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

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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.

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Issue 37
September 15
1990
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The European
Music &
Broadcast
Trade Magazine





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Phil Collins Seriously Breaks The Records

by MacInglis Baker

Europe's biggest-selling album of the last 10 months is proof of the power of personal promotion. Since... But *Seriously* by Phil Collins was released last November, the singer has

Yetnikoff Leaves CBS

CBS Records' worldwide operations were rocked last week by news of the sudden exit of president/CEO Walter Yetnikoff. Staff were officially told on September 5 in a memo from Sony president/CEO Norio Ohga.

As a result, CBS Records International president Bob Summer and CBS Records US president Tommy Motola now report directly to Ohga. Both are seen as prime contenders for the top slot. CBS sources say that if Summer were to step up, candidates for his post would include CBS president Jorgen Larsen and CBS UK chairman/CEO Paul Russell. □

done almost everything a record company could ask: radio, TV, press, personal appearances, syndicated concert broadcasts, extensive touring. He even starred as a waxwork in UK television commercials.

The outcome is that... But *Seriously* has now sold more than eight million copies across Europe. This compares with three million in the US. He is signed to WEA International for the world outside the US, and to Virgin for the UK. In West Germany, ... But *Seriously* has now surpassed 2.3 million (quadruple platinum) sales, ahead of Hamburg-based WEA Musik's previous best-seller, Tracy Chapman's self-titled debut LP.

Manfred Zunkeller, WEA chairman Central Europe, says the sales are an all-time high. "We did some research and found that Pink Floyd's *The Wall* sold 2.1 million copies in West Germany, but it has been on the market for

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LEVY APPOINTS PAIRE, ALBERTINI

PolyGram Names French Team

by Emmanuel Legrand & Adam White

Records, a newly created division. The appointments take effect from January 1, subject to board approval. Paire is currently president of DIAL, PolyGram's French mail-order company; Albertini is GM of Phonogram France.

Records, a newly created division.

The changes have been anticipated since PolyGram France CEO Alain Levy assumed wider responsibilities within PolyGram International some 18 months ago. "The French operation today is much more than a record company, which these moves recognise," says

Levy, who becomes president of the worldwide PolyGram group from January. Two other executives affected are the MDs of PolyGram and Phonogram respectively, Marc Lumbroso and Denis Boyer, who have been jointly running PolyGram France on a day-to-day basis since Levy moved to London, then New York.

Lumbroso will leave the company at the end of the year. "Marc is setting up a label on a very ambitious scale," says Levy, "and we are backing him. It will be rather like London Records for continental Europe."

Boyer will take over Paire's current position as president of DIAL. "That company is diversifying

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Dag Högqvist, chairman of Sonet Gramofoner, Sweden, addresses the Copenhagen Music Seminar on the 'Inner Scandinavian Market,' watched by MNW Records MD Jonas Sjostrom. For more details, see page 14.

Scandinavian State Stations To Co-Operate

by Paul Andrews & David Rowley

Scandinavia's state-run radio stations plan to set up their own programme exchange system. As well as swapping productions and co-operating on buying outside productions, the stations also hope to force record companies to increase cross-border releasing and promotion in the region, by supplying their partners with new local product when it is released in their own country.

The plan, revealed at the Copenhagen Music Seminar (CMS), is the brainchild of Palle Aarslev, head of Danmarks Radio (DR) pop station Channel 3. Also involved are SR Programme 1 in

Sweden and NRK in Norway. Public broadcasters in Finland, Iceland and Greenland have also been invited to join.

If the project goes ahead, Aarslev hopes by January each station will second one member of staff full-time to co-ordinate it. Programme and record exchanges will be free, with the bulk of material being music, concerts and interviews with artists.

Aarslev: "Production costs are carried by originating stations but we think we can get a balance and avoid too much bureaucracy. The weakness in co-operation between the Scandinavian

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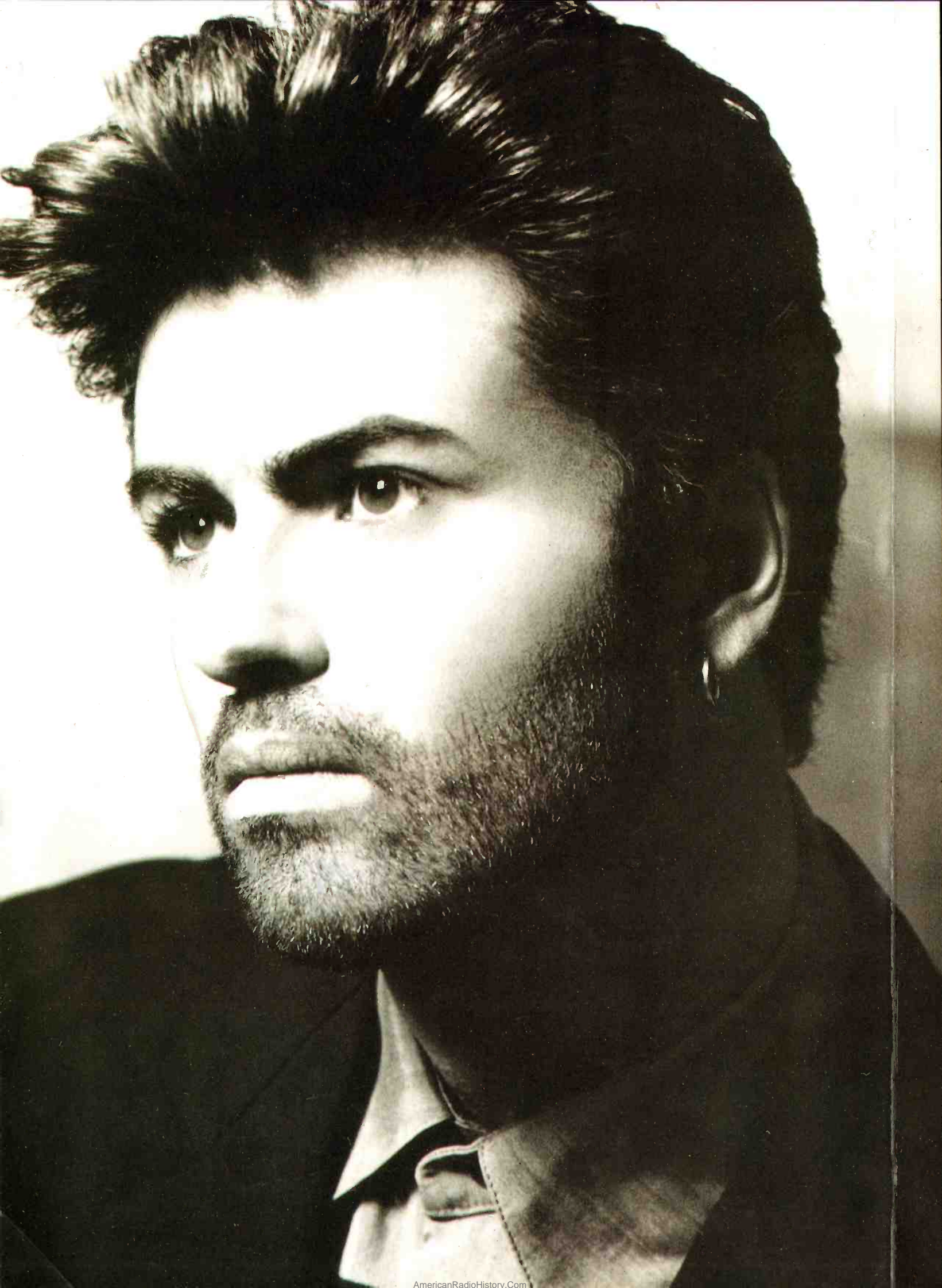
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GEORGE MICHAEL

LISTEN WITHOUT PREJUDICE

Three years on from the release of his debut solo album 'Faith', over twelve million units later, a triumphant world tour and a collection of worldwide awards, George Michael has now released his second album 'Listen Without Prejudice'.

THE FIRST SINGLE, 'Praying For Time' was released 13 August and is already a major hit.

THE ALBUM – 9 brand new tracks written, arranged and produced by George Michael plus a brilliant cover of Stevie Wonder's 'They Won't Go When I Go'.

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UK Jingles Firm Breaks Into The US

by Paul Andrews

London-based jingles company Ay Jay Productions has become one of the first European firms to break into the highly competitive US market, with the sale of an ID package to an Arizona station. Easy-listening/AC Cloud 95 approached the UK firm after spending four months for a replacement for an unsatisfactory package made by a Dallas producer.

"The programme director had received a tape from us as part of a mail-out, and liked it," says Anthony James, who is a partner in the firm with David Lee Stone. "He asked us to do a sample for his format. When he got the sample he called us up at two in the morning to say he loved it, had been running it all day and wanted a package."

James believes European companies have been approaching the

US market in the wrong way. "They've always tried to do it through local companies which seems the most sensible way, but we invariably find the agent doesn't really put in as much work as they could. We're giving it a shot on our own and it seems to be working."

"Many US programmers are looking for something new. They're getting fed up with the Dallas sound - a lot of the ideas seem to be ripped off from bits of records and so sound old on air. I would say 95% would love to come to London to get a jingle package, because London to them is the music capital of the world!" Meanwhile, Ay Jay is also trading in the opposite direction, with the UK licensing of a package of 600 backing tracks for commercial production from "a major West Coast production

company". "This company makes jingles for big names like Budweiser and McDonald's," local James, "so it's a chance for local clients to have big sounding jingles at a reasonable cost!"

The firm's current client list includes Radio City, TFM, West Sound, Riverside 101 and Steve Wright (BBC Radio 1) in the UK, and stations around Europe such as Radio DeCly and Newport 105 in Italy.

PolYGram Names

continued from page 1
too," explains Levy, "and it will be a challenge for Denis. For example, we are toying with the idea of direct-mail through television." Paire, 44, has been president of DIAL since 1987. The unit has revenues of Frf 500 million (app. US\$ 94 million). He joined PolyGram France in 1972, and has held various posts in finance, marketing/sales and classical music.

"Giles has proved to be a remarkable strategist!", Levy states. "DIAL was pretty much dead when he took over." He adds that Paire also played a key role in developing PolyGram Classics in 1985-86.

Albertini's strengths lie in the creative and repertoire exploitation areas according to Levy. "Paul-Rene has built Phonogram into a powerhouse with sales of Frf 500 million and he is excellent at promotion and artist relations - a real record man!"

Albertini, 31, will oversee PolyGram's three record labels (Phonogram, Polygram, Barclay) as well as PolyGram Jazz, PolyGram Distribution and the publicity department. He has been with PolyGram for seven years, serving in a variety of repertoire, marketing and promotion posts.

In a related appointment, PolyGram France's director of diversification, Jose Covio, will be reassigned to PolyGram International headquarters in London before the end of the year.

The French company is one of PolyGram's most important affiliates, with 1989 revenues of close to Frf 2 billion (app. US\$ 377 million). Its interests include records, music publishing, TV and movie production, music video, mail-order and a stake in Paris rock radio station, OUF FM.

extra

Rumours reach us that the Dallas-based Satellite Music Network, one of the US's largest suppliers of radio programming via satellite serving over a thousand stations, has been quietly testing several of its formats over Europe via Panamsat. The company is reportedly seeking a European partner to re-broadcast one of its formats across the Continent. Another US radio company, the Albuquerque-based Drake-Chenault is also looking to begin satellite tests in Europe in October.

Tom Rounds, head of US syndication company Radio Express, says he is "very close" to signing with a major commercial partner for his "Low Songs" project. It is understood to be a wholly new format idea aimed at European AC stations. Watch this space. Rounds is also working with UK-based syndicator Union and London-based sponsorship specialist Robert Dodds on a roster of new shows, though he says "we won't kick in with these until 1991".

IFPI chairman Bhasan Menon was out of Kuwait. He was detained there for more than a month after the Iraqi authorities seized his flight route to India) was grounded during the Iraqi invasion. Reportedly, Menon was not released by the Iraqi authorities but escaped overland. He is now with his family in India.

PolyGram chief Alain Levy says the company will be recruiting new MDs for Polydor and Phonogram in France after the departure of current MDs Marc Lombroso and Denis Boyer (see front page story).

Struggling radio stations in Eastern Europe may benefit from an International Media Fund, a US government initiative aimed at supporting independent broadcasting and a free press in the emerging democracies. The fund has won the backing of the National Association of Broadcasters (NAB). The NAB president, Robert E. White, is chairing the fund's first radio advisory committee at the NAB convention in Boston this month. As well as encouraging investment in the fund, it will also promote the establishment of sister city/sister radio station relationships between the US and Europe.

compiled by Machelj Bakker

DAB In Europe 'In Two Steps'

by Chris Fuller

Digital Audio Broadcast (DAB), a technological advance which provides satellite or terrestrial radio signals to the variety of CDs, could be in "low-key" terrestrial use in Europe in two years, possibly sooner in the US.

Franc Kozamerik, senior engineer with the European Broadcasting Union (EBU), which is developing a DAB system, says its growth will be largely dependent on receiver price.

Kozamerik: "If the price is low enough for mass production then I think DAB will spread quickly as consumers and broadcasters realise its benefits. It's sufficiently developed to predict a low-key terrestrial introduction in two years in Europe. It may be even sooner in the US, which is pushing us very hard indeed!"

DAB, owned by the EBU and a West German-based research

group called Eureka, has both satellite and terrestrial applications. The EBU claims DAB is superior sound quality to FM because it is less prone to distortion and has a higher frequency response (about 20 KHz to FM's 15 KHz).

Entitled 'Musican', the EBU/Eureka DAB system received a major boost in Stockholm in June when it was deemed superior to Japanese, German and British variations by the International Standards Organisation (ISO).

Kozamerik: "ISO approval is vital in attracting support from the chief hardware manufacturers. We are now at work on implementing some of the features from the other systems that we saw there." Musican has also been successfully tested in Canada.

Looking to advance the system,

TFI And Dutch Publishers Propose New TV Channel

Six major Dutch newspaper publishers and French commercial station TFI have announced plans to launch a new national channel to rival Luxembourg's Dutch-language service RTL-4 (formerly Veronique). A spokesperson for the consortium says "the channel will differ from RTL-4 because it will be wholly legal and wholly Dutch".

The publishers (De Telegraaf, Perscombinatie, Wegener Tjif, Friesch Groninger Dents, Oostvrijke, De Dagbladen and Nieuwle Nieuwland) and RTL-4 are awaiting the results of a feasibility study for the new channel.

