

A TRIBUTE PRODUCTION



LOOKING EAST & WEST

THE EXECUTIVE CONFERENCE OF
EAST & WEST EUROPE'S MUSIC INDUSTRY
23rd to 26th November 1990
BUDAPEST, HUNGARY

Supported by the Hungarian Ministry of Culture and MultiMedia Kft

Following the enormous success of last year's executive conference staged in East Berlin as The Wall came down, Looking East & West invites executives of the music industry from records, TV, concerts, radio, video, publishing, rights and facilities to come to Budapest.

The conference will address the challenging opportunities for
**THE DEVELOPMENT OF THE MUSIC INDUSTRY
IN EASTERN EUROPE**

State banquet • Seminars with simultaneous translation • Showcases

To: Tribute Productions Ltd
Suite F • The Maples Business Centre
144 Liverpool Road • London N1 1LA • UK
Tel: 44 71 700 4515 • Fax: 44 71 700 0854
Telex: 9312132384 AD G

Please send further details to:

Name _____

Company _____

Position _____

Address _____

Country _____

Tel _____

Fax _____ Tlx _____

Type of Business _____



MUSIC & MEDIA JEAN MICHEL JARRE

Volume 7
Issue 24
June 16
1990
£ 3
US\$ 5
ECU 4



The European
Music &
Broadcast
Trade Magazine

Waiting for Cousteau

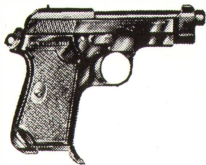


CD • LP • MC

*Includes the fantastic
new single 'Calypso'*



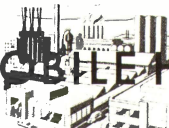
THE MOBILE HOMES*



Proudly presenting "HURT" - the album by the top radio favourites of northern Europe. If you liked the single "Something better" you will regard this as the finest ever to be heard.
Cocky Naah!
Because "HURT" has everything one could demand of a perfect record: Ten good songs.
Or as we say to our enemies. Get to know us. Get the album.

We are The Mobile Homes. The moving minder of the chosen few.

THERE IS NO



PLACE LIKE AWAY

THE MOBILE HOMES

MUSIC & MEDIA

Volume 7
Issue 24
June 16
1990
£3
US\$5
ECU 4

The European
Music &
Broadcast
Trade Magazine

CBS France To Start AOR Station

CBS France is planning a September launch for a new radio station in Marseilles. The format will be AOR and the target audience 25-40 year olds.

Henri de Bodinat, president CBS France: "We think that France is lacking an AOR format. This Marseilles station will be something between Skyrock and Europe 2 and will have

Selector For The Soviets

by Chris Fuller

Soviet radio may never sound the same again. Selector, the music scheduling system in use at more than 1400 stations across the world, makes its first foray into the USSR this summer when it will be installed in the planned Russian-language commercial station, Europa Plus Moscow.

The new station, initiated by the French network EU continues on page 6

the top album concept as a base for its programming.

"For example, an artist like Basia, who does well in the album charts but has no single in the top 50, needs this kind of station. We have a very definite target audience of album-buying 25-40 year olds in mind. There is a precise project which we are now working on and we are talking to a group of people interested in supporting our idea."

De Bodinat cites the recent economic growth of the south of France and projects like last month's opening of a new Virgin Megastore in Marseilles as some of the reasons behind his company's interest in the area.

CBS France already owns 10% of the Kiss-Metropolis network and has a similar stake in Cherie FM. Earlier this year the company had expressed an interest in Paris-based rock station OUI FM but to date has no stake in the station. □

MTV Europe To Break Into Radio Syndication

by Chris Fuller

Music channel MTV Europe is looking to break into radio syndication by adapting several of its existing shows for a radio format. Harriet Settler, MTV's New York-based senior VP marketing and promotions, says the station hopes to have "one or two continuity programmes, plus some special events, up and running in Europe by the end of the year".

Settler, who was involved in negotiations between MTV Europe and "several radio syndication companies, both in the UK and Europe" at the recent IM&MC, says the channel is interested in radio's promotional possibilities and is

considering several options, "everything from longform to very shortform ideas, from targeted music shows to news programming to special one-off events".

While declining to name specific shows, she adds MTV is "looking to develop some existing properties for use on radio. These will be specifically produced for radio, but will incorporate the format and familiarity of the TV channel, perhaps with MTV personalities and themes".

In the US, MTV Networks already supplies syndicator Westwood One with a shortform news service for national distribution, though Settler says that in Europe

"this approach is unlikely to work because the market is so different. We may have to tailor shows for separate territories. It's something we aim to build up over a period of time. I doubt that it would be wise to launch into a pan-European campaign from the off."

At MTV Europe's London headquarters, executive producer Brent Hansen confirms the channel has spoken with several companies, which Music & Media understands to include MCM Networking, Unique and Westwood One. Hansen: "There's nothing on the table at this stage. At the moment we are considering ways of how a radio format could be of use to us." □



Lou Reed, in France to promote his 'Sang For Drella' project with John Cole, has been awarded a gold record for his first Sire/Warner LP 'New York'. From l-r: WEA Music president Christian Paternot; Reed; international director Jean-Paul Cammin; and label manager Jean-Michel Colete.

Radio 10 Saved By Arcade Deal

by Chris Fuller

Amsterdam - Troubled Dutch cable pop station Radio 10 has been saved from closure by a million guilders advertising contract with the Dutch-based Arcade Benelux record company.

Radio 10 MD Jeroen Soer says the station came "very

close to going under" due to a loss of advertisers' confidence, but the Arcade deal "guarantees our short-term feasibility, makes the middle-term look good and allows us to build for the long term. It will re-sta- continues on page 6

CONTENTS

No Phil Collins For Knebworth Radio Show 4
Contracts cause confusion over broadcasting rights

Europe Helps EMI To Record Profits 6
Continental market provides two-thirds overall income

Caroline Faces Axe Under UK Broadcasting Bill 10
Spectrum launch delayed by North Sea prize

Norwegian Radio Levy Set For Cut 16
Financial problems force government rethink

IM&MC Special
see centre pages

An EMR publication in partnership with

Billboard



JEAN MICHEL JARRE

Waiting for Cousteau

e
X
T
R
A

Radio Moscow's world service has gone into partnership with a major, entertainment-based, US company with a view to a total format change and relaunch for its English-language service. The new-week service will be news-led but will also include international music and features, with all programming produced by a joint Western/Soviet team working from Moscow. A worldwide syndication service is also planned.

Last month's folding of syndication company PPM Radiowaves and the poor UK advertising climate indicate tough times for Owen Oyston and his Trans World group. Rumours now circulate that the controversial radio mogul plans to sell off both Radio Aire (Leeds) and Red Dragon (Cardiff) and concentrate on his northwest stronghold of Picozzilli (Manchester) and Red Rose (Froston).

PolyGram has acquired a majority 65% shareholding in Nippon Phonogram Japan. It used to control 50% of Nippon stakes. PolyGram also holds a majority shareholding in Polydor KK in Japan.

Rock Over London has acquired European radio rights to a live Madonna concert from Barcelona. The rights do not include the UK where BBC Radio 1 has signed a deal for the show.

With less than a month to go before UK trade weekly Music Week is due to launch a new chart together with Gallup and BBC Radio 1, following the end of their contract with the British Photographic Industry, negotiations are still continuing. It is believed that the copyright of the computer software used to compile the chart is at issue.

BCM, the happening West German indie label, announced its first worldwide artist signing - LaToya Jackson - at this year's IMA&MC. A single will be out in the autumn, followed by an album early next year.

Zomba Enterprises, the US arm of the Zomba Group, has bought FirstCom Broadcast Services for a reported US\$ 10 million. FirstCom is a US firm, specialising in production music and sound effects for radio stations. Zomba owns the Jive and Silvertone catalogue (distributed by BMG in Europe) as well as music publishing interests, recording studios and management firms.

edited by Machajewski Bakker

No Phil Collins For Knebworth Radio Show

by Hugh Fielder

European radio stations broadcasting the Knebworth 1990 concert live on June 30 will not be allowed to carry Phil Collins' performance, leaving them at a 45-minute gap to fill during the 11-hour show.

The concert, which is in aid of the Nordoff Robbins Music Therapy Centre and the BRIT School For Performing Arts And Technology, also features Pink Floyd, Paul McCartney, Genesis, Eric Clapton, Elton John with Mark Knopfler, Cliff Richard, Tears For Fears and Status Quo. The 120,000 tickets for the concert at Knebworth Park, 30 miles north of London, sold out within a week of going on sale.

Rock Over London, which has radio syndication rights for the Knebworth concert for Europe outside the UK, has sold the show

in France (Europe 2), Germany (Antenne Bayern), Italy (Rete 105), Austria (ORF), Spain (Los 40 Principales), Portugal (Correio Da Manha), Norway (NRS), USSR and Czechoslovakia (both via Europe 2). The potential European radio audience is over 150 million.

Rock Over London MD Steven Saltzman: "I have been told that Phil Collins is not part of our broadcast by his manager, Tony Smith, and Knebworth promoter Andrew Miller. Last week was the first I heard about this.

"I haven't yet been given a running order for the show so I don't know precisely when the problem will occur. And I'm not sure how radio is supposed to fill this gap."

BBC's Radio 1 does not have a problem with Phil Collins, however. A station spokesperson said:

Developing Markets Provide East West Focus

The developing music markets of Eastern Europe and the growth in trade opportunities between East and West will provide the focus for the second 'Looking East And West' conference being held in Budapest in November. The conference is being organised by Tribute Productions of London and sponsored jointly by Billboard and Music & Media.

The first conference took place in East Berlin last November, coinciding with the collapse of the East German government and the opening of the Berlin wall. It attracted 400 delegates from 25 countries for a four-day programme of panels, workshops, trade exhibits and artist showcases.

This year, the meeting has been renamed from 1989's 'Looking East' at the request of Eastern

European delegates. Seven core subjects will be covered: records; rights; music television and video; music radio; live music; artist management; and publishing. Additional seminars will cover retail, technology and finance. Evening showcases featuring Eastern European artists will be presented throughout the conference.

In addition to support from Music & Media and Billboard, the conference has the backing of the Hungarian ministry of culture and concert promoter and agency Multimedia which is organising local sponsorship.

Further details of 'Looking East And West' are available from Tribute at The Maples Business Centre/Suite F, 144 Liverpool Road, London N1 1LX; telephone (0) 71 700 4515, fax (0) 71 700 0854.

MIDEM Gets Tough On Pirates

MIDEM is taking tougher action to outlaw record pirates after police accompanied by EMI and IFPI representatives raided an exhibitor at this year's conference and confiscated bootleg Beatles CDs.

All MIDEM participants will now have to sign an undertaking not to engage in any act of counterfeiting or piracy. Of-

fenders will be immediately ejected and banned for a further period of two years. In addition, participants must agree to abide by the French copyright laws.

MIDEM CEO Xavier Roy: "These new clauses spell out a clear message to any pirates contemplating MIDEM participation - stay away, we don't want you!"

"We are carrying the complete show live."

Each artist will be playing a 25-minute set at Knebworth but there will also be a 20-minute set-up time between each act. Collins will also be appearing with Genesis who are performing during the show. And there are no restrictions over broadcasting Genesis' set.

Collins will not be part of the edited TV coverage of Knebworth 90 either, which is being syndicated by Radio Vision International. The TV show will be available from July 11 and has already been bought in Europe by the UK (Central TV), France (Canal Plus), Italy (Rete 5), Spain (RTVE) and Scandinavia (via Scansat). Deals are also being negotiated with Switzerland, Greece and Eastern Europe.

Radio Vision has also acquired European and worldwide TV rights to a live Phil Collins concert from Berlin on July 15. The two and three quarter hour show will be beamed live via satellite from the 22,000 capacity Waldbühne and is expected to reach a potential audience of 500 million. Radio Vision is marketing the show to major TV networks in Europe on a territory-by-territory basis.

BPI Acquires ASM Stake

BPI Communications, parent company of Music & Media, has bought 80% of the outstanding capital stock of ASM, the publishers of Adweek and Photo District News. This acquisition brings BPI's portfolio up to 15 speciality magazines plus 29 annual directories.

Adweek is a national network of seven weekly magazines covering the marketing and communications industries in the US. It has a total circulation of 83,000. Photo District News is a leading US publication serving the professional photographer, with a circulation of 26,500.

BPI is a publisher of trade magazines and books for the art, design, photography, music and entertainment markets, including Music & Media, Billboard, Hollywood Reporter and Musician.

GLENN
MEDEIROS

FEATURING

BOBBY
BROWN

THE SMASH HIT SINGLE
She Ain't Worth It

FROM THE SUPERB
NEW ALBUM

GLENN
MEDEIROS

ALSO FEATURING

- ★ RAY PARKER JNR ★
- ★ THE STYLISTICS ★
- ★ SIEDAH GARRETT ★



GLENN IS MANAGED WORLDWIDE BY CAREFREE MANAGEMENT INC.
THIS IS AN AMHERST RECORDS PRODUCTION



Europe Helps EMI To Record Profits

Europe is still the jewel in EMI Music's crown, contributing the major part of the company's record profits of £96.1 million for the year ending 31 March 1990.

Those profits more than doubled from the previous year, when the 14 continental European operating companies are believed to have provided two-thirds of the multinational's £ 45 million income.

Radio 10 Saved

continued from page 1

blish faith and make it easier to go to the bank".

The Arcade contract will run at least to the end of 1991 and involves "a very substantial part of our airtime," says Soer. Arcade has begun running 10 spots a day on Radio 10 and will combine with the station on a number of joint promotions, across all media, currently under discussion.

Arcade, which specialises in TV marketing for compilation albums, has just bought the classical catalogue of the Vanguard Recording Society which it will market under the name Vanguard Classics. The company is also running ads on Radio 10 rival, the Bussam-based Sky Radio.

Arcade managing manager Michiel Wolff: "We regard cable radio as an important back-up for our TV campaigns. We believe the sound of Radio 10 has a very

President/CEO Jim Fifield confirms that "Europe is still the strongest territory," singling out Italy, Spain, Holland and Sweden for "outstanding profit growth". Swedish duo Roxette made no. 1 in 21 countries, Belgian artists Soulsister broke in Europe and Italy's Vasco Rossi achieved notable sales.

Worldwide sales of 1.03 billion are 34% up on last year and EMI

broad appeal. I'm confident it is now over its problems and can do a very good job for us."

Soer describes the deal as "the biggest contract we have ever made which in the long term will be worth at least a million guilders". He denies Arcade is investing in the station and says the company will not exert any influence over the format, currently oldies-based CHR aimed at 20 to 35 year-olds. Immediate plans include a fine-tuning towards "a stronger Gold base" and strengthening of personnel.

"The new cash will enable us to get the product right and to make a serious attempt with classical music arm, Radio 10 Klassiek. It's put us back in the situation where we were a year ago, where we can make a profit." The pan-European Klassiek has been off-air for a month due to technical problems, though Soer says technicians are working to restore the service "as soon as possible".

A subsidiary station of Italian broadcaster Rete Zena (RTZ), Radio 10 was launched in April 1988 but hit problems within six months due to legal action initiated by public broadcaster NOS, which claimed the station broke national media laws. In March this year the Dutch Media Commission ruled Radio 10 could continue broadcasts as an acceptable 'foreign' station, though by this time advertisers had declined to renew contracts and the station had run into serious debt. The collapse last year of another Dutch cable radio, Cable One, also shook advertisers' confidence in the medium.

The latest Informat survey gives Radio 10 a 4% share of the national cable audience, a figure Soer predicts will double by the end of the year. He claims the station is also popular in Belgium, West Germany, Austria and, via a terrestrial transmitter, Italy. □

Music's results are thought to be substantially above targeted figures, increasing its world market share by 1% to 12% and consolidating its no. 4 position.

EMI Music bought SBK Entertainment and 50% of Chrysalis Records last year but Fifield says that internal growth contributed in equal measure to the record results. And, while the company continues to look for further acquisitions, Fifield says he believes there is still a lot of expansion left within EMI Music.

He says there will be an emphasis on distribution in Europe this year, particularly now that the new CD factory is on-line in Holland, ahead of schedule, and cassette manufacturing facilities have been consolidated in France.

"We can improve the cost-effectiveness of our operation still further. We have the resources to be very competitive within the music business. I don't see us expanding into other entertainment industries." □

Selector For Soviets

continued from page 1

Europe 1 and backed by state broadcaster Gosteleradio, will receive its system next month from Selector devisers and distributors, New York-based software specialists Radio Computing Services (RCS). The price will be the worldwide flat rate for a major market - US\$ 400 a month - with extra charges for staff training.

Andrew Economos, RCS's president: "We have been keen to get into the Soviet Union for a while and this presents a great opportunity. We don't know very much about the sound they want, we will work on that when we get there. But as its the kind of thing we do all the time, we foresee no real problems. Every station has its own character and uniqueness and its our job to fit into it."

RCS is working on a Russian translation for the system to add to the Greek, French, Italian, German, Spanish, Catalanian and English Selector systems currently in international use.

Already present in Eastern Europe at stations in Leipzig, East Germany (Radio Leipzig), and Ljubljana, Yugoslavia (Radio Glas), Selector will also be installed in another Europe 1 project, Europa Plus Prague, Czechoslo-

Authorities Close Bucharest Fun

by Jacqueline Escort

Fun Radio has been forced to close down its university-based station in Bucharest following political pressure from the Romanian authorities.

Described as Romania's first free radio, the station has been broadcasting since the beginning of the year, having been launched by Fun's president Benoit Sillard in the wake of widespread post-revolutionary euphoria.

The circumstances surrounding the closure have yet to be fully explained. Miriana Roubaïn, responsible for communication and development at Fun Radio, was not available for comment. She is currently in Bucharest negotiating with the authorities.

According to her Paris-based assistant, there is hope that the station will eventually be allowed back on the air but this will certainly not happen until after the results of the country's elections are known. □

vakia, following the Moscow station. Economos is also particularly keen to work with Hungary's Radio Calypso (Budapest) and is confident of securing further clients in East Germany, though other territories such as Romania and Poland "may take a while longer".

Economos: "So far it seems the Eastern Europeans are very open to our suggestions and methodologies. They are not fixed in their ways. It contrasts with the situation when we first went into the UK, where each programme was built by separate producers with very little co-ordination. Or Greece, where the shows were built by the jocks."

Economos says RCS made early contacts with Eastern Europe at the 'Looking East' conference in East Berlin last November. "We were in Berlin when they brought down the Wall so that's about as quick off the mark as you could be. We have also set up an office in Athens, and as trade flows easily between the East and Greece we have found it easier to move from there than New York. We have now also opened an office in Mexico and will this year be moving into South America. The Orient comes next year..." □



PAUL YOUNG

OTHER VOICES AVAILABLE ON LP/CD AND CASSETTE
CONTAINS THE HIT SINGLE SOFTLY WHISPERING I LOVE YOU

(advertisement)

dierts studios
professional
audio + video motifs

...why going for less in
live recording?

dierts studios gmbh
tel. (49) 22 38-20 04/33 33
fax. (49) 22 38-27 34

PolyGram Chiefs Plan Policies In Nassau

PolyGram's senior management took off for the Caribbean last month, for four days of business reviews and strategy sessions. Chief executives of all the international operating companies were present at the May 14-17 summit in Nassau.

They were joined by such guests as managers Paul McGuinness (U2) and Doc McGhee (Bon Jovi), and artists Vanessa Paradis, Bob Geldof, Toni! Toni! Toné! and Vanessa Williams. Jan Timmer, president-designate of Philips, announced that PolyGram president/CEO David Fine will move in December to a non-executive post as head of the company's supervisory board. Executive VP Alain Levy is to assume the presidency.

Photo caption identities read left to right.



Gotz Kiso, MD Polydor Germany; Didier Pain, producer of Vanessa Paradis; Wolfgang Gramatke, president PolyGram Germany; Vanessa Paradis; and Paul Hertog, president/CEO PolyGram Holland.



Jan Cook, executive VP and CFO, PolyGram Group; Jerry Moss, board chairman, A&M Records; David Fine, president and CEO, PolyGram Group; Chris Buckwell, chairman Island Records; and Alain Levy, executive VP (president and CEO designate), PolyGram Group.



Jan Cook, executive VP and CFO, PolyGram Group; Maurice Oberstein, chairman and CEO, PolyGram UK; and Mariano de Zuniga, MD PolyGram Spain.



Bruno Tibaldi, MD Phonogram Italy and Louis Spillmann, MD Phonogram Germany.



Vico Ancippas, MD PolyGram Greece and Gianfranco Rebulli, MD PolyGram Italy.

NEW KIDS ON THE BLOCK

THE NEW ALBUM IS OUT NOW



AVAILABLE ON LP / CD / MC

Caroline Faces The Axe Under UK Broadcasting Bill

New moves to silence North Sea offshore pirate station Radio Caroline are being incorporated into the Broadcasting Bill currently passing through the UK parliament.

The action comes after Spectrum Radio, the new London commercial station, had to abandon its June 1 launch because of interference problems by Radio Caroline which broadcasts on the same 558 kHz frequency that was allocated to Spectrum by the Independent Broadcasting Authority (IBA).

Spectrum has now been granted an additional temporary 990 kHz frequency by the IBA which is unable to increase the signal strength on 558 kHz for technical reasons. The 990 kHz frequency has been allocated by the Department of Trade & Industry and test transmissions have already started although Spectrum station manager Keith Belcher says he wants at least two weeks of "clear, uninterr-

rupted signal" before he reschedules his launch date.

Spectrum had taken legal action against the IBA less than a week before it was due to launch and Belcher says that Spectrum still intends to claim compensation from the IBA over the delayed launch.

Amendments to the Broadcasting Bill will strengthen the DTI Radio Investigation Service's powers of search and seizure against any illegal broadcaster.

A DTI spokesperson says the legislation will enable the government to take "permanent action against pirate radio stations". He said that it is not solely directed against Radio Caroline. "We are aware of other ships that are being fitted out and will be capable of broadcasting illegally."

