only because of the unification of Europe, has music from the Continent been able to travel freely. Quotas are no help in this respect. If music is good it should be heard on the radio, but should not be played just because of its land of origin.

To force stations to play a certain amount of national music is a moral wrong and an underestimation of people’s intelligence.

Bulletin Board

Industry highlights this week

**POLAND**

New Music TV Channel Set For April Launch

Atomic Entertainment has joined forces with PolyGram and Bob Geldof’s TV production company Planet 24 to establish a new cable music TV channel in Poland. The Warsaw-based station, called Atomic TV, will begin broadcasting — entirely in Polish — in April. The channel will feature local and international music videos, celebrity interviews, concerts, sports and lifestyle segments. PolyGram has a 40% stake in Atomic, with the option to acquire a majority stake within five years. Atomic Entertainment and Planet 24 are the only other shareholders.

**INTERNATIONAL**

Meat Loaf Sues For Royalties

According to the Financial Times, Meat Loaf is suing his record company, Ohio-based Cleveland Entertainment. The singer claims that the company owes him US$14 million in unpaid royalties for his best-selling album Bat Out Of Hell. The album, first released in the US in 1977, sold steadily throughout the 80s to become one of the best-selling rock albums in history. The move follows similar action by Cleveland Entertainment last year against Sony Music, which manufactured and distributed the album.

**AUSTRIA**

Vienna Sounds Fair On The Cutting Edge

The Vienna Sounds Fair 1996 is to take place at the WUK cultural centre from April 18-20. In its second year, the event will feature a high profile line-up of artists on the cutting edge of contemporary pop music. Beatbake is represted by its most prominent exponent Geldi. Upfront trip hop acts include Earthling and DJ team Nightmares On Wax demonstrate the latest UK currents in low BPM dance music, while a special Def Jam 10th anniversary event is scheduled to cater to hip hop enthusiasts. Belfast rockers Ash spearhead the modern rock section.

KINK FM Opt For Less Classic, More New Rock

by Thessa Mooij

HILVERSUM - Holland’s first alternative rock station KINK FM is narrowing down its playlist in an attempt to capture more young listeners.

Programme director Unico Giorno explains that from March 1 the station is to update its programming with less rock classics and more contemporary rock played. This, the station hopes, will appeal to the 18-29 demo interested in alternative music. The station has also announced a new line-up of presenters.

Market research pointed out that our programming—everything between pop and rock—was too broad. So now we are fine-tuning. We’re moving away from playing too many pre-1980 oldies, although we will never shy away from playing important artists like the Doors or Bob Dylan.

In addition, when we started broadcasting in October we hadn’t got the playlists in place at the top of our list. Now the people we were interested in originally have finally become available.

“Hopefully, by proving that we are adding something new to the Dutch radio landscape, we may stand a good chance of getting an other frequency next year.” The station is currently only available on the cable.

New DJ/producers include formers VPRO DJ Hip E, Warner radio promoter Basyl de Groot and Johan Vosmeijer, former editor-in-chief of rock magazine Aftonbladet. KINK FM will concentrate on the production of daily shows and the promotion of the station.

Vosmeijer was already involved with KINK FM as the DJ of the station’s “120 Watt” show. “I never considered myself as a DJ/producer,” he says, “but I ended up really being one. As editor-in-chief I was stuck in a routine, which usually means it’s time to quit.

Teenager Robyn Wins Swedish Rock Bear Prize

by Keith Foster

STOCKHOLM - All genres of music from rap to BritPop are spanned by this year’s Rock Bears, the annual music awards voted for by the readers of one of Sweden’s biggest-selling evening tabloid newspapers, Aftonbladet.

The winners have existed since 1979 and alongside the Swedish Grammies are the most prestigious awards in Sweden.

This year, the voters confirmed 16 year-old R&B singer Robyn (BMG) as the shooting star of 1996 on the Swedish scene, choosing her as Best Female Artist. Her debut album Robyn Is Here will be released in most of Europe in March.

The other home-produced prize-winners sing in Swedish. They are Best Male Artist Olle Ljungström, Best Group Just Don’t, Best Song winner Idde Schultz (for Fiskarna I Huset - The Fishes In The Sea) and Best Album winner Nordman (for Ingen-manland ‘No Man’s Land’).

The readers voted for the UK’s Oasis as Best International Band and chose the group’s album (What’s The Story) Morning Glory? as Best International Album.

Exports The Key To SLG’s Success

by Machgiel Bakker

Stockholm - What began as a joint venture with PolyGram in 1992 has grown into Sweden’s largest domestic record label—the Stockholm Label Group (SLG).

Headed by Ola Håkansson, SLG bridges a wide variety of modern dance and pop music, released on various label imprints. Estimates put the group’s share of the domestic market at 18-20%.

Last autumn (Music & Media, November 11), SLG became PolyGram Sweden’s local division combining the local A&R activities of Polar, Stockholm and Sonet with Håkansson promoted from the Stockholm Records MD post to his present function.

Previously, it has been SLG’s policy to sign national artists with European potential. Now, four months later, the company says it has clearly fallen in love with the recent European crossborder successes of the Cardigans, Stakka Bo, E-Type, Addis Black Widow and The Army of Lovers.

Apart from Sonet, acquired by PolyGram in 1991, and Polar, a PolyGram company since 1989, SLG operates six imprints—pop label Trampzone (Cardigans), Fluid (tech/jungle), Breakin’ Bread (trip hop with Addis Black Widow and Absent Minded), Stokholms Records (Stakka Bo, Army of Lovers, Ardis), Sonet (Nordman, Stonedefuckers) and trip hop-based Beverage (Lucky People Centre, Noiz).

Although the Continent is widely known for its ability to produce easily exportable dance music, album sales are usually lagging behind. But, says Håkansson, it’s only a matter of time before this situation gets rectified.

“European dance music is still so young that I’m sure album sales will follow. What Europe will contribute is to the Anglo-American tradition is melody. We have to add to the existing music styles, not merely copy.”

Releases on SLG are channelled through the London headquarters of PolyGram International, the only major that has a vice president in place to market and promote music from the mainland (Monica Marin), a set-up that guarantees, that product gets prioritised.

Ola Håkansson, “In order to survive in a small market like Sweden, we are dependent on export. It’s a completely different bull game. Other national companies, who have a local and an international side, are we the only company in Sweden of that size that lives on local product alone.”
Sony Chief Stresses Radio's Need For Music

by Dermott Hayes

“On the other hand,” he told the black tie affair, “the record industry has a copyright in all recordings and the copyright owners expect to be remunerated by broadcasters for the use of their recordings.”

This, Sheehan concluded, would appear to be a contradictory situation, but it isn’t. “If it weren’t for the fact that promotional value exists in airplay, copyright owners would expect to be paid at a rate which would make the use of recordings by radio extremely expensive instead of the minimum rates that currently apply.”

The relationship, he told them, was one of mutual advantage and one in which Sony Music Ireland was happy to participate.

The winner of the evening’s Grand Prix award was a road safety campaign run on Highland Radio for Donegal County Council.

Victoires A Triumph For Traditional Acts

by Emmanuel Legrand

PARIS - Tradition reigned at this year’s Victoires de la Musique music awards leaving little room for new artists.

The ceremony, held on February 12, saw the crowning of a crop of established acts like Maxime le Forestier, Alain Souchon, Véronique Sanson, Celine Dion and Johnny Hallyday.

The awards confirmed the rise of rap with Alliance Ethnik and Ménilik winning Best Upcoming Male Act, respectively. Alliance Ethnik’s K-Mel later said a permanent rap category should be created.

The choice for the upcoming female acts caused some controversy as the winner, Stephend, is a former RCA recording artist, now free of contract, who is managed by the co-producer of the Victoires show Denis Lymon.

Tina Turner was made a knight in the order of arts and letters by French ministry of Culture Philippe Douste-Blazy, a few hours prior to the Victoires ceremony. Turner said she never dreamt “in my wildest dreams that French government would pay me such an honour.”

Victoires De La Musique Winners

Best Male Maxime Le Forestier (Polydor)
Best Male Vincent Lecornu (Wagram)
Best Female Celine Dion (WEA Music)
Best Album Alain Souchon/Défense Sentimentale (Virgin)
Best Song Celine Dion/Quelque Chose (WEA Music)
Best Upcoming Male Mélélik (S.M.A.L.L./Sony)
Best Upcoming Female Stephend (unsigned)
Best Upcoming Band Alliance Ethnik (signed)
Best Video Philippe Andre/Lorène (Sony)
Best Upcoming Act Celine Dion (Sony Music)
Best Concert Johnny Hallyday at Bercy
Best Instrumental Album Michel Legrand & Catherine Michel/Les Parapluies De Cherbourg (Vivaldi/The Go-Betweens) (A Summer 45 Aria)
Best Jazz Act Jean-Yves d’Angelo (Quelques Notes/EMI)
Best Traditional Music Album Dan Ar Braz/Héritage Des Celtes En Concert (Columbia)
Best Soundtrack K.O.D./Un Indian Dans La Ville (Virgin)
Best Concert Promoter Gilbert Coullin Organisation

Silver Harp Winner's Radio Show

Rotterdam since the beginning of the month, entitled ‘Force Power Hour’, Elsatz’s show is broadcast each Friday between 21:00-22:00. The move makes City Radio Rotterdam the first Dutch station to acknowledge the popularity of gabber music, a high-speed variation of techno which originated in Rotterdam.

Silver Harp, which is presented to newsmakers who have made a significant contribution to the success of Dutch productions abroad.
WHATEVER YOU WANT
The Brand New Single • 4th March

Taken From The Forthcoming Album "Wildest Dreams"
Spain's OCI Plans English Chart Show

by Howell Llewellyn

MADRID - The only Spanish-owned English-language radio station in Spain has put together a pilot in-house chart programme.

Onda Cero Internacional's (OCI) move is the first step in expanding along the 'costa' where most non-Spaniards live.

Marbella-based OCI, which can be picked up from Gibraltar to Motril, is doing so well that it wants to extend to other areas with a large English-speaking population such as Alicante.

OCI is part of the national news/talk net Onda Cero Radio and executives in Madrid will this month be analysing the in-house chart show and expansion plans.

The pilot show was taped at his home by OCI PD Howard Bretron, who explains, 'At the moment, we use a syndicated US Top 40 show supplied to us by Onda 10, but I think our predominantly non-Spanish audience needs a different kind of programme.'

Although Bretron says that many Spaniards tune in to OCI, the audience consists mainly of expatriots. The majority living along the Costa del Sol are British, and almost all the rest are English-speaking residents from other European countries.

There are an estimated 250,000 resident ex-pats in the Costa del Sol region, although no official figures exist. In addition, some 1.2 million tourists arrive at Malaga airport every year, a fact which helps OCI's advertising to soar in the summer.

Success Sealed With Kiss

Staff at Helsinki-based Kiss FM are pictured above having received a platinum disc for over 40,000 sales of the compilation CD Kiss FM Hitman (BMG Finland, EMI Finland and PolyGram Finland).

The compilation was the first to be released in the country under a station's name. Pictures (l-r) are: Dja Henkka Hypponen, Mari Rautiainen, Samuli Sainio and Tomi Yrijal. 

Fryderyk Awards 'Restyled' For 1996

by Alina Dragan

WARSZAWA - Organisers of this year's Fryderyk music awards have introduced a number of changes, following the event's contentious launch last year.

The changes include splitting the voting system into two rounds, introducing more classical music categories and cutting controversial awards.

The organisers-ZPAV, IFPI Poland Polish Radio Program I and Polish TV Channel 1—hope the changes will pacify and unite a music industry, which was split in its opinions of last year's event.

Fryderyk Awards Nominations

(As the selection of the 21 categories)

Best Female Singer

Rosa Kowalska/A To Co Mam (Izabelin Studio)

Edyta Gorniak/Dotyk-Orca (Pomaton)

Maanam (Pomaton)

Best Male Singer

Robert Gawlinski/Moie (Sony Music)

Tomasz Lipnicki (Pomaton)

Stefaniew/Polonia)

Best Group

Nadastudnia Studio)

Maxima (Pomaton)

O.N.A (Sony Music)

Best Song

Kasia Kowalska/A To Co Mam (Izabelin Studio)

Edyta Gorniak/Dotyk-Orca (Pomaton)

Justyna Streczkowska/

Dziwaczego Streika (Pomaton)

Best World Music

Red Hot Chili Peppers/One Hot Minute

Best Foreign Album

O.N.A (Sony Music)

O.N.A/Sony Music

Best Male Singer

Robert Gawlinski/Moie (Sony Music)

Tomasz Lipnicki (Pomaton)

Stefaniew/Polonia)

Best Group

Nadastudnia Studio)

Maxima (Pomaton)

O.N.A (Sony Music)

Best Song

Kasia Kowalska/A To Co Mam (Izabelin Studio)

Edyta Gorniak/Dotyk-Orca (Pomaton)

Justyna Streczkowska/

Dziwaczego Streika (Pomaton)

Best World Music

Red Hot Chili Peppers/One Hot Minute

Best Foreign Album

O.N.A/Sony Music

The first Fryderyk awards were greeted with a wave of protest. Much of the uproar centred on the name of the awards, the lack of classical categories and the statuette itself, which depicts Chopin as a rocker, wearing an earring.