Changes to Holland's media laws, which at present prohibit Dutch-owned, non-satellite commercial ventures, are expected by the end of the year and it is anticipated that the first national independent station will appear shortly afterwards. The spokesperson says the consortium is encouraged by anticipated changes to the law which will enable channels to negotiate fees with cable operators rather than guarantee them 15% of advertising income. But it remains worried that commercial channels will not be allowed to broadcast terrestrially, restricting them to a

30% reach of all Dutch households. It also believes an obligatory contribution to a Press fund, set up to help newspaper publishers allegedly hurt by TV commercials, should be abolished.

The Paris-based TFI has shown an interest in Dutch TV before. Last October the French commercial outlet was involved in discussions with top TV producer Joop van den Ende, following the collapse of his proposed station TFI-0. However, van den Ende went on to sign a programming agreement with RTL-4. TFI then publicly stated it was seeking serious Dutch partners.

The media law changes are expected to be approved by parliament this autumn. Aside from the TFI/publishers bid, it is understood that five other organisations have been duplicated to form the country's first Dutch-based commercial channel.

Meanwhile, Dutch cable market leader RTL-4 (28% share), which escaped prohibition last year after it was judged a "foreign" net broadcaster, is still subject to reconsideration by the Dutch State Media Council. It will pass a final judgement later this year.

MOVING

Media: At RTL in France, Luc Pournier, formerly assistant music programmer, has left to join Patrick Sabatier's TV production team * Pascal Amador, previously programme director at Radio Nantes, has joined RTL as programmer. Luk Apperment has left. His replacement at Radio Nantes is * Philippe Nossent * Patrick Vermeke has been appointed FR manager at the Radio Contact network in Belgium; he replaces Xavier Gaetan who left to join an advertising company * BRT presenter Luk Apperment has left the Belgian state broadcaster to join Flemish commercial TV station VTM * In Denmark, Sigg Harvig Nielsen, founder and programme manager at Radio

Viborg, has been appointed MD of Radio Atlas in Randers, formerly called Radio UPEBENT * Music Industry: Mike Weller has been appointed senior product manager at WEA Germany * Hervé Degrae, former sales manager at CBS, joins EMI France as label manager for Capitol and Eignia * Michael Leitchford has been appointed GM international marketing Classical Repertoire at WEA UK, effective September 10 * Deborah Hill has been named senior creative affairs for BMG Music Publishing. Bill was director of creative services for Quincy Jones/Quest Music * Marlies Breeser, international exploitation manager at Electrola in Germany, has left the company and is replaced by Susanne Troske, formerly with the Rocksound management company in Hannover * Desiree van Hoesen joins the promotion department at Virgin Benelux, following the departure of Wim Dekker, who is starting his own culture/cross company, Moskwood Holland *



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The Cure Take To Pirate Airwaves

by Chris White

The Cure staged a dramatic publicity stunt for their forthcoming album during the early hours of September 1, with an illegal four-hour pirate radio broadcast across London. The live transmission featured tracks from the LP *Mixed Up* - due for release by Fiction Records on October 29 - plus interviews with band members, personal music selections, news, weather and traffic reports.

The show was hosted from a secret London location by two American DJs, Louis Largent of K-Rock, Los Angeles, and Mike Halloran of 91X, San Diego. However, it was best with technical problems, which delayed the transmission for nearly three hours and made reception difficult.

Broadcasting on 94.8FM, interference was reported from the adjacent frequency of the BBC's MOR Radio 2. "At one point there was some very innovative mixing between a Cure track and

commercial stations to promote Nordic music. They have to stay closer to established audience tastes; we can be more adventurous."

Both Scandinavian co-operators and the roles of state and commercial broadcasters in the area dominated the CMS broadcasting workshops.

some Mozart on Radio 2?" says Fiction Records promoter manager Nik Meyers. But he believes the programme was receivable up to 80 miles (130km) away.

Meyers adds: "We promoted the event through fly-leaflets at the band's recent gigs, including Glastonbury. Because of the illegality of the exercise we were unable to give precise details of wavelength, but judging from the feedback lots of fans managed to find it."

"We were worried about the legality of the situation, but did research it and decided it was worth the risk. Because we broadcast very late at night it would have been difficult for the police to have obtained the necessary search warrant to bust the premises. The most they could have done would have been to ban the signal, but in the event there were no problems!"

CHAIRS

Keynote '90

Asia's first music industry trade fair, Keynote '90, will be held in Hong Kong from October 19-22. A series of seminars, workshops and press conferences take place during the event. For more information contact Paul van Dijk at Columbus Rock Division in Amsterdam. Telephone: (020) 187018 Fax: (020) 180565.

Atlantic To Release Zeppelin Compilations

by Hugh Fielder

Atlantic will release two Led Zeppelin compilations next month, marking the first time that the band, who have always maintained tight control of their catalogue, have released a compilation.

The first, *Remasters*, to be released on October 22, is a three-album, two-CD/cassette set, and features 26 tracks. Two are previously unreleased. The second, which will be available at the end of the month, is a six-album, four-CD set. Called *Led Zeppelin*, it is comprised of 54 tracks.

All the tracks on both compilations have been remastered by Jimmy Page. The compilations are being released via Atlantic/WEA, and will be deleted in March 1991.

There will also be a radio remix of *Stairway To Heaven*, one of the few Zeppelin tracks to have received regular airplay since it came out on *Led Zeppelin IV* in

1971. Although never actually released as a single, *Stairway To Heaven* is likely to be the first track from the compilation.

Radio reaction to the compilations is varied. In the UK, the adult rock-formatted Greater London Radio "could" play Zeppelin tracks "sparingly" during the day, says music manager Jon Myers.

"Zeppelin's first album was featured on our latest '60 Classic Albums' promotion and I scheduled two tracks from it. And the fourth album was part of our previous campaign. The difficulty with programming Zeppelin tracks is their length, as much as their heaviness."

Metro Radio programme controller Giles Squire comments: "If it's been remixed I'd certainly like to hear *Stairway To Heaven*. However, it's unlikely to be played during the day; it will probably be aired during our specialist rock

show in the evening."

At Red Rose Radio, MD David Lincoln says: "There's room for Zeppelin in the evening shows because of the continuing interest in the band, but their material is difficult to programme during the day. The problem is that Zeppelin tend to sound dated."

A more positive response comes from Niels Pederson, head of music at AC/rock Uptown FM in Copenhagen. "Our 20-40 age group audience still have a good perception of the band. What will count is the day I get the sets and listen to the tracks again - whether they still sound right for the radio, or if they just sound too dated."

In northern Germany, Ulli Kniep, joint head of music at Radio fm, believes continued interest in the band will ensure at least evening airplay. "Tracks like *Stairway To Heaven* really are too long for the daytime, unless they are edited, and I don't really like

these remixes. But the band are still popular in Germany - we recently had an interview with Robert Plant, and we broadcast live from the Knebworth concert when he played."

However, at RFM Paris, assistant head of programmes Christian Herotte says Zeppelin no longer fits the station's format: "We used to play them quite a lot, but now the station has become much softer - we no longer play anything that heavy."

But there is enthusiasm at France's Skyrock, which expects to co-promote the collections nationally. "This music is still popular," says programme director Laurent Bouneau, "even among our target audience, who are 15-25. The radio remix of *Stairway To Heaven* will fit closer with the modern sound, though we will have to consider any other releases on their own merits." □

Collins Breaks Records

continued from page 1

more than 10 years. After six months of release... *But Seriously* had sold two million and now we have even surpassed that figure!"

A sellout stadium tour, four hit singles and extensive radio and TV coverage are key factors in Collins's German success, according to WEA product manager Alexander Maurus: "We also ran

two series of radio ads, with the second campaign centred on the cassette. It urged listeners to take Collins on holiday with them and it paid off - cassette sales jumped!"

Maurus praises Collins's willingness to take part in promotion: "We had him for two full days, in Hamburg and in Munich, for radio and TV, which is unusual for an act of his standing. That kind of visibility and access really makes a difference."

In France, the album is still selling between 3,000-5,000 copies a day. Sales are now up to 900,000 - triple platinum - and Luigi Calabrese, president WEA International France, is aiming to have sold 1.3-1.5 million by the end of this year.

Calabrese: "If sales continue at the current level, he might become France's biggest international seller. His success is primarily due to his professionalism. There isn't any kind of promotion that he is not willing to do!"

Meanwhile, in Italy the album has sold more than 750,000 copies. Massimo Giuliano, GM WEA Italy: "Collins came to Italy three times. First to give press, radio and TV interviews before Christmas. We ran a TV advertising campaign throughout December and then he appeared on the final night of the RAI TV variety show 'Fantastico' on

January 6. Later, we had two fantastic concerts in Rome and Milan."

In the UK the album has reached seven-times platinum, with sales now up to 2.3 million, and Virgin aims to reach three million by Christmas. The company's campaign for the LP included three TV commercials. Two featured Collins, while the other saw Richard Branson playing the role of a door-to-door salesman who tries to sell the album to Collins.

Libby Griffin, product manager at Virgin: "We didn't want to do a traditional TV campaign, we wanted something special and memorable. So we asked Phil to get involved and he agreed."

"Phil is unique like that. He's been involved in every aspect of this album, from handwriting the sleeve credits to handwriting advertising copy."

TV advertising campaigns were held in all European markets, with some territories also re-promoting back catalogue. WEA Europe reports that the combined sales of Collins's previous three albums - *Face Value*, *Hello I Must Be Going* and *No Jacket Required* - are in excess of 7.5 million in mainland Europe.

In total... *But Seriously* has collected three platinum awards

(Austria, Finland, Norway), four double-platinum (Belgium, Denmark, Holland, Portugal), three triple (Italy, Sweden, France), two quadruple (Germany, Switzerland), six times platinum in Spain and seven times platinum in the UK. The album stayed for 17 weeks at no. 1 in the European Top 100 Albums, of which 16 were consecutive.

So far, the album has yielded four hit singles, *Another Day In Paradise*, *I Wish It Would Rain Down*, *Something Happened On The Way To Heaven* and *That's Just The Way It Is*.

All songs received good airplay on European radio. *Another Day In Paradise* spent 18 weeks in the European Airplay Top 50 and enjoyed two runs at the top spot - one of eight weeks, the other for three. *I Wish It Would Rain Down* spent 17 weeks in the Top 50 and peaked at no. 2.

David Evans, director of marketing at WEA Europe, comments: "There hasn't been an album of this magnitude for a long time. It is a broad based record that appeals to a wide range of people. Also, it is rich in singles, and they have had continuous radio support in Europe."

WEA plans to release a Collins double live album and a longform video throughout Europe on November 2. □

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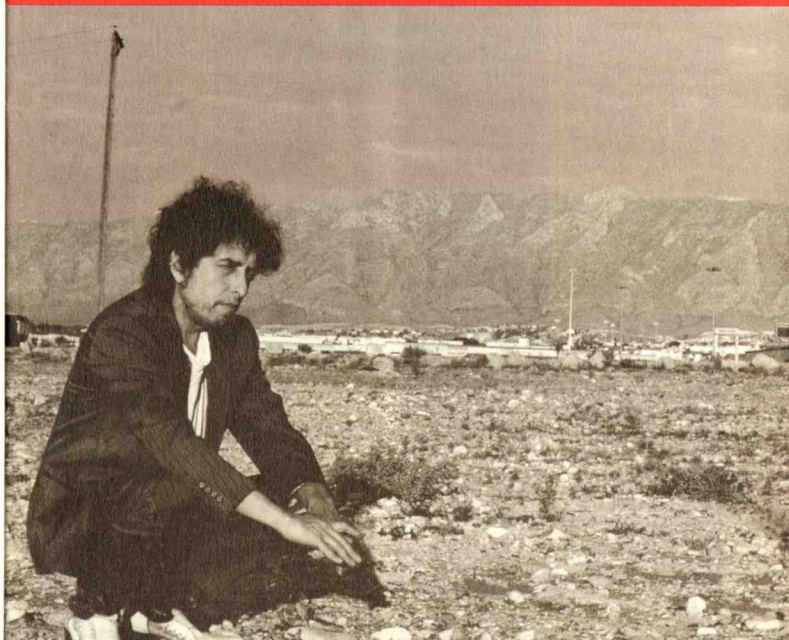
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“Get The Advertisers Educated” An American approach to syndication in Europe

Having long dominated the multimillion dollar US syndication market, Westwood One has shifted its gaze to Australasia, Asia... and Europe. As international manager Richard Rene told Chris Fuller, the company is intent on gaining a 'significant hold' on the fast developing European radio industry.

Q: How can Westwood One compete against European-based syndication companies?

A: I think we have more staying power than any of the other syndicators presently doing business in Europe simply because Westwood One International is part of a very large corporation. The luxuries we have as being part of that corporation include special relationships with advertisers, years of accumulated experience in the production of radio shows, specialist knowledge on how to approach major concert events, how to acquire rights for Madonna or David Bowie or whoever... and so on.

Q: Do you not intend to establish an office in Europe?

A: We do, but at some time in the future, I cannot give a date. Westwood's not in a position to-day to go spending money freely unless they know there's going to be a return in a year or two's time. We have decided the most important thing to do is get the advertisers educated towards how radio syndication can benefit them. It's a matter of getting concepts like sponsorship and radio marketing instilled at the big agencies and multinational clients. Once we have got the sponsors ready to jump into radio, when we have that base, an office either in London or somewhere on the Continent is the natural progression. As a short-term alternative to our own office we are looking for a compatible partner to work within each territory, either on a full joint venture or a fully exclusive contractual agreement.

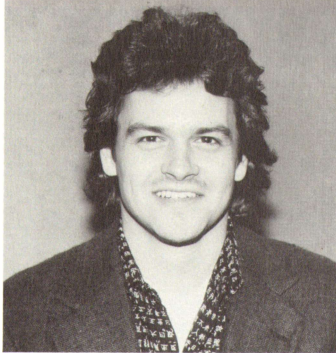
Q: Which territories are you targeting in particular?

A: Obviously France has got an

industry that's growing, has got money coming through it and is more dynamic than most other territories. Also, from a business point of view, media stocks are relatively healthy there. Germany, being the economic power of the EC follows closely, though it's not as high a priority because its radio industry is fragmented and the various media councils prevent syndicators coming in and doing things on a national basis. It's very much a case of striking one-off relationships with stations which is a lot of work.

Q: And the UK?