Under the latest amendments, Radio Caroline, which is currently anchored just outside UK territorial waters in the Thames estuary, will be unable to claim immunity

from UK law enforcement agencies. Once Spectrum is broadcasting, Caroline will be interfering with "the legitimate interests of authorised UK broadcasters."

However, Caroline has survived numerous attempts to silence its illegal broadcasts since it came on air in the spring of 1964. The Marine Ect Broadcasting (Offences) Act of 1967, which paved the way for BBC Radio 1, silenced most pirate stations but Caroline set up new offices in Holland and continued broadcasting.

The station has occasionally been silenced by storm damage or by creditors seeking payment, but it has always returned to the airwaves, despite the presence of a DTI survey vessel monitoring the movements of supply boats.

The most recent attempt to close down Caroline was last August when Dutch authorities boarded the ship and removed transmission equipment while DTI officials looked on. □

Composers Back Royalty Scheme

The Composers Joint Council is supporting the MCPS plan to introduce the BIEM contract on mechanical royalties from July.

The British Phonographic Industry has referred the current agreement to the Copyright Tribunal following the breakdown of negotiations with the Mechanical Copyright Protection Society.

The Composers Joint Council says it will intervene in the Copyright Tribunal hearing - due to take place on June 26/27 - if the referral is not withdrawn.

"The BPMI seems to be using an expensive device to prolong an arrangement which was created and now abolished by law," says Roger Greenaway, VP of composers society BASCA. "The record industry accepts the concept of a single market for its products but fails to see the inevitability of a single rate and system for Europe. We are confident that the Tribunal will need little persuasion on this issue." □

23 Stations Take NatWest Action Series

Eurythmics, Fine Young Cannibals, Erasure, Eric Clapton, Don Henley, Tears For Fears and Anita Baker are among the artists appearing in the third series of the NatWest Live Action concert series which is being broadcast by 23 IR stations this month.

The 13-week series will reach more than 80% of the 15-24 year old commercial radio market in



Don Henley

England and Wales. Banking firm NatWest, which is sponsoring the series at cost of approximately £750,000, will get prominent on-

air credits in the six days leading up to each show and during all of the one-hour concerts.

Last year's promotion more than doubled the expected account openings and NatWest youth marketing officer Roger Wright says: "Reaching our young adult target is always difficult. They are an elusive audience. Radio listening is part of their lives and we have found that by careful focusing of programme content and timing, the medium reaches these crucial customers very efficiently."

The series is being compiled by Capital Radio and Unique Broadcasting and will also feature the John Lennon Tribute, Wet Wet Wet, Mica Paris, Tom Petty, Transvision Vamp and Luther Vandross.

David Lees, sales director of Capital Radio Sales, says the project "clearly shows the power of radio in meeting above and below the line requirements for a major client". And Bill Felstead, MD of Marketing Links which conceived the series says it has "contributed significantly to NatWest's strong



Wet Wet Wet - featured in the NatWest series

image among young people".

Capital's Richard Allinson will present the concerts and other stations carrying the series are Invisia, Radio 210, Southern Sound, Radio Aire, Hallam FM, Viking FM, Metro FM, TFM and GWR. □

Broadland, Essex Radio, CN FM, Haverhill Radio, Chiltern Radio, Suffolk Group, BRMB, Media Sound, Beacon Radio, Signal Radio, Radio Aire, Hallam FM, Viking FM, Metro FM, TFM and GWR. □

(advertisement)

BRASSER



Official
Pop
Merchandising

Official
Tour
T-Shirts

**Rolling Stones
Madonna
Iron Maiden
Public Enemy
Guns 'n Roses
Helloween etc.**

For Retail Distribution

Rotterdam 0031/10/4765577
Fax 0031/10/4770258

Capital Advertising Demand "Flat"

Capital Radio Group's interim profits rose 8.7% to £7.26 million for the six months to 31 March 1990. But while Group turnover was up 7.8% to £18.5 million, mainly due to Capital Group Studios (formerly Ewart Television), Capital Radio's own turnover increased only 1% due to the anticipated "flat" advertising demand.

Capital FM and Capital Gold's share of the London audience increased 9% to 28% according to JICRAR figures published at the beginning of the year. And although chairman Richard Attenborough remains cautious about short-term advertising trends he believes that "innovative marketing developments should stand us in good stead in an increasingly competitive market".

Media Sales & Marketing, a separate agency launched to set airtime on behalf of other sta-

tions, has already secured nine clients and claims "good prospects for future growth".

The group has been rationalising its radio holdings, selling shares in Yorkshire Radio Network earlier this year. Since March it has also sold its interest in Scottish stations Northsound and Moray Firth.

With £14 million cash in hand, Attenborough says Capital is "well placed to take advantage of an upturn in demand and the longer term growth prospects for commercial radio afforded by the Broadcasting Bill". □

Correction: Dave Stewart would like to make it clear that he was never at any time a confirmed act for the Nelson Mandela International Theatre in London's Wembley Stadium on April 16, despite announcements to the contrary. It is, therefore, untrue to suggest that he "failed to turn up".

2FM To Become Public Service Station?

by Ken Stewart

Swearing changes to Ireland's broadcasting laws, expected to be announced within weeks, will result in the transformation of state broadcaster RTE's pop radio channel 2FM into a public service station.

2FM has some 40% of listeners nationwide in the 18-27 age group. In its new form, which would see most music output scrapped, it would consist of programmes dealing with farming topics, education, continental languages and specialist music shows.

Cathal McCabe, controller of 2FM, thought the legislation would "make a highly popular radio service unpopular". Jeff O'Brien of Dublin's 98FM Classic Hits said he had never heard of similar laws anywhere in the world.

The government has been accused of the misuse of public funds and of penalising the state-run RTE as a way of rescuing its troubled national competitor

Century Radio, which has lost IRE 3 million (app. US\$ 1.8 million) since its launch last September and is badly in need of new investors.

For several weeks, Century's two main shareholders, Oliver Barry and James Stafford have paid wage bills from their personal funds and the very survival of the station has been in question. Radio 2, later renamed 2FM, was established on May 31 1979 to provide legal competition for Ireland's many private radio operators.

The government is also being criticised by broadcasters angry at the diversion of IRE 11 million of RTE's IRE 47 million licence fee revenue to the Independent Radio & Television Commission (IRTC). The IRTC would use the money to assist commercial stations to fulfil their public service requirements. At present, 28% of total airtime must be, by law, devoted to news and current affairs. □

UK Musicians Priced Out Of Film And TV Market

British musicians are pricing themselves out of the UK film and TV industry says a report published by the Industrial Relations Service for independent producers associations BFTPA and IPPA.

The report says that Musicians Union members get £150 for a three-hour recording session compared with £90 - £120 in France, £78 - £88 in Germany, £83 in Spain and £30 in Hungary. In addition, UK film and TV producers are also faced with extra restrictions and residuals under existing union agreements.

As a result, many producers will go abroad to record their music, the report claims. A sample survey of independent producers showed that 35% are likely to be involved in recording music overseas this year.

IPPA chairman Michael Darlow: "British musicians are very good but at the price they cost us we cannot afford to use them".

The Industrial Relations Service is proposing a "discounting" scheme which will reduce the royalty rate. □

TOP 10 UK MUSIC VIDEOS

1. Hangin' Tough Live	New Kids On The Block	(CIV)
2. Verona	Simple Minds	(Virgin)
3. Hulmeist	Horray	(PFR+M)
4. Evolution	Gloria Estefan	(CIV)
5. Singles Collection	Puff D'Uffery	(Virgin)
6. Natural History	Tina Turner	(Polygram)
7. Kylie On The Go	Kylie Minogue	(Video Collection)
8. Only Yesterday	The Carpenters	(A&M)
9. Through A Big Country	Big Country	(Channel 5)
10. Pavarotti	Luciano Pavarotti	(Music Club)

(c) BPI. Compiled by Gallup for BPI, BBC and Music Week. Based on sales.

North Rhine-Westphalia Enters The Private Radio Age

by Robert Long

North Rhine-Westphalia, with 17 million inhabitants, is the latest state to enter the age of private radio broadcasting, following the passing of complex media legislation. Although only five of the proposed 45 local stations are already on air, another 15 will be broadcasting by September.

The local stations produce up to eight hours daily of their own programming. The remaining air-time is provided by Oberhausen-based Radio NRW, a venture backed by the state-run WDR and several national and regional publishers, including Bertelsmann and the WAZ and Ippen newspaper groups.

"If I have to give our format a name," says Radio NRW head of music Jeff van Gelder, "then I prefer the term pan-European. In any case, we are not an AC station. It seems like everybody in Germany is claiming to present what they conceive to be an AC format, so we decided to create our own."

Internally, the format is referred to as "Tagesschwing Amplitude" (TSA) which means, according to van Gelder, programming according to the

rhythm of the time of day and who is listening at that time: "TSA draws on material for AC, AOR and CHR formatting. We touch on soul and black music. We play schlager but do not get sloppy."

"Unlike the French and Italians, the Germans often have a problem with their national identity, and this is reflected in a lot of their music. So, instead of catering solely to German tastes, we are aiming our programming at European tastes. International core artists include Lionel Richie, Madonna and Paul Simon.

Van Gelder programmes four Euro-titles an hour, drawing from German, French and Italian repertoire. "We are currently increasing our French and Italian archives but still concentrate on German product, with two or three titles per hour," he says. Core artists include Wind, Xanadu, Schweizer Steinwolke, Mathias Reim, Merlijn and the Moonbeats.

"We are very selective," says van Gelder. "We do not want poor German language product and will not play it just because it is in the charts. We have an advan-

tage at being in the heart of the German music scene, so we can afford to be more open to German-language material."

Van Gelder is also open to programming unknown local acts: "I am against having a special show for such groups. It ghettoises them. But if a group come to me with a tape or record of professional quality, I will certainly try to fit it in to our regular rotation, if it fits within our format."

NRW will not be dealing with English-language syndicated shows. "Perhaps because I am American, I am more sensitive to such problems but at this point in the development of German broadcasting I do not think it is a good policy to air such programmes, with the exception of live concerts."

Until now, the station has aired a number of Coca-Cola sponsored concerts but will stop featuring them regularly because they are also required to accept the Coca-Cola IDs. □



Following a sellout concert in Munich, Phil Collins received a quadruple platinum award for 'But Seriously' from president WEA International Centre Europe Manfred Zunkerler. The LP has sold more than two million copies in West Germany since its release last November.



After his first concerts in West Germany for some time, Billy Joel was presented with a gold record for his latest album 'Storm Front'. Celebrating with Joel and his team are CBS staff including CBS Europe president Jorgen Larsen.

GEMA Loses Court Battle

West Berlin - West Germany's copyright collection society, GEMA, has lost a four-year court battle against two of its members, composers Norbert Linke and Berthold Paul.

GEMA had refused to pay the composers the money due to them, because they allegedly "systematically performed their own compositions at public concerts", and thereby would have "earned disproportionate profits". GEMA even went so far as to exclude the two from membership of the organisation.

GEMA has appealed more than a dozen court decisions in favour of the composers, but has now been ordered to give Linke and Paul all monies due and full membership. In announcing its decision the court said "GEMA has not backed up its charge against the composers with facts", and added that by excluding the composers from membership, GEMA "exceeded the boundaries of permissible autonomy". □

Kiss-Metropolys/CBS Launch Major Promo Campaign

by Jacqueline Excerpt

The latest consequence of the Kiss-Metropolys alliance with CBS France is a TV promotional campaign for a compilation LP called *Metro Dance*, backed by the station logo. The campaign, running throughout June, is supported by a "very big budget, several million francs", according to Kiss-Metropolys' president Bruno Lecluse.

CBS France president Henri de Bodinat: "From time to time we give the radio station which we are involved in a little push. For example, we have just mounted a major campaign for Santana on FR3, using Cherie FM. We could have done this campaign with Europe 2, but we did it with Cherie."

"The campaign for the *Metro Dance* compilation could have been done with Maximum FM, but we have chosen to do it with Metropolys because we are a shareholder in that station."

De Bodinat denies that CBS is giving preference in its ad campaigns to affiliated radio stations:

Prince, Stones, Madonna And Turner Queue Up In Paris

Paris is getting ready for its hottest concert season since June 1988 when Pink Floyd, Bruce Springsteen and Michael Jackson all played outdoor concerts in the same month.

The series will start on June 16 with Prince, performing at Le Parc des Princes (capacity 50,000), followed by the Rolling Stones with three concerts. Madonna has two indoor concerts at Bercy July 3-4 and Tina Turner will perform in the park of the Palais de Versailles a little later.

The first three acts are promoted by Zero Production and, despite reports that Prince sales are not going well, manager Pascal Bernardin is confident: "It is true that there is no buzz around Prince for the moment, and there are no new albums or singles. But Prince has a real following in France and can sell on his name alone." Bernardin is

"We mount operations with all of them. We will do something with Maximum, with NRJ and with Skyrock. But we also like to give stations in which we have shares a boost. Similar comments were made after we bought into Euroradius, but we are now mounting a major campaign with [rival] M6 to promote New Kids On The Block."

While the station is in the middle of establishing a network on a national scale, Lecluse is more than satisfied with the station's showing in its home-town Lille: "In the last MediaLocale poll the station led with a 15.6% rating, three times that of NRJ. In the Beauvais area we scored 5%. These are good ratings particularly if you compare the area, the north of France and a suburb outside Paris."

A major promotional campaign for the new-local network is planned for September. A name change, if any, has yet to be decided on. □

1, 2, 3, - Barclay Launches New Label

by Emmanuel Legrand

PolyGram company Barclay has launched a new label with the aim of producing an album for the price of a single. The label, called 1,2,3, will release five or six albums a year.

Barclay A&R manager Eric Clermont: "There are a lot of artists performing or playing in France that are not mainstream, but are making music that has a real artistic value but a limited commercial potential and no access to distribution. If we were to produce those acts with our regular standards it would not be feasible. So we had to find a way to do it because we thought they deserve it."

The deal revolves around ICP studio in Brussels, which allows state-of-the-art digital recordings for a low price. All in, a tape can be delivered for Frf 70,000 (app. US\$ 12,700). Break-even point is reached with 3,000-5,000 sales.

Clermont: "The artists rehearse a lot before going to the studio, which limits recording costs. I only sign acts that can play live, or music that comes from a ballet or a movie because, as we can not allow a specific budget to promote each record, the records will sell mainly via performances. But we will do a marketing campaign to promote the titles on the label!" □

Hachette/Europe 1 Take A Slice Of La Cinq

The multimedia Hachette group has taken a 22% share, valued at Frf 430 million (app. US\$ 78 million), in the ailing TV channel La Cinq. Hachette's move follows the pullout of existing shareholders Chargeurs SA.

Hachette 5, the company formed to represent the 22% stake, is divided between Hachette (80%) and its subsidiary Europe 1 Communications. A representative from each division will shortly be

elected to the board. Although not confirmed, they are expected to be Hachette VP Yves Sabourret and Europe 1 Communications VP director-general Jacques Lethn.

In another move, existing La Cinq shareholder Jean-Marc Vernes has raised his stake in the company to 22%. Media magazines Robert Hersant and Silvio Berlusconi each retain their 25% stakes. □



CBS Germany MD Jochen Leuschner (left) and CBS France president Henri de Bodinat meeting with Patricia Koss in Saarbrücken to discuss joint promotional activities.

Stations Clash In Copycat Row

by David Stanfield

National network Radio Milan International has openly accused rival broadcaster RTL 102.5 of plagiarism. Executive Luca Dondoni: "It is hard when others try to copy our own unique style. RTL 102.5 have overstepped the limit. They copy our programmes, presenters and jingles. They are trying to achieve success by copying an established success. It is bad for the national radio sector."

Radio Milan International admits to being under the influence of radio in the US and Dondoni describes the station's format as black-oriented CHR. US-made jingles are used and he claims that Milan International is the only national broadcaster to have real US knowhow.

Dondoni: "At one time I was flattered by the attempts of RTL 102.5. Now it is extremely annoying. If a rival station beats you with its own style I am happy. But, if you copy, you are nothing other than a fake!"

But Claudio Astorri director-general at Bergamo-based RTL 102.5 hits back: "I thought we had a good relationship with

Milan Virgin Fails To Make Summer Appearance

Virgin's planned summer launch of its new Milan Megastore has been postponed until September. Chris Griffin GM of Virgin International: "We had intended to open in June to coincide with the World Football Championships.



Chris Griffin

That would have provided some good publicity. The delay is due to building and Italian trade union problems."

Griffin says if the Milan store goes well, Virgin will also look to open a branch in Rome. No market research into the national retail market has been carried out, but Griffin claims that his company will make changes to bring Italy up to date with other Euro-

pean countries. "It is not as sophisticated as West Germany and the UK. We gave some sophistication to France and, while Italy is not as bad, I think the market will be improved!"

The first national megastore was opened in Milan last November by the Ricordi retail chain but Griffin plays down the idea of any future price wars between the two. "I hope our two companies will work well together. There will not be preferential treatment. You can not have separate deals for Virgin Megastore or Virgin Records."

"Virgin Records will have to give the same deal to Ricordi. A price war would only cut margins for both stores. There will be concessionary pricing but we are not going to say we will cut Ricordi by 5% across the board. That is just giving money away!"

Ricordi was the first national retailer to actively involve radio in its business. The commercial network Milan International broadcasts each day from one of the stores' windows.

real format is Black Urban is a format in itself. CHR is something completely different. I do not think Milan International has a format at all. In the afternoons, for example, they play one hour of house music. That is not Black Urban or CHR. It is not strictly dance music, only house.

"Perhaps the real problem is their audience reach limits. The programme director at Milan International has admitted that their current format does not extend successfully beyond Milan and the region of Lombardy. He also admits that our strict CHR format has great potential for a national audience. We intend to be a successful national broadcaster."

VideoMusic, the 24-hour TV music channel, is sponsoring *Nero Italiano*, a new Tanla Motown compilation album which features major artists singing past hits in the Italian language.

Michele Mondella, advertising and promotions director at BMG, describes the venture as a pure marketing operation. Mondella: "It is a joint risk. VideoMusic will advertise the album for an undisclosed percentage on sales!"

Mondella says there will be no

Kiss Kiss Aims For Fun

Radio Kiss Kiss has started its summer season with the introduction of a wide range of new programmes. As well as offering a series of new music slots, games and quizzes under the logo 'L'Estate Tesa' the station is claiming an exclusive with the introduction of programmes by CBS national act Elio E La Storia Tese. The rock/saïre group will host their own shows Monday-Friday from 19.30-20.30 until September 23.

Giani Simoli programme director/DJ at the Naples-based network says: "Other stations would also be introducing new shows. There is something special in the air in summer. Our strategy is to attract listeners by offering more fun-edged programmes."

VideoMusic Backs Motown Italian Classics

VideoMusic, the 24-hour TV music channel, is sponsoring *Nero Italiano*, a new Tanla Motown compilation album which features major artists singing past hits in the Italian language.

Michele Mondella, advertising

radio promotion because he believes that in this case the music channel deal is the best. The album, released on the home market only, is the first of its kind and features Stevie Wonder, The Temptations, The Supremes, The



The Four Tops - singing in Italian

Four Tops, Edwin Starr, Smokey Robinson & The Miracles and Jimmy Ruffin. The material is from the 60s when the artists appeared at the San Remo Song Festival.

Radio 3 Revamp Includes Evenings On Automatic

by Marc Maes

Belgian state broadcaster BRT is making major changes at its classical music channel, now named Radio 3. The name change is being accompanied by a restructuring of programmes and the introduction of a fully automated night service.

"We are introducing regular hourly time slots so our listeners will know what to expect," says programme co-ordinator Pieter Andriessen. "We will have at least 30 minutes of ethnic music and 50 minutes of jazz every day. The rest will be made up of classical music and speech-based cultural shows."

However, the biggest change at Radio 3 is the introduction of a seven hour computer-controlled night service, installed at a cost of Bfr 500,000 (app. US\$ 16,000). The set-up involves two CDK 006 units and one CD Music Editor

System. Each unit can handle up to 60 CDs. On-air announcements can also be made through a tape deck linked into the system.

"The current restructuring is not really to do with fighting for our audience," says Andriessen. "We have a loyal audience but it is far too small and we want to increase it. We hope the boost in speech-based information programmes will help."

Radio 3's relaunch, on June 23, will feature a live broadcast from an Antwerp concert venue with a wide variety of musical styles, from jazz to classical, flamenco and avant garde. The event is taking place in several halls at the Singel and will be broadcasted live from 19.30-02.00 with selected items transmitted until 07.00 in the morning.



Igdon artist Erea Ramazzotti has received a gold award for sales of his latest LP 'In Olanda Senso' in Holland. Pictured here, the BMG Ariola Holland production and promotion team with Ramazzotti holding his award and new MD Dorus Sturm to his left.

ARS Act Cleared Of Chart Cheating

The allegation that ARS act Danny Fabri distributed in Flanders through CBS) illegally boosted sales of his records has been rejected by an official committee investigating the case. It had been alleged that Fabri bought his own records and also had them sold through his fan club.

A commission made up of members of IFPI and performing rights society SABAM have now stated that Fabri was falsely accused of cheating. At a meeting held shortly before the commission's decision, IFPI agreed to

allow records to be sold through fan clubs.

"They had to allow this," says Patrick Buschots, MD of ARS. "If they had decided to leave these sales out, a number of other companies would have to change their strategy as well. The main issue for us, however, is that our artist has been cleared of all charges."

Buschots also added that ARS has been asked to join IFPI, and that it will do so in the near future.

Europe 2 Prepares For Belgian Advance

French network Europe 2 is aiming to extend its operations in Belgium, if it can overcome the restrictions of Belgian media law.

"We want at least 1KW on-air-power in Belgium's main cities, and the possibility to broadcast in full stereo," says Europe 2's network development consultant, Andre Kemény.

Belgian laws require at least 50% of a radio station's programming to be generated in Belgium: "This is nothing but the Contact and RFM lobby protecting their market," says Kemény.