It is not yet clear how organisers are to change the statuette, but they have confirmed that they will be looking at alternatives, which include a more abstract sculpture.

The Fryderyk show will take place in Warsaw on March 19 and will be broadcast live on television and radio.

Survey Shows Local Stations

Loose Ground In Norway

by Claire Weston

OSLO - Local commercial radio stations in Norway attract 29% of young listeners in the nine-19 age bracket, according to a survey by the country's Gallup Institute.

The commercial stations' share of the Norwegian audience falls, however, as the age increases. The age 19-30 segment, in particular, tunes into local channels on a regular basis, while the 30 and over age group listen mainly to national channels.

According to SNEP's figures—based on IPSOS/Aircheck, Who's Who and IFOP/Tite-Live sales charts—two of Dion's singles from the album D'Es, released in April 1995, was the year's best-selling album with sales over 2.5 million units, according to her label Columbia.

Pour Que Tu M'Aimes Encore is number one in both sales and airplay figures and Je Suis Pas is number ten in airplay and number six in sales.

Dion's album D'Es was launched in the autumn of 1993 when NRK launched three very targeted channels: P1 (classical music, news/talk and culture) and P2 (classical music, news/talk and light entertainment) and P3/Petre (EHR), which has stolen listeners in the nine-30 year-old bracket from local music.

In addition, the commercial P4/Radio Hele Norge, which was launched around the same time aimed at the 22-50 age group, has already secured 28% of the market.

Says Gallup Institute media researcher Knut-Arne Putsaaeter, 'Radio 1 Norway holds all the big commercial stations in the country's main urban areas.'

The survey showed that out of a total population of 4.2 million, only 69,000 people tune in to local channels on a daily basis.

The changes include splitting the voting system into two rounds, introducing more classical music categories and cutting controversial awards.

The organisers—ZPAV, IFPI Poland Polish Radio Program I and Polish TV Channel 1—hope the changes will pacify and unite a music industry, which was split in its opinions of last year's event.

Celine Dion: French Radio's Top Act Of 1995

by Emmanuel Legrand

PARIS - Celine Dion was the most-played act on French radio in 1995 as well as the best-selling recording artist, according to music industry body SNEP.

According to SNEP's figures—based on IPSOS/Aircheck, Who's Who and IFOP/Tite-Live sales charts—two of Dion's singles from the album D'Es, released in April 1995, was the year's best-selling album with sales over 2.5 million units, according to her label Columbia.

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Dion's album D'Es, released in April 1995, was the year's best-selling album with sales over 2.5 million units, according to her label Columbia.

Pour Que Tu M'Aime Encore received the highest number of rotations with 9,913 broadcasts. In 1994, the highest rotation was Jimmy Cliff's I Can See Clearly Now with 11,000 rotations.

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Spanish OCR Plans English Chart Show

by Claire Weston

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New Single
“Slight Return”

Entered UK Singles Chart at #2
National Radio One's most played track for three consecutive weeks
Highest climber in UK's Airplay Chart
One of the Top 5 most added tracks at UK radio

Taken from The Bluetones debut album
“Expecting to Fly”

Out Now

TOP 50 AIRPLAY HITS
10 FEBRUARY 2000
Germany Searches For The Stars

Domestic talent is flourishing in Germany, and with national A&R budgets increasing all the time, the search is on for even more fresh new talent. Christian Lorenz reports on the efforts of the trade fairs to inspire new artists, and also looks at new initiatives from record labels and radio.

The Frankfurt Musikmesse is the world's largest trade fair for musical instruments and hardware, and is expected this year to attract around 1,600 exhibitors from 50 countries. But in 1996, the Musikmesse will devote its two public days (March 16 and 17) solely to the unsigned musician looking for a record deal.

The new event, called Music Machine, is the first fair in Germany to directly target aspiring musicians. Organised by the Musikmesse and Music Works MD Gerd Leonhard, Music Machine aims to introduce interested 15-30 year-olds to the expertise necessary to start a professional career in music.

"We feel that the youth of the '90s has become reluctant to actively make music," says Leonhard. "We have noticed over the years that visitors to the fair grow older. Younger generations display little interest in musical instruments and equipment." He concludes, "Even if we just manage to motivate a handful of people to pick up a musical instrument for the first time, Music Machine will be a success."

Both Musikmesse and Leonhard believe that Music Machine will add extra spice to the fair and help it to attract a younger audience. "Musikmesse attracts a large number of international stars every year, but the general public isn't aware of this," claims Leonhard. "Guys like Eddie Van Halen regularly stop by in Frankfurt to check out the latest equipment. Music Machine attempts to bring aspiring musicians in contact with the professionals."

In addition to Musikmesse and Music Works, a third key player in the German market has developed a similar concept, Musik Komm, organisers of the German market has developed a similar concept. Musik Komm, organisers of the German music fair PopKomm, announced plans last August to launch a fair for musicians called Music Factory.

Music Machine
Venue: Frankfurt
Dates: March 16-17 1996
Music Machine Highlights
- Demo Madness—A&R professionals, concert promoters, band managers and journalists give comments and advice on artists' demo tapes in a public forum.
- Saxophone Special—a workshop with Clarence Clemons (E Street Band) and Supercharge's Albie Donnelly.
- Dance Music Special—workshop featuring Pitchwork and New York DJ Ray Davis Jr.
- Multimedia Lounge—rock'n'roll software, Internet marketing and computerised studio technology for beginners.
- Drum Tunnel—workshop with Mark Schulman (Simple Minds), P. Ramaglia (Simple Minds), P. Ramaglia (Simple Minds), Matthias Immel (right).

Music Factory
Venue: Cologne
Dates: October 25-27 1996
Music Factory Highlights
- Turntable Control—popular DJs give crash courses on the dance and club scene.
- Studio Line—a chance to watch professionals work on audio and video productions in a real studio especially created for Music Factory.
- New Products & Sounds—all the latest equipment.
- Technical Forum—experts answer technical questions.
- The Jam—Cologne's music clubs provide backing and PA for jam sessions. Panels and guest artists to be confirmed.

BMG's Talent Contest
Record labels are inundated every day with demos by hopeful artists looking for a contract. But BMG Ariola is the first German label to publically ask for more! The Fame 1996 talent contest (launched by BMG in January) has appealed through radio, TV and print media for demos of unsigned artists.

BMG Ariola A&R product coordinator GSA Matthias Immel explains, "There are a considerable number of artists who shy away from contacting major labels. Many of them lack self confidence and do not think they have something to offer. We hope that a talent contest will lower the entry barriers, and we will also explicitly address contemporary music forms such as dance and techno."

BMG Ariola president GSA Thomas Stein says, "Each year we invest millions in the established BMG artists as well as BMG Ariola A&R and marketing managers. All contest winners will qualify for a signing."

"We want to show young kids that there is more to life than computer games," adds Plaschke. "Making music is exciting; we want to attract kids to music by reducing the entry barriers, and we will also explicitly address contemporary music forms such as dance and techno."

Music Machine MD Ralf Plaschke (right).
22 January 1996
30th Anniversary of MIDEM in Cannes

THE FIRST ANNUAL

Dance d'OR
EUROPEAN AWARDS FOR DANCE MUSIC

John Scatman (Iceberg)
N'Trance (All around the world)
Outhère Brothers (Stip/Eternal/WEA)
La Bouche (MCI/BMG)
Sinn with Sebastian (Sing Sing/BMG)
Nightcrawlers (Final vinyl/Arista)
Technohead (Mokum)
Ace Of Base (Mega)
Scooter (Club Tools/Edel)
20 Fingers (S.O.S.)

... and good luck for next year!

Thanks to all the other wonderful and talented artists whose performances contributed to the success of this gala event:
Alliance Ethnik, Boyz II Men, Bryan Adams, Coolio, DJ Bobo, E Type, East 17, Fun Factory, Masterboy, Mellowman, Menelik, MN8, Sister Queen, Whigfield, 740 Boyz.

The «Dance d'or» selections are based on the Eurochart Hot 100, provided by Music & Media in Amsterdam.
Dance: Mixing The Beats

Is it still possible for dance stations to play Stax soul and '70s disco alongside the latest hip-hop, rap and techno? Or must dance stations inevitably confine themselves to single genres? Robbert Tilli compares two broad dance formats in the UK, at Galaxy 101 and Kiss 100 FM, with the more specialist approach of Radio 3 FM in Holland.

Steve Parkinson, recently appointed station director at Galaxy 101/Bristol, is in the process of repositioning the regional dance outlet following its takeover by Chrysalis in September. "We'll still be playing classic and contemporary dance, but the packaging will be different," he confirms. "Our aim is to be a beat/rhythm-driven station, focusing on the 15-30 year-olds."

In comparison with most dance stations on the continent, Galaxy's music policy is much broader, with soul singers like Curtis Mayfield and Etta James airing alongside the likes of Tony Di Bart and Babylon Zoo. Apart from Italian Power RV 1/Turin, most continental dance stations, such as Radio 4U/Warsaw, Studio Hit FM/Stockholm and Hit Radio N1/Nuremberg, stick with Euro-dance.

Galaxy's new programme schedule is expected to start in March. Meanwhile, Parkinson is busy testing the station's existing back catalogue. He has also set up "focus groups" of existing and potential Galaxy listeners in order to discover what they want from the station. "You'd be surprised to find out how conservative the British audience is," he discloses. "James Brown's I Feel Good was the most popular track out of the whole musical inventory! Most people certainly want a wider dance format during the day."

Holland's national EHR-formatted Radio 3 FM transforms into a serious dance outlet during weekend nights, which are programmed by all of Holland's pubcasters together. Cornelijn is overseeing the R&B-flavoured "Dancetera" and the house-oriented "Chemistry Night" programmes on Friday and Saturday night respectively (00:06-06:00).

"We draw a clear distinction between R&B/hip-hop-based dance and house," Klijn explains. "I don't think you can mix these totally different types of music. Within both R&B and house there is enough variety, which we try to reflect. So we integrate more commercially-appealing acts such as TLC and Jam & Lewis next to more underground records. We're looking for the perfect balance between classic and contemporary dance product, so in that sense we have got a widely-based dance format."

Steve Parkinson feels that, until now, Galaxy 101 has effectively been two stations in one. "We played standard playlist stuff during the day, and scheduled specialist programmes in the evenings and at weekends. It meant that we had an hour of jungle here, some trip-hop there. If you weren't a regular listener, it was hard to find your own niche. The schedule was all over the place—we were almost programmed like a TV station."

By the horizontal programming of specialist shows, Galaxy has simplified its schedule. "It will be easier to understand for the listeners and our clients," he believes. "We want to be on the edge, not over it. In the past we sound ed too much like a pirate station."

Daytime radio will still take Galaxy's listener's on a "musical journey," promises Parkinson. "Whenever we can, we try to mix in the edgier stuff too. In every hour we'll play five or six current tracks, from Coolio to Shaggy or the more mellow material from, say, Madonna."

Radio 3 FM's Cornelijn: "We're looking for the perfect balance between classic and contemporary dance product."

Kiss 100 FM/London head of music Simon Sadler claims that his station has the greatest number of specialist music programmes in the country. "All in all 20," he recounts. "And we have 42 DJs, which is a record as well. We like to play all sorts of dance, even during the daytime. We've done a lot of research and found out that our listeners in general don't want a particular genre of dance all the time—they just like dance music. It's as simple as that."

Kiss 100 is stretching the boundaries all the time. It tries out new formats of dance as soon as they come along. "At the moment, mainstream hip hop is getting much softer, while British house is getting harder," Sadler notes. "There could potentially be a big void in the middle. So do we stick with these two extremes, or do we fill up that gap? Do we have to broaden our sound? Those are the sort of questions you have to ask yourself constantly. You have to think ahead in time."

Results of music research show that the under 20's are very eclectic in their musical tastes, claims Sadler. "In London the males in that age group are into jungle, whereas their female contemporaries aren't at all. The over-24 age group, which has been brought up with house—the pop music in their formative years—likes to listen to melodic records like Alca traz and De Lacy. It's hard to please all of these people, so you have to be careful where you put certain records."

For Sadler some singles are "yes or no" records. "You might please many listeners, but at the same time put off just as many," Wizoo's Don't Laugh was a good example of this. London Records has just re-released XS by DJ Mellela, which was the biggest club tune last year. We'll give that a few plays during the day, but will never play it. Despite that lack of airplay, it will still become a Top 20 hit single."