A: The UK is... crazy. From 7,000



Richard Rene believes syndicators should shy away from chart countdown shows

miles away it's impossible to have an influence there. Because they are still sorting themselves out to a very large degree, we are taking a real slow track. Who knows how many incrementals are actually going to hit the air, and how many of those will be around five signs on from putting out the test signal? We look to the Continent with more hope, at least in the short term, simply because the UK is such a battleground.

Q: What is your presence in Europe at the moment?

A: Ironically, two years ago we had a lot more running in terms of regular weekly programming,

though this was based on selling canned programming for cash. We made a decision around a year-and-a-half ago that we would no longer pursue this policy. It builds revenue for Westwood in bits and pieces but it doesn't help the stations and as the industry matures over here it certainly doesn't help in general terms.

At present, our regular weekly longform stuff is on VOA, where we have five programmes, including 'Rock 'n' Roll Never Forgets', 'Off The Record With Mary Turner' and 'Casey Kasem's Top 40'. Also, in terms of in-concert material, the ARD system

Q: Your Gosteleradio shows in the Soviet Union - 'America On Radio', 'American Music Classics' and 'USA Top 20' - have been running since February. Were these shows difficult to place?

A: The Soviet shows are very much a model for the way we want to operate in Europe. We didn't run over to Gosteleradio and say 'we want to put something on and we're going to do it'. It was a year-and-a-half between the initial talks and producing the first demo. They initiated things and said 'we want Western programmes and we want Western advertising'. They took the first step towards us, we ran with the ball from there on. □

In Germany has run a good deal in the last year. In the UK we have worked with both MCM and Uniq in delivering concert programming. RTL has run a good deal of things in France... 'The Lost Lennon Tapes' on Europe 2 was a great success.

Q: What kind of new programming do you envisage originating for Europe?

A: Again, it depends upon how the industry gets. But I think we may shy away from countdown shows, which I think most stations can do by themselves with relative ease. For the smaller stations the true advantages of syn-

dication may be in obtaining something it could not do itself. The Knebworths of this world, the Amnesty International concerts, the Madonna or David Bowie world tours... it's in this kind of area that Westwood One can provide a truly valuable service.

'Casey Kasem's Top 40' ran on a few stations in Europe but we subsequently took it off and put it on the VOA Europe network mainly because it was canned and very American in its approach. Casey's a presence but people are developing their own personalities here, plus their own charts, which in certain respects are more valuable than the Radio & Records and Billboard numbers in the US. Our approach has definitely changed here. We don't want to bang our heads by presenting programming that will bear nothing for us.

Q: Your Gosteleradio shows in the Soviet Union - 'America On Radio', 'American Music Classics' and 'USA Top 20' - have been running since February. Were these shows difficult to place?

A: The Soviet shows are very much a model for the way we want to operate in Europe. We didn't run over to Gosteleradio and say 'we want to put something on and we're going to do it'. It was a year-and-a-half between the initial talks and producing the first demo. They initiated things and said 'we want Western programmes and we want Western advertising'. They took the first step towards us, we ran with the ball from there on. □

Westwood One is America's largest producer and distributor of radio programming and the second largest radio organisation. It was founded in 1975 and now employs nearly 600 people in 15 offices worldwide. In recent years the company has diversified into station ownership and radio-related companies, including the NBC Radio network, a group of major-market channels such as WYNY-FM in New York and KQLZ-FM 'Pirate Radio' in Los Angeles. Richard Rene is a manager of foreign syndication arm, Westwood One International, which accounts for some 10% of the company's estimated US\$ 130 million overall gross turnover.

RMB Launches Campaign To Boost Radio Advertising

by Hugh Fielder

The Radio Marketing Bureau (RMB) is running a national radio campaign this month to promote radio as an advertising medium. Three 40-second commercials are being aired on independent stations across the UK, who are donating around £ 250,000 worth of airtime free.

The commercials are part of an autumn campaign by the Association of Independent Radio Contractors (AIRC) and the RMB to stimulate radio advertising and were made by Martin Sims of Ear-

lphones to distract you. What we're trying to do is to show that the restrictions to radio advertising are in fact its strengths!

The first advertisement has two agency executives discussing a forthcoming sausage commercial for TV which is being shot in Nepal. The punchline is: "What you save on the airfares you can spend on the airwaves!"

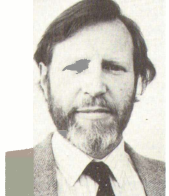
The second is a direct appeal to advertising people which deliberately tries to ignore the ordinary listener - who therefore listens more attentively. The punchline is: "Rude people will insist on listening."

The third is music-oriented with a deep soul track and a laid-back DJ crooning seductively: "I wake up with you, I'm with you in the bath, I share your breakfast and I'm driving you to work!" The punchline is: "Can't get much closer to your customers?"

Sims estimates that the total production cost for the three commercials - including satellite distribution by SMS - was £ 15,000. "That's a tenth of what it would cost to make those ads for TV," he adds. But all production and distribution costs have been donated free.

AIRC/RMB director Brian West comments: "This is radio people showing their confidence in the medium in the most practical and effective way - by making and broadcasting top-quality commercials."

"There is absolute confidence in the potential for the medium in the UK under the new regulatory regime, which begins on January 1. Radio will be the medium of the 1990s!" □



Brian West

drum and Jon Pope of Hilarie Productions.

Sims says they are aimed at the advertising industry, although they have been made to be entertaining for the general public as well.

"I am continually distressed by the low continuity agencies give to radio. They tack it on to the end of their campaigns if they have a couple of pounds left over, and then complain about the lack of creativity in radio advertising."

"What they don't realise is that a bad script sounds much worse on radio because you haven't got

BPI Reports Sales Drop

Figures from the British Phonographic Industry (BPI) for April to June show a flattening out of retail sales, with a converse fall in vinyl offset by CD.

The annual rate of singles in all formats is higher than a year ago, with 12" vinyl and CD singles sales rising faster than 7" is falling.

The research confirms vinyl albums are rapidly becoming museum exhibits, with sales down 38%. Annual deliveries to the

Jazz FM To Issue More Shares

by Howard Shannon

Jazz FM is looking to increase its cash reserves by issuing extra shares, with a long-term plan to invest in other local jazz stations, to bid for an IR franchise or to secure Continental interests.

The explanation by Jazz FM MD John Bradford comes as an industry speculation mounts that the station is in fact looking to reduce its bank overdraft. Bradford denies these claims.

"We are selling unused share capital to finance possible future expansion," he explains. Bradford declines to say what percentage the new holding would represent,

though he did confirm one report which said 17% was not too wide of the mark.

The speculation of financial problems seems to stem from the level of advertising income Jazz is attracting. Bradford says the present annual level of £ 2.5 million is "about right for a station of our size and one yet to mature in the radio field."

Jazz however, made it known in its original tender that annual income in London could fetch £ 4 million. "That now seems more likely in years three and four," says Bradford. □

IWR Breaks IR Cash Shortage Trend

Isle Of Wight Radio (IWR) is claiming a 43% reach among listeners after only five months on air. And unlike most incrementals, it reports no cash-flow problems.

Joint MD Jean-Paul Hansford, former MD of presenter with rival IR Ocean Sound, says he expects the station to break even by the end of the year and to make a profit within two.

"Local advertising is going much better than expected," he reports. "National income, though, is in line with the rest of the industry, not too good. But there are no cash flow worries at the moment!" IWR uses sales house IRS.

IWR is owned by 100 local investors. "We only wanted island-

ers to have a share in the station," says Hansford. It employs 23 full-time staff and launched on £ 500,000 capital.

The dipstick research was carried out in July by Research Surveys of the UK (RSGB), using 503 diaries. The 43% reach is matched by weekly listening hours of 15. "IWR plays 50% gold and 50% mellow music, backed with strong local news and traffic," says Hansford. It broadcasts on 1242 AM.

■ For The People Radio in Bristol is looking for an additional £ 250,000 to stay afloat, while north London incremental WNK is understood to be carrying heavy debts. WNK recently saw the Midlands Radio Group become a 20% shareholder. □



Peter Richards (left), MD of SBK Records UK, presents MTV Europe's Brian Diodato with a gold disc. For The Wilson Phillips self-titled album, to thank the station for its support in breaking the act in the UK. Also pictured is Mark Richardson, marketing manager of SBK Records UK.

No Bidders for Long-Wave Vacancy

None of the 40 or so applicants for the three UK independent national radio (INR) franchises have shown interest in a little known vacancy on long wave, says the show Radio Authority. And it seems likely there could be a second opening on the frequency if the UK government stands by its aim of end simulcasting.

"An unused UK allocation on long wave is presently free," says radio development officer David Wick. "And this is not the one currently used by BBC Radio 4." Wick adds the authority feels this too should become free "if the government is genuine about wanting to abolish simulcasting".

However, he accepts that loss of Radio 4 on long wave would face opposition. "Many people listen to the station in northern Europe so, politically, that would be an argument the BBC privately would advance for holding onto it. When I asked broadcast minister David Mellor about this

at a conference he just spluttered!"

However, the radio authority agreed the LW allocation presently unused "would give poor coverage in parts of the country". Irish independent station Atlantic 252 uses the unfashionable waveband for its pop service.

Pressure is also mounting on the authority by applicants of the two preferred AM and one FM franchises to confirm that regional advertising opt-outs will be included when details are announced at the end of the year. "We are aware that some people think that ought to happen," says Vick. "Technically the possibility is there. What the authority has not decided is whether to permit it."

But Vick denies pressure by bidders is behind the idea. "Regional opt out advertising has been in our minds from the outset," he adds.

The two AM stations will use frequencies presently allocated to

BBC national radio - 275 and 285 MW for Radio 1 and 247 MW for Radio 3. Additional transmitters

are being considered in areas of poor reception. The FM station will use 99.9 to 101.9 MHz. □

Radio Academy Launches Technical Show

The UK's Radio Academy is to stage its first technical conference. The event, TechCon, will be held at Birmingham's Albany Hotel on October 4, and is expected to attract 100 engineers and technicians from both local and national stations.

Chaired by Radio Authority member Richard Hooper, the all-day conference will be divided into four sessions, covering 'Future Use Of The Broadcasting Spectrum', 'Studio Construction', 'Audio Distribution and Processing', and 'Audio by Satellite'.

Key speakers include: Peter Kemble, principle engineer, transmitter projects for the IBA; Laurence Hallett, MD of Phoenix Communications; Graham Carter, of Dolby Laboratories; and

Simon Shute, GM of Operations and Engineering for BBC Radio.

"This is the first time we've done anything for engineers and technicians," says organiser Ann James. "Events like the Radio Academy festival tend to attract just management and programme makers, but we thought this group of people needed a chance to debate their issues too."

TechCon is running alongside the 15th Sound Broadcasting Equipment Show, which takes place at the same venue on the previous day. Aimed at a similar audience - engineers, technicians and users of audio equipment - around 60 exhibitors will be showing a variety of sound equipment. □

Radio Contact Promotes Compilation Albums

by Marc Hies

Belgium's Radio Contact network is co-promoting several compilation albums this month in an attempt to boost its profile.

The network's Flemish stations have teamed up with record company CNR to promote the compilation album *De Vlaamse Top 10*, which was released on August 24.

An eight-week campaign began on September 3, with Radio Contact airing two ads for the album each day. Advertising is being booked on commercial Flemish TV station VTM and will feature Radio Contact's logo. The logo also appears on both the album sleeve and on promotional material for the LP.

Danny De Bruyn, head of music of the Flemish Radio Contact stations: "The extensive use of our logo in this campaign is a very effective way of promoting the network, even though only about 10% of the music aired on our Flemish outlets is actually Flemish."

Meanwhile, Jean Lou Bertin, programme director at the net-

work's French-language stations, says Carrere has booked a one-month advertising campaign for its *Hits A La Une* compilation. The campaign begins on September 15 and the Radio Contact logo appears on the album's sleeve.

The stations recently gave airplay support to the new Roch Voisine single *Avant De Partir*. In return, the *Avant De Partir* was shown on an RTL-TVi campaign for Voisine's new album.

Radio Contact's newly appointed PR manager Patrick Vermaerke says the co-operation deals are part of the network's strategy to increase its profile. He adds that it has signed a sponsorship deal to support the RWDM football team in Belgium's top league.

The value of the one-year agreement has not been revealed, however, Radio Contact's logo will appear on publicity billboards, as well as on the players' sleeves and shorts. □



Belgian band Clouseau are recording their second album at Bullet Sound Studio's in Holland. Their *Hoexo* album sold 230,000 units in Belgium and will over 100,000 in Holland. Their new LP is set for release in October. Pictured with the band is producer Roland Verloren.

CNR Releases 'Blues Night' CD

CNR has teamed up with the organisers of the Hasselt Blues Night to release a CD featuring 14 bands who will perform during the event, to be held on September 15.

All the acts are Belgian. They include The Dizzy Dave Band, Dark Rose, The Capitals, Dirty Fingers, The Prime, The Jumping Jerks, TD Blue and The Railroad Company.

CNR's head of promotion Jeroen Mulders says only 1500 copies of the CD, called *Hasselt*

Blues Night, have been made and that all proceeds will go to multiple sclerosis projects. He says all the bands supplied master tapes, limiting CNR's costs to Bfr 400,000 (app. US\$ 12,400).

Meanwhile, on October 13, 'Blues In Belgium' will see another 13 bands playing at Peer, a small town near the Dutch border. The annual event is being organised by Misjel Daniels, who also organises Belgium's Rhythm Blues Festival. □

RTL Launches Sustaining Service

by Chris Fuller

A sustaining service launched on September 1 by CLT subsidiary RTL Hoerfunk Baden-Württemberg aims to ease the state's "chronic shortage of on-air talent", according to RTL GM John Monninghoff.

Called the "RTL Radio Network" (M&M June 30), the service is initially supplying six local stations with a 24-hour diet of soft AC music, plus regular news and sports updates.

Monninghoff says the state's 100-plus stations make for an overcrowded commercial market, with many stations struggling to attract sufficient advertising. The RTL Radio Network (RTL RN), which features "highly professional presenters and the best music" can, according to Monninghoff, "help stations to save money and make them more competitive. We can provide everything that the public stations can, and better".

Several of the six stations now taking the service, which is broad-

cast from Stuttgart via the Intelsat satellite, have incorporated the name 'RTL' in their title, though Monninghoff says this is not obligatory.