"We are no franchisers, and the

future expansion of Europe 2 will only be feasible if and when we find the ideal partners to team up with, be it a newspaper group, an advertising company or anybody else from the communication industry?"

Europe 2 has recently launched a station at Mouscron, but, says DG Martin Brisac "its only purpose is to serve the French border region". The Mouscron station produces eight hours of local programmes, with the remainder being transmitted from the French station's headquarters.

Veronique Faces Language Problems In Flanders

Luxembourg-based CLT, the parent company of RTL/Veronique, is planning to widen the channel's audience, although the board of directors has not yet given the green light to plans to broadcast in Flanders.

However, CLT head of international affairs, Henri Roemer says there are serious plans to discontinue must also broadcast in the bue Veronique's Dutch-language programming in Belgium. Although Belgian cable distributors say no such plans exist, a Dutch spokesperson for Veronique says investigations into getting access

to the Flemish cable networks were in an advanced stage. But, no official application has yet been made to the government.

In order to gain access to the Flemish cable networks, the station has to agree to spend at least Bfr 10 million (app. US\$ 285,000) on Flemish productions. The station must also broadcast in the language of their country of origin and for Veronique this means French, German or Luxembourgish rather than Dutch. However, this last condition is in contradiction with EC directives.

Super Club Expands Working Capital Base

Super Club, the Belgian-based video retailer and distributor with major interests in the US, is to increase its working capital base to Bfr 10 billion (app. US\$ 300 million), via a series of share and rights issues.

The announcement was made during the company's annual

general meeting in Antwerp at the end of last month. MD Maurits de Prins said the increase in working capital was proof the major shareholders (which include Philips and the Kredietbank) have not lost confidence in Super Club despite the negative audit report which was issued some weeks ago.

To contact
Music & Media
Tel: 31 20 669 1961
Fax: 31 20 669 1951
(editorial)
31 20 669 1931 (sales)

Norwegian Radio Levy Set For Cut

by David Rowley

The Norwegian government levy on profits from radio advertising looks likely to be reduced from 16% to 5% following lobbying by major local stations. Erik Tostad, spokesman for the prime minister's department, says the ruling three-party coalition "does not expect any major opposition" towards the 5% proposal, and the cut could be implemented by the autumn.

The proposal was drawn up by minister for culture Eleonore Røgstad, following a report from local radio representing body Norskradioforbund which showed that as many as half of the country's local stations are experiencing financial difficulties. It is now at the committee stage and will come before the Norwegian parliament's lower house for discussion this month.

Currently the levy is set at 20%,

although, after a 4% allowance for costs, it is realistically around 16%. If the cuts are made there would be a flat 5% rate with no allowances. The levy was first imposed in May 1988 and has been constantly under attack by the radio industry ever since. It was set up as a 'rescue fund' to subsidise smaller stations.

Odd-Arne Joe, Norskradioforbund general secretary, welcomes the proposed cuts, stating that 5% "is a level we can live with. Five per cent is a token of solidarity with the non-commercial local radio stations and, with the likelihood of more advertising coming into radio, we don't think the amount of money in the rescue fund will be significantly reduced anyway."

"The 16% tax is very heavy on the stations which do carry advertising and effectively means they

need a 16% profit just to break even. It is the heaviest tax on any business in Norway."

Egil Houeland of Haugesund commercial Radio 102 says the reduction in the levy would allow local radio to more closely follow its charter: "The 16% tax made

local radio become everything it wasn't meant to be. When you're trying to make a 16% profit just to survive, the emphasis is not on responsibility to local people - the commercial aspect comes first. I don't think any politicians expect that."

Uptown Expands Syndication

Copenhagen - Major Copenhagen private station Uptown FM, which produces the Danish version of the 'Coca-Cola Eurochart Hot 100' show for distribution to 25 national stations, is to expand its syndication arm with a four-hour Rolling Stones special.

The Stones 25-year anniversary show, featuring material purchased from US syndicator Radio Express, will air on Uptown in August to coincide with the band's Copenhagen concert on August 9. Uptown will add a Danish narration to the production which includes interviews, and music spanning the band's history.

Uptown MD Glen Lau Rentius says the programme marks a first step towards building a catalogue of shows for syndication across Denmark and, potentially, Norway and Sweden.

It will be offered to Danish stations in exchange for advertising time, with negotiations under way with several sponsors including a national newspaper. The show will also have additional slots for local advertising.

Promotion packages, including show tickets and merchandise,

will also be available for selected stations. Lau Rentius: "We need to show both sponsors and stations that it will work well in Danish and that they will have something to gain, not only in money, but also promotional impact!"

Next to the Voice, Uptown is Copenhagen's most popular station with a 60,000 daily audience. It produces the 'Coca-Cola Eurochart Hot 100' show in collaboration with MCM.

Sonet Move

Stockholm - Scandinavia's leading independent record company, Sonet Grammofoon, has sold its premises in the suburb of Lindingo and from July 1 will be based next to its film and recording studios in Bromma, to the city's northwest.

Dag Haeggqvist, Sonet chairman, describes the switch as a "rational move which pulls all the strands of the company together - records, publishing, film, video and TV". He denies it has been forced by cost-cutting, due to the company's loss of licensing deals with Island, Jive and Chrysalis over the past year.

Scandinavia Unit Sales Still Buoyant

Slaifjan Fogstrand, MD of Scandinavia's largest specialist record retail group, SkivAkademien says the rise in CD sales across the territory (M&M June 9) is part of a catching-up process.

"The decline of the vinyl LP and the rise of CD is a natural progression but this has happened more quickly in countries outside Scandinavia," says Fogstrand.

"We still have a long way to go before it becomes the dominant Scandinavian format. We have had a good year in terms of unit



Slaifjan Fogstrand of SkivAkademien

and revenue rises and I look forward to another couple of buoyant years on the back of the switch from LP to CD."

Swedish Soundcarrier Figures 1989

Format	1989	1988	%Change
Single	5.11	4.31	+ 18.6%
LPs	10.54	10.41	+ 1.2%
Cassettes	4.76	4.76	+ 5.0%
CDs	4.96	3.25	+ 52.6%
Total	25.61	22.73	+ 12.6%

Figures in millions, supplied by IFPI

Danish Soundcarrier Figures 1989

Format	1989	1988	%Change
Singles	0.83	0.85	- 2.6%
LPs	4.84	4.49	+ 7.8%
Cassettes	1.89	1.71	+ 10.5%
CDs	3.09	2.40	+ 28.7%
Total	10.65	9.55	+ 11.5%

Figures in millions, supplied by IFPI

Norwegian Soundcarrier Figures 1989

Format	1989	1988	%Change
Singles	0.67	0.82	- 18.2%
LPs	2.14	2.34	- 8.5%
Cassettes	4.07	4.03	+ 0.9%
CDs	2.04	1.86	+ 9.6%
Total	8.91	9.05	- 1.5%

Figures in millions, supplied by IFPI

Finnish Soundcarrier Figures 1989

Format	1989	1988	%Change
Singles	0.27	0.33	- 18.1%
LPs	2.89	3.00	- 3.6%
Cassettes	2.94	2.46	+ 19.5%
CDs	1.15	0.68	+ 69.1%
Total	7.24	6.48	+ 11.7%

Figures in millions, supplied by IFPI

THE 5TH INTERNATIONAL MUSIC & MEDIA CONFERENCE

IM&MC
AMSTERDAM, HOLLAND MAY 27-30, 1990

A SPECIAL
PULL-OUT
REPORT

Euro Radio's Appeal To US Investors

by Hugh Fielder

The 5th annual International Music & Media Conference (IM&M) kicked off with a keynote address by Steve Crane, president of Emnis Broadcasting in the US, called "Investment Opportunities in European Radio".

Crane told delegates that the novelty of delivering a targeted audience to advertisers and the chance to become part of the lifestyle of young listeners are the most attractive aspects of European radio for US investors.

The concept of narrowcasting is already established in the US but there are not yet enough commercial stations in Europe to encourage specialist music stations, he said.

In many US cities there are two stations specialising in dance music or new country, each of them catering successfully for a

core audience, said Crane. "In the US, we know what strong personal medium radio can be, particularly during adolescence. In Europe, the lack of commercial outlets means that people can't find the right lifestyle station that they can grow up with because there isn't the same segmentation."

Crane predicted that radio's share of the advertising cake will increase as more outlets are created. "The current low percentage of advertising on radio is due to the lack of stations."

Despite the opportunities offered by 1992, non-EEC investors will find it difficult to own stations outright, he said. "If US companies want to come in it will be as a minority investor."

Crane said France, where Emnis has recently taken a stake in



Steve Crane

Maximum FM, is most closely aligned to the US regulations. "It offers the same kind of encouragement for investors: there are few restrictions on format and it's easy for US companies to operate within those regulations."

Spanish radio is also an attractive proposition, "now that the regulatory environment is becoming clearer". The UK has "interesting possibilities", as does West Germany "if foreign investors can get in".

New Developments In The Music & Media Industries

by Robert Lyng

Mike Hennessey, Billboard's chief European correspondent and chairman of the "Entertaining Visions" panel, opened this session by pointing to some of the factors which will influence the future of the music and media industries.

ferent markets is often used to split risks, Monty Luefner president CEO A&R at BMG cited a more significant effect, "to achieve the maximum synergy potential".

Noting converging interna-

Dag Haegqvist, chairman of Sweden's Sonet Grammfon, said his company recognises the need to diversify and five years ago bought the Europa film studios in Stockholm. "It was a severe blow for us to lose Island and Chrysalis [licensing & distribution], but we now have the strongest local presence we have ever had. This is a year of total change in Scandinavian programming. We are working around the clock producing for both private and public TV."

The media were represented on the panel by Emnis Broadcasting's Steve Crane and MTV's chairman/CEO Tom Freston.

Crane, pointing to a simultaneous diversification - integration and concentration - stressed the need for companies to keep an eye on developments in the business they are in. He added that Emnis has not only invested in French broadcasting with its purchase of a minority share in Maximum FM, but also in a US baseball team.

"There is a difference between the audio and visual fields", Crane continued. "The visual industry is more vertically integrated, allowing control of software distribution, while even if a record company owns a radio station, it must still play its competitors' music!"

According to Freston, the 90s is the decade of the media, especially in Europe, which he said will become the world's largest market. Pointing out that it was the magazine industry that first showed the way from the mass to specialised media, Freston described MTV's niche strategy of narrowcasting with five tightly formatted programming concepts in, for example, music, comedy and children's programmes.

"People are taking more control over what they consume", he said. "This choice is being aided by developments in technology, which will enable narrowcasting to complement broadcasting."

The panel closed with a discussion about the payment of public performance rights by broadcasters. Predictably, both Haegqvist and Luefner were in support of such payment. Crane on the other hand, pointed out that the multiplicity of US radio has created a situation there where new product is introduced almost exclusively by radio, creating a low-hate relationship between the music and media industries.

"This is not yet true in Europe", he added, "but European record companies will eventually realise that they really need radio. Maybe that will lead to more realistic compensation!"

The Need To Make More Noise

by James Bourne

Chaired by Tim Blackmore, programme director at the Unique Broadcasting Company, the panel, "A Sound Approach To Marketing Radio", examined ways of attracting advertisers and listeners through marketing the station.

The first to speak was Alec Kenny, media director at Saatchi

director of Star & Sat in West Germany, unlike Los 40, is finding it difficult to attract advertising support for a channel with an international outlook which is based in a country used to localised broadcasting.

Schmitz explained how his station targets 20-29 year olds through press ads, including

also in the process of setting up its own magazine and is about to start supporting bands on tour.

Lynn Anderson, president of KIIS FM Los Angeles, showed delegates a sophisticated promotional pack, put together by her station and used to launch a Mexican beer. She explained how the station's marketing department aims for a "win-win situation" which enables the "triumvirate of listeners, advertisers and the sign to benefit from campaigns".

As part of its recent beer campaign, KIIS took its successful morning show to Puerto Vallarta in Mexico, offered listeners cheap flights and hotel, plugged the airline, the travel agent and the resort and advertised the beer. This activity resulted in the event being filmed for TV.

Stan Park, sales director of Independent Radio Sales, outlined the current situation in the UK and rounded up the discussion by concluding that competition was the key in both radio ownership and more carefully targeted broadcasting.

Park explained the national differences in advertising practice and rules, such as the restrictions on sponsorship in the UK and the existence of airtime brokers in France. He summed up the mood of many present by reflecting that Europe has a lot to learn from the US in terms of targeting and audience research.

RTL 102.5, the Bergamo-based inter-regional radio station has joined RNA (National Radio Association), the grouping funded by Rete 105/Radio Monte Carlo's president Alberto Hazan. The station becomes the 10th to join the association, which aims to protect and advance private radio broadcasters in Italy. The announcement was made at the IM&M by station manager Claudio Astorri, who commented: "It's only by joining together that we'll achieve real power and be taken seriously!"



A Sound Approach - (l-r) Alec Kenny, Stan Park, Rafael Revert, Mochiel Baker, Tim Blackmore, Lynn Anderson, and Martin Schmitz

specialised satellite dish frequencies, and uses stickers on taxis throughout Germany to promote local frequencies. Star & Sat is



Entertaining Visions - (l-r) Monty Luefner, Dag Haegqvist, Mike Hennessey, Tom Freston, and Steve Crane

He said they include technological developments, cultural, political and demographic evolution, increased popularity of the US model of narrowcasting, and the tendency of audio software producers to diversify into such areas as the production of visual software, merchandising and retailing.

While diversification into dif-

ferential music tastes and the increased strength of local markets, Luefner stressed the need for the music industry to provide a wide range of repertoire. He said he regarded this to be the job of small, flexible and creative units, operating alongside the conglomerates which concentrate more on the manufacture, distribution and sale of repertoire.

Walters Slams DJs, Programmers

by Hugh Fielder

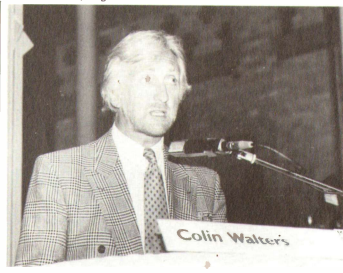
"Programming should no longer be based on the whims of a junior programme controller or a middle-aged media owner. It should be the result of careful research that enables a programme to be dovetailed to the needs of its audience," said Colin Walters during his keynote address "Radio Europe 2000".

Walters, who is MD of Laurel Benedict in the UK, added that programmers must aim for higher standards with forceful, mature presenters and imaginative, lively programme concepts to stimulate listeners.

Presentation standards have not kept pace with radio growth, he said. "All too often a programmer's idea of information is the occasional time-check and his idea of humour is a smutty schoolboy joke."

Walters also criticised the trend towards Anglo-American pop-speak. "Surely the Continent that fostered Shakespeare and Goethe can rise above such adolescent talk," he said.

Predicting the structure of radio over the next decade, Walters acknowledged the growth



Colin Walters

of cross-border ownership by radio companies but he doubted whether they had the means to survive financially when times get hard. He believed that more non-radio multinational conglomerates such as Hanson, which will launch Melody Radio in London this summer, will move into the radio sector. "It's a new opportunity for them and they have the resources!"

He also predicted an enormous growth in pan-European service agencies providing technical services such as operating systems and jingles. An increasing number of competing stations would create a need for audience research companies, not just to measure listening figures but to research programming ideas as well, he added.

Narrowcasting - The Future Of European Radio?

by David Stanfield

Narrowcasting, or niche radio, is the key to success for future European broadcasters, according to Jeff Pollack, chairman of the US Pollack Media Group and a member of the panel "In The Face Of Competition...Programming Radio."

Other panel members agreed, referring to the success of narrowcasting in the US and the need for European broadcasters to have a clear identity in an increasingly competitive market. However, Chris Lycett, editor of BBC Radio 1, said his station would not follow this trend, but will stick with its ratings by day and reputation by night policy. He added that he believes the channel's broad-based music programming and commitment to both established and new acts will enable it to hold its ground, despite the growth in the commercial sector.

Meanwhile, Rachel Steel, director of QuestionAire Marketing

Research in the UK, said that the broadcast situation had changed so dramatically in the UK over the last 18 months that radio research is increasingly important.

The panel agreed, however, they said that research should not interfere with the creativity of a station. Bruno Ployer, programme director at the Rome-based commercial network Dimensione Suono, explained that his station uses its own call out research.



Programming Radio - (l-r) Rick Cummings, Chris Lycett, Rachel Steel, Jeff Pollack, Gillen Reynolds, Bruno Ployer and Richard Park

"We ask two simple questions. First, what the listener dislikes, and secondly, their likes. We never ask why?"

Pollack said that he believes that future European format patterns would shift towards an adult audience. He also noted that as yet Europe does not capitalise on breakfast or morning shows, whereas the presenter is important personality. Other panel members agreed with the impor-

tance of the personality profile, with Richard Park, director of programmes Capital Radio in the UK, claiming that his roster of personality presenters is the key to the station's success.

Park also gave a warning on narrowcasting. Referring to the soon to be launched Kiss FM station in London, he said that its government-imposed format limits may lead to problems. "Music trends come and go. If you are a rap music based broadcaster you may be in trouble when that format loses popularity?"

Narrowcasting may be the future for Western Europe but Rick Cummings, executive VP of Programming, Emnis Broadcasting US, warned that it would be a mistake to believe the same rules would apply to Eastern Europe. "They have had 25 years exposure to a rock & roll culture. People who move in there and do not realise this will be making a big mistake!"

Euro Talent In SE Asia & The US

by Robert Lyng

Southeast Asia and the US were pinpointed for increased exploitation of European product by the "Broadening Musical Horizons" panel.

MCA International VP Stuart Watson said that Southeast Asia, with its population of some 400 million, has turned from "a poorhouse into a powerhouse over the last two decades".

Changing attitudes in and

promotional opportunities offered by the Asian media. He said that in September, a new 24-hour music TV channel, EZ TV, will be launched via Asia SAT. Broadcasting in Asia, the Middle East and Israel, the station will feature two shows dedicated to foreign acts.

Promotional trips to the area are not as daunting as many think, added Watson, saying that

music and hard rock being particularly popular at the moment.

However, Fukutsu also noted that marketing in Japan presents several problems. He said that because TV carries virtually no music, and radio is only now developing as an effective marketing tool, artists are required to seek out other marketing strategies. Retailers and discos play a significant role in breaking artists, he added.

Meanwhile, Eric Dufauré, head of media relations at SACEM in France, recommended that record companies change their policy of paying only half of the royalties on records sold in foreign territories, to encourage artists and their managers to do more international promotion. He also stressed the importance of originality and of forming networks of personal contacts.

Recognising the importance of the US market, the French government, record companies and several organisations are currently funding a French Music Office in New York, said Dufauré.

One avenue for European acts trying to gain exposure in the US market is the network of college radio stations, which helped break numerous new wave, punk and reggae groups, according to Alan

Edwards of Rogers & Cowen.

Britt Carter, owner of the West German-based label BCM, said windows are opening in the US for European product, and also noted a strong anti-European sentiment in the UK. He said: "In order to compete, a record can not just be as good as something else, it must have something special!"

Carter also recognised the importance of building up a network of local contacts and announced that BCM will begin to export finished product into new markets, instead of licensing for release four months later. "As an indie without millions to spend on marketing, it is our aim to get records around Europe, and to talk with local people who really know their market!"

Although the general prognosis for the successful worldwide marketing of European music was optimistic, the panel's approach was cautious. Careful planning, personal contacts and a realistic evaluation of an artist's repertoire are essential, to panel chairperson and MTV's director of Creative International Rebecca Batties, essential. Admitting that problems such as language barriers do exist, Batties stressed that these can be overcome, because music is a universal language.



Broadening Musical Horizons - (l-r) Eric Dufauré, Britn Carter, Alan Edwards, Rebecca Batties, Kaz Fukutsu, and Stuart Watson

about this market are not restricted to the best technical audience, he said. According to Watson, record companies, which had long considered countries such as Thailand, Singapore and Taiwan as separate markets, are now beginning to treat the area as a single market.

Watson also referred to the new

a 10-day trip should be sufficient. He also said the best technical equipment for concerts is also readily available. Kaz Fukutsu, editor of Japan's trade magazine Original Confidence, said that Japanese audiences are tiring of US music and are now looking to other territories, with European dance

radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

IT'S NO !!

SINGLES
Madonna Airplay
Madonna Sales

ALBUMS
Madonna Airplay
Madonna Sales

EXPLOSIVES CHART BUSTERS

Explosives features the major new releases by established and new artists. It includes recent releases still in need of support on European radio.

SINGLES OF THE WEEK

- She Rockers - Do Dat Dance (live) (A&M)
- Pop Will Eat Itself - Touched By The Hand Of Ciccolina (RCA/BMG)
- The Blow Monkeys - Springtime For The World (RCA/BMG)

SURE HITS

- Sam Brown - Kissing Gate (A&M)
- Wilson Phillips - Hold On (SBK)
- And Why Not? - Something U Got (Island)
- Satoshi Tomie - I Loved You (IFRR)
- Julien Clerc - Fille Du Feu (Virgin)
- Carlton - Do You Dream (IFRR)
- World Party - Message In The Box (Chrysalis)

EURO-CROSSOVERS

- Sanne - Love Is Gonna Call (Virgin)
- The Neon Juggernaut - Alaska Highway (Poly Int Again Sam)
- Toto Cutugno - Insieme 1992 (EMI)

EMERGING TALENT

- Pop Will Eat Itself - Touched By The Hand Of Ciccolina (RCA/BMG)
- Charlatans - The Only One I Know (Situation 2)

ENCORE

- Kym Mazelle - Useless (Synopac)
- Horse - Sweet Thing (Capitol)
- Immaculate Fools - Sad (CBS)

ALBUMS OF THE WEEK

- Snap - World Power (Logic/BMG)
- Ladymith Black Mambazo - Two Worlds One Heart (Warner Bros.)
- Kill For Thrills - Dynamite From Nightmarland (Epic)
- The Icicle Works - Permanent Damage (Epic)
- Etta James - Stickin' To My Guns (Island)
- Ice MC - Cinema (DWA)
- Sons Of Angels - Sons Of Angels (Atlantic)
- Soul II Soul - Vol.II (10 Records)
- Consolidated - The Myth Of Rock (Antler Subway)
- En Vogue - Born To Sing (Atlantic)
- X Clan - To The East Backwards (Island)

Chart Busters is a quick reference to this week's Hot 100 Singles/Albums and the European Top 30 charts. Chart positions are indicated where appropriate.