Galaxy's Steve Parkinson doesn't want to create another Kiss FM, which he believes is too left-field for the Wales and west of England market. "Competition here isn't as tough as in London and Manchester, where Kiss shares the airwaves with 15 other stations. We've only got five commercial competitors, so we don't have to programme too unconventionally in order to stand out. In a smaller market we can allow ourselves to be more commercial than Kiss."

Tony Di Bart/The Real Thing
Babylon Zoo/Spaceman
Janet Jackson/Runaway
Curtis Mayfield/Move On Up
Lighthouse Family/Lifted
D'Ream/U R The Best Thing
Billy Ray Martin/Your Loving Arms
Shaggy/Why You Treat Me So Bad
Marvin Gaye/I Heard It Through The Grapevine
Ella Jones/Don't Want To Make Love To You
Black Box/Ride On Time
Upside Down/Change Your Mind
En Vogue/Love
Nightcrawlers/Push The Feeling On
Don't Take Away My Fader!

A DJ's life isn't what it used to be, to a large extent thanks to the latest developments in software for the radio studio. Automation for presenters cuts down on time spent selecting and sorting, freeing DJs for creativity. But are they thankful? Music & Media's Mary Weller talks to manufacturers and users about the pros and cons of live assist.

THE average listener would be quite shocked walking into today's radio studio. Expecting to find a DJ surrounded by piles of CDs, three CD players and a complex mixing board, imagine instead encountering him behind a computer screen selecting songs with a mouse.

Now imagine the DJ, who also sees himself as the man in charge of the music, when he is told that the computer will be taking over that part of his job.

It's difficult to find a DJ in Europe today who doesn't use a programme list made with the help of a music scheduler. The next step for many is live assist, which means letting a computer do the 'dirty work.' The result is a programme with no human flaws, perfectly timed and planned, executed in some cases with the click of a mouse. For the DJ, this means less time spent on selecting and sorting CDs and cassettes, and more time to concentrate on presentation. It also means change.

T Ailor-Made For The DJ

This is a large step for many DJs and PDs, and one of the more difficult tasks for radio software manufacturers is convincing them that this change is for the better.

With three live assist products on the market, French manufacturer Dalet has witnessed many first impressions of their products from users. "Indeed, some DJs are more than a little wary of station automation at first. However, with the proper training we have seen the most reluctant of users actually become our most strident admirers."

Dalet product manager Joyce Craig

Another benefit Schulz names is that's as far as we're going."

A Happy Ending

There are plenty of success stories, however, such as Radio Basilisk, located in Basel, Switzerland. Head of music Nick Schulz's DJs use live assist for music, commercials, jingles and drop-ins. The station runs under RCS Master Control using Selector. Schulz faced hesitation from the station's DJs in the beginning, but that was soon over. "When we started running live assist about 20 months ago, the DJs felt uncertain about the computer taking over and not having a CD cover in their hands. But they soon appreciated the extra time they have to prepare for live studio interviews, to work on the next teaser or to think of what to say the next time the mike is open. We shouldn't forget that with or without studio technology, great talent is what makes the mike sound great."

Another benefit Schulz names is the precision that computers can offer. "We now have a continuity in

continued on page 18

THE COMPLETE AUTOMATION SOLUTION FOR EUROPE

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DIGITAL COMMERCIAL SYSTEM

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10823 Berlin

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our sound—we can control how tight or relaxed the music flow is. The spot sets are always perfect—no more firing off one spot before the last one has finished. Timing is always exact thanks to the graphic intro/runtime/end. What more can you ask for!

Classic Radio/Stockholm has gone over to automation to a great degree, although the listeners wouldn’t guess it. Head of music Klas Engström uses the UDS2 in live assist mode for newscasts, switching over to full automation during the day. The trick is to make it sound live, says Engström. “We still have DJs who use the system as though they’re live. But running automated saves us time and money, so we’ve opted for this route.

Callers sometimes call in asking to talk to the DJ. We just tell them

“We shouldn’t forget that with or without studio technology, great talent is what makes the mike sound great.”

Radio Basilisk head of music Nick Schulz

they’ll call back after the broadcast.

Classic Radio’s DJs were also hesitant about live assist in the beginning. They were a bit suspicious, but they got used to it soon enough. One of the benefits they see in it is having an entire library of songs at the tip of their fingers.

Whether the advantages of live assist outweigh the disadvantages is a matter of personal preference, although many DJs won’t have much say in the final decision. For the doubting Thomases, Radio Basilisk’s Schulz has some encouraging words. “Live assist is the future of radio, and I don’t expect to see any major technical changes in the studio for another 10 years. This is the big step, and it will be a long time before the next one.”

Live Assist Software Suppliers

Dalet, 251 Rue du Faubourg Saint Martin, 75010 Paris, France: Contact Joyce Craig at tel. (+33)1.4038 6535; fax 4205 1866.

On-Air Digital, Wartburgstrasse 52, 10823 Berlin, Germany: Contact Rainer Eichhorn at tel. (+49)30.784 5091; fax 787 4840.

RCS Europe, 83 Avenue Philippe Auguste, 75011 Paris: Contact Philippe Generali at tel. (+33)1.5327 3636; fax 5327 3630.

Studer, Althardstr. 30, 8105 Regensdorf, Switzerland: Contact Jürg T. Käser at tel (+41)1.870 7511; fax 840 4737
Lotti's Classical Trip Breaks Benelux Records

by Marc Maes

ANTWERP - Flemish singer Helmut Lotti has proved once again that record companies often ignore the tastes of the mass market by chasing the latest trends. Like other successful home-grown artists, he has tuned into the Flemish language record boom initiated by the two months.

Today, Lotti is on the edge of a major international breakthrough. European BMG staffers checked out the artist on stage and the company is now determined to release the album across Europe. "The difference between Helmut Lotti and an act like Vaya Con Dios is that he has no foreign history at all," explains BMG Ariola Belgium MD Dirk Jolink. "For all the ground work still has to be done to establish his name, just the same as with Vaya Con Dios' first album. However, the Dutch success proves that this can be done quickly, as eight weeks ago nobody in Holland even knew his name. Now he's topping the singles chart there at number 1."

When asked about the unprecedented speed at which everything happened, Jolink emphasises the collaboration between pubcaster BRTN, the press, the management and the label—elements that made the puzzle fit. He also points to the wide audience that Lotti's music appeals to. "But the most essential thing is that Helmut Lotti made already popular repertoire even more accessible," says Jolink, "the TV-special aired with BRTN speeded up things and helped us sell 100,000 copies a week during Christmas. The fact that Helmut Lotti is now close to selling 100,000 albums in Holland proves that he is not just a domestic success story," says Lotti's manager Piet Roelen. "The Dutch results will facilitate the international breakthrough." He has carefully marked out his strategy.

"Releasing this album simultaneously over Europe will not work. The first country on our list is France where we will repeat the three steps in our campaign: radio promotion, TV shows and, six weeks later, two or three concerts."

In Holland, where the single Caruso will be released this month, Roelen has scheduled a four-show tour. BMG Holland marketing manager Gerard Kostermans attributes Lotti's success to the fact that the mass public appreciates the fact that it has not been forgotten. "The success of [Vienna style violinist/director] André Rieu, [Italian-Dutch singer] Marco Borasato and international acts like Celine Dion has proved that a part of the public which felt left out in the cold for many years—has suddenly discovered that some artists do care about them." Kostermans attributes Lotti's success as a sign to take Lotti across the border to Holland. "Although we had a long way to go, we managed to do it very quickly," he says. "The main difference between Helmut Lotti and every other act is Lotti himself," he explains. "When we started doing promotion with Helmut we discovered his fantastic personality, he's able to sell this repertoire like nobody else."

Munich-based BMG Classics vice president Joshua Knoll says he's currently preparing the release of Lotti Goes Classic, adding that getting the right media exposure is the focus of his marketing strategy. He believes that TV will play an important role in breaking Lotti in Germany.

"At BMG Classics, we are not purists concentrating on Beethoven. Although Lotti's album is based on classical repertoire, it goes beyond the normal classical audience. We've sold hundreds of thousands of Montserrat Caballe's album and I feel Helmut Lotti could appeal to the same audience. The album fits our policy of introducing more diversification within BMG Classics, like jazz albums or a classic techno duet like Give Beatz."

Jovanotti Takes Belly Button Around The World

by Thessa Mooij

MILAN - With his latest single L'Ombelico Del Mondo, Jovanotti has defied the rules of music marketing. His mix of Italian raps and world music has caused tremors in radio from South America market, where Italian music has caused tremours in radio from the compilation album Lorenzo Raccolta, which has already sold 400,000 copies (four times platinum) in Italy since its release in November and charted at number 1. The album is scheduled for European release on February 19. The video of L'Ombelico Del Mondo is a continental addition at MTV Europe.

"Our main market is Germany," says Zannini. "His latest album Lorenzo 1994 sold 70,000 copies there, which is great for an Italian rap artist. He's also well known in Portugal, France and Holland."

Antena 3/Lisbon head of music and rap specialist José Marinho has fond memories of Jovanotti's last visit to Portugal. "He was touring the country when my son was born, so he came to the studio to record a special ID for me. He's a very nice guy and it reflects in his music, which is uplifting and positive. Serenata Rap was a huge hit here and we just started to play the new single in medium rotation. Marinho doesn't think Jovanotti's Italian lyrics are a problem for the Portuguese radio listeners. "We make an effort to understand other languages, simply out of curiosity. We're open-minded. Celine Dion's French singles have been really big here."

Italian lyrics aren't a problem in Switzerland, either, but then again the Swiss are 'very much influenced by Italian music,' according to PolyGram Switzerland product manager Julie Born. The album was even released simultaneously with Italy release in November. "So I expect Jovanotti to have a gold record over here, just like his last album. We don't promote him as a new artist in Switzerland. At the moment L'Ombelico Del Mondo isn't as big as his previous hit Penso Positivo, but there was a two-week delay when the single was temporarily out of stock. I expect it will rise in the chart now that it's available again, also because he's coming to do some promotion."

Jovanotti will also visit Holland on his March promo tour, and could possibly tour in April on a small scale. He will be introduced as a new artist. Mercury product manager Ria Makker explains that, 'Penso Positivo was a minor hit here, but this time we want to target a young audience of teenagers and people in their early 20s who may have never heard of him before. That leads us to outlets like new Dutch music TV channel The Music Factory, [private TV station] Veronica's Teens programme and Radio 538, which allows us to reach our wide audience. The single has been played for three weeks by [pubcaster] Radio 3 now, so we're waiting for it to enter the charts.'
Singles

ASHBURY FAITH

Nothin' - Double T/Sony

PRODUCER: Stiff Johnson

These Belgian alternative rockers have paid attention to Dimasaur Jr. and the Pixies. The new single from the Adrenalin album is full of tension, brought on by threatening guitars and gloomy lyrics. It finally climaxes in an outburst of despair.

AWEX

Back On Plastic - Plastic City/MCA d/ehr

PRODUCERS: DJ Tom Wax, Torsten Adler

The Short Cut edit is most suitable for radio, although it's probably a little too hardcore for daytime programming. The fast beats are interspersed with some vocals and weird sound effects, in the best of German rave traditions.

BAWL

Girls Night Out - dependent/Paradox

PRODUCER: not listed

Currently supporting Echocherry in the UK, this Irish quartet is so full of male teenage angst, its members probably wouldn't recognise a girl if they bumped into one. Lots of alternative grungy guitar and vulnerable boy lyrics.

BLUR

Charmed Man - Food/Parlophone ehr/a

PRODUCER: Stephen Street

If Blur is the '90s Kinks, then this track is today's Dedicated Follower of tars and vulnerable boy lyrics.

B-ZET WITH DARLESIA

Caught Within - WEA ehr/d

PRODUCER: Stevie B/Zet

German techno wizard B-Zet goes R&B with the dark warm voice of Darlesia. Not included on the album When I See, this track is perfect for EHR. The German dance charts have already picked it up, although it has a broader appeal.

IRENE CARA

You Need Me - Discopop ehr/d

PRODUCER: Todd Terry

Like Darryl Pandy (see single of the week), Cara proves that discos isn't camp, it's just plain fun. Her version of Motown's Ti Sento swings to high heaven and thankfully Terry didn't try to squeeze her into a techno straight jacket.

CRUSH

Jellyhead - Telstar/Costas ehr/a

PRODUCERS: Brian Pugsley, Petrol Station

These Belgian alternative rockers have charming combinations, while Step Behind is equally accessible, with the tiniest bit of psychedelia thrown in.

EVIL SUPERSTARS

Satam in my Ass - Paradox/M/A

PRODUCERS: Evil Superstars

The Belgian Superstars are about as inaccessible as you can get, but their mischief is infectious. The little devils seduce with jazzy swing and poppy harmonies, until they erupt in a death metal chorus.