The stations - which are all within a 100 kilometre radius of Stuttgart - are Buegereradio, Radio Boblingen, RTL Reutlingen, RTL 100.7, RTL 100.3, RTL Goppingen 103. Some also have shares in RTL RN.

Monninghoff says another six locals are interested in joining the service, several of them further out across the state, thus presenting the possibility of a statewide network. RTL Hoerfunk is also in talks with stations in Austria and Italy.

Stations taking the RTL programme, which is neutral with no

RTL IDs, can insert their own jingles and local advertising, and opt out of the signal when they choose. An automated system will allow RTL DJs to trigger local programming and jingles without staff needing to be at the networked stations.

RTL's returns will be via a barter system. Locals can broadcast as much as the RTL RN programme as they wish, but must run up to a maximum of two-and-a-half minutes per hour of the included advertising.

"We believe it to be a highly flexible system which is unique to Europe," says RTL spokeswoman Gabriele Jantz. "It gives stations the power to choose whatever they want from our signal!" □

Airplay 3 Promotes Computer Programming

by Robert Lyng

Airplay 3 Media Service, a new company which offers computerised programming and information packages, has launched a nationwide marketing campaign in Germany.

Co-founder Gutsy Hufschmid explains the company offers radio stations three packages: "Airplay I is a data bank containing over 150,000 titles with complete label information. The archive is continually updated with new releases."

"The programme also includes various enter and search functions, and compiles lists for the collection agencies GEMA and GVL. Airplay II is a service programme for, among other things, the compilation of playlists."

Hufschmid continues: "We can save stations a lot of money in terms of personnel, by compiling playlists based on the individual wishes of each participating station. Users are connected to our computer via modem, and if they

are not satisfied with any particular playlist, they can change it on the spot."

One of the advantages to the Airplay programme, according to Hufschmid, is that it "facilitates a wider rotation and more colourful music programming. The computer is not subject to personal taste or limited memory."

A subscription to Airplay 3's editorial service, and access to its programme updates, costs DM 2,500 (app. US\$ 1,600) per month - "much less than the salary demanded by a head of music".

However, the company currently only has two subscribers: Studio B, a new private radio station in the Swiss town of Dornach; and Bad Saeckingen-based private station Radio Antenne 3, which Hufschmid founded in 1987.

Although he sold the station in 1989, Hufschmid is still head of programming and chief editor at Radio Antenne 3. □

TOTO IN CONCERT

sep. 18
Brussels
FOREST
NATIONAL

sep. 19
Frankfurt
FESTHALLE

current single:
'OUT OF LOVE'

The SDR/DT 64 Top 10

1. <i>Sinbad O'Connor</i>	<i>Nothing Compares 2 You</i>	(4-2)
2. <i>Dino Straits</i>	<i>Brothers In Arms</i>	(1-2)
3. <i>Led Zeppelin</i>	<i>Starway To Heaven</i>	(2-20)
4. <i>Depêche Mode</i>	<i>Enjoy The Silence</i>	(2-3)
5. <i>Pink Floyd</i>	<i>Wish You Were Here</i>	(2-10)
6. <i>Billy Joel</i>	<i>Legend</i>	(5-14)
7. <i>Phil Collins</i>	<i>Another Day In Paradise</i>	(6-11)
8. <i>Alice Cooper</i>	<i>Primal Scream</i>	(11-2)
9. <i>Alanis Myles</i>	<i>Black Velvet</i>	(8-34)
10. <i>The Rolling Stones</i>	<i>Satisfaction</i>	(7-65)

The members in brackets give the chart positions at SDR and DT 64 respectively, as determined by their listeners.

FM's Launch Early-Morning Attack

by Jacqueline Ecoact

The 06.00-09.00 slot is the latest audience hunting ground for Skyrock. On September 5, the station launched 'Les Zigotos Du Matin', in a bid to attract young FM listeners who are up to now have either been tuning into the peripheriques or not tuning in at all.

Skyrock presenter Pierre Belanger describes the show as "a lively and positive mixture of rock, competitions and music clips". He adds that it puts the emphasis on "personality rather than neutrality", as reflected in the choice of shock specialist Skyman, who co-hosts the show with DJ Arthur.

"It is not a question of simply copying the US approach," says Belanger. "It is more a case of adopting the same marketing strategy, of developing the morning show and using it to drive the

rest of the day's programming. We tried a morning show several years ago, but we found that the morning slot only works if it is supported by coherent programming and a well-researched, tight format."

Rather than aiming to take audiences away from the peripheriques and other FM stations, Belanger intends to create a new listening habit. "There is no real morning radio at the moment for 15-24 year-olds, so that is what we are going to offer."

The news content, although doubled, remains minimal (2 minutes every half hour).

"We don't want to go into battle with talk formats. News is a way of giving the music a real dimension in the morning."

Another FM station focusing

on the 06.00-09.00 slot is RFM. Using a different approach and aiming for a slightly older audience, the station launched 'Music & News' on September 3. The show is presented by established RFM personalities Groucho and Chico.

RFM president Andrew Manderstam: "The peripheriques that used to do music and news have now become all talk in the morning, and the FM stations have become all music. There is a huge gap in this market."

The existing news content, six minutes on the hour, is augmented with one-minute headlines every 15 minutes. Meanwhile, the talk content remains unchanged - a maximum of nine minutes per hour. The style of music also remains the same.

Manderstam comments: "I want to get away from the idea that there is a news team and an entertainment team; the two should be integrated. I also want to get away from the use of radio as a feature medium, by concentrating on hard news, plus weather and traffic. By choosing Groucho and Chico it is going to be fairly light-hearted, making for an overall pleasant and soft sound."

RMC Increases Music Content

Radio Monte Carlo's (RMC) autumn schedule sees the station increasing its music content. VP and director-general Herve Bourges says the move is designed to give more punch to programming, while keeping the station's traditional southern flavour.

RMC was the first of the peripherique radio to reveal its new autumn schedule, which began on September 3. Music programming is based on a mixture of old and new releases - which remain predominantly French - and is aimed at all audiences.

The revised programming policy introduces a number of new programmes using existing RMC personalities and is divided into four areas. They are: rock & roll, country and folk ('Rock & Roll Music' weekdays 19.00-20.00, 'Caravanes' Sunday 19.00-20.00, both presented by Dick Harvey); jazz ('Le Don De Jazz' Sunday 20.00-22.00, hosted by Thierry

"Essentially, we are going for the music audience. There is a large reservoir of younger peripherique listeners who are less news demanding, but who want to know what is going on. France-Info is beginning to get a sizeable audience, but many people find that it is a little too padded in the morning."

The rest of RFM's weekday schedule reflects more music-oriented programming, with less influence on start presenters, who are featured at weekends. Manderstam: "People knew we had stars and liked them, but they were beginning to forget that we are a music station. It was important to clarify this situation."

Commenting on the departure of Antoine Guezes and Karl Zéro from the 18.00-19.00 slot, Manderstam explains: "The first six months went very well, their show brought in a huge amount of new listeners."

"But in the following six months we had an audience that was totally out of phase with the rest of our programming. We thought it was best to have a more homogeneous programme, even though we might lose some listeners in the short term." DJ Sergio Buffalo takes over the 17.00-21.00 slot. □

Lecamp; Afro/West Indian ('Les Mers Chaudes' weekdays 17.00-18.00, Corinne Mader); and the traditional French chanson ('Laissez Passer La Chanson' Sunday 11.00-12.30, Pascal Sevran).

For chart-oriented product and new French sounds, there is no change for established shows 'Blue Jeans' (weekdays 20.00-22.00, Franck Pelloux) and 'Multitop' (Saturday 13.00-15.00) repeated on Sunday, Stéphane Couraud).

French and Anglo-American releases by lesser known artists are featured on 'Casque d'Or' (Saturday 15.00-17.00, 20.00-22.00) repeated on Sunday, Childeric).

In tune with the current demand for humour, RMC has created a new show called 'Les 10.30 Dirty' (weekdays 12.00-13.30 Thierry Lecamp), which is based on well-known comedy sketches. □

radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

IT'S NO !!

SINGLES
George Michael Airplay
M.C. Hammer Sales

ALBUMS
George Michael Airplay
Carreras/Domingo/Pavarotti 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

Deacon Blue - Four Bacharach & David Songs (CBS)
New Model Army - Get Me Out (EMI)
Paul Carrack - Loveloss (Chrysalis)
Del Amitri - Move Away Jimmy Blue (A&M)
Michael Bolton - Georgia On My Mind (CBS)

SURE HITS

Deee-Lite - Groove Is In The Heart (2) (Elektra)
Zero - Out Of Love (CBS)
Janet Jackson - Black Cat (A&M)
Yaya Can Dios - Nah Neh Nah (BHG Ariola)
Mecano - La Fuerza Del Destino (BHG Ariola)

EURO-CROSSOVERS

Flavia Fortunato - Piccole Danze (Font Cebra)
Gerard Joling - Corazon (Mercury)
Dario Ghiani - Mother Nature (Mercury)
Andrew White - I'm Only Wounded (Mercury)
Marco Borsato - Una Donna Così (Polydor)
Mano Negra - Pas Assez De Toi (Virgin)
China - Sign In The Sky (Vertigo)
Immaculate Fools - The Prince (CBS)

EMERGING TALENT

An Emotional Fly - Lace Virginia (East West)
Shawn Colvin - Diamond In The Rough (CBS)

ENCORE

Living Colour - Type (CBS)
Whitesnake - Now You're Gone (EMI)

ALBUMS OF THE WEEK

George Michael - Listen Without Prejudice (Epic)
Roger Waters - The Wall - Live In Berlin (Phonogram)
Jonathan Butler - Heal Our Land (live) (Arista)
Dionne Warwick - Sings Cole Porter (Arista)
The Men They Couldn't Hang - The Domino Club (Silverstone)
TiTiyo - TiTiyo (Arista)
Liz Torres - The Queen Is In The House (live) (CBS)
Bob Dylan - Under The Red Sky (live) (Mercury)
Dave Stewart & The Spiritual Cowboys - Spiritual Love (Anxious/RCA/BMG)
Joe Jackson - Stepping Out - The Very Best Of (A&M)

YESTER HITS

the Eurochart top five from five years ago.

SEPTEMBER 15 - 1985

Singles

Baltimora - Tarzan Boy (EMI)
Madonna - Into The Groove (Sire)
David Bowie & Mick Jagger - Dancing In The Street (EMI)
Tina Turner - We Don't Need Another Hero (Capricorn)
Auro - Live Is Life (OK/Polydor)

CHART ENTRIES

Airplay Top 50

Deee-Lite - Groove Is In The Heart (27) (Elektra)
Jason Donovan - Rhythm Of The Rain (41) (PWL)
Cliff Richard - Silhouettes (42) (EMI)
Herbert Groenemeyer - Deine Liebe Klebt (44) (Electrola)
Mathias Reim - Ich Hab' Getrauert Von Dir (45) (Polydor)

Hot 100 Singles

Adamski - The Space Jungle (67) (MCA)
Herbert Groenemeyer - Deine Liebe Klebt (68) (Electrola)
Caron Wheeler - Livin' In The Light (77) (RCA/BMG)
Janet Jackson - Black Cat (84) (A&M)

Top 100 Albums

Prefab Sprout - Jordan, The Comeback (31) (Ketchwaver)
Anthrax - Persistence Of Time (44) (Island)
Florian Pagny - Merci (86) (Philips)

FRANCE MOVERS

Airplay Top 50

George Michael - Praying For Time (1-3) (Epic)
Mariah Carey - Vision Of Love (2-7) (CBS)
Roxette - In The Heat Has Been Love (14-16) (EMI)
London Beat - I've Been Thinking About You (9-29) (Anxious/RCA/BMG)
Go West - The King Of Wishing (14-37) (Chrysalis)

Hot 100 Singles

DNA feat. Suzanne Vega - Tom's Diner (3-7) (A&M)
Deacon Blue - Four Bacharach & David Songs (EP) (4-6) (CBS)
Betty Boo - Where Are You Baby? (7-12) (Rhythm King)
Deee-Lite - Groove Is In The Heart (11-41) (Elektra)
M.C.Sar & The Real McCoy - It's On You (16-25) (Zyx/Muskiki)

Top 100 Albums

Carreras/Domingo/Pavarotti - In Concert (1-4) (Decca)
Roxette - Look Sharp (19-25) (Parlophone)
The Neville Brothers - Brothers Keeper (26-53) (A&M)
Charles D. Lewis - Soul Dance (27-67) (Baxton/Polydor)
Candy Dulfer - Sexuality (46-73) (BHG Ariola)

HOT ADDS

Breaking Out On European Radio

Jonathan Butler - Heal Our Land (CBS)
Gerard Joling - Corazon (Phonogram)

Albums

Die Straits - Brothers In Arms (Vertigo)
Sring - Dream Of The Blue Turtles (A&M)
Charles Springsteen - Born In The U.S.A. (CBS)
Bryan Ferry - Boys And Girls (Polydor)
Madonna - Like A Virgin (Sire)

(advertisements)

WHETHER
YOU ARE

HIGH
OR
LOW
IN THE
CHART

BE
SMART!

BOOK YOUR
PERSONAL

EYE
CATCHER!

FOR ALL INFO
CALL M&M'S
SALES DEPT.

AMSTERDAM
31.20.669.1961

MUSIC & MEDIA

united kingdom

Most played records compiled on BBC stations and the major independents.

- George Michael** - *Praying For Time*
- Blue Pearl** - *Naked In The Rain*
- Orchestra Blake** - *I'll Never Fall In Love Again*
- Betty Boop** - *Have You Any Sugar*
- The Human League** - *Heart Like A Wheel*
- Talk Talk** - *Laughing With Tears In My Eyes*
- London Beat** - *I've Been Thinking About You*
- Roxette** - *Listen To Your Heart*
- Jason Donovan** - *Bye Bye To The Sun*
- Dave** - *Love - Groove Is In The Heart*
- Wilson Phillips** - *Release Me*
- Bombadil** - *Hey Boy, Hey Johnny*
- Go West** - *The King Of World Thinking*
- DNA feat. Suzanne Vega** - *Tom's Diner*
- Basia** - *O' Madic* - *Facechanging Rhythms*
- Sting** - *Englishman In New York (Ben Liebrand Remix)*
- Jonico Boy** - *Here It Comes*
- Steve Miller** - *The Joker*
- James Jackson** - *Black Cat*
- Tina Turner** - *Love Me In The Heart*

switzerland

Most played records on the national channel DRS 3 and the private stations, Radio Akkord, Basildon, Radio Pilatus, Radio Z, and Radio 24. Compiled by Media Control, Basel.