CHART ENTRIES

- Airplay Top 50**
- Charlatans - The Only One I Know (41) (Situation 2)
- Black Box - Everybody Everybody (43) (Grove Group Melody)
- Mantronix feat. Woodness - Take Your Time (44) (CBS)
- Candy Dulfer - Saxuality (45) (BMG Ariola)
- Vanessa Paradis - Tandem (47) (Polydor)

Hot 100 Singles

- Patrick Sebastian - Le Gambadou (60) (EMI)
- Pop Will Eat Itself - Touched By The Hand Of Ciccolina (70) (RCA/BMG)
- Jocelle Ursull - White & Black Blues (76) (CBS)
- MC Tunes versus 808 State - The Only Rhyme That Bites (77) (ZTT)
- Dusty Springfield - Reputation (79) (Parlophone)

Top 100 Albums

- Jason Donovan - Between The Lines (10) (PWL)
- Talk Talk - Natural History - The Very Best Of... (14) (Parlophone)

FAST MOVERS

Airplay Top 50

- Gary Moore - Still Got The Blues (For You) (6-19) (Virgin)
- The Chimes - I Still Haven't Found What I'm Looking For (7-14) (CBS)
- Toto Cutugno - Insieme 1992 (11-43) (EMI)
- UB40 - Kingston Town (15-32) (Virgin)
- Janet Child - Don't Wanna Fall In Love (20-28) (Warner Brothers)

Hot 100 Singles

- Chad Jackson - Hear The Drummer (Get Wicked) (7-34) (Big Wave)
- Betty Bou - Doin' The Do (28-40) (RCA)
- Charlatans - The Only One I Know (32-61) (Situation 2)
- Felix Gray & Didier Barbevilien - A Toutes Les Filles (47-92) (Talar)
- Kaoma - Melodie D'Amour (52-86) (CBS)

Top 100 Albums

- Toten Hosen - Auf Dem Kreuzweg Ins Glück (9-37) (Virgin)
- Erste Allgemeine Verunsicherung - Neppomuk's Rache (14-21) (EMI)
- Joe Cocker - Live (26-79) (Capitol)

HOT ADS

Breaking Out On European Radio

- John Lee Hooker feat. Bonnie Raitt - I'm In The Mood (Silvertone)
- Fairground Attraction - Walking After Midnight (RCA/BMG)

YESTER HITS

the Eurochart top five from five years ago.

JUNE 16 - 1985

Singles

- U.S.A. For Africa - We Are The World (CBS)
- Duran Duran - A View To A Kill (Parlophone)
- Paul Hardcastle - 19 (Chrysalis)
- Modern Talking - You're My Heart, You're My Soul (Hansa)
- Depeche Mode - Shake The Disease (Merfe)

Albums

- Dire Straits - Brothers In Arms (Virgin)
- Phil Collins - No Jacket Required (Virgin/WEA)
- U.S.A. For Africa - We Are The World (CBS)
- Paul Young - The Secret Of Association (CBS)
- Eurythmics - Be Yourself Tonight (RCA)

P
U
B
L
I
C
I
T
Y

THE MOST PLAYED RECORDS IN EUROPE

THE ALTERNATIVE

TUCK ANDRESS "Reckless Precision"



WINDHAM HILL RECORDS

TURTLE ISLAND STRING QUARTET "Metropolis"



Marketed & Distributed by Polygram

united kingdom

Most played records in England during the week of publication on the following stations BBC 1, BBC 2, Capital Radio, Greater London Radio and the major independents.

1. *New Order* - English Football Squads - World's Worst Team
2. *Jane Child* - Don't Wanna Fall In Love
3. *The Chimes* - I Still Haven't Found What I'm Looking For
4. *Hothouse Flowers* - Green Lip
5. *Erasure* - Star
6. *Adam & The Ants* - I Wanna Be A Star Like You
7. *Wax* (Not Wax) - Papa Was A Rolling Stone
8. *Madonna* - Vogue
9. *Paula Abdul* - Opposites Attract
10. *B-52's* - Runt
11. *Kylie Minogue* - Better The Devil You Know
12. *Charlatans* - The Only One I Know
13. *Beats International* - When You Know It
14. *Gary Moore* - Tell Us The Best For You
15. *Black Box* - Everybody's Somebody
16. *The Adventurers Of Stravie V* - Dirty Cut
17. *Betty Boo* - Don't Do It
18. *Frazier Chorus* - Choo Ch
19. *Dusty Springfield* - Suspicion
20. *Mandrill* - Take You There

austria

Most played records as checked by Media Control on the national station ORF.

1. *Nick Kamen* - I Promised Myself
2. *Heart* - All Wrote Do It Make Love To You
3. *Falco* - Das Grotte
4. *Madonna* - Vogue
5. *Alanah Myles* - Back Street
6. *Soul II Soul* - A Dream A Dream
7. *Elton John* - Closer To The Edge Of The Street
8. *The Chimes* - I Still Haven't Found What I'm Looking For
9. *Eric Slick & Joe Holmes* - Heaven Above
10. *Live Bunny* - The Songs Good To Me
11. *Erasure* - Everybody's Somebody
12. *Simsone* - Keine Keine Hande
13. *Jeff Minter* - Closer To The Edge Goodbye
14. *Calligay* - I Wanna Be Back
15. *Tommy Castro* - Heaven 1993
16. *Janet Zander* - Her Kisses
17. *Sinad O'Connor* - Heaving Carriage 2 U
18. *Wendy Matthews* - All The Love
19. *Millie & Kimiya Power* - Once We Belong
20. *UB40* - Kingdom Town

holland

Airplay checked on Radio 2 and 3, the Dutch national pop stations. For info contact Stichting Nederlandse Top 40, PO Box 706, 1200 AS Hilversum, tel (0)35 - 231647.

1. *Candy Dulfer* - Saxuality
2. *Heart* - All Wrote Do It Make Love To You
3. *Clooney* - Love
4. *Luciano Paravotti* - Cuvio
5. *Maxi Priest* - Close To You
6. *Lenny Kravitz* - Don't Push Me Around
7. *Gary Moore* - Tell Us The Best For You
8. *Gary Coon Do* - Who's A Woman
9. *Meloid Daagdas* - One True King
10. *Johnny Gill* - It's Too Tight
11. *Millie & Kimiya Power* - Once We Belong
12. *Rolling Stones* - Almost No One
13. *The Chimes* - I Still Haven't Found What I'm Looking For
14. *The Fatal Flowers* - Back In Time
15. *Glennia Esterline* - Go On The First
16. *Wilson Phillips* - Hold On
17. *Rene Froger* - Are You Ready To Loving Me
18. *Tommy Castro* - Heaven 1993
19. *The Passadens* - Love This
20. *King Bee* - Back By Your Door

germany

From the airplay hit parade from Media Control including 29 radio stations. For more info please contact Media Control - Postfach 625, D-7570 Baden Baden, tel (0)721 - 33066.

1. *Madonna* - Vogue
2. *Alanah Myles* - Back Street
3. *Elton John* - Closer To The Edge Of The Street
4. *Wilson Phillips* - Hold On
5. *Eric Slick & Joe Holmes* - Heaven Above
6. *Phil Collins* - Something Happened On
7. *Nick Kamen* - I Promised Myself
8. *UB40* - Kingdom Town
9. *Tim Turner* - Foreign Affair
10. *Kim Wilde* - In Her Shoes
11. *Sade* - You and I
12. *Kylie Minogue* - Better The Devil You Know
13. *Gary Moore* - Tell Us The Best For You
14. *Propaganda* - Heaven Come My World
15. *Fleetwood Mac* - Live Through Me
16. *Jacky Berger* - Back In Time
17. *Heart* - All Wrote Do It Make Love To You
18. *Millie & Kimiya Power* - Once We Belong
19. *Achim Reichel* - Invernalromant

italy

Most played records as compiled from Rai Stereo Due.

1. *Steve Rogers Band* - Holy Dove
2. *Joan Armatrading* - Kid Of Love
3. *Heart* - All Wrote Do It Make Love To You
4. *Paula Abdul* - Opposites Attract
5. *Tullio De Piscopo* - L'oro
6. *Guyho Roman Profer* - To Be Number One
7. *Snap* - The Power
8. *Rick 'N' Roll* - All The Way
9. *Michael Hayes* - Holy Dove
10. *The Pretenders* - Here We Stay
11. *Francesco Bardi* - My Home
12. *Erasure* - Everybody's Somebody
13. *Angelo Bergami* - Who's A Woman
14. *Alanah Myles* - Back Street
15. *Janet Zander* - Her Kisses
16. *Tommy Castro* - Heaven 1993
17. *Black Box* - Rio De Janeiro
20. *Eric Slick & Joe Holmes* - Heaven Above

spain

The 20 best played records in Spain from Cuarenta Principales, covering the major Spanish stations.

1. *Madonna* - Vogue
2. *Raffaella Fattori* - Inventa Es La Paz
3. *Les Rebelles* - No
4. *Big Fun* - Heavily I Promised Myself
5. *Modelos Aparte* - Cruz De Lida
6. *Sydney Youngblood* - Sid's Act
7. *Francisco Feldman* - C'Es To Qu' M' Fa
8. *Paula Abdul* - Opposites Attract
9. *Phil Collins* - I Wanna Be A Woman
10. *Beats International* - When You Know It
11. *ET Moore* - Heaven 1993
12. *Los Inkalamuros* - No Podria
13. *David Byrne* - Faith
14. *Duncan Dhu* - Papa Was A Rolling Stone
15. *Eric Slick & Joe Holmes* - Heaven Above
16. *Presennon Implicados* - No Hay Signo
17. *Live* - 1979
18. *The Chimes* - I Still Haven't Found What I'm Looking For
19. *Danza Invernalis* - Corona 2 U
20. *Danza Invernalis* - Corona 2 U
21. *Lois Garden* - Heaven 1993
22. *Jimmy Somerville* - Real My Lips
23. *Olé Olé* - Romeo Tell Me Now

switzerland

Most played records as checked by Media Control on the national station DRS 3 and 5 private stations. For more info please contact Media Control, Post Passage 2 Basel 4002, tel 61 - 228989.

1. *Alanah Myles* - Back Street
2. *Madonna* - Vogue
3. *Sinad O'Connor* - Heaving Carriage 2 U
4. *Heart* - All Wrote Do It Make Love To You
5. *Nick Kamen* - I Promised Myself
6. *Tommy Castro* - Heaven 1993
7. *Paul Collins* - Something Happened On
8. *Eric Slick & Joe Holmes* - Heaven Above
9. *Kim Wilde* - In Her Shoes
10. *Eric Slick & Joe Holmes* - Heaven Above
11. *Madonna* - Vogue
12. *Gary Moore* - Tell Us The Best For You
13. *Phil Collins* - Something Happened On
14. *Janet Zander* - Her Kisses
15. *Victor Lazlo* - Anaisi
16. *The Pretenders* - Here We Stay
17. *Fleetwood Mac* - Live Through Me
18. *Joe Cocker* - Who's A Woman
19. *Millie & Kimiya Power* - Once We Belong
20. *Depeche Mode* - Holy Of Holy

france

From the airplay hit parades provided by Media Control France. For more info please contact Media Control France 25 Av. De La Forest Noye - 67000 Strasbourg - France - tel (88)366580.

Radios Peripheriques (AM Stations)

1. *Patricia Kaas* - Les Tenues Qui Passent
2. *Vanessa Paradis* - Tendre
3. *Francis Feldman* - C'Es To Qu' M' Fa
4. *Alanah Myles* - Back Street
5. *Alanah Myles* - Back Street
6. *Philippe Laroche* - Souffrance
7. *Pauline Ester* - Qui's A Woman
8. *Philippe Laroche* - Souffrance
9. *Julien Clerc* - Souffrance
10. *Michael Hayes* - Holy Dove
11. *Johnny Halliday* - Hennes
12. *Janet Zander* - Her Kisses
13. *Rick Astley* - Never Gonna Give You Up
14. *Blondie* - Rhythm Of Nation
15. *Katzen* - Heavily I Promised Myself
16. *Paula Abdul* - Opposites Attract
17. *Florent Pagny* - T'es Jir
18. *Rock Yveline* - Pensee
19. *Nigara* - J'ai Vu
20. *Joan Louis Marsh* - Holy Dove

Radios FM

1. *Madonna* - Vogue
2. *Sinad O'Connor* - Heaving Carriage 2 U
3. *Elton John* - Closer To The Edge Of The Street
4. *Nick Kamen* - I Promised Myself
5. *Teart For Tears* - M'Amour Tu T'as Fait
6. *Sydney Youngblood* - Sid's Act
7. *Francisco Feldman* - C'Es To Qu' M' Fa
8. *Paula Abdul* - Opposites Attract
9. *Phil Collins* - I Wanna Be A Woman
10. *Beats International* - When You Know It
11. *Mantronix* - Funky Bunch
12. *The Christians* - Don't Be Scared
13. *What's New* - What's New
14. *Zouk Machine* - Hallelujah
15. *Jack* - The Power
16. *Mano Negra* - King King King
17. *Benny B* - Vogue
18. *Mano Negra* - King King King
19. *Danza Invernalis* - Corona 2 U
20. *Lois Garden* - Heaven 1993
21. *Jimmy Somerville* - Real My Lips

MUSIC EUROPEAN & airplay MEDIA TOP 50

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	ORIGINAL LABEL	PUBLISHER
1	1	9	Vogue	Madonna - Sire (Various)		
2	5	8	Se Bastasse Una Canzone	Eric Slick & Joe Holmes - DDD (D&L Les Scorbonda)		
3	2	10	I Promised Myself	Nick Kamen - WEA (EMI Music)		
4	4	11	Black Velvet	Alanah Myles - Atlantic (EMI/Bluebell/Walton)		
5	8	9	All I Wanna Do Is Make Love To You	Heart - Capitol (Zomba Music)		
6	19	2	Still Got The Blues (For You)	Gary Moore - Virgin (10 Music)		
7	14	4	I Still Haven't Found What I'm Looking For	The Chimes - CBS (Blue Mountain Music)		
8	10	5	Better The Devil You Know	Kylie Minogue - PWL (All Boys Music)		
9	7	3	Club At The End Of The Street	Elton John - Rocket (Big Pig Music)		
10	15	4	Hold On	Wilson Phillips - SBK (Various)		
11	43	2	Insieme 1992	Toto Cutugno - EMI (Edizione Music)		
12	20	3	Nothing Compares 2 U	Sinad O'Connor - EMI/Capitol (Controversy Music)		
13	16	5	Verdammt, Ich Lieb' Dich	Hatchab Reim - Polygram (Mitsch/Motwing)		
14	6	7	Something Happened On The Way To Heaven	Phil Collins - Virgin/WEA (Phil Collins/Int. Arc. Run)		
15	32	11	Kingston Town	UB40 - Virgin (Sparta Florida)		
16	18	12	Opposites Attract	Paula Abdul - Virgin (Virgin/Olie Leiber)		
17	29	9	It's Here	Kim Wilde - MCA (Ricken Music)		
18	11	5	What's A Woman	Vanessa Paradis - BMG Ariola (Vaya Co. Dis/BMG)		
19	26	3	Give It Up	Hothouse Flowers - London (Warner Chappell)		
20	25	5	Don't Wanna Fall In Love	Jane Child - Warner Brothers (Fiscal Discography/Warner)		
21	23	6	C'Est Toi Qui M'a Fait	Francisco Feldman - Philips/Phonogram (Merlu/Carole)		
22	25	10	Save Me	Fleetwood Mac - Warner Brothers (Fleetwood/Warner Time/Lire)		
23	25	5	Killer	Adamski - MCA (MCA/Beecham St. Music)		
24	39	3	World In Motion	New Order/Decca (Capitol) - Factory/MCA (Gainsbourg/Warner Chappell/EMI)		
25	34	3	Papa Was A Rolling Stone	Wax (Not Wax) - Fontana (PolyGram Music)		

MADONNA'S VOGUE

6th WEEK ON 1!

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	ORIGINAL LABEL	PUBLISHER
26	30	5	Won't Talk About It	Beats International - Go! Discs (Go! Discs/Warner Chappell)		
27	13	10	Das Erste Mal Tat's Noch Weh	Stefan Wagener/Hausen - Polygram (Pho Music)		
28	37	3	Roam	B-52's - Reprise (Pan Music Together Now)		
29	21	6	Dirty Cash	Adventures Of Steve V - Mercury (Copyright Control)		
30	42	2	Star	Erasure - Mute (Musical Moments/Andy/Bel)		
31	9	6	A Dream's A Dream	Soul II Soul - 10 Records (Various)		
32	24	7	Les Hommes Qui Passent	Patricia Kaas - CBS (Zone Music/Back To Paris)		
33	32	2	Reputation	Dusty Springfield - Parlophone (Clermanson Music)		
34	22	6	Love Time	The Passadens - CBS (CBS Music)		
35	45	2	Doin' The Do	Betty Boo - Rhythm King (Rhythm King/Argo Music)		
36	44	2	Foreign Affair	Tina Turner - Capitol (Screen Gems/EMI Music)		
37	31	4	Heaven Give Me Words	Propaganda - Virgin (Halo/10 Virgin)		
38	17	8	Ding Dong	Erste Allgemeine Versicherungs - EMI (Bunko Musik/Winnup Musik)		
39	RE	1	Sacrifice	Elton John - Rocket (Big Pig Music)		
40	29	4	I Might	Shakin' Stevens - Epic (Shaky Music)		
41	NE	1	The Only One I Know	Charlatans - Situation Two (Warner Chappell)		
42	35	9	I Go To Extremes	Billy Joel - CBS (EMI Songs)		
43	NE	1	Everybody Everybody	Black Box - Groove Groove Melodie (Warner Chappell)		
44	NE	1	Take Your Time	Mantronix feat. Wordress - Capitol (MCA Music/Copyright Control)		
45	NE	1	Saxuality	Candy Dulfer - BMG Ariola (Jazz Horn Music)		
46	12	5	What Did I Do To You?	Liza Stanfield - Arista/BMG (Big Lite Music)		
47	NE	1	Tandem	Vanessa Paradis - Polygram (Melodie Nelson)		
48	NE	1	Caruso	Luciano Paravotti - Phonogram (Ed. BMG/Ariola Music)		
49	NE	1	Louise	Closerie - HK/MCM (Hans Kusters Music)		
50	NE	1	Close To You	Maxi Priest - 10 Records (Various)		