MINTY

Plastic Bag - Sugar d

PRODUCERS: Mike Drake, Andy Duncan

They're super weird and already nestled in the UK R&B revival. ROMY, Continental Euro-pop and reggae but try to westernize every single UK hype, but the crazy vocals, languid violins and poppy melody make this a female version of Babylon Zoo, which hasn't done badly in Europe either.

SMOKE

Rock 'N Roll Rodeo - CMC/Desperado/SPV ace/ehr

The British rockers are brave enough to go on without their frontman. The first single from the new album The World And Elsewhere is a guaranteed midtempo classic with a bit of rock, a bit of country and a lot of strings.

SHANK STOCKMAN

Visions Of A Sunset - Interscope/A&M ace/ehr

PRODUCER: Shawn Stockman

From the OST Mr. Holland's Opus, this delicate self-penned ballad conquered US radio for Boys II Men's Stockman. The top level R&B we have come to expect from him is beautifully adorned by orchestral violins and flutes.

CDB

Let's Groove - Epic ehr/d

PRODUCERS: Ant Dale, Vince Delitto, Andrew DeSilva

These Australian teenyboppers are ready to take on the world. Their groovy rendition of Earth Wind & Fire's classic entered the Australian singles chart at number 5 last year. It adds a faster, tighter beat to the original and the guys' vocals are genuinely talented.

Albums

BABYLON ZOO

The Boy With The X-Ray Eyes - EMI a/ehr

PRODUCERS: Jass Man, Steve Power

Now that Europe has surrendered to Spaceman, it's time to examine the album. Man has built his album on the same two pillars: cheap distorted guitar, dramatic vocals and attractive soundbites. Its consistency becomes apparent immediately through songs like Parts Green and Fire. Guided Light. Has fabled Asian roots show up on the tables rhythm and Indian vocals of Caffeine and Don't Feed The Animals.

CREDIT TO THE NATION

Always Wanted Me To Grow - Little Irish/WE/A

PRODUCER: not listed

This track with English titles are more soul grooves. Strangely enough, the tracks with English titles are more apparent immediately through songs like Wombo Lombo which mixes rap and children's background vocals in a cheeky chorus. The first single Mad Dog is so playful, it could do well on EHR.

ANGELIQUE KIDJO

Falsa - Island ehr/ace/w

PRODUCER: not listed

Kidjo is unique in marrying off her African roots to US R&B. The result is a ground vocal mix, which is best enjoyed in the first single Wombo Lombo with its soul grooves. Strangely enough, the tracks with English titles are more African (Sound Of The Drums, Welcome) and vice versa. This isn't just world music, but good music.

MARK KNOPFLER

Golden Heart - Vertigo/SPV

PRODUCER: Chuck Aylen

The inspiration behind this first solo album must have been simmering for a while, because Knopfler explodes in a celebration of his favourite music styles: cajun, folk, rock and country. Vince Gill, Paul Brady, Sonny Landreth and the Chieftains join him. The first single Darling Pretty and the title track are great afternoon EHR score on EHR: easy listening, surf music and American eclectic Firecracker.

SEPHULTURA

Roots - All Blacks/Roadrunner m

PRODUCERS: Ross Robinson, Sepultura

Relax, the Brazilian death metallers have not gone all Sting-on-y on us. They may be posing with the country's finest native tribe, but they stick to their relentless brand of total destruction, metal. The occasional Buddhist chant or funky riff pops up (Attitude) and the Australians get their say in Rotomanahita. The use of traditional Brazilian percussion is quite remarkable (Straightside).

SPECTRE

The Missing Two Weeks - Natural Response/WEA

PRODUCER: not listed

The opening track Covert Dub has a hard time trying to decide whether it's ambient or reggae. It doesn't really matter since both aim for the same laid back state. The Missing Two Weeks requires a level of relaxation which will surpass that of Jamaica on a sunny mid-April morning. Not exactly straight radio stuff, but a real find for the specialised show. Mad Frank Lends A Hand has an Asian flavour which is equally charming.

TRIPPING DAISY

I Am An Electric Firecracker - Island a/ehr

PRODUCER: Todd Nicely, Tripping Daisy

Current champions of US alternative rock, these Dallas-based grunge masters mix poppy melodies with relentless distortion. I Got A Girl is one of those charming, combinations, while Step Behind is equally accessible, with the tiniest bit of psychedelia thrown in.

GIN BLOSSOMS

Congratulations I'm Sorry - A&M ehr/a/ehr

PRODUCER: John Hampshire, Gin Blossoms

Few US guitar bands have managed to climb the spiked gates of the UK singles chart, but the Gin Blossoms' Til I Hear It From You entered at number 93 last time (new at 12 in Billboard's Hot 100). Country rock is not the world's trendiest genre, but these Arizona boys couldn't care less. Their beautiful harmonies, foot-stomping guitars and bittersweet vocals blend into a delightful mix. Sometimes country dominates (Memphis Time), sometimes rock takes over as in fast and dirty Day Job. The mid-tempo Competition Smile is a hit, but a real find for the specialised show. The Gin Blossoms? Probably not.

AmericanRadioHistory.Com
Market Place

ERIC BURDON
Rare Masters - SPV (CD) (UK/Germany)
PRODUCER: John Sterling/Snuffy Walden
Old soldiers never die, they just fade away. In this case unjustly so because the British blues veteran is in great form here. Included are some excellent live performances of classics such as Tobacco Road, We've Got To Get Out Of This Place and the trademark House Of The Rising Sun, as well as some impressive new studio record-
ings of Louisiana Red's Sweet Blood Call and Muddy Waters I'm A Man. New versions of some under-rated '70s tunes such as Stop What You're Doing and I'm A Wicked Man complete the album. Contact Charlotte Peters at tel/fax: (+49) 89.187 146.

FEDERATION
Earleport- Bluefingers/indochina (CD) (UK)
PRODUCER: Party Rockin/Spirit Of The Federation/Riley
What distinguishes this immensely talented Bristol-based bunch from the others is the responsibility for the city's production. This track is proof that the catchy chorus and strong expressive voice but also with their hands on the hip hop. The hypnotising first single Paradise sums it all up beautifully, while songs like You & I and As One manage to keep a clear sense of direction all the time, in spite of the complexities of some of the compositions. Most remarkable are U Mnie Rosna Fiothi, Blue 4 Rano and the hip hop flavoured Trzech Zleczy Malych Chlopocie. Contact Jan Chojnacki at tel: (+48) 22.147 9999; fax: 1472 9353.

MARTYNA KAJUWICKOZ
Dziewczynka Z Porytyka Ewarda - Polton (CD) (Poland)
PRODUCER: Wojciech Waglewski
Equally at ease with a bewildering of musical styles ranging from atmos-

K.C. LINN
Got To Get It On - Pitch Control (Sweden)
PRODUCER: Various
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THE NUTCRACKERS
Oup! Banana - Do It (France)
PRODUCER: R. Ducalion
As well as a strong novelty element this cheerful dance ditty also boasts an almost classic chorus and crisp production. This tune has such strong commercial appeal that it deserves to be a chart contender everywhere.

Dan Zimmers Radio Mix, while the Gabba DJ Mix also services the hardcore crowds. Contact Tel: +35 692 9990, fax: 692 9999.

PUMPING HOUSE: Open Arms, consisting of producers Graham Turner and Mark Hall and ex-Happy Mondays vocalist Rowetta, deliver Hey Mr. DJ (All Around The World) a new pumppin' commercial house track with all the necessary elements. A Sunshine State mix and the Bliss Mix of Open Arms' previous club hit I'll Be There round out this release. Tel: +44 171 496 0788, fax: 496 3755.

DUTCH TECHNO TAKES UK: DJ Misjah & DJ Tim's latest hard house track Access (freyreedom) is cruising through the top 10 in charts from Musik and Mixmag. This stormer is acid effected dance pleasure with remixes by Red Jerry and Itty Bitty Bootsy Woozy (aka Klabbeheads). Tel: +44 181 910 5111, fax: 910 5903.

Dance Grooves
by Maria Jimenez
■ RAGGA BLAST: Crossbreeding house, raggga, pop and club music, Lippy Lou releases her own version of the Was Not Was track Freaks on Boy George's label More Protein. The Emergency On Planet Dyke Dub serves as a valid alternative to the easily programmable Riko Rocks Radio edit. Tel: +44 181 964 6000, fax: 964 0386

■ OLD STYLE HOUSE, NEW STYLE MIXES: Inner City's new single Your Love (sixt) is a piano driven house number with lusious soulful vocals. The Serial Diva Radio Edit is perfect programing material, while two club mixes from Neil Howard and Serial Diva make this a very tasty track. Tel: +44 121 766 7311, fax: 773 9751.

■ DOPE MIXES OF N-TRANCE: All hands have been called on board for the remixes of N-Trance's new single Electronic Pleasure (All Around The World). This spacious epic pop dance number is transformed among others, DJ Quicksilver, Loony Choons, Sunshine State. Tel: +44 171 498 0788, fax: 498 5755.

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■ HARD Core AND HAPPy: After holding the #1 position for six consecutive weeks in the Australian charts, Hocus Pocus! Here's Johnny (CNL, pictured) receives a rerelease in their home territory the Benelux. New remixes made this hardcore crossover track accessible for European radio listeners.


dance Grooves" provides dance tips and news for radio programmers on a weekly basis.

Short Takes
Compiled by Raul Cairo

■ RUMOURS abound that Bryan Ferry, Andy Mackay and Phil Manzanera intend to bring Roxy Music back to life.

■ California metal pioneer Slayer has just finished its first album in a couple of years. The title is Selected & Exhumed and contains a collection of hard-core covers from acts like Verb, T.S.O.L., Iggy Pop and Suicidal Tendencies along with three new originals. The release is tentatively scheduled for April and features new drummer John Dette, who was poached from Testament.

■ Epic released the Home Alive (The Art Of Self Defense) in the third week of February. The set contains unreleased material by Pearl Jam, Soundgarden and Nirvana.

■ Hookywood is the first single from Lou Reed's new album Set The Twilight Reeling (Warner Brothers).

■ Therapy? drummer Hooky left the band, which was about to tour North America. Auditions are already taking place.

■ John Fogerty (pictured) is, as rumoured, at work on his fourth solo album in his home studio near San Francisco.

■ Also in the studio is former 4 Non Blondes front woman Linda Perry. She is backed by the Tuesday Night Music Club—the same troupe that played on the same-titled debut album by Sheryl Crow.

■ A new single by Tina Turner entitled Whatever You Want (Capitol) will see the light of day on March 11. The as-yet untitled album will be in stores on April 1 (no joke!).

■ Former Iron Maiden frontman Bruce Dickinson will release his debut solo album Shanked Works sometime late February on Raw Power/Castle.

■ Also Out On Raw Power is the debut of another ex Iron Maiden member. Guitarist Adrian Smith has just issued State Of Mind by his new band Psyko Motel.

■ Epic is to release the long-awaited second Rage Against The Machine album in early April. The title of the Brendan O'Brien produced album is Evil Empire.

■ Meanwhile, in late March Aly & Jesse Bianca will release their new T-Spoon album A Lexicon Of Melody.

■ Westside woes. BMG and Warner are in dispute over the rights to the single Somewhere by Phil Collins.

■ Dickin recorded the Leonard Bernstein track for the BMG project The Songs Of Westside.

■ Jumped or not, convicted rapper 2Pac is continuing work on his forthcoming album All Eyez On Me. He has enlisted the help of some famous colleagues such as Dr. Dre, Snoop Doggy Dogg and Roger Troutman.