- Sinead O'Connor** - *The Emperor's New Clothes*
- Madonna** - *Heavy Duty*
- Mariah Carey** - *Vision Of Love*
- Mitzi Hoerner** - *Versucht Das Beste*
- George Michael** - *Praying For Time*
- DNA feat. Suzanne Vega** - *Tom's Diner*
- Wilson Phillips** - *Release Me*
- DNA feat. Suzanne Vega** - *Tom's Diner*
- Prince** - *The Love Love Train*
- Vaya Con Dios** - *What's A Woman*
- Sting** - *Englishman In New York*
- Nick Kamen** - *I'm Praying For Time*
- Dave Stewart** - *Jack*
- Erste Allgemeine Verunsicherung** - *Samrat*
- Vaya Con Dios** - *What's A Woman*

holland

Most played records compiled on the national stations Top 2 and Radio 3 as compiled by Stichting Nederlandse Top 40.

- London Beat** - *I've Been Thinking About You*
- Grand Jaffing** - *Corsica*
- Mask** - *Whispering* - *Heaven*
- Aswad** - *Here You Go*
- Vaya Con Dios** - *What's A Woman*
- DNA feat. Suzanne Vega** - *Tom's Diner*
- Andre Hazes** - *Kom Je*
- UB40** - *This Way To The Top Things You Do*
- Mariah Carey** - *Vision Of Love*
- Marvii Staples** - *Healthy Cool Thing This*
- Zouk Machine** - *Mission*
- Fragment** - *Love And Loveably*
- New Kids On The Block** - *Tonight*
- Roxette** - *Listen To Your Heart*
- Annika Bagger** - *When You See Me In The Street*
- Ben Liebrand feat. Tom's Diner** - *Here It Comes*
- George Michael** - *Praying For Time*
- Madonna** - *Heavy Duty*
- Dave Stewart** - *Jack*
- Corry Konings** - *Hou Wa Du Die Top*

germany

Most played records on the ARD stations and the major private stations. Compiled by Media Control, Baden Baden.

- Wilson Phillips** - *Release Me*
- Roxette** - *I'm Just Here For Love*
- P. Dinklage & Double Eye** - *We Live To Live*
- Purple Schulz** - *Oh-Me Oh-God*
- Madonna** - *Heavy Duty*
- Matthias Reim** - *Ich Hab Gerad Von Dir*
- New Kids On The Block** - *Tonight*
- UB40** - *Explosion*
- Mariah Carey** - *Vision Of Love*
- Herbert Grönemeyer** - *Deine Liebe Ist*
- Corvella** - *Einzig*
- George Michael** - *Praying For Time*
- Wilson Phillips** - *Here It Comes*
- Maxi Priest** - *Close To You*
- Matthias Reim** - *Versuchen, Ich Lieb Dich*
- Nicki** - *Wenn Du Mir Sagst*
- Erste Allgemeine Verunsicherung** - *Samrat*
- Nick Kamen** - *I'm Praying For Time*
- Vaya Con Dios** - *What's A Woman*
- Go West** - *The King Of World Thinking*

france

Most played records on the AM and FM stations as compiled by Media Control, Strasbourg.

Radios Peripheriques (AM Stations)

- Alain Chamfort** - *Souls Paquet C'est Gren*
- Zouk Machine** - *Mission*
- Johnny Holiday** - *Casade*
- Patrick Bruel** - *Amor Requies*
- Eliot Jahn** - *Out At The End Of The Street*
- Johnny Merald** - *Les Reves*
- Joselle Urzullu** - *Mis Amour Bass Blues*
- Les Luthiers** - *Sous Les Feuilles*
- Yvesanna Paradis** - *Toujours*
- Rocky Valois** - *Avant De Partir*
- D. Robinson & P. Grey** - *Frostet Les Filles*
- Madonna** - *Heavy Duty*
- Pauline Ester** - *On Le M'adore*
- The Christians** - *I've Never*
- Marc Lavoine** - *Mon Foumame*
- George Michael** - *Praying For Time*
- UB40** - *Explosion*
- Martine St. Clair** - *L'Amour*
- Julien Clerc** - *Promis Les Larmes*
- Pat Gallis** - *Something Happened On The Way*

Radios FM

- UB40** - *Explosion*
- M.C. Sar** - *Here You Go*
- Alannah Myles** - *Black Velvet*
- Double One** - *Frostet Les Filles*
- Elton John** - *Out At The End Of The Street*
- Phyllis Hyman** - *Something Happened On The Way*
- G. Madonna & P. Brown** - *So Am I - Where Is*
- Diapason** - *July Of Love*
- Rocky Valois** - *Avant De Partir*
- New Kids On The Block** - *Sop To Me*
- Mark Boyce** - *Hey Girl*
- The Christians** - *I've Never*
- Joselle Urzullu** - *Mis Amour Bass Blues*
- George Michael** - *Praying For Time*
- Brenda Novak** - *Amor D'Amore*
- Tina Turner** - *Runnin' Wild*
- Erste Allgemeine Verunsicherung** - *Samrat*
- Roxette** - *Listen To Your Heart*
- M.C. Hammer** - *I Can't Touch This*
- Vaya Con Dios** - *What's A Woman*

finland

Most played records on 25 private stations as compiled by Discopost Tampere.

- Madonna** - *Heavy Duty*
- New Kids On The Block** - *Sop To Me*
- Philly Daura** - *Mis Amour*
- Kimmi Hynninen** - *Toujours*
- Kikka** - *Kikka Tavat*
- Kikka** - *Kikka Tavat*
- Kikka** - *Kikka Tavat*
- Alannah Myles** - *Black Velvet*
- Vaya Con Dios** - *What's A Woman*
- Kikka** - *Kikka Tavat*
- Roxette** - *Listen To Your Heart*
- Rapponi** - *Oikos*

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	3	4	Praying For Time George Michael - Epic (Morkon Leahy Music)	26	26	Du Hast Mir Gerade Noch Gefehlt Purple Schulz - Excelsior (Copyright Control)
2	7	8	Vision Of Love Mariah Carey - CBS (Vision Of Love/Bees Jammin')	27	NE	Groove Is In The Heart Dene - Litera - Eskura (Jelvis)
3	5	9	Hanky Panky Madonna - Sire (WB Music/BMG Disque/Webo/GRI)	28	33	Where Are You Baby? Betty Boo - Rhythm King (Rhythm King Music)
4	13	10	It Must Have Been Love Roxette - EMI (Jenny Fun Music)	29	38	Hold On Wilson Phillips - SBK (Various)
5	9	9	Release Me Wilson Phillips - SBK (EMI Blackwood/Walshill)	30	17	I Promised Myself Nicki - Warner - WEA (EMI Music)
6	4	7	Tom's Diner DNA feat. Suzanne Vega - ABM (Random Music)	31	44	Samurai Erste Allgemeine Verunsicherung - EMI (Copyright Control)
7	6	24	Kingston Town UB40 - Virgin (Sparta Florida)	32	31	Zufallig Cornelius - Teldec (Polygram)
8	2	18	Verdamm, Ich Lieb' Dich Matthias Reim - Polydor (Kangaroo Music)	33	39	Listen To Your Heart Roxette - Parlophone (Jenny Fun Music)
9	29	3	I've Been Thinking About You London Beat - Anxious/CA/BMG (Warner Chappell)	34	47	Life Is What You Make It Talk Talk - Parlophone (Island Music/Zomba Music)
10	11	11	Close To You Maxi Priest - 10 Records (Various)	35	46	Four Bacharach & David Songs (EP) Deacon Blue - CBS/MCA/Screen Gems EMI/Capitol
11	16	16	Club At The End Of The Street Elton John - Bodeco (Big Pig Music)	36	48	Heart Like A Wheel Human League - Virgin (Copyright Control)
12	7	14	Naked In The Rain Blue Pearl - W.A.L.I. Music/BMG Music (EG Music/Copyright Control)	37	40	Mona Craig McCracken & Check 1-2 - Epic (Jewel Music)
13	15	5	The Emperor's New Clothes Sinead O'Connor - Ensign (EMI Music)	38	31	Next To You Aswad - Hand (Atlantic)
14	37	2	The King Of Wishful Thinking Go West - Chrissy (Copyright Control/Zomba)	39	10	Thieves In The Temple Prince - Warner Brothers (Covelocity Music)
15	22	5	Blaze Of Glory Jon Bon Jovi - Jive (Jon Jovi/Pr/Warner)	40	23	I'm Free Soup Dragons feat. Junior Reid - Raw TV/Big Life (Westminster)
16	12	20	Tonight New Kids On The Block - CBS (M Starr/EMI Aprilia, Lancolet)	41	NE	Rhythm Of The Rain Jason Donovan - PWL (Warner Chappell)
17	15	12	U Can't Touch This M.C. Hammer - Capitol (Jobette/Sbs-I)	42	NE	Silhouettes Cliff Richard - EMI (Syntex Music)
18	28	18	What's A Woman Vaya Con Dios - BMG Ariola (Vaya Con Dios/BMG)	43	24	She Ain't Worth It Glenn Medeiros & Bobby Brown - London (EMI/Chrysalis Music)
19	21	12	Maldon Zouk Machine - BMG Ariola (Virgin Music)	44	NE	Deine Liebe Klebt Herbert Grönemeyer - Elektra - (Gronland/K)
20	30	3	Englishman In New York (Ben Liebrand Remix) Sting - Atlantic (Polygram/Regatta/Hepp)	45	NE	Ich Hab' Getrauert Von Dir Matthias Reim - Polydor (Kangaroo Music)
21	18	24	Black Velvet Alannah Myles - Atlantic (EMI/Bluebeat Waltons)	46	41	Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini Bombadil - Carpe (Copyright Control & Co)
22	8	27	Step By Step New Kids On The Block - CBS (Marric Starr Music)	47	NE	Black Cat Janet Jackson - ABM (Black Ice Music)
23	37	3	Soca Dana Charles D. Lewis - Baxter/Polydor (Glenn Music)	48	NE	Social Blonde INXS - Mercury (Tel Aviv)
24	25	6	We Love To Love P.M.S. & Double Love - CBS (2nd Hand Music/Steptel)	49	NE	Fascinating Rhythm Basia - O' Madic - Virgin (Gaelit/Virgin/Bight/Powers)
25	19	12	White And Black Blues Joselle Urzullu - CBS (Warner Chappell)	50	44	Look Me In The Heart Tina Turner - Capitol (Warner Chappell)

hot 100

SINGLES

THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)	COUNTRIES CHARTED
1	1	U Can't Touch This	M.C. Hammer - Capitol (Jobete/Bust-It)	UK, DB, NL, EA, CH, S, DK, F, NS, F
2	2	Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini	Bombalurina - Carpet (Campbell Connolly & Co)	UK, F, SF
3	7	Tom's Diner	DNA feat. Suzanne Vega - A&M (Rondor Music)	UK, DB, NL, CH, F
4	6	Four Bacharach & David Songs (EP)	Deacon Blue - CBS (MCA/Screen Gems EMI/Capitol)	UK, F
5	4	Soca Dance	Charles D. Lewis - Buxton/Polydor (Glem Music)	FB
6	3	Ooops Up	Snap - Logic/BMG Anola (Mind/Warner Chappell/Zomba)	UK, DB, EA, CH, S, DK, F, GR, I
7	12	Where Are You Baby?	Betty Boo - Rhythm King (Rhythm King Music)	UK, D, F
8	10	Maldon	Zouk Machine - BMG Anola (Virgin Music)	FB, NL
9	5	It Must Have Been Love	Roxette - EMI (Jimmy Fun Music)	UK, DB, NL, EA, CH, S, DK, F, GR, I, SE, J
10	9	Verdammt, Ich Lieb' Dich	Matthias Reim - Polydor (Kanguruh Musik)	DB, NL, EA, CH
11	41	Groove Is In The Heart	Deee-Lite - Elektra (Deloroly)	UK, F, F
12	8	Tonight	New Kids On The Block - CBS (M.Sarr/EMI April/A. Lancelotti)	UK, DB, NL, EA, SF
13	11	A Toutes Les Filles	Felix Gray & Didier Barbevilien - Talar (Zone Musique)	FB
14	15	White And Black Blues	Joelle Ursull - CBS (Warner Chappell)	F, BA
15	20	Naked In The Rain	Blue Pearl - W.A.U./Mr. Moko/Big Life (E. G. Music/Copyright Control)	UK, D, EA, CH, S, F
16	25	It's On You	M.C. Sar & The Real McCoy - Zyx/Mikulski (Winamp Musik)	F, DB, NL, EA, CH
17	13	Praying For Time	George Michael - Epic (Morrison Leashy Music)	UK, DB, NL, F, DK, I, V, N
18	16	I Can't Stand It	Twenty 4 Seven - Freaky Records/BGM (Stop & Go/Cit-Talk/Siegel)	DB, EA, CH, S, DK, I
19	42	The Joker	Steve Miller Band - Capitol (Warner Chappell)	UK, F, F
20	14	Kingston Town	UB40 - Virgin (Spara Florida)	F, DA
21	17	Blaze Of Glory	Jon Bon Jovi - Verano (Bon Jovi/Pri/Warner)	UK, DB, NL, EA, CH, S, DK, F, NS, F
22	22	Close To You	Maxi Priest - 10 Records (Various)	DB, NL, EA, S, DK
23	33	Vision Of Love	Mariah Carey - CBS (Vision Of Love/Benjamin)	UK, DB, NL, EA, F
24	28	Vous Etes Vous	Benny B. - Vie Privee (Copyright Control)	FB
25	36	What Time Is Love? (Live At Trancentral)	KLF - KLF Communications (E.G.Zoo/Warner Chappell/Copyright Control)	UK
26	23	Megamix	Technotronic - ARS (Bogam/BMG Publishing)	F, DB, NL, EA, CH, S, DK, F
27	66	Rhythm Of The Rain	Jason Donovan - PWL (Warner Chappell)	UK, EA, F
28	19	Turtle Power	Partners In Kryme - SBK (EMI Blackwood/Kikins)	UK, D, EA, SF
29	18	Thieves In The Temple	Prince - Warner Brothers (Controversy Music)	UK, DB, NL, EA, CH, S, DK, NS, F, I
30	27	Le Jerk!	Thierry Hazard - CBS (CBS Music)	FB
31	26	Un' Estate Italiana	Gianna Nannini & Edoardo Bennato - Virgin (Sugar/Warner Chappell)	F, CH, I
32	24	Step By Step	New Kids On The Block - CBS (Maurice Starr Music)	F, DB, EA, CH, S, GR
33	29	Killer	Adamski - MCA (MCA/Beehoven St. Music)	DB, NL, EA, CH, S, GR
34	30	Can Can You Party	Jive Bunny & The Mastermixers - Music Factory Dance (Various)	UK

THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)	COUNTRIES CHARTED
35	44	Bo Le Lavabo	Lagal - Farenach (Editions Carrere)	F
36	32	Silhouettes	Cliff Richard - EMI (Sylvestre Music)	UK, F, F
37	21	Listen To Your Heart	Roxette - Parlophone (Jimmy Fun Music)	UK, F, F
38	67	Ich Hab' Getraeumt Von Dir	Mathias Reim - Polydor (Kanguruh Musik)	D
39	31	Hanky Panky	Madonna - Sire (WB Music/Blue Disque/Webo/Girl)	UK, DB, EA, CH, S, DK, F, I
40	39	Insieme 1992	Toto Cutugno - EMI (Edizioni No. 2)	F, DA, CH, F, I
41	47	I've Been Thinking About You	London Beat - Anxious/RCA/BMG (Warner Chappell)	UK, EA, NL
42	38	Samurai	Erste Allgemeine Verunsicherung - EMI (Copyright Control)	D, EA, CH
43	35	I Promised Myself	Nick Kamen - WEA (EMI Music)	DB, EA, CH, S, DK
44	37	Le Temps De Copains	Les Vagabonds - Carrere (Editions Oriando)	F
45	50	The Power	Snap - Logic/BMG Anola (Harsetac/Fellow)	F, DE, CH, S, GR, I
46	55	What's A Woman	Vaya Con Dios - BMG Anola (Naya Con Dios/BMG)	DB, EA, CH, GR
47	45	Vogue	Madonna - Sire (WB Music/Blue Disque/Webo/Girl)	F, DE, EA, GR, I
48	34	Se Bastasse Una Canzone	Eros Ramazzotti - DDD (DDD/Una Lira/Scorribanda)	F, DB
49	53	The King Of Wishful Thinking	Go West - Chrysalis (Campbell Connolly/Zomba)	UK, EA, SF
50	40	We Love To Love	PM Sampson & Double Key - CBS (2nd Hand Music/Siegel)	D
51	43	Le Gambaou	Patrick Smet - EMI (Francis Ycher)	F
52	49	Avant De Partir	Roch Voisine - GHB/BMG Anola (Ed. Georges Mary)	FB
53	61	Englishman In New York (Ben Liebrand Remix)	Sting - A&M (Magnetic/Regatta/Illegal)	UK, D, F, F
54	51	I'm Free	Soup Dragons feat. Junior Reid - Raw TV/Big Life (Westminster)	UK, F, F
55	59	Next To You	Aswad - Mango (Island/Acepearl)	UK, EA, NL
56	70	Oui Je L'Adore	Pauline Ester - Polydor (Discomote/PolyGram)	F
57	62	Everybody Everybody	Black Box - Groove Groove Melody (Warner Chappell)	F, EA, I
58	52	Club At The End Of The Street	Elton John - Rocket (Big Pig Music)	UK, D, F, F
59	68	End Of The World	Sonia - Chrysalis (Maiti/Gladie Music)	UK, F, F
60	46	Il Suffit D'Un Ou Deux Excites	Footbrothers - CBS (Caplan Click Prod.)	F
61	56	Aime Moi	Claude Barzotti - Zone Music (Zone/Barzo Music)	FB
62	48	Opel Manta	Norbert & Feiglingle - Glamour/EFA (EMI Music)	D
63	87	Don't Be A Fool	Loose Ends - 10 Records (Brampston/Copyright Control)	UK
64	64	Papa Was A Rolling Stone	Was (Not Was) - Fontana (Jobete Music)	D, EA, CH
65	58	The Emperor's New Clothes	Sinead O'Connor - Ensign (EMI Music)	DB, NL, EA, CH, S, DK, I
66	54	Sacrifice	Elton John - Rocket (Big Pig Music)	UK, D, F, EA, NL
67	NE	The Space Jungle	Adamski - MCA (Copyright Control)	UK
68	NE	Deine Liebe Klebt	Herbert Groenemeyer - Electro (Groenland/Kick)	D

THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)	COUNTRIES CHARTED
69	63	Infinity (1990's Time For The Guru)	Guru Josh - de Construcion/RCA/BMG (Copyright Control)	DE, EA, CH, S, DK, GR
70	57	Hardcore Prooar	Together - London (Copyright Control)	UK, F, F
71	77	The Party	Latino Party - Polydor (Copyright Control)	F
72	65	Silly Games	Lindy Layton feat. Janet Kaye - Arista/BMG (Ararak/Ticabell/Warner Chappell)	UK
73	76	Black Velvet	Alannah Myles - Atlantic (EMI/Bluebear/Walizes)	F, DE, CH, S, DK, F
74	90	Ritmo De La Noche	Chocolate - Teldec (Pink/Harsetac)	D, NL
75	100	Groovy Train	The Farm - Produce (Produce)	UK
76	69	Can't Get Enough	Kim Wilde - MCA (Rickan Music)	F, DB, DK
77	NE	Livin' In The Light	Caron Wheeler - RCA/BMG (Orange Tree/Mothermar)	UK
78	75	Dirty Cash	Adventures Of Steve V. - Mercury (Copyright Control)	DB, NL, EA, CH
79	60	Better The Devil You Know	Kylie Minogue - PWL (All Boys Music)	F, DB, DK, GR
80	74	Come Together	Primal Scream - Creation (Copyright Control)	UK
81	99	Life Is What You Make It	Talk Talk - Parlophone (Island Music/Zomba Music)	UK
82	73	Whose Law (Is It Anyway?)	Guru Josh - de Construcion/RCA/BMG (Virgin/Copyright Control)	DE, EA, CH
83	85	The Great Song Of Indifference	Bob Geldof - Mercury (Nob Music/Intersong)	D, BA, I
84	NE	Black Cat	Janet Jackson - A&M (Black Ice Music)	UK
85	RE	Finir La Nuit Ensemble	Herbert Leonard - WEA (Copyright Control)	F
86	82	Now You're Gone	Whitesnake - EMI (David Coverdale/WB Music)	UK
87	94	Sotto Questo Solo	Baccini & Ladri Di Biciclette - CGD (EMI/Denny Rose/Insieme/Blue Team/Term)	I
88	RE	La Bamba	Les Forbans - Vogue (Carin Music)	F
89	NE	Get Me Out	New Model Army - EMI (Attack/Attack/Intersong)	UK
90	92	Release Me	Wilson Phillips - SBK (EMI Blackwood/Wilphill)	UK, D
91	72	Violence Of Summer	Duran Duran - Parlophone (Sire/EMI)	UK, BA, I
92	88	Still Got The Blues (For You)	Gary Moore - Virgin (10 Music)	DB, EA, S, DK
93	RE	Epic	Faith No More - Slash/London (Rondor Music)	UK
94	83	That's Just The Way It Is	Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)	UK, DB, NL, EA, CH
95	NE	Ooh	Plaza - NBC/USA (Orla Music)	B
96	NE	La Serenissima	DNA - Raw Bass (PolyGram Music)	UK
97	RE	Something Happened On The Way To Heaven	Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)	F, D
98	NE	Fascinating Rhythm	Bass-O-Matic - Virgin (Guerrilla/Virgin/Bugle/Point)	UK
99	NE	Iceblink Luck	Cocteau Twins - 4AD (Momentum/Beggars Banquet)	UK
100	89	Don't Miss The Partyline	Bizz Nizza - Cooltempo (MCA Music)	DE, EA, P

UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.
 ○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY



hot BREAKOUTS

NATIONAL HITS READY TO EXPLODE!

uk & ireland

- Adamski The Sex Single (MCA)
- Caron Wheeler Live! In The Light (ACA/BMG)
- New Model Army Get Me Out (EMI)
- Cocoteau Twins Iced In Luck (A&J)

germany, austria, switzerland

- Deff Boyz Smiley (CTX/Musik/Ger)
- Nicki David/Duo De Mir Biz (Virgin/Ger)
- David Hasselhoff Crazy For You (BMG Ariola/Ger)
- Blue System Live In'Sh' A Lonely (Sword/BMG Ariola/Ger)

france

- Les Forbans Samedi (Polygram)
- Florent Pagny Ça Fait Des Nuits (Polygram)
- Kassav Ou La (Epic)
- Mano Negra Pas Assés De Toi (Virgin)

italy

- Gianni Nanni Sottana (Polygram)
- Elio E Le Storie Bom To Be Abramo (CBS)
- Angela Baraldi Via (ACA/BMG)
- Enrico Ruggeri Ti Amo (CGD)

spain

- Los Inhumanos Yo Sé Beber (Zafra)
- Revolver País Del Sur (WEA)
- Ultimo De La Fila Mas Que Loc (Epic)
- Danza Invisible En Cabo (Invis)

scandinavia

- Rockers By Choice Rabaldersraede (Virgin/Den)
- Hanne Boel (If Wanna) Have Love To You (Mecody/Den/Swe)
- Jim Blieden Last Man Got Last Ham Love (CBS)
- Dum Dum Boys Plazer Pa Siset (CBS/Nor)

benelux

- Plaza Och (USA/Bul)
- Corry Konings Mooi Was Die Tijd (CNR/Hol)
- Vaya Con Dios Wah-Nah-Hah (BMG Ariola/Bel/Hol)
- Gerard Joling Coazon (Philips/Neth/Bel)

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MUSIC & MEDIA top 3 SINGLES IN EUROPE

Country	1	2	3
UNITED KINGDOM	Boy Biz Teeny Wenny Yellow Polka Dot Bikini (Polaris) (PolyGram)	Four Bacharach & David Songs (EP) (Globe) (Mercury)	Where Are You Baby? (Sony) (BMG)
GERMANY	Tom's Diner (Duo feat. Suzanne Vega) (A&J)	U Can't Touch This (MC Hammer) (EP)	Verdammt, Ich Lieb' Dich (Polaris) (PolyGram)
FRANCE	Soca Dance (Cher) (Linn) (Polygram)	Maldon (Sotina) (BMG Ariola)	White And Black Blues (Polaris) (CBS)
ITALY	U'n Questa Solita (Enrico Sicario & Gena Noises) (Vigyl)	Sotto Quella Solita (Luka D. Biondini) (CGD)	Spillage (Polaris) (CBS)
SPAIN	Infinity (1990's Time For The Guru) (Guru) (BMG Ariola)	I Can't Stand It (Terry 5 Snow (Black T) (Mercury)	Mi Abuela (Wildcat) (La Grap) (BMG Ariola)
HOLLAND	I've Been Thinking About You (Linda Lee) (ACA/BMG)	U Can't Touch This (MC Hammer) (EP)	Tom's Diner (Duo) (A&J) (PolyGram)
BELGIUM	Soca Dance (Cher) (Linn) (PolyGram)	A Toutes Les Filles (Pete Cruz & Dieter Barbeken) (Indis)	Ooh (Pais) (USA)
SWEDEN	U Can't Touch This (MC Hammer) (EP)	Ooops Up (Greg) (BMG Ariola)	Close To You (Paul) (A&J) (PolyGram)
DENMARK	It Must Have Been Love (Mogensen Mix) (Hollywood) (Mercury)	Mogensen Mix (Hollywood) (Mercury)	Thieves In The Temple (Polaris) (WEA)
NORWAY	It Must Have Been Love (Polaris) (EP)	Praying For Time (Greg) (Polaris) (CBS)	Blaze Of Glory (Jon Bon Jovi) (PolyGram)
FINLAND	Jos Haluu Saada (MC New) (T. CBS)	Blaze Of Glory (Jon Bon Jovi) (PolyGram)	U Can't Touch This (MC Hammer) (EP)
IRELAND	Boy Biz Teeny Wenny Yellow Polka Dot Bikini (Sword/BMG Ariola)	Four Bacharach & David Songs (EP) (Globe) (Mercury)	Put 'Em Under Pressure (The Roots) (CBS) (Real Gone Music)
SWITZERLAND	Verdammt, Ich Lieb' Dich (Polaris) (PolyGram)	Ooops Up (Greg) (BMG Ariola)	I Can't Stand It (Terry 5 Snow) (Black T)
AUSTRIA	Verdammt, Ich Lieb' Dich (Polaris) (PolyGram)	Samurai (Erol) (Alphaville) (Warshawsky) (EP)	Ooops Up (Greg) (BMG Ariola)
GREECE	The Power (Soc) (Ariola)	Step By Step (New Kids On The Block) (CBS)	World In Motion (New Edition) (Mercury) (Cap) (Sony) (Vigyl)
PORTUGAL	Nao Ha Estrelas No... (R. Nogueira) (EPI)	Vogue (Madonna) (WEA)	Um Amor En Cada... (Polaris) (EP)

MUSIC & MEDIA

EUROCHART

hot 100

SINGLES

A Touches Les Filles	13	Lead 'N' The Light	77
Aleko Ho	61	Maldon	61
Andy The Player	52	Mogensen	26
Better Than The Devil You Know	79	Naked In The Rain	18
Black City	84	Nasty To You	51
Black Velvet	73	New You're Gone	86
Blaze Of Glory	21	Oh!	95
Bo Le Larebo	55	Ooops Up	6
Ca, Ca, You Party	24	One Hit Wonder	62
Clas' Aoi, Get Enough	62	Out In A Minute	56
Close To You	22	Paq Was A Rolling Stone	64
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MUSIC & MEDIA

EUROPEAN

top 100

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MUSIC & MEDIA

top 3

ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	In Concert (Carpenters) (PolyGram)	Sleeping With The Past (Globe) (Mercury)	Graffiti Bridge (Polaris) (Mercury)
GERMANY	Pretty Woman (Polaris) (Mercury)	Mathias Reim (Polaris) (Mercury)	But Seriously (Polaris) (Mercury)
FRANCE	Maldon (Sotina) (BMG Ariola)	Soca Dance (Cher) (Linn) (Polygram)	Helene (Polaris) (Mercury)
ITALY	In Ogni Senso (Enrico Sicario) (Vigyl)	Concert (Carpenters) (PolyGram)	Fronte Del Palco (Venez Fantes) (Mercury)
SPAIN	The Collection (Carpenters) (PolyGram)	In Concert (Carpenters) (PolyGram)	I'm Breathless (Polaris) (Mercury)
HOLLAND	Past To Present 1977 - 1990 (Soc) (Ariola)	In Concert (Carpenters) (PolyGram)	Graffiti Bridge (Polaris) (Mercury)
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SWEDEN	Pretty Woman (Polaris) (Mercury)	Still Got The Blues (Polaris) (Mercury)	Dark Passion (Polaris) (Mercury)
DENMARK	Only Yesterday - Greatest Hits (The Carpenters) (PolyGram)	Dark Passion (Polaris) (Mercury)	Still Got The Blues (Polaris) (Mercury)
NORWAY	Toten Biter (Bism) (Mercury)	Pretty Woman (Polaris) (Mercury)	Graffiti Bridge (Polaris) (Mercury)
FINLAND	Alannah Myles (Polaris) (Mercury)	Moel (Polaris) (Mercury)	Blaze Of Glory (Polaris) (Mercury)
IRELAND	An Emotional Fish (Polaris) (Mercury)	In Concert (Carpenters) (PolyGram)	Blaze Of Glory (Polaris) (Mercury)
SWITZERLAND	Mathias Reim (Polaris) (Mercury)	Graffiti Bridge (Polaris) (Mercury)	Pretty Woman (Polaris) (Mercury)
AUSTRIA	Pretty Woman (Polaris) (Mercury)	Nepomuk's Rache (Enzi) (Alphaville) (Warshawsky) (EP)	Mathias Reim (Polaris) (Mercury)
GREECE	Night Owl (New Kids On The Block) (CBS)	World Power (New Kids On The Block) (CBS)	Step By Step (New Kids On The Block) (CBS)
PORTUGAL	Mingos & Os Samurais (R. Nogueira) (EPI)	Exibir (Madonna) (EP)	I'm Breathless (Polaris) (Mercury)

Private Stations Debate New Media Law

by David Stanfield

Italy's private radio stations have gained a mixed response to the country's complex new media law (M&M August 18). While some applaud the legislation, saying that it ends years of uncertainty over their legal status, others have slammed the new law and claim that it is too restrictive.