hot 100

SINGLES

THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	1	10	Vogue	Madonna - Sire (Various)			UK, F, G, B, H, Sp, A, Ch, Sw, Po, Di, N, F, Gr, I
2	3	9	Killer	Adamski - MCA (MCA/Beethoven St. Music)			UK, G, B, Ir
3	5	2	World In Motion	New Order/England World Cup Squad - Factory/MCA (Gainwest/Warner Chappell/EMI)			UK, Ir
4	2	11	Black Velvet	Alannah Myles - Atlantic (EMI/Bluebear Waltzes)			UK, G, B, H, A, Ch, Sw, D, N, F, Ir
5	7	16	Sacrifice	Elton John - Rocket (Big Pig Music)			UK, F, B
6	9	10	I Promised Myself	Nick Kamen - WEA (EMI Music)			F, G, B, H, A, Ch, Sw, I
7	34	2	Hear The Drummer (Get Wicked)	Chad Jackson - Big Wave (Marybone Music)			UK
8	4	21	Nothing Compares 2 U	Sinead O'Connor - Ensign/Chrysalis (Controversy Music)			F, G, B, Sp, A, Ch, Sw, Po, D, Gr, I
9	8	15	The Power	Snap - Logic/BMG Ariola (Harseatic/Fellow)			UK, G, B, H, Sp, A, Ch, Sw, D, N, F, Gr, I
10	21	4	Venus	Don Pablo's Animals - Rumour (Island Music)			UK
11	16	8	C'Est Toi Qui M'a Fait	Francois Feldman - Philips/Phonogram (Marilu/Carole)			FB
12	13	16	Infinity (1990's Time For The Guru)	Guru Josh - de/Construction/RCA/BMG (Copyright Control)			G, B, H, Sp, A, Ch, N, Gr
13	10	8	Dirty Cash	Adventures Of Stevie V - Mercury (Copyright Control)			UK, G, H, Ir
14	26	8	Bo Le Lavabo	Lagaf - Flarensch (Editions Carrere)			F
15	6	5	Better The Devil You Know	Kylie Minogue - PWL (All Boys Music)			UK, G, B, Ir
16	15	7	Verdammt, Ich Lieb' Dich	Matthias Reim - Polydor (Kangaroo Musikverlag)			G
17	30	9	Pourtant	Roch Voisine - GMBMG Ariola (Ed. Georges Marie)			FB
18	38	4	I Can't Stand It	Twenty 4 Seven - Freaky Records/BCM (Stop & Go/Cat-Talk/Siegel)			G, A, Ch, I
19	20	12	All I Wanna Do Is Make Love To You	Heart - Capitol (Zomba Music)			UK, G, B, H, Ch, Sw, N
20	14	6	Hold On	En Vogue - Atlantic (2 Tuff-E-Nuff Songs)			UK
21	11	13	Words	The Christians - Island (10 Music)			FB, Po
22	18	11	Kingston Town	UB40 - Virgin (Sparta Florida)			UK, G, B, H, Sw
23	17	4	I Still Haven't Found What I'm Looking For	The Chimes - CBS (Blue Mountain Music)			UK, H, Ir, N
24	23	17	Enjoy The Silence	Depeche Mode - Mute (Grabbing Hands/Sonet)			F, G, B, Sp, A, Ch, D, Gr, I
25	22	4	Policy Of Truth	Depeche Mode - Mute (Grabbing Hands/Sonet)			UK, G, B, Sp, Ir, F, I
26	12	19	Le Temps Des Yeyes	Les Vagabonds - Carrere (Editions Orlando)			FB
27	19	15	Opposites Attract	Paula Abdul - Virgin (Virgin/Ollie Leiber)			UK, F, G, B, D, Gr
28	40	3	Doin' The Do	Betty Boo - Rhythm King (Rhythm King/Inquiry/Carlin)			UK
29	32	5	Se Bastasse Una Canzone	Eros Ramazzotti - DDD (DDD/Una Lira/Scorribanda)			G, B, H, A, Ch
30	33	4	What's A Woman	Vaya Con Dios - BMG Ariola (Vaya Con Dios/BMG)			B, H, A, Ch, Po, Gr
31	24	6	A Dream's A Dream	Soul II Soul - 10 Records (Various)			UK, G, B, H, A, Ch, D, N, F, Gr, I
32	61	2	The Only One I Know	Charlatans - Situation Two (Warner Chappell)			UK
33	25	7	Ding Dong	Erste Allgemeine Verunsicherung - EMI (Blanko Musik/Wintrup Musik)			G, A, Ch
34	49	2	Star	Erasure - Mute (Musical Moment/Andy Bell)			UK, Ir
35	45	13	Version "90"	Les Forbans - Vogue (Various)			FB
36	35	3	Papa Was A Rolling Stone	Was (Not Was) - Fontana (PolyGram Music)			UK
37	54	3	Hold On	Wilson Phillips - SBK (Various)			UK, G, H, Ir
38	55	3	It's My Life	Talk Talk - Parlophone (Island Music/Zomba Music)			UK
39	27	5	Cover Girl	New Kids On The Block - CBS (Maurice Starr Music)			UK, Ir
40	37	6	Les Hommes Qui Passent	Patricia Kaas - CBS (Zone Music/Back To Paris)			F
41	48	3	Still Got The Blues (For You)	Gary Moore - Virgin (10 Music)			UK, H, Sw, N, F, I
42	43	18	Un 'Estate Italiana	Gianna Nannini & Edoardo Bennato - Virgin (Sugar/Warner Chappell)			A, Ch, Sw, D, I
43	42	16	On Ecrit Sur Les Murs	Demis Roussos - EMI (Materia/Sidecar)			F
44	41	4	Roam	B-52's - Reprise (Man Woman Together Now)			UK, G, Ir
45	29	18	Dub Be Good To Me	Beats International - Go! Discs (Go! Discs/EMI Songs)			G, B, H, Sp, A, Ch, D, Gr
46	52	2	Insieme 1992	Toto Cutugno - EMI (Edizioni No. 2)			G, B, H, I
47	92	2	A Toutes Les Filles	Felix Gray & Didier Barbevilien - Talar (Zone Musique)			FB
48	36	19	Get Up!	Technotronic - ARS (Bogam/BMG Publishing)			F, Sp, Ch, Po, Gr
49	28	6	How Can We Be Lovers	Michael Bolton - CBS (Warner Chappell/EMI)			UK, Sw, Ir
50	31	5	Won't Talk About It	Beats International - Go! Discs (Go! Discs/Warner Chappell)			UK, G
51	56	2	Everybody Everybody	Black Box - Groove Groove Melody (Warner Chappell)			UK, Ir
52	86	6	Melodie D'Amour	Kaoma - CBS (HMLO BVB/BM Productions)			FB
53	46	20	I Wish It Would Rain Down	Phil Collins - Virgin/WEA (Phil Collins Hit & Run)			F, G, Ch, Po
54	47	7	Je Te Le Dis Quand Meme	Patrick Bruel - RCA/BMG (Scarlet O'Laura Music)			FB
55	95	2	It Must Have Been Love	Roxette - EMI (Jimmy Fun Music)			UK
56	50	11	Don't Miss The Partyline	Bizz Nizz - Cooltempo (MCA Music)			UK, G, B
57	57	3	Don't Wanna Fall In Love	Jane Child - Warner Brothers (Radical Dichotomy/Warner)			UK
58	39	7	Something Happened On The Way To Heaven	Phil Collins - Virgin/WEA (Phil Collins Hit And Run)			UK, G, B, H, I
59	59	7	It's Here	Kim Wilde - MCA (Rickim Music)			G, Ch, Sw, D, F, Gr
60	NE		Le Gambadou	Patrick Sebastien - EMI (Francis Vacher)			FB
61	66	4	Paint It Black	Rolling Stones - Decca (ABCKO/Westminster)			B, H
62	60	5	Kissing Gate	Sam Brown - A&M (Randon/Wayblue/Crusoe)			UK
63	87	2	Yaaah!	D-Shake - Go Bang (Frontdyk Music)			UK, B
64	44	5	Take Your Time	Mantronix feat. Wondress - Capitol (MCA Music/Copyright Control)			UK
65	63	5	Atm-Oz-Fear	Atmosphere - USA (USA Import)			G, B
66	51	17	I Don't Know Anybody Else	Black Box - de/Construction/RCA/BMG (Intersong Music)			F, G, Sp, A, Ch, D, Gr
67	62	9	Herzleien	Wildecker Herzbuben - Hansa/BMG Ariola (Prima/Hansa)			G
68	68	2	Express Yourself	N.W.A. - Ruthless/4th & Broadway (Copyright Control)			UK
69	70	10	Blue Sky Mine	Midnight Oil - CBS (Warner Chappell)			F, G, Ch
70	NE		Touched By The Hand Of Cicciolina	Pop Will Eat Itself - RCA/BMG (BMG Music)			UK
71	64	3	J' Te Jure	Florent Pagny - Philips (Various)			F
72	58	16	Hiroshima	Sandra - Virgin (Reinzer/Global Music)			F, G, Ch
73	74	5	Right Here Waiting	Richard Marx - EMI USA (Various)			F, Po
74	72	11	Hier Kommt Kurt	Frank Zander - Intercord (Zett Musik)			G, A
75	88	10	This Beat Is Technotronic	Technotronic - ARS (Bogam/BMG Publishing)			F, G, B, Ch
76	NE		White & Black Blues	Joelle Ursull - CBS (Warner Chappell)			FB
77	NE		The Only Rhyme That Bites	MC Tunes Versus B08 State - ZTT (Perfect/Warner Chappell/EMI)			UK
78	53	4	Soledad	Roe - Barclay (St. Anne/EMI Music)			FB
79	NE		Reputation	Dusty Springfield - Parlophone (Clermiston Music)			UK, G
80	NE		C'Est La Meme Chanson	Francois Valery - WEA (Jobete Music)			F
81	83	5	Advice For The Young At Heart	Tears For Fears - Fontana (Virgin Music/10 Music)			F, G
82	NE		Flieger, Gruess Mir Die Sonne	Extrabreit - Metronome (City)			G
83	89	2	Into The Blue	The Mission - Mercury (BMG Music)			UK
84	NE		Nothing Compares 2 U	MXM - London (Controversy Music)			UK, G
85	67	11	Das Erste Mal Tat's Noch Weh	Stefan Waggershausen - Polydor (Miau Musik)			G, A
86	69	26	In Private	Dusty Springfield - Parlophone (Cage Music/10 Music)			F, G
87	NE		Girl To Girl	49'ers - 4th & 8'Way (Copyright Control)			UK
88	85	3	You Got It	New Kids On The Block - CBS (SBK Songs)			F
89	71	3	Joy And Heartbreak	Movement '98 feat. Carroll Thompson - Circa (Perfecto Music)			UK
90	90	4	Oui Je L'Adore	Pauline Ester - Polydor (Ducomte/PolyGram)			F
91	73	17	How Am I Supposed To Live Without You	Michael Bolton - CBS (SBK April Music)			G, B, Sw, Po, Gr
92	82	12	Vattene Amore	Amedeo Minghi & Mietta - Fonit Cetra (Nuova Fonit Cetra/Yor)			I
93	NE		The Free Style Megamix	Bobby Brown - MCA (Cal-Gene/Virgin/MCA)			UK
94	NE		Sans Un Remords	Pacifique - Vogue (Xylla)			F
95	98	2	Vision Of You	Belinda Carlisle - Virgin (Future Furniture/Shipwreck)			UK
96	RE		Mon Enfance	Kashtin - BMG Ariola (Editions Georges Marie)			F
97	99	4	All Around The World	Lisa Stansfield - Arista/BMG (Big Life Music)			F
98	96	2	Cradle Of Love	Billy Idol - Chrysalis (Chrysalis/Copyright Control)			G, Ch, Po, F, I
99	NE		The Masterplan	Diana Brown & Barrie K. Sharpe - London (BMG/Virgin/Copyright Control)			UK
100	94	5	Softly Whispering I Love You	Paul Young - CBS (PolyGram Music)			UK

UK = United Kingdom, G = Germany, F = France, Ch = Switzerland, A = Austria, I = Italy, Sp = Spain, H = Holland, B = Belgium, Ir = Ireland, Sw = Sweden, D = Denmark, N = Norway, Fi = Finland, Po = Portugal, Gr = Greece.
 NE = NEW ENTRY
 RE = RE-ENTRY
 (Circle) = FAST MOVERS

SOMEWHERE IN AN OFFICE IN EUROPE...

"It was on my desk a minute ago"

"If this is the kind of thing you often hear when looking for this week's copy of Music & Media, it's time you took out your own subscription. Fill in the coupon in this issue."

hot BREAKOUTS

NATIONAL HITS READY TO EXPLODE!

uk & ireland	germany, austria switzerland	france	italy
Chad Jackson Mean The Drummer (Big Wave UK)	Extrabreit Togelassen Die Sire (Mercurio/Ger)	Kaoma Melodie D'Amour (CBS)	Edoardo Bennato & Gianna Nannini Un'Estate Italiana (Virgin)
Eton John Sacrifice (Phonogram/UK)	Berhard Brink Blondes Wunder (EMI/Ger)	Patrick Sabastien Le Gamboulo (EMI)	Toto Cutugno Insieme 1992 (EMI)
Pop Will Eat Itself Tossed In The Boat Of Coozoo (RCA/BMG/UK)	Sandra Life May Be A Big Insinity (Virgin/Ger)	Francois Valery C'Est La Meme Chanson (WEA)	Giorgio Moroder Project To Be Number One (Sugar/Virgin)
MC Tunes Vs. 808 State The Only Rhyme That Bites (ZTT/UK)	Westbam The Roof Is On Fire (Polydor)	Felix Gray & Didier Barbelivien A Toutes Les Filles (BMG Analo)	Eros Ramazzotti Se Bastasse Una Canzone (DGG)

spain	scandinavia	benelux
Cetujavo So Strange (Blanco Y Negro)	Svullo Ride On (Mercury/Swe)	Candy Dulfer Saxuality (BMG Analo/Hol)
Luz En Tren (Hispano)	Thomas Ledin En Samlingen (Record Station/Swe)	Confetti's Put 'Em Up (USA/Bel)
Danza Invisibile Catalina (Tropi)	Sons Of Angels Cougilt (WEA)	D-Shake Yaah! (Go Bang/Sw/Hol)
Thastron Lobo Del Atlanto (ASPA)	Thastron Alta Har Fel (Naxos/Swe)	Koos Alberts Het Leven Is Te Mooi Voor Vrouwen (TVM/Hol)

... (A) ... (M) ...

A HOT HIT?

THIS COULD BE YOUR OWN HOT BREAKOUT!

FOR ALL INFO CALL M&M'S SALES DEPT. AMSTERDAM: 31.20.6691961



EUROCHART	EUROPEAN
hot 100	top 100
SINGLES	ALBUMS
1 A Dream A Dream 31	1 ABC 51
2 Advice For The Young At Heart 47	2 Alanis Myles 7
3 All Around The World 97	3 Antonio Vivaldi 60
4 All I Wanna Do Is Make Love To You 19	4 B-S'X 28
5 Am I Crazy 43	5 Bangles 62
6 Better The Devil You Know 52	6 Best International 46
7 Black Velvet 84	7 Best Seats 21
8 Black Sky High 69	8 Big Fun 10
9 Bo La Bamba 14	9 Billy Idol 13
10 Boyz n the City 80	10 Billy Joel 27
11 C'est Qui Tu M'a Fait 39	11 Billy Joel 27
12 Crazy Ol Love 89	12 Black Box 14
13 Das Event Hat's A Kick With 88	13 Eric Clapton 31
14 Ding Dong 113	14 Cici Stevens 41
15 Door The Door 28	15 Chis Rix 81
16 Down I Wanna Fall In Love 37	16 Classics 17
17 Don't Be Good To Me 44	17 David Bowie 79
18 Enjoy The Silence 57	18 Depeche Mode 40
19 Everybody Everybody 100	19 Diana 15
20 Euphoria 29	20 Eton John 94
21 Euphoria 29	21 Eric Clapton 31
22 Euphoria 29	22 Eros Ramazzotti 90
23 Euphoria 29	23 Eric Clapton 31
24 Euphoria 29	24 Eric Clapton 31
25 Euphoria 29	25 Eric Clapton 31
26 Euphoria 29	26 Eric Clapton 31
27 Euphoria 29	27 Eric Clapton 31
28 Euphoria 29	28 Eric Clapton 31
29 Euphoria 29	29 Eric Clapton 31
30 Euphoria 29	30 Eric Clapton 31

MUSIC & MEDIA top 3 SINGLES IN EUROPE

Country	1	2	3
UNITED KINGDOM	World In Motion New Edition (World Circuit/Parade/MCA)	Killer Albanis (MCA)	Hear The Drummer (Get Wild) Chad Jackson (Big Wave)
GERMANY	Verdammt, Ich Lieh' Dich Patsy Cline (Polygram)	Infinity (1990's Time For The Guru) Geri Hall (BMG Analo)	Black Velvet Albanis (MCA)
FRANCE	Sacrifice Eton John (Phonogram)	C'Est Qui Tu M'a Fait Luz (Hispano)	Bo Le Lavabo Luz (Hispano)
ITALY	Un'Estate Italiana Edoardo Bennato & Gianna Nannini (Virgin)	Vattene Amore Antonio Vivaldi (Mercury)	I Can't Stand It Terry A. Snow (Atlantic/Records)
SPAIN	Vogue Madonna (Sire)	So Strange Cetujavo (Blanco Y Negro)	The Power Eric Clapton (Mercury)
HOLLAND	Paint It Black Holling Cose (Phonogram)	Se Bastasse Una Canzone Eros Ramazzotti (BMG Analo)	What's A Woman Tina Turner (Capitol)
BELGIUM	What's A Woman Tina Turner (Capitol)	Insieme 1992 New Edition (World Circuit)	A Toutes Les Filles Felix Gray & Didier Barbelivien (WEA)
SWEDEN	Black Velvet Albanis (MCA)	All I Wanna Do Is Make Love To You Luz (Hispano)	What's The Colour Of Love Luz & Susan (WEA)
DENMARK	Bubbers Badekar Bubbers (MCA)	Nothing Compares 2 U Sinéad O'Connor (Geffen)	Vogue Madonna (Sire)
NORWAY	Black Velvet Albanis (MCA)	Vogue Madonna (Sire)	I Still Haven't Found What I'm Looking For The Climates (CBS)
FINLAND	Vogue Madonna (Sire)	Oi Beibi Majuri (CBS)	Rapitori Majuri (CBS)
IRELAND	Put 'Em Under Pressure The Republic Of Ireland Football Squad (Polygram)	Give It A Lash Jack Liam Neeson & The Cox Carobones (Dolby)	Give The Game The Phoenix (Sire)
SWITZERLAND	The Power Eric Clapton (Mercury)	Black Velvet Albanis (MCA)	Vogue Madonna (Sire)
AUSTRIA	I Promised Myself Nick Karem (WEA)	Ding Dong Eric Clapton (Mercury)	Black Velvet Albanis (MCA)
GREECE	Vogue Madonna (Sire)	The Power Eric Clapton (Mercury)	A Dream's A Dream Luz (Hispano)
PORTUGAL	Pump Up The Jam Mousse T. (CBS)	Nothing Compares 2 U Sinéad O'Connor (Geffen)	I Can See Clearly Now (Remix) Johnny Nash (CBS)

MUSIC & MEDIA top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	Volume II (1990 A New Decade) Sade (Epic)	Between The Lines Jason Donovan (Mercury)	I'm Breathless Phyllis Diller (WEA)
GERMANY	Auf Dem Kreuzung Ins Glueck New Kids On The Block (Mercury)	In Ogni Senso Eric Clapton (Mercury)	I Do Not Want What I Haven't Got Sinéad O'Connor (Geffen)
FRANCE	Scene De Vie Francis Cabrel (Mercury)	Discotheque Vangelis (Virgin)	Sleeping With The Past Eton John (Phonogram)
ITALY	I'm Breathless Phyllis Diller (WEA)	In Ogni Senso Eric Clapton (Mercury)	Vento Del Palco New Kids On The Block (Mercury)
SPAIN	Nuevo Pequeno Catalogo De... Luz (Hispano)	Boleto Es Luz (Hispano)	Fronte En La Piel Luz (Hispano)
HOLLAND	Labour Of Love II Sade (Epic)	Still Got The Blues Eric Clapton (Mercury)	In Ogni Senso Eric Clapton (Mercury)
BELGIUM	Night Owls Mousse T. (CBS)	Hozeo Hazeo (MCA)	In Ogni Senso Eric Clapton (Mercury)
SWEDEN	Still Got The Blues Eric Clapton (Mercury)	Brigade New Kids On The Block (Mercury)	Alannan Myles Alannan Myles (MCA)
DENMARK	Ylvis Bilir Alligvel Aldrig Vokne TV 2 (Polygram)	I Do Not Want What I Haven't Got Sinéad O'Connor (Geffen)	Lovens Hjerter Luz (Hispano)
NORWAY	Alannan Myles Alannan Myles (MCA)	Still Got The Blues Eric Clapton (Mercury)	Charmed Life Bibi Stenling (EMI)
FINLAND	I'm Breathless Phyllis Diller (WEA)	Night Owls Mousse T. (CBS)	Alannan Myles Alannan Myles (MCA)
IRELAND	I'm Breathless - Greatest Hits The Climates (Geffen)	Only Yesterday Alannan Myles (MCA)	Between The Lines Jason Donovan (Mercury)
SWITZERLAND	In Ogni Senso Eric Clapton (Mercury)	Alannan Myles Alannan Myles (MCA)	I Do Not Want What I Haven't Got Sinéad O'Connor (Geffen)
AUSTRIA	Neppomuk's Rache Eric Clapton (Mercury)	Fuerer Im Ewigem Eis Rammstein (Sire)	Alannan Myles Alannan Myles (MCA)
GREECE	I'm Breathless Phyllis Diller (WEA)	Night Owls Mousse T. (CBS)	The Good Son Nick Cave (Mercury)
PORTUGAL	Mosaïque Gipsy Kings (CBS)	The Very Best Of Cat Stevens Cat Stevens (BMG Analo)	Pump Up The Jam Mousse T. (CBS)