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**Eurochart Hot 100® Singles**

**Week 8 / 96**

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<td>55</td>
<td>Sinecrite Et Jalousese</td>
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<td>26</td>
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<td>Party Animals - EMI</td>
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<td>60</td>
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<td>Do U Still</td>
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<td>I Don't Wanna Be A Star</td>
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<td>DE</td>
<td>63</td>
<td>Stayin' Alive</td>
<td>NL</td>
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**Sales Breaker Songs**

1. Whitney Houston - "I Will Survive"
2. Dropkick Murphy's - "I'll Sleep When I'm Dead"
3. Rob Thomas - "I'm Not the Only One"
4. T-Pain - "Buy You a Drank (Shawty Snappin')"
5. Rihanna - "Empire ( יוצא של שלחני)"
6. A Boogie wit da Hoodie - "Dip"
## European Top 100 Albums

**Week 8 / 96**

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>countries charted</th>
<th>original label</th>
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<tbody>
<tr>
<td><strong>1</strong></td>
<td>Oasis</td>
<td>1</td>
<td>What's The Story Morning Glory? - Creation</td>
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<tr>
<td><strong>2</strong></td>
<td>Enya</td>
<td>2</td>
<td>The Memory Of Trees - WEA</td>
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<tr>
<td><strong>3</strong></td>
<td>Queen</td>
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<td>Made In Heaven - Parlophone</td>
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<td><strong>4</strong></td>
<td>Madonna</td>
<td>4</td>
<td>Something To Remember - Maverick/Sire</td>
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<td><strong>5</strong></td>
<td>Michael Jackson</td>
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<td>History - Past Present &amp; Future Book 1 - Epic</td>
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<td><strong>6</strong></td>
<td>Elton John</td>
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<td>Love Songs - Rocket</td>
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<td><strong>7</strong></td>
<td>Nick Cave &amp; The Bad Seeds</td>
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<td>Murder Ballads - Mute</td>
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<td><strong>8</strong></td>
<td>Mariah Carey</td>
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<td>Daydream - Columbia</td>
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<td><strong>9</strong></td>
<td>Celine Dion</td>
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<td>The Bridge - Magia</td>
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<td>Die Toten Hosen</td>
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<td>Eis auf - EMI</td>
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<tr>
<td><strong>11</strong></td>
<td>Smashing Pumpkins</td>
<td>11</td>
<td>Mellon Collie And The Infinite Sadness - Virgin</td>
</tr>
<tr>
<td><strong>12</strong></td>
<td>Status Quo</td>
<td>12</td>
<td>Don't Stop - Polydor</td>
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<td><strong>13</strong></td>
<td>Torn</td>
<td>13</td>
<td>Boys For Peete - East West</td>
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<td><strong>14</strong></td>
<td>Coolio</td>
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<td>Gangsta's Paradise - Tommy Boy</td>
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<td><strong>15</strong></td>
<td>Blondes</td>
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<td>Expecting To Fly - Superior Quality</td>
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<td>Jo &amp; The StarKidz</td>
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<td>To The Top Of The World - Asylum</td>
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<td><strong>17</strong></td>
<td>Alanis Morissette</td>
<td>17</td>
<td>Jagged Little Pill - Maverick</td>
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<td><strong>18</strong></td>
<td>U2</td>
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<td>The Best Of 1980-1992 - Island</td>
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<td>M-People</td>
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<td>Illusion - Virgin</td>
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<td>Soundtrack</td>
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<td>Whatever Happens - EMI</td>
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<td>Smashing Pumpkins</td>
<td>21</td>
<td>Mellon Collie And The Infinite Sadness - Virgin</td>
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<td><strong>22</strong></td>
<td>Donnie &amp; Marie</td>
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<td>Voice Of America - Atlantic</td>
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<td><strong>23</strong></td>
<td>Simple Minds</td>
<td>23</td>
<td>Life In A Day - EMI</td>
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<td><strong>24</strong></td>
<td>Vasco Rossi</td>
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<td>Nessun Pericolo... Per Te - EMI</td>
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<td><strong>25</strong></td>
<td>Mylene Farmer</td>
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<td>Amour - Columbia</td>
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<td>Zucchero</td>
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<td>Spirito Divino - Polydor</td>
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<td>Rolling Stones</td>
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<td>Stripped - Virgin</td>
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<td>Radiohead</td>
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<td>Kid A - Parlophone</td>
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<td>Kelly Family</td>
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<td>Over The Hemp - EMI</td>
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<td>A. Venditti</td>
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<td>Prendilo Tu Questo Frutto Amaro - Heinz</td>
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<td><strong>31</strong></td>
<td>Cranberries</td>
<td>31</td>
<td>No Need To Argue - Island</td>
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<td><strong>32</strong></td>
<td>Meat Loaf</td>
<td>32</td>
<td>Welcome To The Neighbourhood - Virgin</td>
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<tr>
<td><strong>33</strong></td>
<td>Helmut Lotti</td>
<td>33</td>
<td>Goes Classico - RCA</td>
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The European Top 100 Albums is compiled by RPM Communications BV. © BPI Communications BV. All rights reserved. Compiled from the national album sales charts of 16 European territories.

**SALES BREAKER** indicates the album registering the biggest increase in chart points.

**RE-ENTRY** indicates the album registering the biggest decline in chart points.

- **UK** indicates the album is currently at number one.
- **AD** indicates the album is currently at number two.
- **D** indicates the album is currently at number three.

**COUNTRY CODES:**
- AD = Austria, DE = Germany, NL = the Netherlands, UK = United Kingdom, LV = Latvia, SE = Sweden, HU = Hungary, PL = Poland, IT = Italy, FR = France, ES = Spain, GR = Greece, SI = Slovenia, SL = Slovenia, HR = Croatia, BA = Bosnia & Herzegovina, HR = Croatia, CY = Cyprus, RO = Romania, CH = Switzerland, BE = Belgium, DE = Germany, GB = Great Britain, IE = Ireland, FI = Finland, COM = Compilation.

**EUROPEAN SALES:**
- **AF** = Austria, SE = Sweden, NL = the Netherlands, DE = Germany, CI = Czech Republic, CH = Switzerland, GB = United Kingdom, IT = Italy, BE = Belgium, FR = France, HU = Hungary, PL = Poland, RO = Romania, ES = Spain, C = Croatia.

**RECOGNITION:**
- **★** indicates the album has sold over 500,000 units in Europe.
- **★★** indicates the album has sold over 1,000,000 units in Europe.
- **★★★** indicates the album has sold over 5,000,000 units in Europe.

**MUSIC & MEDIA 17 FEBRUARY 24, 1996**

- **Oasis**
- **Definitely Maybe**

**ADDENDA:**
- **#** indicates the album has sold over 1 million units in Europe, with multi-million sellers indicated by a numeral following the symbol.
### Top National Sellers

**UNITED KINGDOM**

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<tr>
<td>8/9</td>
<td>2</td>
<td>2FT - Anything (Epic)</td>
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<tr>
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<td>3</td>
<td>10CC - &quot;I'm Not In Love&quot; (EMI)</td>
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<tr>
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<td>4</td>
<td>Little Richard - Good Golly Miss Molly (Decca)</td>
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<tr>
<td></td>
<td>5</td>
<td>Status Quo - Down Down Down (Polydor)</td>
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<td>6</td>
<td>Slade - &quot;Keep On Running&quot; (Mercury)</td>
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<td>Swamp Things - The Swamp Things (Intersound)</td>
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<td>Traffic - &quot;Hole In My Shoe&quot; (Polydor)</td>
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<td>T-Rex - &quot;Get Your Ya-Ya's Out!&quot; (Epic)</td>
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<td>The Rolling Stones - &quot;Paint It Black&quot; (Decca)</td>
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**GERMANY**

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<tr>
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<tr>
<td>8/9</td>
<td>2</td>
<td>Babylo Zoo - Spaceman (EMI)</td>
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<td>Coofoos feat. L.V. - Gangsta's Paradise (EMI)</td>
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<td>4</td>
<td>2 Unlimited - &quot;Sunshine&quot; (Casablanca)</td>
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<td>Enya - &quot;Firestone&quot; (Max)</td>
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<td>The Rolling Stones - &quot;Paint It Black&quot; (Decca)</td>
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<td>7</td>
<td>Michael Jackson - &quot;Bad&quot; (Sony)</td>
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<td></td>
<td>8</td>
<td>The服务区 - &quot;Dre&quot; (Sony)</td>
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<td></td>
<td>9</td>
<td>Bee Gees - &quot;To Love Somebody&quot; (EMI)</td>
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<td>10</td>
<td>George Michael - &quot;Faith&quot; (EMI)</td>
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**FRANCE**

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<td>Coofoos feat. L.V. - Gangsta's Paradise (EMI)</td>
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<td>3</td>
<td>Tina Turner - &quot;Private Dancer&quot; (BMG)</td>
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<td>4</td>
<td>L'Opale - &quot;Papa Chacha&quot; (Discomagic)</td>
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<td>Michel Polnareff - &quot;Les Yeux de l'Amour&quot; (Polydor)</td>
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<td>Alain Bashung - &quot;Papa Chacha&quot; (Polydor)</td>
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<td>Georges Moustaki - &quot;Papa Chacha&quot; (Polydor)</td>
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<td>Alain Bashung - &quot;Papa Chacha&quot; (Polydor)</td>
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<td>Claude François - &quot;Papa Chacha&quot; (Polydor)</td>
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<td>Roland Orzabal - &quot;Papa Chacha&quot; (Polydor)</td>
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**ITALY**

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<td>Ennio Morricone &amp; Franco Dragone - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>Umberto Tozzi - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>Adriano Celentano - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>Eddy Mitchell - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>Lucio Dalla - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>Beppe Grillo - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>Gianni Morandi - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>Lucio Dalla - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>10</td>
<td>Lucio Dalla - &quot;Il Barone&quot; (Rizzoli)</td>
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**SWITZERLAND**

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<td>Robert Milles - &quot;Children&quot; (PolyGram)</td>
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<td>Coofoos feat. L.V. - Gangsta's Paradise (EMI)</td>
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<td>4</td>
<td>Everything But The Girl - &quot;Missing&quot; (BMG)</td>
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<td>5</td>
<td>L'Opale - &quot;Papa Chacha&quot; (Discomagic)</td>
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<td>6</td>
<td>Ennio Morricone - &quot;Il Barone&quot; (Rizzoli)</td>
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<td>7</td>
<td>Michael Jackson - &quot;Bad&quot; (Sony)</td>
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<td>The服务区 - &quot;Dre&quot; (Sony)</td>
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<td>9</td>
<td>George Michael - &quot;Faith&quot; (EMI)</td>
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<tr>
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<td>10</td>
<td>Roland Orzabal - &quot;Dre&quot; (Sony)</td>
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</tbody>
</table>

**SINGLES**

1. "Keep On Running" by Status Quo
2. "Good Golly Miss Molly" by Little Richard
3. "I'm Not In Love" by 10CC
4. "Down Down Down" by Status Quo
5. "I'm Not In Love" by 10CC
6. "I Keep On Running" by Status Quo
7. "Keep On Running" by Status Quo
8. "Good Golly Miss Molly" by Little Richard
9. "I'm Not In Love" by 10CC
10. "Keep On Running" by Status Quo
David Bowie

Hallopoly

Produced by Pet Shop Boys

David Bowie is this year’s recipient of the Outstanding Contribution to the British Record Industry (Brit Awards, 19.2.96)
A weekly Eurochart analysis by Ramon Dahmen

Starting his Eurochart career as highest new entry in issue 4, Babylonia Zoo’s Spaceman (EMI) has climbed up the countdown to match the Sales Breaker Award. He now reigns over the chart, appearing in 14 of the 15 national lists which contribute to the Eurochart Hot 100 Singles. Some of those positions can be found on the Top National Sellers’ page, except for France where Spaceman climbs up 34 notches to number 64. Meanwhile, the debut album from Babylonia Zoo, The Roy With The X Roy Eyes (EMI), enters the European Top 100 at number 37. In its first week, the album is charted in the countries of Finland (22), Ireland (34), Holland (87), Norway (21) and the UK (13).

This week, the Sales Breaker Award in the Eurochart Hot 100 goes to its artist Mariah Carey with his instrumental dance track Chil-
erecting. Following the growing airplay across Europe—last week to Italian artist Robert Miles with his instrumental dance track Chil-
Oasis retains its number one position with What’s The Story Morning Glory? (Creation), although the release is go by it won’t be long before other territories follow suit. Following the growing airplay across Europe—last week to Italian artist Robert Miles with his instrumental dance track Children (Flying).