The legislation, which was designed to curb the expansionist activities of media magnate Silvio Berlusconi, makes few regulatory distinctions between TV and radio, and the implications of many of its 41 articles remain unclear.

Angelo Borra, owner of national station Radio Milan International: "In the absence of something better, I suppose the new legislation is okay. But no one knows how it will be implemented." Borra believes it will be two months before the country's legal experts will be able to present their interpretation of the law, which will come into effect in January 1993.

However, some aspects of the legislation are clear. They include:

- All stations must apply for a licence before October 23.
- National broadcast stations (including state RAI) will be

- limited to airing national advertising only.
- Local stations can transmit both local and national advertising.
- National stations must transmit throughout 60% of the country and must own all their frequencies.
- 70% of frequency space will be allocated to local broadcasters and 30% to national stations.
- Ownership of national stations is limited to three.

Although some doubt remains, it appears that owners of national stations cannot also own a local station.

Sergio Natucci, the head of AER - an organisation which represents 200 local and national music stations and lobbied for specific regulations for the radio sector, comments: "It is an unjust law, one that did not exist for 15 years, and was then discussed and approved in six months."

Natucci claims that there will now be a battle to get guarantees on the distribution of frequencies and to make sure that there are no privileges for state broadcaster RAI and "certain entrepreneurs".

But Natucci does welcome some aspects of the law. "RAI will have to stop broadcasting local adverts and it will diminish Berlusconi's role in the radio sector. He will now have to leave. Private stations have always been penalised by RAI and Berlusconi's Fininvest group."

Fininvest refuses to comment on specific sections of the legislation, but issued a press statement which said: "We must limit our advertising interests in other media and even on our own channels. We must work not to develop, but to halt a company - to freeze its development. It goes against every rule of the market."

Meanwhile, the legislation also suggests that companies which provide advertising clients for TV, cannot also do so for radio. If that is the case, the future of Silvio Berlusconi's Publitalia 80 advertising company may be in jeopardy.

The company supplies national advertising clients to various national radio stations, including Radio Dimensione Suono and Milan International.

Director-general Claudio Astorri: "As a national broadcaster, we are required to broadcast to 60% of the country, and to 70% of each transmission area. But it is impossible to work that out at the moment. I can see we broadcast from Milan to Naples, but until the government's commission for the redistribution of frequencies divides the country into broadcast areas, it is impossible to claim that we meet the regulations!"

However, Astorri believes the law will lead to greater professionalism in a country whose radio sector only enjoys a 2.5% share of total advertising revenue. He believes the government will only allow 10 national stations and says RTL 102.5 is working to meet the national broadcaster status by the October deadline.

Bruno Plover, programme director at the Rome-based network Radio Dimensione Suono, says the station will apply for a national broadcast licence and claims that it complies with all the government's requirements.

He remains the fact that national stations will not be allowed to local advertisers but points out that station owners can opt to limit their live national broadcasts to six hours a day and to devote

the remaining airtime to local programmes. In this way, the transmission of local and national adverts will be permitted.

The Dimensione Suono company also owns two local stations, Dimensione Suono Due and Dimensione Suono Rock. Plover believes that, as a national broadcaster, these could have to be sold, or closed. "The law does not permit the growth of a company. We've been hit badly by the anti-trust laws!"

But Plover adds: "At least the law means that we will have real frequencies. We will be official commercial companies, licensed by the government."

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Plover comments: "Berlusconi has many companies and maybe he'll operate a different one for radio advertising. We think our relationship will continue."

Alberto Hagan, head of Rete 105, 105 Classic and Radio Monte Carlo, was not available for comment at press time but Alex Peroni, Rete 105's head of music, says: "It is a typical Italian law. There are a 100 interpretations for every small detail. But some things are clear. I believe that Rete 105 is the only national station which owns all its frequencies. The only option for our competitors is to be a syndicator and to broadcast live for just six hours a day."

Peroni could not comment officially on the future of the new local station 105 Classic. However, he says: "If that is what we move towards developing a third network which will cover 60% of Italy."

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THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	UK	FR	DE	IT	ES
4	1	3	Carera/Domingo/Pavarotti	In Concert...	UK: Nonesuch	UK				
2	13	1	Sundara - Freddy Womay	Prise Moya	UK: Decca	UK				
3	29	3	Phil Collins	But Seriously	UK: RCA	UK				
3	29	3	Prince	Graffiti Bridge	UK: Warner	UK				
5	13	5	New Kids On The Block	Step By Step	UK: RCA	UK				
6	50	6	Elton John	Sleeping With The Past	UK: Mercury	UK				
7	21	7	Eros Ramazzotti	In Coga Sono	UK: Decca	UK				
8	11	8	Jon Bon Jovi	Blaze Of Glory	UK: Atlantic	UK				
9	11	9	Matthias Reim	Platinas Reim	UK: DADA	UK				
10	15	10	Madonna	Im Bräustüber	UK: Sire	UK				
11	15	11	Snap	World Power	UK: Atlantic	UK				
12	16	12	Vaya Con Dios	World Of Love	UK: Polygram	UK				
13	23	13	Gary Moore	Silk Got The Blues	UK: Virgin	UK				
14	15	14	Joe Cocker	Live - Cocker	UK: Decca	UK				
14	16	15	UB40	Labor Of Love II	UK: Virgin	UK				
16	15	16	Erste Allgemeine Verunsicherung	Summer Dreams	UK: Polygram	UK				
17	17	17	M.C. Hammer	Please Hammer Don't Hurt Em	UK: Atlantic	UK				
18	21	18	Michael Bolton	Soft Provider	UK: CBS	UK				
19	26	19	Roxette	Look Sharp	UK: Polygram	UK				
20	23	20	Alannah Myles	Alannah Myles	UK: Atlantic	UK				
21	20	21	Sinead O'Connor	I Do Not Want This	UK: Polygram	UK				
22	10	22	Toto	Past To Present 1977 - 1990	UK: Decca	UK				
23	11	23	Zouk Machine	Maison	UK: Polygram	UK				
24	21	24	Wilson Phillips	Wilson Phillips	UK: Atlantic	UK				
25	16	25	The Notting Hillbillies	Ying - Presenting Hong & Good Time	UK: Polygram	UK				
26	13	26	The Neville Brothers	Brothers Keeper	UK: Decca	UK				
27	47	27	Charles D. Lewis	Soca Dance	UK: Atlantic	UK				
28	24	28	Depeche Mode	Violator	UK: Virgin	UK				
29	34	29	Picies	Bossanova	UK: Polygram	UK				
30	24	30	Tina Turner	Foreign Affair	UK: Atlantic	UK				
31	NE	31	Prelas Sprout	Justicia	UK: Columbia	UK				
32	22	32	Toten Hosen	Auf Dem Kreuzung Ins Glück	UK: Polygram	UK				
33	35	33	Talk Talk	Naked Honey	UK: Virgin	UK				
34	37	34	Rock Victim	Helena	UK: Polygram	UK				
35	38	35	Bob Geldof	The Vegetarians Of Love	UK: Decca	UK				
36	24	36	Jean Michel Jarre	Waiting For Coucou	UK: Decca	UK				
37	42	37	Pink Floyd	The Wall - Live	UK: Decca	UK				
38	34	38	The Carpenters	Gift Of Herstory	UK: Atlantic	UK				
39	31	39	Poison	Flesh & Blood	UK: Capitol	UK				
40	41	40	Beach Boys	The Collection	UK: Atlantic	UK				
41	37	41	Duran Duran	Liberty	UK: Warner	UK				
42	16	42	Technoronic	Pump Up The Jam	UK: Atlantic	UK				
43	64	43	The Vagabonds	No Boleo Annes - Cover	UK: Atlantic	UK				
44	NE	44	Antonio Vivaldi	Assurance Of Time	UK: Nonesuch	UK				
45	41	45	Wildeker Herzbuben	Herlsen	UK: Polygram	UK				
46	21	46	Candy Dulfer	Concavity	UK: Atlantic	UK				
47	41	47	Patrick Duff	Sea De Ve	UK: Atlantic	UK				
48	46	48	Luciano Pavarotti	The Essential Pavarotti	UK: Decca	UK				
49	44	49	Manah Carey	Manah Carey	UK: Decca	UK				
50	44	50	Beach Boys	Summer Dreams	UK: Atlantic	UK				
51	47	51	Black Sabbath	T.R.K.	UK: Decca	UK				
52	10	52	Homeless Flowers	Homeless	UK: Polygram	UK				
53	43	53	Gipsy Kings	Midnight Oil	UK: Polygram	UK				
54	53	54	Mighty 7	When Sky Meets Sea	UK: Decca	UK				
55	30	55	Marco Masini	Marco Masini	UK: Atlantic	UK				
56	41	56	Vasco Rossi	Fronte Del Palco	UK: Decca	UK				
57	44	57	Vixen	Work It Up	UK: Polygram	UK				
58	17	58	Bangles	Work It Up	UK: Decca	UK				
59	51	59	Sandra - Eis Am Stiel	Best Of Eis Am Stiel	UK: Decca	UK				
60	44	60	Gary Jules	Infancy	UK: Decca	UK				
61	38	61	Vanessa Paradis	Success Sur Meme T'Amie	UK: Polygram	UK				
62	48	62	Mango	Simple As Day	UK: Decca	UK				
63	11	63	Jason Donovan	Strips For Cops	UK: Decca	UK				
64	71	64	Faith No More	The Real Thing	UK: Atlantic	UK				
65	19	65	Ultimo De La Fila	Noche Rosada	UK: Decca	UK				
66	52	66	Magnum	Magnum	UK: Atlantic	UK				
67	65	67	The Soup Dragons	The Soup Dragons	UK: Decca	UK				
68	46	68	Billy Joel	Storm Front	UK: Atlantic	UK				

FAST MOVERS RE RE RE RE RE RE RE RE RE RE RE RE

SIAE Confirms Prince

Venice's Civil Tribunal Court has served a confiscation order on the Italian Society of Authors & Publishers (SIAE) for the publishing revenue of rock star Prince.

The action follows the court's decision to award the Avantgrade promotion agency a L. 1.6 billion (US\$ 1.4 million) confiscation order from Prince's earnings in Italy, after the cancellation of concert in Turin and Udine (M&M September 1).

The SIAE confirms that it has received an order. However, Della Valle of the society's presidential administration office, refuses to comment on the issue because SIAE's legal department is still studying the document.

Francesco Sanavio, owner of the Avantgrade agency, says confiscation orders will now be

served on WEA Italy and the national distributors of the Prince movie "Graffiti Bridge". Sanavio also claims that notification of the confiscation order is being sent to Prince and his management in Los Angeles and Minneapolis.

Sanavio says he has no contact with Prince's Paisley Park Enterprises and dismisses Paisley Park's claim that it has filed a civil lawsuit against him for breach of contract.

In the past, Sanavio has been confident that an out of court settlement would be made in his favour. But he now says: "That means I would get less than the amount that the court ordered. I want back the money for the cancellation of the Turin and Udine shows, plus the money I lost the US!"

CMS Delegates Debate Future Of Scandi Market

by Paul Andrews & David Rowley

Some 250 delegates from across Scandinavia attended the first Copenhagen Music Seminar (CMS), which was held on August 30 to September 2.

The predominant theme, set at the opening panel meeting, was the status of the Scandinavian market. Moderated by Sonet's Dag Haeggen and including Medley Denmark's Michael Ritto and BMG's Ernst Jørgensen, the seven-member panel discussed

whether Scandinavia is a single market and what its future might be.

While there was general consensus that everyone would benefit from more crossover of acts between the various Scandinavian territories, there was disagreement over whether differing national tastes would allow crossover.

Record companies and the media accused each other of not doing enough to help crossover.

Media representatives complained that chart-topping singles in one territory were not released immediately by a company's affiliates in other territories.

A second panel, moderated by Mikael Hojris of the Danish Rock Council, considered the export potential of Scandinavian music. Debate focused on whether local acts need to compromise their identity to conform to international standards.

In particular, language was considered a barrier, with general agreement that Nordic-language songs had trouble breaking into export markets. However, some

"Gagets expressed concern that singing in a foreign language could detract from artists' performances and would add to the general belief that Scandinavian music is lacking.

Other panels and workshops discussed subjects including "Taking Care of Talent", copyright, independent distribution methods and the relationship between music and the media.