THIS WEEK LAST WEEK WEEKS ON CHART	ARTIST TITLE ORIGINAL LABEL	COUNTRY CHARTED	THIS WEEK LAST WEEK WEEKS ON CHART	ARTIST TITLE ORIGINAL LABEL	COUNTRY CHARTED	THIS WEEK LAST WEEK WEEKS ON CHART	ARTIST TITLE ORIGINAL LABEL	COUNTRY CHARTED
1	Madonna I'm Breathless... UK/GER/ITA/SPAIN/FR/GR		35	Sandra Painting In Yellow... GER/AND		69	Steve Vai Passion And Warfare... UK/USA	
2	Sinead O'Connor I Do Not Care What You Say... UK/GER/ITA/SPAIN/FR/GR		36	Kastelruther Spatzen Rein Im Evigen Eis... GER		70	Eric Clapton Rhythm Only... UK/GER	
3	Phil Collins But Seriously... UK/GER/ITA/SPAIN/FR/GR		37	Dio Lock Up The Wolves... UK/GER		71	ABC Absolutely... UK/GER	
4	Eros Ramazzotti In Ogni Senso... GER/ITA/SPAIN/FR/GR		38	The Christians Colour... GER		72	Antonio Veniditi Gli Area '80... GER	
5	Alannah Myles Alannah Myles... UK/GER/ITA/SPAIN/FR/GR		39	Wildecker Herzuben Herzuben... GER		73	Pat Hearts Of Stone... UK/GER	
6	U2 Rattle And Hum... UK/GER/ITA/SPAIN/FR/GR		40	Yaya Con Dios Nuestro Amor... UK/GER/ITA/SPAIN/FR/GR		74	Cher Alors Regarde... UK/GER	
7	Depeche Mode Violator... UK/GER/ITA/SPAIN/FR/GR		41	Lia Stansfield Reflection... UK/GER/ITA/SPAIN/FR/GR		75	NE Skid Row Sad City... GER	
8	Gary Moore Still Got The Blues... UK/GER/ITA/SPAIN/FR/GR		42	Rob Stewart The Best Of Rob Stewart... UK/GER/ITA/SPAIN/FR/GR		77	77 Mieta Caravan... UK/GER	
9	Toten Hosen Auf Dem Kreuzung Ins Gucke... GER		43	Uitimo De La Fila Nuevo Pequeno Catalogo De... GER		78	78 Snap World Power... UK/GER	
10	NE Jason Donovan Between The Lines... UK		44	44 Cat Stevens The Very Best Of Cat Stevens... GER		79	79 Sam Brown April Moon... UK/GER	
11	11 Fleetwood Mac Behind The Mask... UK/GER/ITA/SPAIN/FR/GR		45	45 Chris Rea The Road To Hell... UK/GER		80	80 Fabio Concato Giannini... GER	
12	12 New Kids On The Block Hangin' Tough... UK/GER/ITA/SPAIN/FR/GR		46	NE 24 Roch Voisine Histoires... GER		81	81 Bee Gees Best Gees Story... UK/GER	
13	13 Billy Idol Charmed Life... UK/GER/ITA/SPAIN/FR/GR		48	48 Kim Wilde Love Moves... UK/GER/ITA/SPAIN/FR/GR		82	82 Original Naabud Duo Hemmelh Nord Heromat... GER	
14	NE 14 Talk Talk Natural History... UK/GER/ITA/SPAIN/FR/GR		49	49 Luciano Pavarotti The Essential Pavarotti... UK		83	83 Julien Clerc Fais Moi Une Place... GER	
15	15 UB40 Labour Of Love II... UK/GER/ITA/SPAIN/FR/GR		50	50 Jule Nigel Band Wide World... GER		84	84 84 Roquette L'Amour... GER	
16	16 Michael Bolton Solo Provider... UK/GER/ITA/SPAIN/FR/GR		51	51 Loo Reid & John Cale Songs For Drella... UK		85	NE 85 Joaquin Sabina Plenas Plenas... GER	
17	17 Billy Joel Storm Front... UK/GER/ITA/SPAIN/FR/GR		52	52 Nigel Kennedy/Eco Four Seasons... UK		87	87 74 Paula Abdul Straight Up... UK/GER/ITA/SPAIN/FR/GR	
18	18 Heart Brigade... UK/GER/ITA/SPAIN/FR/GR		53	53 Lucha Garcia Bolero Es... GER		88	88 78 Sydney Youngblood Feeling Free... UK/GER	
19	19 Midnight Oil Blue Sky Mining... UK/GER/ITA/SPAIN/FR/GR		54	54 Bruce Dickinson Tattooed Millionaire... UK/GER/ITA/SPAIN/FR/GR		89	NE 89 The Breeders Pod... UK	
20	20 Patricia Kaas Scene De Vie... GER		55	55 Gloria Estefan Crazy Crazy Ways... UK/GER/ITA/SPAIN/FR/GR		90	90 81 John Lee Hooker The Healer... UK/GER/ITA/SPAIN/FR/GR	
21	21 Tina Turner Simply Deep... UK/GER/ITA/SPAIN/FR/GR		56	56 3 The Pretenders Pocket... UK/GER/ITA/SPAIN/FR/GR		91	91 91 Yngwie J. Malmsteen Guitar... UK/GER/ITA/SPAIN/FR/GR	
22	22 The Carpenters Only Yesterday... UK/GER/ITA/SPAIN/FR/GR		58	58 Gipsy Kings Epic... UK/GER/ITA/SPAIN/FR/GR		92	NE 92 Mike Oldfield Acoustic... UK/GER/ITA/SPAIN/FR/GR	
23	23 Ernst Alvinger Neuverschierung... GER		59	59 Johnny Clegg & Savuka Cruel Crazy Beautiful World... GER		93	93 92 4 Pretty Mad Jump The Gun... UK/GER/ITA/SPAIN/FR/GR	
24	24 51 Ernst Alvinger Neuverschierung... GER		60	60 Public Enemy Fear Of A Black Planet... UK/GER/ITA/SPAIN/FR/GR		94	94 94 4 Clouseau Histoires... UK/GER/ITA/SPAIN/FR/GR	
25	25 12 David Bowie Changes... UK/GER/ITA/SPAIN/FR/GR		61	61 55 5 Beats International Let Them Eat Bingo... UK/GER/ITA/SPAIN/FR/GR		95	95 93 3 Ole Ole 1990... UK/GER/ITA/SPAIN/FR/GR	
26	26 7 Joe Cocker Live... UK/GER/ITA/SPAIN/FR/GR		62	62 50 5 Radio Futura Veneno En La Piel... UK/GER/ITA/SPAIN/FR/GR		96	96 96 3 Francis Cabrel Strabarrance... UK/GER/ITA/SPAIN/FR/GR	
27	27 10 The Notting Hillbillies Missing... UK/GER/ITA/SPAIN/FR/GR		63	63 58 5 Big Country The Very Best Of... UK/GER/ITA/SPAIN/FR/GR		97	97 97 3 Supertramp The Very Best Of... UK/GER/ITA/SPAIN/FR/GR	
28	28 16 B-52's Cosmic Thing... UK/GER/ITA/SPAIN/FR/GR		64	64 63 10 Francis Ford Coppola The Godfather... UK/GER/ITA/SPAIN/FR/GR		98	98 98 3 Rolling Stones Revelation... UK/GER/ITA/SPAIN/FR/GR	
29	29 3 Big Country Through A Glass Lens... UK/GER/ITA/SPAIN/FR/GR		65	65 NE 5 Nicki Minaj Nicki Minaj... UK/GER/ITA/SPAIN/FR/GR		99	NE 99 NE 5 Doro Doro... UK/GER/ITA/SPAIN/FR/GR	
30	30 21 Technoton Pump Up The Jam... UK/GER/ITA/SPAIN/FR/GR		66	66 62 4 Tears For Fears Meris... UK/GER/ITA/SPAIN/FR/GR		100	NE 100 NE 5 One World One World... UK/GER/ITA/SPAIN/FR/GR	
31	31 5 Suzanne Vega Days Of Open Hand... UK/GER/ITA/SPAIN/FR/GR		67	67 52 14 Eton John Singing With The Past... UK/GER/ITA/SPAIN/FR/GR				
32	32 4 Black Box Dreadlocks... UK/GER/ITA/SPAIN/FR/GR		68	68 57 8 Westerhagen Halleberg... UK/GER/ITA/SPAIN/FR/GR				

Co-Operation Leads To Good Promotion

by Marc Mas

The ongoing debate over the relationship between our audience to album tracks, new or old, that fit into our format but often the product is not even in the shops. Take for instance Mecano's *Hijo de La Luna*, a record which really made our listeners beg for info. The record just wasn't available!

The third example Ackermann gave related to NDR's December rock and pop show for established national and international talent. He said that although new acts were given a solid powerplay support two months before the festival, record companies con-

event. Meanwhile, we also try to introduce our audience to album tracks, new or old, that fit into our format but often the product is not even in the shops. Take for instance Mecano's *Hijo de La Luna*, a record which really made our listeners beg for info. The record just wasn't available!

The third example Ackermann gave related to NDR's December rock and pop show for established national and international talent. He said that although new acts were given a solid powerplay support two months before the festival, record companies con-



Promotion Commotion - (l-r) Bernard Batzen, Richard Denekamp, Tony Powell, Theo Roos, Barry Matheson, and Lutz Ackermann.

centrate only on the top artists.

Tony Powell, MD at MCA UK, replied that only better co-operation between the record companies and the media, plus the availability of the record, could solve the problem.

"I still think it is strange that an important station like NDR should play music which is not available through the record company," said CBS MD Richard Denekamp, "but, moreover, you should understand that not everything on radio can be purchased by the record company." Barry Matheson, manager of Scandinavian act Dance With A Stranger, added that radio

festivals like NDR's are very important, and that in the end, it is the artists who suffer from the poor relationship between radio stations and record companies. He said that, in his opinion, it is the role of managers to see their product is released abroad.

The role of the manager in breaking an artist abroad was also illustrated by Bernard Batzen, manager and booking agent for Mano Negra: "I try to co-ordinate with both the record company and the publisher before going to another country, and I'm convinced that it is the manager's role to check out the release schedule and marketing plans before taking an artist abroad."

Batzen said that Mano Negra is a difficult band to categorise and so he invites programmers and programme directors to their gigs. "Only MTV really supported us, they have more adventurous programming than any other outlet, proving that the media can be successful and still take risks," said Batzen.

Powell said the situation would improve if both parties talked more to each other. He said the record company should promote the artists, the managers should provide a strong base for the record companies.

Prompted by SACEM's media relations manager Eric Dufaire, the panel also agreed that the interaction between record company, agent and publisher plays an important role. Denekamp concluded: "I want more good managers, so that record companies can increase involvement in promotion and marketing. In certain territories it is more important to have a strong publisher because A&R deal with too many acts already!"



Radio stations throughout Europe fail to provide airplay for national artists in line with those artists' record sales, said MCA Music Entertainment Group chairman Al Teller during his keynote speech "World Radio: Mirror Image Of America Or An Original Statement," calling the trend "significant and alarming." He said its effects is to undermine home-grown talent and advance the day when programmers will offer "a single, homogeneous and ultimately boring radio format" worldwide. See M&M page 9 for full story.

Record Companies Vs Television

by James Bourne

Many new bands are incapable of playing live or of giving a good interview, according to Marijke Klasma, producer at the Dutch pan-European production company IDTV. Speaking at the 'See The Music, Listen To The Picture' panel, which was chaired by MTV Europe's MD Bill Roedy, Klasma suggested that record companies should "babysit" acts for longer before letting them do TV.

However, Klasma did agree that there is a conflict of interest between record companies and TV. She admitted that the latter are only interested in the latest sensation, while record companies are making long-term investments in music.

Chris Griffin, international GM of Virgin Records UK, told delegates that neither the record companies, or in many cases the artists, are in tune with the needs of TV and outlined some of the problems record companies and artists encounter on TV: a lack of



See The Music - (l-r) Chris Griffin, Rudi Dolzale, Marijke Klasma, and Bill Roedy.

artistic content, poor sound qualities, unflattering camera angles, and "waiting around in the studio all day".

For these reasons, he said, many big artists are far from eager to do mainstream TV and prefer to rely on video exposure. However, Griffin added that TV is still the single most important promotional tool for a record

Marketing Radio - Be Creative, Says Haas

by Volker Schnurrbusch

A call for a more creative approach to marketing radio stations was made by Mike Haas during his keynote address, entitled "Keeping Your Market Share". Haas, who is programme director at the West German private station Antenne Bayern, told broadcasters that there are three elements which must be con-

sidered if a marketing plan is to be successful.

They are: "The inner surrounding", the music, format, playlist, rotation etc.; "the competitive surrounding", the policy of other stations in the broadcasting area; and "the listeners' universe", their personal situation, economic politics etc.

Haas, who has worked as a consultant to several stations in West Germany, also stressed the importance of an in-house production department and an efficient promotion team. He added: "Whatever gets you to the top [of audience ratings] will not keep

you there. What counts is what you keep, not what you have".

In West Germany, media agencies base their decisions only on the widest audience reach, according to Haas, but he says this is the least creative approach to radio marketing. He also complained that stations have no influence on how they are marketed to the advertising industry and said he would prefer a more qualified and specific analysis of the individual strengths of an outlet. But even the owners of radio stations are only interested in general audience reach, according to Haas.

The marketing strategy for Antenne Bayern was based on the decision not to enter into direct competition with the numerous local stations, but to take over 70% from public pop channel BR 1, he said.

After a study of the Bavarian market, Antenne Bayern went for a 20-30% market share in the countryside, while trying to gain a 47% share in the cities. It now has 100,000 daily listeners and is aiming for 500,000. To achieve this, Haas said the station is involved in local activities and is doing extensive promotion. □



Mike Haas

Keeping Pace With New Technology

by Hugh Fielder

Europe's first automated station, Sky Radio in Holland, was represented at the radio workshop "Radio 2001, A Digital Odyssey", by operations manager Ton Lathouwers. He told delegates:

"Automation is highly cost-effective and the station is run by seven people, including advertising staff".

Sky's music selection is by Generation II and commercials are stored on hard disc. The heart of the station is a Paul Shafer automation system. The music is recorded on video cassette using PCM digital system with 80 Beta machines.

However, Andy McHardy, MD of Broadcast Software Ltd, told

hear the last three songs played on the station. He said this enhances a station's identity without requiring staff to handle calls.

Both Economos and Robert Uhlmann, chairman of Broadcast Data Systems, spoke about new systems that can monitor stations simultaneously and report which records are played and log commercials. Both agreed that the systems were still in their infancy and were not likely to be introduced in Europe until the results of

Indies In The Spotlight

by Gary Smith

Without well-organised distribution for independent production, radio has no case to answer, that was the most important point to emerge from the industry workshop, "The Battle For Independents", chaired by Factory communications MD Tony Wilson. Ruid Jacobs, MD of leading Dutch independent Boudisque said: "If you don't have distribution capable of coping with the demand created by heavy rotation on a major station then you don't deserve airplay".

This point was reiterated by Bertrand Blaha, MD of French distributor Daneteria. He said that due to the comparative newness of the French independent scene, the most an independent release could sell in France, even if it was a hit, would be about 40,000 copies, while a major label release could sell up to 500,000.

The importance of pluggers and the value of personal contact as opposed to mail-outs, was put into perspective by Buddha Kraemer, producer/editor at German public broadcaster WDR. He said that without it, a record stood approximately a 1% chance of getting onto the playlist. He added that since the basis of the

German charts had been changed to include airplay, DJs were often asked to "help" records into the charts with strategic plays on monitored shows.

The issue of dance music's "programmability" also came up and again Kraemer had a very definite opinion: "Dance music is creating a discrepancy between the music and radio industries. The production of these records is aimed at the dance floor and when a radio edit is provided, all they do is shorten it without altering the mix to take down the level of the drums".

Jacobs agreed: "Even the Dutch DJs that do like that sort of material are scared to play it. Many of these records are broken through clubs and shops, and radio only plays them when they are already well into the top 40".

All speakers, including Fabrice Absil, MD of Fairplay Promotion in France, agreed that there is a bright future for the independent sector. However, they said that contracts must be designed to stop major labels from poaching top artists, and that the possibilities of unification through distribution companies should be examined. □



Radio 2001 - (l-r) Andrew Economos, Peter Jackson, Paul Smith, Andy McHardy, Ton Lathouwers, and Robert Uhlmann.

the panel, which was chaired by NOB Radio MD Paul Smiths, that he preferred the "live assist" method where music, commercials and other programming elements are brought together on one machine. This allows presenters to concentrate on their own contribution, he said.

Andrew Economos, president of Radio Computing Systems, outlined Radoline, a system in which listeners can phone in and

their American experience had been analysed.

Peter Jackson, chief engineer at UK's Capital Radio, said that it would soon be possible for interviews and other material to be recorded onto disc and digitally edited on a portable computer. The completed file could be sent to the station using a modem on a normal phone line, but with much better quality. □

Eastern Europe - The Problems & Potential

by Jacqueline Escote

Tony Hollingsworth, who chaired the panel "A World Full Of Eastern Promise" and is MD Tribute Productions, opened discussion by saying: "My personal opinion is that there is real value [in Eastern Europe], but that at the moment, it's silver and not gold that we're looking at".

Martin Brisaç, who is responsible for development at Europe 1 (which is, through the Europa Plus stations, already present in Moscow and Prague, where it has a 45% market share and 900,000 listeners daily) emphasised the creation of "national radios, to broadcast in the national language. It's a matter of respect for the people we're working with".

However, Brisaç also pointed out the financial risks involved. "It's a risk we have to take. But it is a problem, especially when we're faced with constant changes in senior management, legal regulations and internal battles between the Ministry of Telecommunications and state broadcasting companies. And on the

business side, everything has to be learned again. It's very difficult to find people to manage the stations on a daily basis, and to handle the programming and DJs".

This lack of resources and information - both technical and economic - combined with the difficulty of predicting the future, underlined the panel discussion. And the lack of media experts in Eastern Europe was a subject frequently raised.

Potential investors in the West discussed the difficulties of doing business in an unknown market, while the primary Eastern Europe problem, as voiced by panel member Ulf Drechsel of the East German youth station DT 64, "is that we just don't have anyone to answer your questions, or even our own. We have no management, we have nothing. And of course when a Western investor proposes something, we have no idea if the offer is good or bad. At the moment anything looks good to us".

But from a Western point of view, and as Brisaç admitted, only

major and highly successful companies such as the Europe 1 group, can currently afford to invest heavily in joint ventures where profits are unlikely to be seen for some time. Brisaç also expressed disappointment that Western record companies have



Eastern Promise - (l-r) Ulf Drechsel, Armen Oganesyan, Tony Hollingsworth, Russian interpreter Jelena Hoegen, and Vidim Turkenhoj.

been slow to take up the challenge of Eastern Europe.

Convertible currencies aside, one of the main points expressed by Armen Oganesyan, editor-in-chief of the English-language service of Radio Moscow, was that Westerners should recognise the new freedom and willingness of Soviet journalists, who have ex-

perienced "a new dynamism, a renaissance", and exploit this. "It's vital for us to find reliable partners, with a vision that goes beyond quick returns. We are ready to co-operate, to meet the commercial challenge".

As discussion centred on the

likely changes to the Soviet economy, estimates on when the rouble would become a convertible currency varied from 18 months to 8 years. Therefore, as all agreed, Eastern Europe remains, and is likely to remain for some time, an unknown, unpredictable and exciting market.

Narrowcasting No Answer To Poor Presentation

by Chris Fuller

While conceding that narrowcasting is forced upon stations out of economic necessity, US radio consultant Jay Trachman told the "Broadcasting, Narrowcasting Or Typewriting?" workshop that the concept had

similar formats: "When there are a dozen or 20 stations available on the radio band for a listener, you'll have one playing light AC, one playing presumably heavy AC, one playing oldies-oriented AC, and on and on.

Trachman suggested that better presentation as opposed to slight format differences is a better way of building listener loyalty. But improved DJ training was required if Europe was not to follow the US, where most "personality jocks" tend to be little more than self-indulgent chatterers".

Another US radio consultant, Susan Berkeley, who has worked in West Germany with Bavarian commercial station Antenne Bayern, described her role as "teaching jocks to be better sales people, both for their station and products that station may be advertising. The secret is that many of today's broadcasters don't really know what business they're in. They think they are in the business of spinning records and in many cases are in love with the sound of their own voice".

Al Munteanu, presenter and producer at West Germany's Tele 5 added: "You can play any music as long as it's quality, but it's the personality that sells it. I find it mind-blowing that in German radio the industry does not work on the basis of five-day-a-week regular shifts as in the US. In Los

Angeles at KISS FM, they hear Rick Dees in the morning from 6.00 to 9.00 and everything else is secondary. It's Rick Dees that carries the station. What he plays, I doubt that he may like that. Nevertheless he sells the product and that's what it's about".

Herrmann Slumpey, GM and programme director at West German commercial RSH, believed strong DJs were important but only as part of an overall mix or "stationality": "Success in attracting an audience will depend on choice of music, the voice, where the jingles are, how the commercials sound, where they are placed and so on. I think that music comes first, but all these factors go towards making up the fingerprint of a station".

Rock Over London MD Steve Saltzman, who co-presented the panel with Music & Media senior editor Machiel Bakker, suggested Europe faced a crisis "in attracting enough programming and presentation talent to meet the demand of the growing number of stations".

The panel also included Marc Garcia, programme director at French station Europe 2 and Bo Berg, of The Voice in Denmark. □



Narrowcasting - (l-r) Marc Garcia, Steve Saltzman, Jay Trachman, Machiel Bakker, Al Munteanu, Herman Stumpert, Susan Berkeley, and Bo Berg.

already been taken "way too far". Looking at the US model, Trachman, president of Credadio, said the result of stations looking for a different musical niche than their competitors was an abundance of too-

Caught On Camera At IM&MC

All IM&MC photography by Chris van de Vooren/Arjan Wijstra.



Miles Copeland (right), president IRS Records, just prior to introducing Jan Akkerman's new album 'The Noise Of Art' to the IM&MC delegates. Theo Raas, president BIV Communications Inc. Europe, is next to Copeland.



Martin Schmitz (left), marketing director StarSat West Germany, with Doug Anderson, European director MCM Networking UK.



Bernard Soer (right), director Radio 10 Holland, meets Maurizio Sina, marketing manager of Italy's Rete 105.



Peter Kirsten (left), president Global Musikverlag Germany, with John Brands, VP MCA Music.



Bernard Batzen (right), manager of French band Mano Negra, thanking MTV Europe's director of programmes Brian Diamond for the support the channel gave to his band.



Jan Akkerman playing live on the opening day of the IM&MC.

SER Grows As Total Audience Declines

by James Bourne

First figures from the latest wave of Spain's media audience research study, Estudio General de Medios (EGM), show a general fall off in radio listening, al-

though the top five stations have not changed position. The survey was carried out during March and April.

The continued growth of the

Los 40 Principales network was the most notable feature of the study, with its audience up 8.6% on November/December 1989. The survey only includes listeners over the age of 14 and the EGM calculates some one million under-14s also listen to Los 40 Principales.

SER's AM station in Barcelona is the most listened to individual station in Spain with 508,000 listeners followed by Radio Madrid, then Los 40 Principales HQ with 412,000.

Los 40 MD Rafael Revert said the survey showed that Los 40 Principales is Spain's most listened

to network overall between 09:00-23:00. Antena 3, also on FM, was the most popular between 06:00-07:00 followed by state AM service RNE 1 between 07:00-09:00. SER AM took over at 23:00-24:00 when Antena 3 was once again Spain's most listened to network.

One interesting feature, which could signal the beginning of the end of AM dominance in Spain, was the drop in total AM listening figures; they fell by 441,000. The FM audience rose 320,000 overall.

SPANISH AUDIENCE FIGURES First Survey 1990			
Station	March/April	Oct/Dec	% Change
Los 40 Principales	4.04	3.73	+8.6%
SER AM	2.45	2.82	-13.1%
RNE 1	2.16	2.66	-18.7%
Antena 3	2.04	2.02	+0.1%
Cope AM	1.75	1.82	-3.3%

Figures, in millions, supplied by EGM

Ibiza 92 Gets High Media Profile

by Anna Marie de la Fuente

Ibiza 92, the annual three-night pop music extravaganza, was covered by both the SER and state-run Radio Nacional de Espana (RNE). The two networks taped the entire series of concerts,

exclusive they were limited to taping interviews and greetings of the celebrities. Foreign TV networks present were MTV, BBC and BSB's Power Station (Palace TV). Millions of people worldwide were



The Creeps

held in the massive open-air KU discotheque at the beginning of this month.

SER's head of music Rafael Revert: "We will be airing the concerts a week later on three consecutive nights from 22.00 onwards!" The pop station also featured live interviews and blow by blow accounts of the events. RNE is considering airing the concerts simultaneously on FM stereo with two 75-minute long TV programmes.

State-run TVE filmed the concerts for worldwide distribution. Commercial rival Canal Plus was also at the festival but music programming co-ordinator Jose Besteiro says since TVE had the

expected to see TV highlights of the festival.