The highest new entry at number 39 is Open Arms (Columbia)-

Some artists, however, seem to have it all. Not content with just a bullet Nick Cave & The Bad Seeds also take the album Sales Breaker Award with Murder Ballads (Mute) climbing up 37 notches to number 7. While still debutting Kylie Minogue at number 22 in the Eurochart with Where The Wild Roses Grow and the album’s second release, a duet with H. Harvey called Henry Lee on its way, the album Sales Breaker Award with Murder Ballads (Mute) climbing up 37 notches to number 7. While still debutting Kylie Minogue at number 22 in the Eurochart with Where The Wild Roses Grow and the album’s second release, a duet with Harvey called Henry Lee on its way, the album features outside the top 10 in the countowns of Belgium (26), Denmark (10), Finland (12), France (30), Germany (12), Ireland (13) and Switzerland (14).
AUSTRIA

 Playlist Additions:

- Power Play: Serj Tankian - "Perfect" (Album: "Shadow of the Sun"")
- Power Play: Mad Dog - "We're All in This Together"
- Power Play: The Three Degrees - "Lovely Day"
- Power Play: Joan Jett & The Blackhearts - "I Love Rock & Roll"
- Power Play: David Bowie - "Let's Dance"

DENMARK

 Playlist Additions:

- Power Play: The Kooks - "Sonia"
- Power Play: The Strokes - "Hard to Handle"
- Power Play: Oasis - "Supersonic"
- Power Play: Radiohead - "Paranoid Android"
- Power Play: The Rolling Stones - "Paint It Black"

FINLAND

 Playlist Additions:

- Power Play: Eagles - "Hotel California"
- Power Play: Tom Petty & the Heartbreakers - "American Girl"
- Power Play: Fleetwood Mac - "Rhiannon"
- Power Play: U2 - "With or Without You"
- Power Play: Queen - "Bohemian Rhapsody"

FRANCE

 Playlist Additions:

- Power Play: The Beach Boys - "Good Vibrations"
- Power Play: Pink Floyd - "Wish You Were Here"
- Power Play: Pink Floyd - "Another Brick in the Wall Part 2"
- Power Play: The Rolling Stones - "Paint It Black"
- Power Play: The Who - "My Generation"

GERMANY

 Playlist Additions:

- Power Play: The Eagles - "Hotel California"
- Power Play: Fleetwood Mac - "Landslide"
- Power Play: U2 - "With or Without You"
- Power Play: Queen - "Bohemian Rhapsody"
- Power Play: The Who - "My Generation"

HOLLAND

 Playlist Additions:

- Power Play: The Beach Boys - "Good Vibrations"
- Power Play: Pink Floyd - "Wish You Were Here"
- Power Play: Pink Floyd - "Another Brick in the Wall Part 2"
- Power Play: The Rolling Stones - "Paint It Black"
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ITALY

 Playlist Additions:

- Power Play: The Eagles - "Hotel California"
- Power Play: Fleetwood Mac - "Landslide"
- Power Play: U2 - "With or Without You"
- Power Play: Queen - "Bohemian Rhapsody"
- Power Play: The Who - "My Generation"

NORWAY

 Playlist Additions:

- Power Play: The Beach Boys - "Good Vibrations"
- Power Play: Pink Floyd - "Wish You Were Here"
- Power Play: Pink Floyd - "Another Brick in the Wall Part 2"
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SWEDEN

 Playlist Additions:

- Power Play: The Eagles - "Hotel California"
- Power Play: Fleetwood Mac - "Landslide"
- Power Play: U2 - "With or Without You"
- Power Play: Queen - "Bohemian Rhapsody"
- Power Play: The Who - "My Generation"

SWITZERLAND

 Playlist Additions:

- Power Play: The Eagles - "Hotel California"
- Power Play: Fleetwood Mac - "Landslide"
- Power Play: U2 - "With or Without You"
- Power Play: Queen - "Bohemian Rhapsody"
- Power Play: The Who - "My Generation"
M & M AIR PLAY STATION REPORTS

22

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FEBRUARY 24, 1996

including the hitsongs
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DEBUT ALBUM out now

EMIL MEDLEY

RADIO KISS FM (Prague A) | EHR

Denny Craft - Prog Dir/Head Of Music

Rafael de Rivas - Radio Dir

Paolo Tortoli - Power Play

Playlist Additions:

Alex P. Portman, Toma Toma

Michele Marcovitch

Barbara Colina - Back Up Singer

Rafael de Rivas - Radio Dir

Paolo Tortoli - Power Play

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Playlist Additions:
CHRISTOPH ALISPACH - Music Coordinator
RADIO RHONE/Sion B
SWITZERLAND
Frederic Gegerfelt - Head Of Music
EHR

ROBERT SELHBERG - Music Director
EHR

ACE

ACE

ACE

EHR

Joel Perrier - Prog Dir
CLYDE I FM/Gl.gow B
RADIO FRIBOURG/Fribourg B
Jean Luc Zwickert Prog Dir

BORIS PIFFARETTI - Frog Dir
ERR

CAMILLE SANDERS - Head Of Music
RADIO LAC/Geneva S

Samba Hersog  Head Of Music
RADIO RYN STUDENT/RETO 3 /Lugmo B

SNOOKY CLARK - Head Of Music Programming
GLR/London B
Rob Peedry - Head Of Music
EHR

MARK STANGHELLO Head Of Prog
EHR

Richard Park - Group Programme
Peter Wagstaff - Prog Dir
EHR

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AMERICAN RADIO HISTORY

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Consortium Buys London Radio

by Jonathan Heasman

LONDON - London Radio, the £7.1 million (app. US$11 million) deal marks the GWR's first venture into both speech radio and the London marketplace.

Under the take-over agreement, GWR will be responsible for running LNR's AM station (Newstalk), while ITN, will use its worldwide news resources to programme the more up-market "rolling news" service - Newstalk 1152.

There is some speculation that GWR intends to run a financial news service aimed at the City of London on LNR's FM service. If so, they would face a format (unsuccessfully) proposed by GWR in the last round of London licence applications, but the idea is thought to have more appeal now that Talk Radio UK is operating a similar news/phone-in format to Newstalk 1152.

ITN's involvement in London Radio will mean the end of the road for Reuters Radio News, the commercial radio news service set up by Reuters to compete with ITN's Independent Radio News (IRN).

Given that the future of Chiltern Radio-based Network News also looks very uncertain, consortiums are to be known as London Radio News.

Rigano Indicted

He was charged together with 120 other Milan-based businessmen and officials on similar counts.

The former prime minister Silvio Berlusconi, whose Fininvest group holdings include the RTI record label and three national TV networks, is currently standing trial on similar charges.

Although Rigano was unavailable for comment at press time, Berlusconi-who denies any knowledge of bribes paid by his companies-has claimed that such payments amounted to extortion by state tax inspectors who had threatened to close his operations through strict audits if they were not paid.

Amongst the hundreds of Italian politicians, state officials and businessmen also facing trial on similar charges are leading designers from Italy's fashion industry including Gianni Versace and Giampaolo Crippa. An ex-specialist minister Bettino Cricci, who is refusing to return to Italy from self-imposed exile in the Tunisian resort town of Hammamet.

PolyGram Results

The increases are expressed in terms of Dutch guilders, in which PolyGram reports. Both president/CEO Alistair Levy and chief financial officer Jan Cook were at pains to stress that one of the reasons behind the small rise was the growing strength of the guilder compared with other currencies during 1995.

The company says that, if expressed in local currency terms, revenues were up 9.2% and profits up 9.6%.

Nevertheless, Levy also identified three other factors why the company's results are-as PolyGram had warned in a statement before Christmas-not as good as might be expected. He said the second-half pop release schedule produced a 'weaker than normal performance,' several important albums were delivered late and there was no major hit from the film division. Levy declined to specify which albums had been disappointing, but mentioned that albums had been slated for the second half which the company had produced 29 million copies of and less successful albums.

Jackson's Design Of The Decade

While warning that Polygram's five biggest albums in 1994 sold a total of 29 million units, last year's winner of the established section Giorgia (BMG) (above, left) not only was not available for comment at press time, but the first time in 1995; Jackson's Design Of The Decade will continue to programme the "heritage brand" which would have considerable marketing and publicity advantages.

Meanwhile, the take-over has led to the departure of London Radio MD Rory McLeod, who had tried to lead a management buy-out of the troubled station. Mervyn Hall, a Reuters executive, has taken temporary control of the station until a new MD is appointed in April. Favourites for the position include Charlie Cox, the former MD of LBC, who currently heads The Daily Mail Group's (DMGT) radio division.

San Remo's Star Selection

A rich array of international stars are to showcase their latest releases at this year's San Remo Festival. The show—which regularly draws one of the largest TV audiences, peaking at over 17 million last year—was scheduled to take place in the Italian Riviera resort town from February 19-24. Bruce Springsteen was to make his first live Italian TV appearance along with Blur, Eury, Pat Metheney, East 17, Tina Turner, Kenny G, Celine Dion, Simply Red, Vanessa Mae, Take That, Cher Michael Bolton, Bon Jovi, Alanis Morissette, the Cranberries, George Benson and Andreas Vollenweider.

Last year's winner of the established section Giorgia (BMG) (above, left) and best newcomer Neri Per Caso (EasyStory) (above, right) both appear in the established section this year and are tipped to come in at the top five together with Spagna (Sony) and Amadeo Menghi (EMI).
The EHR Top 40 is based on a weighted system. Singscore points are given by a panel of EHR's CRM (European Radio Markets) experts, depending on the number of new and recent airplay for songs. The panel also includes contemporary music fans who are working for radio stations. The number of votes per station is based on the market size of the radio station.

**CHARTBOUND**

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Original Label</th>
<th>Total Stations</th>
<th>New Adds</th>
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<tbody>
<tr>
<td>Simply Red/Neve Ever Love</td>
<td>(WestEnd)</td>
<td>23/8</td>
<td>29/2</td>
</tr>
<tr>
<td>Gin Blossoms/I'll Hear It From You</td>
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<td>(EPIC/Columbia)</td>
<td>20/5</td>
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<td>(Wild Card)</td>
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<td>Walkabout/The Light Will Stay On</td>
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Border Breakers

Mainland European records breaking out of their country of signing

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<td>Ace Of Base/Breathtaking Life</td>
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<td>Roxette/June Afternoon</td>
<td>(EMI-Medley)</td>
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<td>Corona/Don't Wanna Be A Star</td>
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<td>Stakka Bo/Great Blendino</td>
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<td>10</td>
<td>21</td>
<td>Cardigans/Sick &amp; Tired</td>
<td>(Trampoline)</td>
<td>Sweden</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>23</td>
<td>Robert Miles/Children</td>
<td>(DBX/DiscoMagic)</td>
<td>Italy</td>
</tr>
<tr>
<td>11</td>
<td>12</td>
<td>25</td>
<td>Roxette/You Don't Understand Me</td>
<td>(EMI)</td>
<td>Sweden</td>
</tr>
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</table>

For all artists appearing on this chart, the Country of Signing is UK or Ireland.
### UNITED KINGDOM

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<tr>
<td><strong>1</strong></td>
<td>Lighthouse Family/Light Years (WILD CARD)</td>
<td>18</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>Simply Red/World Never Ends</td>
<td>(East West) 18</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>Right Said Right/Still In Touch</td>
<td>(Mambo) 17</td>
</tr>
<tr>
<td><strong>4</strong></td>
<td>Jon Boden</td>
<td>(Parlophone) 17</td>
</tr>
<tr>
<td><strong>5</strong></td>
<td>The Bluebells/All My Life</td>
<td>(Hungaroton) 16</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td>Shy</td>
<td>(EMI) 15</td>
</tr>
<tr>
<td><strong>7</strong></td>
<td>The Last Of The Summer Wine</td>
<td>(EMI) 15</td>
</tr>
<tr>
<td><strong>8</strong></td>
<td>David Bowie/Starman</td>
<td>(ISO) 15</td>
</tr>
<tr>
<td><strong>9</strong></td>
<td>The Animals/Don't Let Me Be Misunderstood</td>
<td>(RCA) 15</td>
</tr>
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### SCANDINAVIA

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<td><strong>9</strong></td>
<td>Nena/992</td>
<td>(Polydor) 15</td>
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### BENELUX

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**MARK KNOPFLER**

**Darling Pretty**

**New Single**

**From his forthcoming debut solo album Golden Heart**

---

**MUSIC & MEDIA**

**27 February 24, 1996**

---

**AmericanRadioHistory.com**
Greatest Hits
1985-1995

Michael Bolton

European Tour 1996

February
Fri 23rd
Mon 26th
Wed 28th

March
Fri 1st
Sun 3rd
Mon 4th
Wed 6th
Fri 8th
Sat 9th
Mon 11th
Wed 13th
Thur 14th
Sun 17th
Tue 19th
Wed 20th
Sat 23rd
Mon 25th
Tue 26th
Fri 29th
Sat 30th

Stockholm • Globe
Hamburg • Sportshalle
Copenhagen • Valbyhallen

Frankfurt • Hambachhalle
Berlin • ICC
Munich • Radi-Sedimeyer-Halle
London • Wembley Arena
London • Wembley Arena
London • Wembley Arena
Newcastle • Arena
Birmingham • NEC
Birmingham • NEC
Dublin • The Point
Manchester • Arena
Glasgow • SECC
Paris • Zenith
Barcelona • Palais Des Sports
Madrid • Palais Des Sports
Rome • Palaeur
Milan • Forum

Sony Music
COLUMBIA
March 4-10, 1996
Toronto, Canada

Canadian Music Week

Canadian Rocks
WHAT THE HOTTEST TICKET IN TOWN GETS YOU.

CMW is the leading international trade event for Canada's Music and sound recording industry designed to make deals happen. It's the place to be to share information, catch a glimpse of the future, acquire strategic knowledge or meet the who's who of the business.

Who? CMW brings together Canada's largest community of music professionals: record labels, retailers, distributors and wholesalers, equipment and CD manufacturers, producers and publishers, entertainment lawyers, managers, agents, financial advisors, artistic directors, promoters, broadcasters, media, video producers, entertainment companies, marketers, advertising agencies, sponsors and policy makers.