Among the international acts performing in the fourth edition of Ibiza 92 were Paul Young, The Christians, Beats International, Aztec Camera, The Creeps, Immaculate Fools and The Cross. A greater number of local artists participated this year including Ole Ole, Rico, La Frontera, Azucar Moreno and Tennessee.

Event organiser Pino Saggioco, from the Creative Entertainment Group, says the number of live performances has increased with each edition of the festival: "We eventually hope to eliminate the playbacks and perhaps have the concerts aired live on TV." □

ONCE Brings In Rato Programming Changes

Cadena Rato, which was bought in April by the charity ONCE for about Pta 5 billion (app. \$US 49 million), is to change its name and programming by the summer.

ONCE has confirmed that Ricardo Vaca will remain Rato's director-general (Spain's youngest at 36). However, Miguel Duran, director-general of ONCE and chairman of Tele 5, will take over as executive VP. ONCE president Jose Maria Arroyo will probably take the same post as Rato and, according to a ONCE spokesperson, journalist Albert Ferrer will become CEO at the radio network.

Rato's programme director Julio Garcia Gomez says he expects to remain in his post and thinks the new name and programme changes will be announced this month. ONCE has also promised to find the network a new HQ and promises a big publicity push in September.

With over 70 stations throughout Spain, Cadena Rato is Spain's seventh most listened to network with 582,000 listeners. Its programme content is mainly sports, news and magazines shows. □

Spain Heads For NMS With Bright Hopes

Spain will be actively participating for the first time in the 11th New Music Seminar (NMS), to be held in New York's Marriot Marquee Hotel July 13-18. The Spanish authors' rights associa-

rest in Spain is reflected by two conferences during the seminar, which will focus mainly on the Spanish market structure and the penetration of the Spanish market in the US.



Radio Futura - performing in New York

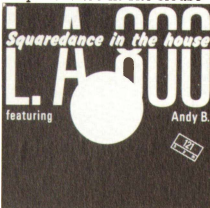
tion, SGAE, will be setting up a stand to represent Spain in the seminar, along with 30 other countries.

SGAE press officer Juan Nebra: "It is his part of our ongoing drive to promote the country's music industry." A growing inter-

Spanish acts are also performing for the first time at the New York Nights Festival, to be staged in conjunction with the NMS. Those signed up, as of press time, are Ketama, Camaron de la Isla, Raui Orellana, Ultimo de la Fila and Radio Futura. □

(advertisment)

L.A. 800 FEATURING ANDY B.
"Squaredance In The House"




featuring Andy B.

New York is doing it! France and Germany as well... is the rest of Europe ready to "Squaredance In The House"? For listening/info call "69 Records", Martin Linger, tel:aa, Germany (89) 98 49 26.

(advertisment)

JAM SOCIETY.
"REFLECTIONS"



Super "Swingbeat" version
 contact DJREC/Otel: 31-2940-15321
 fax: 31-2940-18725 - M. Roovers

(advertisment)

What RAP, BEETHOVEN, BRAHMS, TCHAIKOWSKY, MOZART, WAGNER and VIVALDI have in common?

classic o'rap
FLAGRANT DESIR



"CLASSIC O'RAP"
 the sound of tomorrow!!!
 contact: Martine Leyte - Scorpio/France
 tel.: 33-1 47 20 43 95 / fax: 33-1 47 52 93 78

MUSIC & MEDIA



John Noville
I Know I Know (Teldec/West, Germany).
 Contact: Progressive Rudy Holzhauer/tel:49 40 2291129/fax:2291126
 Taken from the LP *Crime And Passion* Noville's debut release is an excellent slice of modern soul. The record has already been picking-up good reactions in West Germany and with its combination of powerful singing and an economical arrangement it indicates the arrival of a class artist. Some sub-publishing available outside GAS.

Claire Castelijn
Tellement: Troublant (Trema/France).
 Contact: Michel Bourdetel/
 tel:33-142560882/fax:42252528
 This French singer produces rather delicate pop-chansons. Good melody and a refrain that sticks in the mind. Pleasant music with international appeal. Licence and sub-publishing free except France.

Logic
The Final Frontier (Strictly Rhythm/US).
 Contact: ERM/EAnette Luder/
 tel:212.4897955/fax:2655726
 Without doubt one of the best house records from the US, where the scene producing such material is still comparatively young. This record is very much in demand by European companies and it is already a case of hurry while stocks last. Licence and sub-publishing free except US.

Norma Loy
Frustration (Euroband/France).
 Contact: Just In/Gracieuse Cost/
 tel:33-014016099/fax:40116057
 This French band make music similar to early Roxy Music, but there the similarity ends as their lyrics are much more hard-hitting. An interesting band who make pop music with some edge. Definitely worth checking out. Licence and sub-publishing free except France.

Mod On
Bad Vision (Outside/Switzerland).
 Contact: Mod On/Michael Lugnibuhl/
 tel:41 31 251655 or 603765
 One of the most interesting Swiss bands since Wooloomoo/Alfons. They actually sound very British, somewhere between Lloyd Cole and the late 60s pop sound as characterised by Traffic. Currently getting airplay on DRS 3. Licence and sub-publishing free except Switzerland.

Records mentioned on this page are by promising acts which have potential for breaking into the pan-European market. The selection is done by the editorial team of Music & Media. Radio & TV programmers wanting to play the material mentioned here should be aware that not all records are necessarily released in every territory. International A&R managers and music publishers on the look out for new deals should contact the original master/publishing owners. Country of origin and contact addresses are listed as known. Those wishing to submit material to this section should send their records, biographies and photos to Music & Media, Gary Smith, PO Box 9027, 1006 AA Amsterdam, Holland.

Talent Tracks
 PROMISING ACTS WORTH WATCHING

UPDATE
 by Gary Smith

The Final Frontier by Logic has been licensed to Pacific Records in the UK, Biscaya in Scandinavia and Somersault in Canada. Sweden's interest is coming in from several other territories, so it seems that we might have another dance hit on our hands here.



Observers of developments on the German pop scene might have noticed a single by a new artist, John Noville, called *I Know, I Know*. It entered the DJ Top 40 Dance chart some weeks ago and then dropped out and now it is back in again and picking up airplay. The single is taken from the excellent forthcoming LP *Crime & Passion*, due to be released in June. Noville makes a most unusual sound for a German artist, funk with a distinct 70s soul feel - and most importantly the songs are very strong. Noville will be doing some TV work in July (Dock II) on July 1 and Maedschen

A NEW MUSIC & MEDIA INFO SERVICE FOR ACTIVE TALENT SCOUTS.

20 HOT TIPS EVERY 7 WEEKS ON CASSETTE

CALL GARY SMITH FOR ALL NEWS AMSTERDAM (020 - 669196)



Maedschen on July 18, both shows are broadcast nationwide on ARD. There will also be a club tour this September and a remixed 12" of *I Know, I Know*.

Also in Germany a new label definitely worth keeping an eye on is 69 Records. The label is part of the Jupiter Records group and it is run by the Juniors A&R director Martin Unger, who previously worked as label manager of Solar for Intercord and also worked for EMI. Their first release, *Squaredance In The House*, is bizarre, starting off rather like Malcolm McLaren's *Buffalo Girls* with fiddles, banjos etc but then, thankfully, it turns into a rather more orthodox house number.

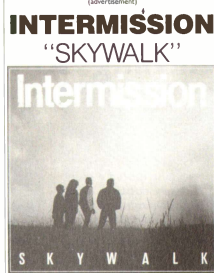
Congratulations to *The Stonefingers*, Sweden's finest and funkiest rap act (and also frequent visitors to Talent Tracks) who have finally been recognised as a serious talent. They have signed a deal for the world, excluding Scandinavia, with Warner Brothers. More details soon.

There is also the usual crop of World Cup records coming up and certainly the wittiest so far is *House Of World Cup* by Fifa. At least as good as *PWII's Touched By The Hand Of Cicciolina* and much funnier. Check it out.

Apologies to Discomagic; it was stated that the sub-publishing rights for *Pianogone* were available, whereas in fact they are held by Warner Chappell and the licence is owned by the world by CBS UK.

(advertisment)

INTERMISSION
"SKYWALK"



Intermission

License free.
 Contact: HSM Records, Berro Paulsson
 tel.: 46-40510252 fax.: 46-46184940

UPCOMING SPECIALS
 ★ ★ ★ ★ ★

Issue 35
GREECE
ALTERNATIVE RADIO FORMATS

Publication date
1 - 9 - 1990

Advertising deadline
7 - 8 - 1990

★ ★ ★ ★ ★

Issue 36
SCOTLAND

Publication date
8 - 9 - 1990

Advertising deadline
14 - 8 - 1990

★ ★ ★ ★ ★

Issue 37
HOLLAND II

Publication date
15 - 9 - 1990

Advertising deadline
21 - 8 - 1990

For Ad details
 call (20-669196)

T O P 2 0
UK Independent Charts

Singles		
THIS WEEK	LAST WEEK	
1	2	Only One I Know
2	1	Word In Motion
3	3	Wendy
4	6	Hey! Hey! Cut
5	11	Star
6	5	Plucky O' Tush
7	1	Beatstar The Devil You Know
8	15	Don't Do It
9	4	Glacier
10	7	Stay On
11	10	Stopping Stone
12	7	Ingratitude
13	11	Paul Scallon
14	16	Quick As Rainbows
15	20	Find A Way
16	17	Shut We Side A Trip
17	12	Flamenco Face
18	12	It's Hardly Ever Wrong
19	19	Play
20		Lazizny

LPs		
THIS WEEK	LAST WEEK	
1	1	Life
2	2	Passion And Wonder
3	3	July 1989/1990
4	3	The International
5	5	Endless
6	4	Stone Roses
7	7	Maestro
8	11	Volador
9	4	Amor In The Landscapes
10	8	Fieldwork
11	1	Scream O'7 Hissing
12		Headlines
13		Between The Lines
14	11	Barometer
15	9	Whore
16	17	Wu Carr A Lot
17	9	Phonogram
18	12	Horatio De Mexico
19	19	Play
20		Neon

Aiming To Make A Millionaire's Mark

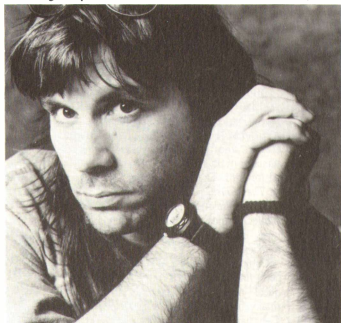
by Gary Smith

Bruce Dickinson is already a familiar face to European heavy metal fans as the lead singer of Iron Maiden. After he contributed a song, tastefully entitled 'Bring Your Daughter To The Slaughter', to the soundtrack of 'Nightmare On Elm Street 5', he was inspired to write by solo work to create all the songs for his debut LP 'Tattooed Millionaire', within two weeks.

EMI is keen for the record to cross over into mainstream programming and Neil Cox, international marketing manager at EMI UK, believes that the album's second single, a cover of the Mott The Hoople hit *All The Young Dudes*, will do the trick. Cox: "The first single, *Tattooed Millionaire*, has been played on mainstream daytime radio but the follow-up will provide a major breakthrough."

A lot hinges on the tour and

Dudes will be out at the same time as the band start out in mid-June. As Howard Johnson, European marketing and promotion man-



ger at Sanctuary Music - Iron Maiden's management company - rightly points out: "Although Bruce's name is known he is in

effect a new artist, so the music has to cross over from rock format stations."

The record has already been

France and Italy are working hard to make sure the release does not go unnoticed. In Italy, they are working with VideoMusic. The Italian music channel has made a one-hour documentary about Dickinson, his recently published book, *Lord Ifly Boatrace*, and the singer's passion for fencing. The programme will be shown three times in the five days preceding the Milan show.

Iron Maiden have a big following in France and that has meant the LP has been well received. Cox again: "The French situation is quite encouraging. The company made a jewel bag with Bruce's signature on it as a presentation package for DJs. It proved very popular and several other affiliates have used the idea. We also sent out copies of the book which, as well as helping to keep Bruce's profile up, has been useful as an extra promo item."

In Germany, 'Dudes' will be released through Hit Test who guarantee that all radio stations will be quickly and efficiently serviced with the record. □

Jumbo Party For The World

Chrysalis has a deserved reputation as a label that goes for quality rather than quantity. An honourable idea, but one that can set their marketing and promotion departments some serious challenges. The company has just released the second World Party album, 'Goodbye Jumbo', and now it has to make sure that a record that has been getting rave reactions in the press does not go unnoticed by the general public.

The marketing of World Party is made more difficult by Karl Wallinger, the man behind the project, who shows little interest in the promotional aspects related to selling music.

It is three years since his debut LP, *Private Revolution*. Because of delays in finalising the marketing campaign, the release for the latest album has been put back twice by Chrysalis, which has

brought out *Goodbye Jumbo* prior to any single.

Phil Patterson, international marketing manager at Chrysalis UK: "We decided to release the LP first because most people within the company agree that it contains no bad tracks. We received good reviews but when the issue date was put back there was a danger that we would lose the momentum. The media already had pre-release cassettes and, in the end, no announcement about a single seemed to increase expectations. This was helped by the fact that, although we asked them not to, radio stations on both sides of the Atlantic were playing tracks and not identifying the artist - and then they were getting strong phone reactions!"

So, finally, the LP is out and the band have just returned from two weeks of showcases in the US and are doing the same in Europe. Last month, World Party performed at the IM&M in Amsterdam. A teaser campaign continued until the official tour starts at the end of June. Then the band are back to the US with



Sinead O'Connor in July. The first single, *Message In The Box* was released on May 29 everywhere except the US and Holland. The Dutch affiliate, like its US counterpart, is issuing *Way Down Now* because Radio Veronica, the country's leading contemporary broadcaster was giving the song

heavy airplay. There will also be heavy rotation on MTV.

The campaign is now up and running and includes an in-store campaign that plays heavily on the LP sleeve. But, according to Patterson: "It's quality music and we don't want to hype the pants off it". □

GERMANY

Rockhaus

- Signed: Teldec worldwide.
- Publisher: Edition Autarc.
- Management: Kick Management, Cologne.
- New album: *Gnadenlose Traume*.
- New single: *Wöhln*.
- Producer: Guido Vitale.

Formed in 1978, Rockhaus quickly became one of East Germany's most contemporary and popular rock groups. *Gnadenlose Traume* is their fourth album and the second to be released in the West.

Rockhaus' contemporary



- Marketing: advertising campaign in the music press and the group will undertake a radio interview tour this summer.
- Tour: the band are currently playing in East Germany and are planning an extensive tour of West Germany in July.

straight rock differentiates them from many East German groups and with competent help from producer Vitale, Rockhaus are now in a position to offer their West German counterparts considerable competition. □

FRANCE

Pauline Ester

- Signed to Polydor.
- Managed by Polydor producer manager Catherine Haridou, Paris.
- New album: *Le Monde Est Fou*.
- New single: *Oui Je L'Adore*.
- Recorded at Studio Decibels in Paris, mixed at Studio Acousti by Paul Semama and Jean-Marc Pinaud.
- Initial marketing plan included an advertising campaign on TV channels M6 and MCM and on local radio.
- Release details: France, Belgium, Switzerland, Canada and Japan.
- Tour plans: dates around her native Toulouse. No major tour likely before 1991.



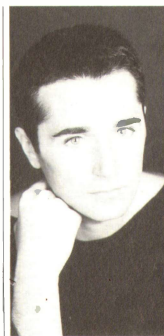
tinues in the same style of seasonal summer pop. Both singles are included on the album.

The majority of the tracks have been co-written by Ester and Frederic Loizeau. Loizeau (guitars, vocals) is also part of Ester's band, which also includes Patrick Kessis (guitar), Michel Deredec (keyboards programming) and Paul Semama (backing vocals). □

ITALY

Scialpi

- Signed to RCA.
- Management: Teatro E Musica Rome.
- New album: *Trasparente*.
- Recorded at Studio D, BMG Ariola Rome. Produced by Franco Migliacci and Scialpi.
- The new album is being promoted with TV advertising on the music channel VideoMusic and radio adverts on the Rome-based commercial network Radio Dimensione Suono. Scialpi will be making several summer TV appearances on both state and private channels.
- Scialpi will tour throughout Italy later in the year.
- *Trasparente* has been released for the home market only.
- Scialpi signed with his current company in 1983. He has released six singles and four LPs for them so far. His 1988 single *Pregliami*, enjoyed chart success on both the home market and in West Germany.



exposed himself to a wider audience. This was helped by his role as co-producer on the recent *Raffaella Menardi*, Sabato, Domenica' series screened on state channel RAI 2. Scialpi was involved in writing all 10 songs contained on the album which has sold 40,000 units so far. □

Scialpi has changed his image a little over the last two years. While still retaining pop appeal he has

BELGIUM

The Last Tribe

- Signed to Indisc.
- Managed by Roland van Campen Hout.
- Debut album: *The Last Tribe*.
- New single: *Too Late To Say*.
- Recorded at Jet Studio in Brussels, Belgium, produced by the Last Tribe and engineered by Mark Maerschalk.
- The LP was released on May 7 with the CD following on May 22. Distribution outside Belgium is through Indisc Holland.
- The band will be touring the summer festivals.



album offers a mix of percussion, blues guitar and gypsy violin.

Although it is unlikely Indisc will find a no. 1 chart hit on the LP, the band claim they are turning the fashionable 'World Music' tag into the real thing. Certainly not a typical Belgian pop band, this might prove to be an asset when it comes to crossing borders.

The Last Tribe unite four completely different musicians in an experiment of sound: violin player Philippe de Chaffai de Courcelles; percussionist and sampler programmer Walter Metz; rock drummer Cesar Jansen; and blues veteran Roland van Campenhout. The resulting

SINGLES



SINGLE OF THE WEEK

She Rockers

Do Ta Dance - Jive

This duo should give Salt 'N' Pepa and the Cookie Crew some strong competition. Their vocal delivery is punchy and committed, while the musical backing, courtesy of Jo Bogart from Technotronix, is pure pop music. The song has an almost Chic-like chorus and the characteristic Technotronix heavy bass sound. The single's B-side called *Hood Sweet It Is* sees the re-emergence of New York producer Todd Terry.

P.W.E.I.

Touched By The Hand Of Coccolina - RCA



A pumping dance instrumental dedicated to the Italian porn star turned MP. Horns and sampled opera vocals give the song a Mediterranean feel.

Romi & Jazz

One Love One World - Chrysler
This SAW-produced female two-some make strictly commercial dance music. They sound like Sonia collaborating with D-Mob. Clever stuff.

The Blow Monkeys

Springtime For The World - RCA/BMG
Heavy orchestration and passionate vocals dominate this attempt to create an anthem for the 90s. Dr Robert and his men come very close. Could be everywhere this summer.

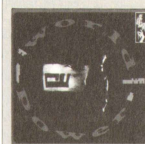
Sam Brown

Kissing Gate - A&M
Once again a brilliantly sung pop rock ballad. Lots of violins and piano on a number with a similar bluesy feel to her first hit *Stop*.

Wilson Phillips

Hold On - SBK
Melodic, well-crafted and extremely catchy. Everything you would expect from a band made-up of daughters of rock stars.

ALBUMS



ALBUM OF THE WEEK

Snap

World Power - Logic/BMG

The debut LP by this German-based group indicates that *The Power* was not just a one-off. All of their material has a similar construction to the aforementioned debut - brain crunched mid-tempo rhythms, impacting vocals and a lot of samples. Nearly every track could be a single and, despite the unremitting power of the production, the music is never cluttered. State-of-the-art dance/pop for the 90s.

Ladysmith Black Mambazo

Two Worlds One Heart - Warner Brothers

It is not often that an album of African pop (Hi-life) comes out that is likely to have wide appeal to a mainstream Western European taste. This LP though, like King Sunny Ade's seminal *Ju Ju Music*, will hopefully advance the popularity of the genre. Their harmonies are of course well known, due to their collaboration with Paul Simon but tracks like *Township Jive* and the George Clinton-produced *Scatter The Fire* prove that they are also respectable songwriters.

Kill For Thrills

Dynamite From Nightmareland - MCA
The gap left by Guns N' Roses' recording absence is rapidly filling up. Firmly rooted in the same driving, pumping streetwise rock & roll, KFT's sound is haunting and unrelenting. The songs are angry observations of the way people deal with the realities of modern-day life. No theatrics here, just rock with a dirty edge.

The Icicle Works

Permanent Damage - Epic
Their first album for Epic opens with an up-tempo pop song called *I Still Want You*, a devilishly catchy song with a 60s guitar riff. And so it carries on, most of the tracks lyrically are centred around love lost but the effect is uplifting due to the energy that has gone into the music. All the numbers are short, sharp and to the point while songwriter Ian McNabb undoubtedly has a way with a tune. Best are *I Still Want You*, *I Think I'm Gonna Be OK* and *Permanent Damage*.

Etta James

Sockin' To My Guns - Island
On her second LP for Island records, James proves that after 30 years in the business she still

has much to offer. The material is deficient R&B with a big, brass-filled sound - topped-off by sound by James' classic voice. The material, written by a number of contributors including Dobie Gray, Isaac Hayes and James herself is good and the production, by long-time collaborator John Beckett is perfect. Try *For Good Thing* and *Stolen Affection*.

Ice MC

Crems - DWA

The latest in a long line of dance material from the increasingly important Discomage is a collection of highly commercial hip-hop that occasionally strays into the house territory. There is little or none of the aggression of US or UK rap and, although the reliance on lists of names and nursery rhymes is occasionally annoying, at the same time the quality of production by Roby means that there is substance to at least some of the songs.

Sons of Angels

Sons Of Angels - Atlantic

A hard-hitting Scandinavian pop from this LA-based Scandinavian quintet. Lyrically, the band aimed below the belt - backed-up with a suitably catchy catch hooks and riffs. Not as brooding and traditional as Lynyrd Skynyrd, their brand of boogie is funky and infectious to a near party-like degree. Having made a considerable splash on the US airwaves with the single *Cowgirl* this album could see them do the same in Europe.