Why? Profit through:
* new technologies
* network with top leaders from every field
* discover new trends
* maintain and improve international contacts
* establish press contacts
* make deals and new alliances
* build successful promotional partnerships
* get advice and share ideas with your colleagues
* compare hundreds of the newest products and services from industry suppliers
* get the secrets of success for getting and staying ahead.

Brought to you by

FESTIVAL
MARCH 4 - MARCH 9, City Wide
CMW presents Canada's largest festival - seven nights featuring over 300 of the best unsigned and independent national and international acts in 30 of Toronto's hottest clubs and music halls. This is where breakout talent of '96 is unleashed to the world's foremost industry players. A&R representatives from every major and independent label witness this incredible wealth of talent in search of discovering the "next big thing".

Highlights of the '96 Festival include The Smooth Plugged Festival, CMW's Salute To The Junos, Lobsterpalooza and Rock For The Children.

CMW at a Glance

<table>
<thead>
<tr>
<th>Monday 4</th>
<th>Tuesday 5</th>
<th>Wednesday 6</th>
<th>Thursday 7</th>
<th>Friday 8</th>
<th>Saturday 9</th>
<th>Sunday 10</th>
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<tr>
<td>ROCK FOR THE CHILDREN (Memorabilia Fundraising Auction)</td>
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REGISTRATION

CONFEERENCE

EXHIBITION

MUSICIANS SEMINARS

FESTIVAL

GALA MUSIC INDUSTRY AWARDS DINNER
AWARDS
THURSDAY, MARCH 7,
Exhibition Hall C,
Metro Toronto Convention Centre
CMW honours its own, in a gala opening event. Greet old friends and make new ones in the opening one-hour schmooze cocktail reception, hosted by Mayor Barbara Hall and Members of the Toronto City Council. Go directly into the annual presentation of the Music Industry Awards dinner with 800 of your closest friends and colleagues. This year's award show will be hosted by Mike Bullard.

INDUSTRY EXECUTIVE CONFERENCE
March 8 - 10, Crowne Plaza Hotel
The Executive Conference - joined for the first year, by The Retail Music Association of Canada, The Ontario Broadcasters' Association and The Canadian Bar Association - provides an international forum for music, new media and broadcasting executives to examine the dynamics of the global marketplace. The annual international spotlight puts the focus on the U.S. and Mexico this year. The Conference also provides a platform for exhibits and displays.

EXHIBITION
MARCH 8 -10, Metro Toronto Convention Centre
At the Metro Convention Centre, Music & Multimedia '96 provides 150 exhibitors with 20,000 music & multimedia fans in Canada's largest music consumer trade show. The latest in technology and services are showcased including cutting edge virtual reality, recording gear, musical instruments and home entertainment. This year's Show features Keynote speaker Henry Rollins
THE HON. SHEILA COPPS, MINISTER OF CANADIAN HERITAGE (Invited)
The Honourable Deputy Prime Minister Sheila Copps, recently appointed Minister of Canadian Heritage, is in a unique position to speak candidly on the past, present and future of Canadian content on this, the 25th Anniversary of Canadian Content. This is a Keynote Address you will not want to miss.
FRIDAY 10:30 AM - 11:00 AM

SURVIVING IN CYBERSPACE, A GUIDE TO THE NEXT MILLENNIUM
Are you still looking for directions to Cyberspace? Can't visualize virtual reality? Hopelessly lost on the Net? Internationally renowned futurist and best selling author Frank Ogden-the "Marco Polo of Cyberspace" - addresses our fears about the future and leads the way into the ever-changing landscape of the twenty-first century. A consultant to corporations and governments on communications technology, an elected Fellow of the Explorer's Club, Frank Ogden is the first Canadian member of the World Future Society. His internationally syndicated column, under the byline "Dr Tomorrow" appears in newspapers across North America, he speaks to audiences around the world and travels constantly, seeking out the latest trends and analyzing their effects on our future.
FRIDAY 2:00 PM - 3:00 PM

OPEN FORUM WITH CLIVE DAVIS
As the record industry’s most innovative, outspoken and influential executive, Clive Davis has had a profound effect on the world of music, acting as both its champion and critic, and as perhaps its most visible and respected spokesman. He joined Columbia as an attorney in 1960, appointed Vice President of CBS in 1966, and in 1969 named President of the Company. It is interesting to note that Clive Davis has had no formal musical training. In 1975 Davis formed his own label Arista Records. Astonishingly, Arista went from a fledgling company to become an industry front runner within its first year of operation. Davis has been instrumental in signing and shaping the careers of many rock legends, including Janis Joplin, Blood Sweat & Tears, Chicago, Santana, Bruce Springsteen, Aerosmith, Pink Floyd, Billy Joel, Miles Davis, Patti Smith, Neil Diamond, Whitney Houston and The Crash Test Dummies. Davis’ work in music, as well as his tireless efforts to charity, has garnered him well-deserved fame and respect around the globe. This open forum will provide a setting in which attendees can interact with a true “Recordman”.
FRIDAY 4:00 PM - 5:00 PM

SURFING YOUR FUTURE..., CANADIAN STYLE
The future is like a wave. We can’t fight the wave. We must learn to ride it the best way we know how: to surf our future, Canadian Style. The forces shaping the wave are; Changing Technology (digital, internet, microwave); Changing Audience Needs (ageing boomers, distressed Gen Xers); and Changing Competitive Environments (open skies, dupicacies, and satellites). Joint Communications is a media strategy company which works with a select list of clients to help identify, capture and keep audiences, they use leading edge research, state of the art program consulting and strategic marketing to help their clients succeed. Since they started in 1977, Joint helped an extensive list of companies including NBC, Viacom (MTV and VH1), Rolling Stone, Infinity, WIC, Standard, Rogers, Emmis, Nationwide and more. CEO, John Parikhhal, is considered one of North America’s leading futurists. He is the author of The Baby Boom: Making Sense of Our Generation at 40.
SATURDAY 10:00 AM - 11:00 AM

REGARDING HENRY
There are those who march to the beat of a different drummer. Then there are those who do likewise, but stop every so often to slap the drummer around if he doesn’t keep up. The closest thing punk has produced to a Renaissance Man, Henry Rollins is the strident, articulate voice that demands to be heard. The one-time leader of seminal punks Black Flag, he is known today as an actor (Johnny Mnemonic, the Chase), a bitter humorist and an extant musical force with the various incarnations of his Rollins Band. He is a notorious philanthropist, who’s used his own cash to bankroll many a struggling author and band.
SATURDAY 5:00 PM - 6:00 PM

FAST FORWARD
If intellectual property can be infinitely reproduced and instantly distributed all over the planet without cost, without our knowledge, without its leaving our possession, how can we protect it? How are we going to get paid for it? These are difficult questions John Perry Barlow is asking, and often answering. John Perry Barlow is a self-proclaimed info dissident, lyricist for the Grateful Dead and co-founder of the Electric Frontier Foundation (EFF). In addition to being a writer and lecturer on subjects relating to the virtualisation of society, he is a recognized commentator on computer security, virtual reality, digitized intellectual property, and the social and legal conditions arising in the global network of connected digital devices.
SUNDAY 2:00 PM - 3:00 PM
FRIDAY MARCH 8, 1996

8:00 AM - 11:00 AM
RMAC Annual General Meeting

11:00 AM - 12:00 PM
MCA Music Entertainment Presentation

8:00 AM - 10:00 AM
OAB Annual General Meeting

11:00 AM - 12:00 PM
Advanced Substitution

8:45 AM - 10:15 AM
Copyright - Canadian and International Developments

12:00 PM - 1:00 PM
Sell More Music - Make More Money!

12:00 PM - 1:00 PM
Music Industry Task Force Press Conference

10:00 AM - 11:00 AM
Radio & Television Leadership for the Next Century

12:00 PM - 2:00 PM
OAB's Annual President's Awards Luncheon

10:30 AM - 11:00 AM
The Hon. Sheila Copps, Minister of Canadian Heritage

2:00 PM - 3:00 PM
Surviving in Cyberspace!: A Guide to the Next Millennium

Chair: Doug Ackhurst
President OAB

Moderator: Jill Jarvis-Tonus
Partner Bereskin & Parr

Moderator: John Rosen
Partner Davis, Ward & Beck

Refer to the Keynote Section of your Brochure.

Leonard Kubas founded his marketing and management consulting firm in 1977. He has established a reputation as an innovative and effective expert in market research and analysis.

WHAT YOU’LL LEARN: Changing nature of retailing in Canada; New challenges from "Big Box" Outlets and "Category Killers"; The relationship of "Tandem Retail"; Customer Shopping behaviour (based on MABTV); Understanding of innovative theory - who is most likely to buy new technology and why; Leveraging customer service and database marketing programs; recorded music and the future of Canada's mass merchants and specialty retailers.

Panelists: Michael McCabe, President, Canadian Association of Broadcasters, Ottawa; Michael Allen, General Council, RCI (Rogers); Kevin Byljes, Vice President and General Manager Warner Bros. Entertainment Inc.; Paul Robertson, President of Sales, Baton Broadcasting.

Leonard Kubas, President Kubas Consulting

Moderator: John Rosen
Partner Davis, Ward & Beck

EMI Music Canada Presentation

Surviving in Cyberspace!: A Guide to the Next Millennium
Frank Ogden - Refer to the Keynote Section of your Brochure.
MULTIMEDIA & THE INTERNET - "HOW DO I GET PAID?"

With the explosion of multimedia and the entry of the Internet into millions of living rooms, performers and anyone who holds intellectual property rights wants to know "how do I get paid?" This panel will try to provide some answers. Leonard Glickman will review possible systems for tracking use and compensating rights holders. Ms Stamegna will discuss what enforcement mechanisms are available when rights are infringed, and Tom Jurenka will review clearance and contract issues. To lend a practical aspect to the discussion, Lisa Kenkel will address this from the perspective of someone who has had to deal with these issues on a daily basis. Futurist Frank Ogden will present his vision of what the electronic and information revolution will bring in the coming decade.

Moderator: Leonard Glickman; Cassels, Brock & Blackwell; Panellists: E.A. Lisa Kenkel, General Council, Corel Corporation, Ottawa; Carolyn Stamegna, Partner, Minden Gross, Grafeinstein & Greenstein; Tom Jurenka, Disus, Toronto

DIGITAL RADIO PRESENTATION

Duff Roman & Michel Tremblay will address the rollout of Digital Radio across Canada. They will provide an overview of new business opportunities for radio, the technical characteristics of the L-Band system adopted by Canadian broadcasters, availability of consumer receivers and marketing strategies to facilitate the transition to digital radio.

Panelist: Frank Ogden 21st Century Communications

BANDS ON THE RUN
(Sponsored by Performance Magazine) You're travelling through another dimension, a dimension of sight, a dimension of sound, a dimension of Mayans there's a signpost up ahead, your next stop - Mazatlan!! The era of Free Trade offers new roads on which to work your product. Meet the Experts who know the ins and outs of mounting a Tour (immigration, transportation, Publicity, Record label advance etc.) from one end of North America to the other. Look for a lively question and answer session as everyone on this panel has "seen it, been there, done it, and sold the T-Shirt."

Panelists: Howard Kushner, U.S. Immigration Lawyer, N.Y.; David Bluestein, Manager, Toronto TBA

OPEN FORUM WITH CLIVE DAVIS, PRESIDENT OF ARISTA RECORDS

Refer to the Keynote Section of your Brochure.

WEB MEASUREMENTS & THE MEDIA

The Internet has become far more than a communication network for academics. It is now a valuable and integral component of many strategic marketing plans for broadcast outlets and advertisers. Learn how Nielsen Marketing Research through various Advanced Website management tools is attempting to define and track the new "Electronic Consumer".

Moderator: Ken Barber - Vice President, Computer Industry Services; A.C. Nielsen Company of Canada

WINE ME, DINE ME, SIGN ME

Who are the people who can turn thumbs up on your career? We've got some of the most important ears in the industry. The labels' top A&R folks who'll tell you what it takes to impress them, and what exactly they can do for you if they are impressed.


GOVERNMENT-INDUSTRY POLICY PANEL

Trade disputes over culture with the U.S.; domestic and international developments in copyright and intellectual property; the promotion of Canada's cultural industries abroad; the information highway and insuring a place for Canadian Content on it - these have all been hot topics on the policy agenda of the Canadian Federal Government. Representatives of the music industry and of the federal government will appear together on this open panel to discuss these important topics and provide you with an opportunity to obtain...
**EXCEPTIONAL CUSTOMER SERVICE**

With the proliferation of media choices, it is becoming more difficult to distinguish our broadcast product from our competitors. "Exceptional Customer Service" explores some of North America's most successful companies and how they use Exceptional Customer Service to differentiate their product from their primary competitor's. From the Fast Food Giants: McDonald's, to the world's most successful box retailer, Wal-Mart, we will detail how they use service to continue to win customer share and spending. The 60-minute session will also tackle the service challenges facing broadcasters today and an overview on how some of North America's Top Broadcasters are addressing it. The session will be informative, direct and to-the-point including a "Customer Service Checklist" to take back to your market.

Christopher Grossman
President, Direct Sales Force

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**MARKETING SUCCESS FOR THE YEAR 2000**

LEARN: • How to give your sales staff the value-added promotions clients are demanding, without sacrificing your on-air product; • How the Internet and database management are working now as sales promotions and listener marketing techniques; From those who've been there, done it, and are now willing to share it with you; • What radio clients want from your promotions, is it name mentions? Or is it the opportunity to buy into your loyal relationship with listeners to motivate increased sales?

Panelists: Pat Holiday, Program Director, Mix 96/CHAD, Montreal; Dean Dice, Director of Marketing Signature Travel; Bob Mills, Program Director, CFOS, Vancouver; Brian Jones, President, Radio Marketing Bureau, Toronto

Moderator: Mark Mahou
GM/Program Director
CFRA, Ottawa; KOOL-FM

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**THE FUTURE OF COLLEGE RADIO**

(Sponsored by Chart Magazine) What will be the future structure of campus radio in this tumultuous time of economic restraint and "open" world market? Campus stations have felt the blows of this new economic reality and must find new avenues of revenue generation, either through the expansion of an-air-fundraising activities or an increase in commercial advertising. What will be the impact of these pursuits on campus radio's musical programming? Will it lead to a homogenization (commercialization) of their sound to music that can attract more listeners and more commercial revenue. And what of college radio's perceived role as a harbinger of grass-roots music and new trends in music? International marketing opportunities with campus radio's will be discussed.

**Panelists:**
- Rodd Gunn, General Manager, CKNW/CFMI, Vancouver
- Brian Difford, Squeeze, UK (invited)
- Cameron Hawkins, FM

**Panelists:**
- Terry McBride - President, Nethwork Records
- Chris Difford, Squeeze, UK (invited)

**Event Overview**

**INTERNATIONAL RECEPTION**

(Sponsored by Factor, and CIRPA) (by invitation only)

**OAB PRESIDENT'S RECEPTION**

(by invitation only)

**SUNDAY MARCH 10, 1996**

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**THE FUTURE PD**

Some of Canada's and North America's top Operations and Program Managers look into Radio's crystal ball. WHAT YOU'LL LEARN: • How the role of the program director is changing in this era of downsizing, the programming-oriented GM, new technology, and fewer small markets to develop air talent. The qualities and disciplines that today's GMs and CEOs are demanding from programmers. What Canada's top radio chains are looking for in the way of future program directors.

**Panelists:**
- Rodd Gunn, General Manager, CKMN/CFMI, Vancouver
- BC: Eric Samuels, Program Director, CFRB FM, Edmonton; Boyd Craig, GM, Craig Broadcast Systems Inc., Brandon, Man.; Gary Miles, VP, Radio Operations, Rogers, Toronto; Don Shafer, Senior VP, Pelmorex Radio, Mississauga

Moderator: John Parikhal
CEO, Joint Communications
**New Amigos**
There's an all-new level playing-field out there, the NAFTA pundits promise. But as, with most new frontiers, there are pioneers who were there first. And they call the shots when it comes to distributing your product.

**Panelists:** Edmundo Navas, General Manager, Opcion Sonica, Mexico; Isaac Massry, Founder/President, Mix Up, Mexico; Chris Joyce, Alliance Entertainment Corporation, N.Y.; Chris Jester, President, Coral Gables Distribution, Florida; Michael Rosenberg, Vice President, Koch International, NY.

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**BMG Music Canada Inc. Presentation**

**CHUM FM & SOCAN Present**

**"Words & Music"**
A repeat of one of our most popular panels. A group of songwriters will individually perform their hits and take the audience through a very personal creative journey. The artists will discuss the mood, setting, inspiration and state of mind that culminated in the creative outburst, as well as the fine-tuning that followed.

**Panelists:** Jimmy Rankin, The Rankin Family; TBA.

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**The Talent Seekers**
Musical styles are merging and mutating faster than many ears in the industry can keep up. And in the era of open boarders, tomorrow's hits may be coming from the unlikeliest corners of the continent. North America's top A&R executives tell you about the challenges and opportunities that face tomorrow's talent-seekers.


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**Source Tagging in the Music Industry**
Shrinkage, Shoplifting and Internal Theft, are the subject of this RMAC initiative to combat Loss. Scott Dixon - President, Sensormatic Canada, and Chris Brown - Sensormatic US, will report on the progress of Source Tagging in the music industry in the United States through NARM and RIIA's association with Sensormatic. Included will be the current status and results from the ALPHA and BETA testing that has been done with the Big Six and several retailers, as well as plans for the immediate and longer terms. Expect an announcement as to what may be involved in bringing RMAC and CRIA up to speed with their US counterparts.

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**Polygram Group Canada Presentation**

**Practitioner's Panels:**
Some of Canada's and North America's most successful programmers, consultants and air talent tackle the top issues facing their formats and wrestle them to the ground. LEARN: • How the best and brightest are dealing with challenges facing their format; • What separates the winners from the losers in 1996

**Panelists:** Bob Mackowycz, Program Director, The Fan, Toronto; Gary Slaght, President, Standard Radio, Bob Olive, VP/GM Chum Satellite Network, Toronto.

**Panelists:** J.J. Johnston, Program Director, Mix 99.9, Stewart Meyers, Program Director, The Edge, Toronto; Danny Kingsbury, Program Director, Q107, Toronto; Ford Gardiner, Program Director, CITI, Winnipeg; OEDIPUS, Program Director, WBCN, Boston

**Panelists:** Jaye Albright, Consultant, B.P. Consulting Group, Seattle, Wash.; Matt Hudson, Consultant, The Eagle Research Group, Denver, Col.; Greg Haroldson, Director of Programming, CKRY FM, Calgary (invited)

**Panelists:** Denise Donlon, V.P. of Music Programming, MuchMusic; Andy Baptista, Founder/C.E.O., Discos Mussart, Mexico; Arturo Lopez Gavito, GM, MCA, Mexico; Rob Brooks, V.P. of International Marketing, EMI (invited); Kate Hyman, President, In-Bed Music

**Panelists:** Eric Paulsen, C.E.O./Founder, Navarre Corporation; Gary Barkowitz, Berkowitz Broadcasting Consulting; Steve Young, Program Director, KISW; Tom Tompkins, President Canadian Country Music Association

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**Acapulco Gold**
It takes more than a few well-intentioned words in Spanish and a "Howdy" to win over the buying public in post-NAFTA North America. We've got the experts who know what sells south of both borders - and they've got the gold records on their walls to prove it.

**Moderator:** Denise Donlon, V.P. of Music Programming, MuchMusic

**Panelists:** Andy Baptista, Founder/C.E.O., Discos Mussart, Mexico; Arturo Lopez Gavito, GM, MCA, Mexico; Rob Brooks, V.P. of International Marketing, EMI (invited); Kate Hyman, President, In-Bed Music
**RMAC Chart Tracking**
Chart tracking is designed to provide weekly point of sale data with the highest possible degree of accuracy and integrity. Functioning as a central clearinghouse for music industry data, Chart tracking enables users to access comprehensive reports from a wide variety of perspectives. Data can be compiled to reflect sales for the entire country, market or region. You can view how a particular release sold in Toronto, for example, in a given week or see year-to-date figures enabling labels to micro-market instead of nationally-market certain artists. Reports are configured to monitor how sales of a current release are affected when an artist’s concert tickets go on sale or track the effects on sales of MuchMusic or CN. Features enable you to view how a recording compares to others in the same musical genre as well as how well it fares in various locations. At today’s presentation, RMAC will announce the much anticipated official tracking provider.

**Dance Music in the 90's... Selling the New Pop**
(Sponsored by SOCAN & Quality Music) In the mid-90’s, dance music is a potent retail force in major international markets like Germany, Sweden, Italy and the United Kingdom. Domestically, via compilations, dance music has become a growing source of crossover hits and huge sales for Canadian labels and distributors. Now in 1996, more high quality Canadian dance acts than ever are knocking on the door seeking national and global attention and commercial success. This high-powered panel of hands-on experts examines the factors impacting on dance music at the retail marketplace.

**Regaining the Interest of the “30 Somethings”:**
Live Focus Group
The music industry does an excellent job of marketing to the under-30 year old customer. But once people reach age 30, research shows people drastically reduce the amount of pre-recorded music they buy. With an aging population that is a scary scenario for the music business. Can it be changed? Yes! Come hear from Andy Macaulay, Director of Strategic Planning for Roche, Macaulay & Partners Advertising Inc., why the problem exists, and what can be done about it.

**Henry Rollins**
(Sponsored by SOCAN)
Refer to the Keynote Section of your Brochure.

**Swimming Against the Mainstream (and Staying Afloat)**
(Sponsored by SOCAN) Who says mainstream is the only route to success in the music business? Certainly not these panelists. What can aspiring pop composers and musicians learn from other music communities - jazz, worldbeat, Latin, classical, new age? Talented artists representing a cross-section of musical genres discuss their unique experiences and how they have successfully managed their careers.
Moderator: Peter Goddard, The Toronto Star
Panelists: Jane Bunnett, Tara Abubakar, Manno Ateveda, Lionel Boyd.

**SUNDAY MARCH 10, 1996**

**The Hacks vs The Flacks**
The hacks think that most flacks couldn't promote the Second Coming. The hacks think the hacks are unethical parasites who'd stab you in the back for a byline. Both sides think they could do the other guy's job with their modems down.
Panelists: Peter Howell, The Toronto Star; Nancy Franklin, Morningstar, CBC Radio; Monika Desh, MuchMusic/Cry; Drew Masters, Publisher, Canadian Magazine; Nanman Zagier, Sr. VP, Publicity, Livant Inc.; Debbie Riv, MCA Records; Cori Ferguson, MCA Records.

**Getting Your Foot in the Door (and Then Some)**
(Sponsored by SOCAN) You've heard lots of great advice. Play live! Make a recording! Get a publishing deal! Sounds easy, but is it? Moderator Kim Stockwood interviews key players in the music business about the ins and outs of booking your bank, promoting your act, producing your own recording, finding your tunes and making money along the way!

**"Fast Forward"**
John Perry Barlow - Refer to the Keynote Section of your Brochure

**Spinning The Web**
Music is the killer app for the Internet. A quick glance at Yahoo reveals over 7,000 music related web sites, almost 3 times more sites than the number two: sports. Of course, you can find your favorite artist on the web somewhere, but can you see them live? Our panel of on-line pioneers will examine the use of the net for real-time webcasts and related uses. Is virtual entertainment a desired companion to actual live entertainment?
Moderator: Andrew Rasieg, Executive Producer, The Apple New York Music Festival
Panelists: Scott Goodfellow, President, Good Media, Toronto; David Pokman, Apple Entertainment Group, NY; Greg Roselli, President, Sub Cyberia, Big Picture, UK; Rick Adar, President, Cerberus Sound & Vision, UK; Tony Tobias, President, Pangaea Music House.
The Pelmorex Radio Network offers the only fully addressable interactive satellite radio formats. PRN provides local programming parts to its radio affiliates on a daily and hour-to-hour basis. PRN guarantees the hottest in Country AM/FM, Rock/AC and Good Time Oldies. And with the best access to major market resources to over 200 radio stations across Canada.

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Tina
Holly
Beat Junkies
Marco
Paige

Adam Records would like to welcome all attendees to Canadian Music Week and invite you to Simply Smooth's "Nothing But Smooth" Album Release Party. Check your Festival Guide for time and date.

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Rate shown is per night, in Canadian dollars and does not include applicable taxes.

Make reservations directly with hotel and mention you are a Canadian Music Week delegate to receive preferred rates.

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PROMOTIONAL OPPORTUNITIES
The Canadian Music Conference “Tote Bag” 1,200 bags will be distributed to Executive Pass holders, selected VIP’s and Exhibitors during the Music Industry Conference. Distribution of promotional material will be prohibited except via approved channels. Approval by directors for suitability of material is required.
Deadline for reservation: February 29, 1996
Tote Bag Stuffer or Insert $750.00 plus G.S.T.

MUSICIAN SWAG BAG
1000 Swag bags will be distributed.
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Swag Bag Stuffer or Insert $500.00 plus G.S.T.

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Toronto, Ontario, Canada M9C 5K6

DO NOT FAX REGISTRATION WITH A NOTATION THAT PAYMENT WILL FOLLOW; IT WILL NOT BE PROCESSED.
Fax registrations will be accepted until March 1; after this date registration will be on-site only, commencing March 4.

ALL INFORMATION IN THIS PUBLICATION SUBJECT TO CHANGE