Editor Gary Smith
Contributors Pieter de Bruyn
Kops and Machiel Bakker



Now, I am much obliged to the UK's Punch magazine for pointing out to me the following fact. In 1976, the line-up on BBC Radio 1 was: Tony Blackburn, Paul Burnett and David Hamilton. Now, in 1990, the line-up on Capital Gold is: Tony Blackburn, Paul Burnett and David Hamilton. Just goes to prove that old DJs never die, they just persuade their bosses to set up golden oldies services instead. (Don't get any ideas, oh station boss of mine!)
Talking of golden oldies, Radio 4 is also relaunching Alan Freeman's 'Pick Of The Pops' show to celebrate 30 years of no. 1 records in the UK and US. Alan, known as "Fluff", is 62 and is, I think, Radio 1's oldest presenter.

RAY D I O

I've been listening to rather a lot of dance music lately, (haven't we all) and one thing puzzles me: Why does every rap act in the world seem to have an American accent? Is it something to do with a constant diet of McDonalds and coke?

Interesting little promo item came to my attention the other day, customised giant balloons that come in a variety of shapes - a radio, a microphone etc. They are made by US company Hawk Balloons, and are, so I am told, machine washed! Just the thing for really taking to the airwaves.

However, a very nasty little item from the US has just dropped into my studio, the most tasteless record sleeve and title I have ever seen. Called *Adios Dada*, it features that very famous picture of a Vietnamese man with a gun at his head, about to be shot, and the sleeve is complete with lashings of blood. I won't mention the label and distributor responsible for delivering it to me, but you know who you are and you should be ashamed of yourselves. At least the Dead Kennedys had a political point to make.

There are lots of anniversaries this week. Barry Manilow was born 44 years ago on June 17; Why McCarthey will be 48 on June 18; and, on June 20, Lionel Richie will be 41, Cyndi Lauper will be 37 and Brian Wilson will be 48. Ten years ago, on the same day on June 20, Bob Dylan was born again with Saved and the other day, 21st August, Columbia Records announced it would begin mass production of 33-1/3 playing discs, to widespread specism!

Well, the World Cup has now well and truly kicked off, and I thought it might be nice to have a look at some of the World Cup records that are hitting the airwaves. Best chart position goes to the UK, with the UK. I spot this week filled with New Order and the England Squad with *World In Motion*. It features a rap by the wonderful John Barnes and should England exit from the Cup ignominiously, at least their record will go down in soccer history.

Talking of singing soccer players, the mighty Ruud Gullit, who used to be in a reggae band, also appears on the Havenzang-

ers' *Hand In Hand*. The other Dutch record, Andre Hazes' *Orange Bovenaan*, has the most bossful title of all the entries, roughly translated as 'Orange Above All Others'. Scotland stick to tradition by singing along on *Say It With Pride*, while Ireland is attempting to *Put Em Under Pressure*. Actually there are rather a lot of Irish entries, five at the last count!

Italy, one of the hot favourites to win, is aiming for chart domination with well with Giorgio Moroder and *To Be Number One* and Benetton/Naaimi's *Un'Estate Italiana*. Belgium is backed up by Bart Kaell and *1000 Tierschen In Rome* and Rocco & De Mieros with *De Mondial*. Sweden is saying *Ciao Ciao Italia* while West Germany has Udo Jurgens joining the players on *Vier Sind Schon Auf Dem Brenner*. In fact, West Germany is so confident it has even released an LP, *Sempre Roma*, as has Holland. My money is on Brazil.

Ray Dio

MAKING WAVES

Tuning In To Atlantic 252

- Format: Top 40.
- Hours on air: 06:00-19:00 (13 hours)
- Target audience: 15-35 year-olds.
- Actual audience: 1.5 million in the UK and Ireland, according to private research.
- On air from September 1 1989.
- Ownership: Radio Tele-Luxembourg (RTL) Radio Tele-Luxembourg (RTEL).
- Address: Trim, County Meath, Ireland.
- Tel: 353-46-36655.
- Frequency: 252 kHz (LW)

Head of music Paul Kavanagh: "Basically on Atlantic 252 we play the hits from all over the world, from the top 40 as well as the best album tracks. Where we can find a good record we'll play it. We are using Selector to programme our music, it does what we want it to and is good from the point of view that we are similar to a lot of American stations.

"We do not carry any syndicated programmes because we feel that what we have is stronger than such shows can offer. Our jingles come from the US, from Thomson Creative in Dallas. I compile the playlist

myself. Although I do use some bits of research, the records are chosen mainly on their sound. We have a special (premium rate) 0898 phone number for our 'Top 5 at 5' spot and this provides some interesting research.

"We have our own chart shows. There is the 'Atlantic 252 Top 40' on Saturdays between 10:00-13:00 as well as the 'Virgin CD Top 40' from 12:00-14:00 on Sundays. The Atlantic chart is based both on record sales as well as airplay on the station and requests. These are all taken into consideration, although this does make compiling the chart more difficult.

"Our programming style is a fast-paced CHR type. It's a lot of music with very little chat. We restrict the amount of talk by the DJs because we believe in word economy and in getting the point across in as few words as possible.

"All our presenters do their shows standing up. There are several reasons for this. Your voice is not at its best when you are sitting down, it messes up your breathing. For our type of energetic presentation, sitting in a comfy chair can be a disadvantage and many of our DJs like to dance about the studio during the records, so our desk is built at stand-up height. This also makes it easier to grab carts and records.

"Our music rotation for our biggest hits is about three hours. When we first started it was a lot quicker, under two hours, but we are constantly changing and fine-tuning things as we develop. One thing that's very important is that we have a great team atmosphere



here, and everyone enjoys themselves. I think that is very important for a successful station.

"The record companies look after us very well. Some of the smaller indies are not supplying us directly but we have found that if we need a particular record from them we can get it very easily.

"Each Sunday is 'Classic Rock Sunday' which has met with a good response and is going down well with our audience. As far as the future is concerned the station will be changing. We will be tightening up and keeping growing until we are very strong and successful!"

Beas International LP
Snead O'Connor LP
Twenty 4 Seven - I Can't Stand
Papa Wemba LP
Andrew Ridgeley LP
Suzanne Vega LP
The Chimes - I Still Haven't
Noticed Hillbillies - Your Own
Soul Is Soul
Wilson Phillips - Hold On
The Pretenders - Never Do That
Inga Hampa - Riding Into Blue
Phil Manzanera - A Million
Horsehoes Flowers - Give It Up
The Blow Monkeys - Springtime
The Family Stand LP
Semi-Beq 5/11 Mike

DEEJAY NETWORK - Milan
Davide Uscelliti - DJ
PP Black Crowes - Jaiusaln Again
AD Clime Faria - I'm Not
Natural Experience - Feel So
Mad - Romeo - I'll Be Good
Jovone - Turn And Run
Tance Dancos - You're Gonna
Halo James - Hage Hour
Muslo & Boneo - All I Want Is

RADIO PETER FLOWERS - Milan
Marco Garavelli - Prod.
Top 3:
Freestood Mac - Save Me
Madonna - Vogue
Paul Young - Softly Whispering
A Way Of Love - Topper
AD Innocent Feet - Sad
Jeff Healey - I Think I Love
Soul 5/11 Soul - A Dreamer's
New Kids - Off Black-Step By
Kim Wilde
IN Faith No More
Albino Forts
Ron
Bob Geldof

RADIO MILANO INT I01
Lucia Londoni - PR Manager
Gigliò D'Ambrasio - Prog. Dir.
PP Anja Baker - Talk To Me
AD Brent Bourgeois - Dare To Fall
The Chimes - I Still Haven't
Judie Cole - Baby It's Tough
E.W.I. - For The Love Of You
Paul Young - I'm In Control
Madoros/Brown - She Ain't
Blow Monkeys - Springtime
The Residents - Love Thing
Wilson Phillips - Hold On
Pompeo Savone - Friends
Adam Ant

RADIO KISS KISS - Naples
Lucia Nisoglio - Prog. Dir.
PP Board O'T Underground Inside
Dadi Nads - Deep Love
Inimaticus Foot - Sad
People People - Anderson - Are
White Kings - Get Crazy
Eric Burdon - Let The Rhythm
Keep Me Hot - God Made Me
M.C. Eric - Dance To The Bass
B. Hester - I Come On Yours
Touch O' Soul - We Got The
LP Various - The Last Temptation

RADIO STAR - Vicenza
Mauro Marassi - Prog. Dir.
The Chimes - I Still Haven't
Kim Wilde
Sap
Propaganda

RADIO BARBOLEO
Lenny - DJ/Prod.
PP Bruce Hornsby - Across The
AD Et Vogue - Hold On
Jazz F - Feel The Rhythm
Way No. Way - Paul Weller - A
Prece - The Future

RADIO MADRID - Ser
Rafael Rivero - Music Mgr.
No 1 Playlist:
Madonna - Vogue
PP Big Fun - Why Did You Break My
Cluid Jerin - Beber - Y Falser
New Kids - Off Black-Step By

La Muro - Boogabo
Lo M.C. Chiama
El Regreso - Aquella Historia
Climie Faria - Rap
Tina Turner - Foreign Affair
John Donovan - Hang On To

RNE ROCK 3 - Madrid
Rafael Abitbol - Music Mgr.
PP
AD Max Priest - Close To You
Glen Jones - Stay
Dio Alexander - Yare Yare Gon
The Chimes - I Still Haven't
Jeff Lynne - Excuse My Love
The Bangles - Everything I
Robert Lloyd - Nothing Matters
Kylie Minogue - Better
The Melissa Etheridge - Let Me Go
Michael McDonald
Heart

Popular FM-CADENA COE - Madrid
Carlos Finally - Music Director
Playlist Top 5:
Madonna - Vogue
Presuntos Implicados - No Hay
El Silencio De La Fila Cantu
Duncan Dhu - Palabras Sin
David Bowie - Fame '90
Complices - Es Por Ti
Bonnie Raitt - Nick Of Time
Ole Ole - Golobal - Don Amer
Alannah-Myles - Black Velvet

RADIO 16 - Madrid
Ana Blanco - Prog. Dir.
PP Tina Turner - Foreign Affair
Deanna Sabina - Con Un Pul
Ronaldson - Yo Me Enganas
Paul Young - Softly Whispering
Complices - Es Por Ti
Ole Ole - 1980
El Milagro De La Fila Cantu
Los Limones - Trens Sin
LP Pretenders

RIKSRADION P3 - KLANG & CO
Weksdays 12.30 PM
Pontus Eklundberg - Prod.
Playlist:
Lisa Stansfield - Lay Me Down
Every People - Headline
Horsehoes Flowers - Give It Up
Max Priest - Close To You
Sewari/Galzin - Subterranean
Deperado - Louise
Terry - LaFarec - Lilla Pilla
Tina Moe - Falka Forthogrip
Niklas Strömstedt - Om
Ashley Maher
Michael McDonald
Kicks - Hook
Thomas Mufumbo
Hane Bond

RIKSRADION P3 - TRACKSLISTAN
Saturdays 2-4 PM
Kaj Kindvall - Prod.
Niklas Strömstedt: Om
Nick Kaman - I Promised Myself
Gary Moore - Still Got The
Heart - All I Wanna Do
Depeche Mode - Policy Of Truth
Michael Bolton - How Can We Be
Taksim - I'll Be Waiting
Pooton & Amerikarana - Min
Anopagada - Heaven Giv
Jerry Williams - Who's Gonna
Anahni Myles - Black Velvet
L280 - Kingston Tow
Wilson Phillips - Hold On
Mikings - On Your
Joelle Urzula - Where & Back
Dive - Capitan Nemo
Kylie Minogue - Better
Madonna - Vogue
Kylie Minogue - Better
Might Be Gladie - Birdhouse

SAR RADIO - Stockholm
Martin Loogna - Head Of Music
Playlist Top 15:
Niklas Strömstedt: Om
Heart - All I Wanna Do
Propaganda - Heaven Give Me
Pleasure - Ride On
Da-Yenne - Big Bag World
Nick Kaman - I Promised Myself
Madonna - Vogue
Richard Marx - Children Of The
Anahni Myles - Black Velvet

Gary Moore - Still Got The
Quincy Jones - Tomorrow
Kurtis Cobain - In My Arms
Michael Bolton - How Can We Be
Kylie Minogue - Better
The Depeche Mode - Policy Of Truth

RADIO CITY 103 - Gothenburg
Cristi - DJ/Prog. Director
AD Max Priest - Close To You
Glen Jones - Stay
Dio Alexander - Yare Yare Gon
The Chimes - I Still Haven't
Jeff Lynne - Excuse My Love
The Bangles - Everything I
Robert Lloyd - Nothing Matters
Kylie Minogue - Better
The Melissa Etheridge - Let Me Go
Michael McDonald
Heart

HIT FM - Stockholm
Johnnie Briggs - Prog. Dir.
Top 5:
Shooting Party - Let's Hang On
Akana - Kama Sutra
Troll - Serious
Tommy Page - I'll Be Your
Kiss 'N' Tell - Whatever Happen
AD David Springfield - Repetition
Kylie Minogue - Better
Clark Datchler - Crown Of
Secret Service - Magma
Lisa Lisa - Say You'll Be
Malcolm McLaren - Deep In
Horn - Trask - Sima Grudoms
Cold Cut - Find A Way

RADIO 101 - Hagestund
Egil Hovland - Head Of Music
AD ZZ Top - Doubleback
Howard Stern - The Message
Jeff Lynne - Excuse My Love
Gri Overbønd - The Love We
Forgiveness - Making
Horsehoes Flowers - Give It Up
Judie Cole - Baby It's Tough
Talk - K's My
Alannah Myles - Love
The Chimes - I Still Haven't
New Order - World In Motion
M.C. Hammer - U Can't Touch This
Brenda K. Starr - Dancin' - Don't Fall
LP The Jeff Healey Band
The Chimes
Black Crowes
Black Crowes
Sista
IN C.C. Conroy
Sons Of Angels

STUDENTRADIODEN TROMSO
Rune Hagen - Head Of Music
Airplay Top 10 Day:
Michael Hansen - Head Of Music
The Jack - Kongerens Pa Hagen
Bernato/Naamin - Us Estate
Gary Moore - Still Got The
Black Crowes - Back
Sara Nam Helen - Løst Etter
Farground Abstract - Walking
Down The Road
Lenny Kravitz - M. Cabbler
Horsehoes Flowers - Give It Up
Suzanne Vega - Book Of Dreams
Vya Co Doo - What's A Woman
Lisa Lisa - Say You'll Be
Lissa & Susse - What's The
Paul Jones - Every Little Bar
Clara Adams - Rhythm Of Life
Liam Reilly - Somewhere In
Jeff Healey - I Think I Love
Depeche Mode - Policy Of Truth

NORWAY
NRK - Oslo
Vidar Lun-Arnesen - Prod.
Playlist Top 10:
Snead O'Connor - Nothing
New Kids - Off Black-Step By
Michael Bolton - How Can We Be
Ole Everoud - I Nat - Er Verdan
Gino - I'll See You In My
Sneak Sneak - Jada Jada
Phil Collins - I Wish It Would
Rain - All My Loving
Hester - All I Wanna Do
Phil Collins - Something

DENMARK
DANMARKS RADIO - Aarhus
Lof Wierstedt - Head Of Prog.
Top 5:
Alannah Myles - Black Velvet
Rockinerman - Mogens M
Madonna - Vogue
Twenty 4 Seven - I Can't Stand
Snead O'Connor - Nothing

RADIO VOICE - Copenhagen
Bo Berg - Prog. Dir.
Airplay Top 10:
Gary Moore - Still Got The
Phil Collins - Something
Johnnie Briggs - Top 5
Wilson Phillips - Hold On
Paul Young - Softly Whispering
Hanne Boel - I Wanna Make Love
Twenty 4 Seven - I Can't Stand
Heart - All I Wanna Do
Michael McDonald - Take It To
Vya Co Doo - What's A Woman

RADIO VIBORG
Henning Kristiansen-Poul Foged
Head Of Music
Top 5 Airplay:
Alannah Myles - Black Velvet
Vya Co Doo - What's A Woman
Nick Lowe - All Men Are Liar
S. K. K. - Cool September
Buck Hill - Risky Business

PORTUGAL
RPM - Lisbon
Luis Lourenco - Head Of Music
Playlist Top 5:
Madonna - Vogue
Depeche Mode - Enjoy The
The Cure - Pictures Of You
Phil Collins - Something
Kostas & Pongas - Streets
Lars Lihlo - Konstak
Rafael Rivera - Guisara
Madonna

AALBORG NAERADIO - Ålborg
Ola Medtzby DJ/Prod.
PP Orel Dum - Bussanana
AD Vya Co Doo - What's A Woman
Rosette - I Vya Have Been
Sandra La - Be A Big
Lars Lihlo - Konstak
Rafael Rivera - Guisara
Madonna

AARHUS NAERADIO - Aarhus
Frankie Fere - Head Of Music
PP Indebor - Obsession - Tell Me
New Kids - Get Into It
Rosette - It Must Have Been
Madonna - Take Your Time
Wilson Phillips - Hold On
Orel Dum - Bussanana
Eton John - Club At The End

DISCOPRESS - Tampere
Tajia Lindell - Go-Ord.
Radio Top 10:
Five Majors - Kava
Madonna - Vogue
Top Sorakoski - Lemmigrad
Ressu Redford - Kuka On Se
Finlanders - Pama Lahemans
Laurilindes - Lemm - Vihasta
Troll - Jimmy Dean
Snead O'Connor - Nothing
I Karabainen - Auralea Loren
Lenny

PENITI Mervalina - Tampere
Rento Mervalina - Producer
AD Selma - Time After Time
Soul 5/11 Soul - People
John Lee Hooker - I'm In The
Shere - Woman's Work
Troy - Peace And Quiet
Troll - It's Serious
Kylie Minogue - Better
Farground Abstract - Walking

PORTUGAL
RPM - Lisbon
Luis Lourenco - Head Of Music
Playlist Top 5:
Madonna - Vogue
Depeche Mode - Enjoy The
The Cure - Pictures Of You
Phil Collins - Something
Kostas & Pongas - Streets
Lars Lihlo - Konstak
Rafael Rivera - Guisara
Madonna

CORREIA DA MANHA - Lisbon
Rui Pego - Prog. Dir.
A List:
AD The Pretenders - Never Do That
Boy Country - Save Me
Martin Stephenson - Let's Us
Horsehoes Flowers - Give It Up
Farground Abstract - Walking

B List:
AD Arranged - Fire To Ice
Snead O'Connor - I'm Stretched
Act Of Chance - Fire



TO ADVERTISE IN THIS SECTION CONTACT YLONKA DE BOER ON 31.20.669.1941

CLASSIFIEDS

RATE: DFL 48,- PER SINGLE COLUMN CM.

OR FAX YOUR COPY ON 31.20.669.1941

PUBLICATIONS

ESSENTIAL READING ★ EVERY WEEK ★

RECORD NEWS- Weekly news magazine. Essential contact information on the people who create hit records (incl. names & contact nos). Top 40 artists, producers, blogs & manager contacts, news, info, tours & playlists etc.

VIDEO NEWS- Weekly news magazine. All pop-production news & analysis on Top 40 promos including call sheets & contact names and nos.

ADVANCE RECORD NEWS- Forreign-ly. All record releases from majors & leading independents for the next 3-6 months.

SONGPLUGGER- Monthly news magazine for publishers & songwriters details major artists looking for hit songs, masters wanted etc.

Write, call or fax for full details to:

MORE NEWS, DALLING HOUSE.
132 DALLING ROAD, LONDON W16 0EP
tel. 081-741 7000, fax: 081-543 0639

VARIOUS



audiozone

**IMPORT/EXPORT - DISTRIBUTION - PRODUCTION
IN CONTEMPORARY MUSIC
FINALLY NOW IN ITALY!**

audiozone s.a.s.

VIA DEL TORCHIO 3 - 20123 MILANO - ITALY - PH. 39.2.8051409

**TO
PLACE
YOUR
CLASSIFIED**



Roadrunner sales ltd
66, Bunting Rd, New Hampton,
tel. 0604 30034 fax: 0604 721151
London Showroom, 11 Poland st, W1,
tel. 071 287 5975 fax: 071 287 5319



A NEW WAY OF ENTERTAINMENT

REMBRANDTSPLEIN 11, AMSTERDAM
OPEN: THURSDAY 10.00 - 04.00
FRIDAY 10.00 - 05.00
SATURDAY 10.00 - 05.00

**PHONE
YLONKA
ON
31-20-6691961**

DISTRIBUTION

FOR THE BENELUX DISTRIBUTION
OF POPULAR AND CLASSICAL REPERTOIRE
YOUR DISTRIBUTION PARTNER IS:



CONTACT HILVERSUM, FAX: 31 - 35 - 235124

TOURS & CONCERTS

EUROPOP, YOUR EUROPEAN TOUR-PROMOTOR.



EUROPOP
HOUSE

Ph. 31-23-319333
Fax 31-23-328579
Tlx. 41755 Europ nl.

Goetheplein 1b, 2013 CE Hoofden, Holland

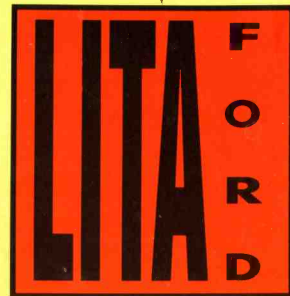
TAPE DUPLICATION

DUPLICASE DUPLICASE

BLANK AUDIO CASSETTES (Cr & Fe)
in any length, quick delivery, low prices.

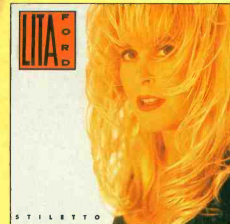
REAL-TIME CASSETTE COPY SERVICE
for demos and music cassettes
also small numbers - highest quality.

Duplicase
Rozenlaan 57
NL-2771 DC Boskoop
Netherlands
Tel: 31-1727-17838



STILETTO

IN EUROPE NOW!



ALBUM
CASSETTE
COMPACT DISC
INCLUDES THE SINGLE
HUNGRY