The response to the CMS is mixed. Sigbjorn Nedland of NRK Radio in Norway: "It is important that a conference like this took place, to allow everybody to

make contacts in different countries. But, unfortunately, it was not well organised".

A number of the music showcases were cancelled or rescheduled at short notice, as were some conference sessions. Other delegates criticise the Seminar for not being controversial enough.

Organiser Frank Marstokk accepts much of the criticism. "We had some problems with bands pulling out, and with too many things happening in too short a time. The solution next year is to work with a much bigger live management.

"There should have been more conflict on the panels, and I would have liked to have seen more artists on them - they are the ones who create the whole scene. The panels next year will be trimmed down, to address more specific issues."

However, Marstokk declares himself "happy" with the Seminar. "The different Nordic countries have again proved their differences, but they have got together and we have seen a lot of discussion and some interesting meetings." □

Finnish Rights Dispute Settled

by Kari Helopaho

The two-and-a-half year dispute between Finnish rights organisation Gramex and four local private radio stations has been resolved at the court of arbitration. As a result, the basis for payments to Gramex is to be changed.

Gramex has been battling the four - Radio City (in Helsinki), Radio Oikea Asma (Kuopio), Radio 957 (Tampere) and Radio Pori (Pori) - since early 1988.

The new payment scale is calculated according to a station's turnover from advertising and the amount of Gramex-protected music played. The proportion of

protected music broadcast is divided by four, five or six depending on annual advertising revenue - to calculate the percentage of turnover paid to Gramex. Previously, payments were set according to a charge per minute, which was determined by the number of potential listeners plus a share of ad income.

"We were paying producers and recording artists (Gramex) as much as three times more than we paid Teosto, the Finnish copyright bureau," says a spokesperson for the stations. "The change is for the better, though payments are still at a very high level." □

SPAIN & PORTUGAL

RNE 3 Staff Oppose Programming Changes

by James Bourne

Staff at Spanish state-run radio RNE 3 are opposing plans to change the station's programming. In a statement sent to the press and members of parliament, they say the changes are being introduced too quickly, without proper consultation and will result in job losses.

They also claim that RNE 3 management are attempting to copy BBC Radio 1, and point out that RNE 3 has the youngest audience profile after SER's Los 40 Principales - although finding a younger audience is cited as a reason for the changes.

Programme director, Jose Luis Ramos: "We had a series of meetings with the staff and they presented a report on their ideas. We will recommence dialogue shortly."

Ramos stresses that the new

programme schedule, which is due to start in October, has not been finalised, "just the philosophy - it will be more musical". He adds that the changes will be introduced gradually.

Staff on the so-called content programmes - magazine shows broadcast mostly in the mornings - are particularly concerned. Ramos admits that "lots of people are insecure", but says most of the staff will be given alternative jobs at RNE's five other stations.

Of the Radio 1 criticism, Ramos says a high level delegation did visit the UK station.

However, he adds: "There is no point in making comparisons. We have our own ideas and want to keep our specialists and quality programmes."

The last EGM audience survey

said RNE 3, which now carries some advertising, has 405,000 listeners. The figure makes it the

Canal Plus Prepares For Launch

Canal Plus, the private subscription TV station which postponed its launch last spring, says it will now begin full transmissions on September 14.

Modelled on the French station of the same name, Canal Plus will broadcast a mix of films, sport and music. Its music programming will be strongly influenced by SER's Los 40 Principales - of the PRISA group, owner of SER, is one of the channel's biggest shareholders.

Spokesperson Maria Eugenia Cimas says an hour-long TV version of the Los 40 Principales for-

th most listened to station in Spain, and the sixth FM station.

mula will be shown on weekdays at 18.30 and will feature video clips.

On Saturdays, the programme will be replaced by 'Lista 40', a 30-minute programme based on the best of the Los 40 playlist/ chart. 'El Gran Musical' will be transferred to TV on Sunday mornings.

Cimas says details of the schedule are still being finalised, but that all the above programmes will be transmitted uncoded. The channel will broadcast at 07.00-03.00 during weekdays and 24 hours a day at the weekends. □

MUSIC & MEDIA

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Victory

German hard rock band Victory have just released their fifth studio album, 'Temples Of Gold'. Robert Lyng talks with bassist and group spokesperson Peter Knorn about the LP, and how the media react to rock.

When Knorn and Tommy Newton founded Victory in 1984, they clearly had their sights set on the international market. After enlisting American singer Charlie Huhn (Ted Nugent, Gary Moore), the group released their first album in 1985 and immediately toured the US.

Don't Get Mad... Get Even, which was released worldwide, followed in 1986. But the group's major media breakthrough came in 1987, when the single *Check's In The Mail* won the attention of US radio programmers. At the time, Victory were touring the US to promote their *Hungry Hearts* LP and the result was sellout concerts.

On returning to Europe, the group - who now consisted of Knorn, Newton, guitarist Herman Frank (ex-Accept), drummer Fritz Rendow (Eloy) and Spanish-Swiss singer Fernando Garcia - joined producer Albert Boekhoff in Holland's Wisseloord Studios to record *Culture Killed The Native*.

While European radio still proved to be a tough nut to crack with a hard rock hammer, US radio was once again more open - a live concert broadcast from Los Angeles was carried by 75 stations

in 1989. *Culture Killed The Native*, which reached No. 86 in the European Top 100 Albums, has now sold 300,000 copies worldwide.

Released by Hamburg-based Metronome on August 23, *Temples Of Gold* was also produced by Boekhoff and features the single *Rock N' Roll Kids Forever*. The first 25,000 copies of the LP include a bonus record with six tracks recorded live in Los Angeles.

To promote the album, Victory are now visiting all major European cities, giving radio and press interviews. A 23-date European tour is scheduled from October 18 to November 25.

Meanwhile, the group's US manager Tom Marzullo, who is based in St Petersburg, Florida, and their UK booking agent, Rod MacSweeney at ITB, are planning a world tour.

According to Knorn, the kind of radio exposure that has helped break the group in the US is not possible in the band's home country. "Few German radio shows even consider playing rock, let alone hard rock. For example, Bayerischer Rundfunk plays only 90 minutes of rock a week, late at night. That speaks for itself!"

However, Knorn says a number of German radio DJs - including Frank Hinz (RB), Maz Schoenbr (BR), Wolfgang Schlambitz and Volkmar Kramarz (WDR), Friedemann Lainernt and Matthias Holtmann (SDR), Rainer Kujawa (NDR) and Hans Winke (ffn) - have contributed significantly to Victory's success at home. □



Devine & Statton

- Signed to Les Disques du Crepuscule, distributed by Play It Again Sam
- Publisher: Editions Crepuscule
- Management: Crepuscule, Brussels
- Group members: Ian Devine (guitar), Alison Statton (vocals)
- Current album: *Cardiffians*, released on August 27
- Current single: *Hideaway*, released on June 25
- Production: recorded at Square Studio in Brussels and engineered by Bruno Donini. Produced by Erik Mertens
- Marketing: the LP's release was accompanied by posters and radio interviews. A major campaign is planned for October/November
- Tour: a band for concerts is being put together. No dates have as yet been announced
- Foreign releases: the LP is being released in France (New Rose), Spain (Gasa) and Japan (JVC)

Devine and Statton are from Cardiff in the UK and their first release with Crepuscule, *The Prince Of Wales*, was in 1988. On *Cardiffians* they deliver 12 tracks of modic music, including a cover of Crystal Gayle's *Don't It Make Me Brown Eyes Blue*. □

I T A L Y

Ligabue

- Signed to WEA Italy
- Publisher: Blue Tena Music, Genoa
- Artists: Sàs, Kromaki
- Management: Angelo Carrara, Milan
- Current album: *Ligabue*, released in August
- Current single: a single will be released later in the year
- Production: recorded at Psycho Studio in Milan, arranged by Luciano Ligabue and mixed by Paolo Panigada. Produced by Angelo Carrara
- Marketing: 30-second radio adverts on national station Rete 105, plus 15-second ads on VideoMusic, the 24-hour TV music channel. A video for the song *Balliamo Sul Mondo* has been screened on VideoMusic and on "Deejay Show", an afternoon music programme on private network channel Italia 1. The artist has made promotional TV appearances on the 'Festivalbar', 'Musica E' and 'Be Bop A Lula' music shows.
- Tour: national dates in October, which was recorded live, later this year.
- Euro releases: none as yet



WEA promotion manager Umberto Candiolo describes Ligabue as a rocker whose music is influenced by the US and whose lyrics reflect the Italian cantastorie (singer/songwriter) tradition. Ligabue, who composed all 11 songs on his self-titled debut album, has been writing for many years. However, he only started to perform in public a couple of years ago. Candiolo claims Ligabue is a great live act who can attract an audience of 5,000. He adds that WEA will release a second video, which was recorded live, later this year. □



delightfully renamed Mellow 1557 (formerly Tendring Radio), managed by the Invicta group, has had its launch date put back until October 7 because its transmitters are being installed later than expected.

BBC Radio 4's senior producer Rod Pounsell is to set up a press club to counter problems faced when reporting from what he describes as "one of the worst cities in the world to work in" - Moscow. He tells me upwards of 20,000 journalists a year presently try to make the best of a bad job. Upwards of 20,000? I'm not surprised it's "one of the worst cities in the world to work in", there must be nobody there but foreign hacks!

See how's about this for a misprint in a chart rundown? *Tom's Diner* by DNA and Fat Suzanne Vega. The guilty party, a Dutch newspaper.

More on these weird American formats... I've just come across a new one (to me anyway) that seems to be very popular. It's called *Charburan*, and it, they tell me, 'a dance and urban flavoured CHR station'. In other words it

plays contemporary hits, including dance and black music! Anniversaries for next week... Hank Williams will be 67 on September 17, Nile Rodgers (38) and Lol Creme (43) share a birthday on September 19 and Leonard Cohen will be 56 on September 21. Marc Bolan died 13 years ago on September 16 and Jimi Hendrix died 20 years ago on September 18.

And talking of Hendrix, friends of mine who have a T-shirt shop in Amsterdam tell me he has been their biggest seller this summer, along with Che Guevara. Seeing as at least 70% of their customers are tourists, mostly German and Italian, I wonder what conclusions we can draw from that?

Now, still on history, how long does it take to break a record in New York? How about eight years? Well that's how long it has taken Adrian Gurvitz's 1982 single *Classica* to be a hit there! Back then the track reached no. 8 in the UK, but failed to take off in Norway. Nevertheless, it has continued to hang around radio stations, getting the odd play. Now it

has been re-released by EMI, and, amazingly enough, features on the playlist at Radio 101, Radio Oost and NRK.

What ambitions are they harbouring at Radio Radio's *Super Station*? Thanks very much for the "do it yourself" Ninja Turtles' lyrics. MC Mixmaster Marcus McAdam, featuring Ya Kid Naj 'sing it baby' Williams and Sam 'Mutha' J Aims. With lyrics like "It's a hard sell which we adore. In this day and age, who could ask for more?", you are bound to go far!

I was given a great present the other day. It's called 'The Green Book' and it classifies songs by subject rather than artist or song title. So, if you want to play a track about, say, cigarettes, look up the subject and there's the list. Nuclear war, insects, vampires, solar energy, mind control, you name it, it's there. Hmmmm, wonder if there's a new radio format in it?

Ray Dio

MAKING WAVES

Tuning In To RTL 102.5

Friday and Saturday night. We use the Billboard, Music Week and the Music & Media charts. We also use Music & Media's station reports. National sales of CDs, albums and singles are also checked by weekly calls to about 80 shops within our broadcast area. It is very important to know the national sales situation.

"I decide which records are played or not and Selector operates the scheduling. We have power, heavy, medium and current rotation. My choice is based on the international charts, national sales charts, listeners' requests and European airplay. The taste of the station is all important. Records have to be good CHR with crossover appeal. We will not, for example, play Pavarti's just because he is no. 1. "We buy our singles from RTL in Milan but we do not use syndicated programmes as yet. We subscribe to the Audiradio and Datamedia monitoring services



but consider Datamedia to be much more up to date and useful to the station. Datamedia publishes listening statistics every three months.

"The service from record companies is generally very good. Sometimes it is easier to find records in the shops but our relationship with companies has improved radically since we increased our audience ratings. We currently broadcast throughout northern and most parts of central Italy. In the future we aim to cover all national territory. Now that the new broadcast laws have been passed, it is an important and historic moment for the private radio sector." □

Head of music Luca Viscardi: "When you tune in to RTL 102.5 you can always recognise us for the music first, and then our way of presentation. We are a CHR station but the difference between us and some others is that we play a good percentage of oldies and goldies, around three or four every hour.

"We use Selector as our music scheduler. We are connected to some music bases all around the world. The most important is Easy Street. We are working on

- Format: CHR (Datamedia)
- Hours on air: 24
- Frequency: 102.5
- Founded: 1975. CHR station since 1988
- Ownership: private
- Address: Via Suardi 42, Arcene, Bergamo
- Tel: 39.35.879298/879284/879301
- Target audience: 18-36
- Actual audience: 138,000 (Audiradio) 511,000

new uses of Selector which will involve the greater use of its music scheduling facility.

"We are currently increasing our work on marketing and promotion. This will involve national press advertising for special events such as artist interviews. On a local community level we have been involved with sponsoring the local US football team. We have our own disc which opens three nights a week and holds around 2,000 people. We broadcast live shows every



Artur Frank
Radio Salu

Personally...

I believe that service is the key to successful radio. A good DJ doesn't play his own favourites, he plays what his audience want to hear on the radio. Keeping in close touch with your listeners and testing the taste of your target audience is essential. And that's what we do at our station, so that when we put a record on the air, we are absolutely sure that our listeners will love it. My tips therefore reflect the taste of our audience.

Radio Salu is market leader in its 18-35 target range in the Saar-Lux area of southwest Germany. (Infrared figure)

OLIVIER ALLARDET F
TP Tiyo-Flo
Caron Wheeler- Livin' In The Betty Boo- Where Are You Baby
LP Anita Baker
Howard Hewett

MARGARETA ANDERBERG S
Radio City 103
TP Aswad- Next To You
Suzzies Orkender- Alaska Med
Flowered Up- It's Up
LP George Michael
Tito

TOM BLOMBERG NL
TP Bassomatic- Fascinating Rhythm
Rob Janzen- How Is He
Deacon Blue- I'll Never Fall
LP George Michael
Rob Janzen

MICK BROWN UK
Capital Radio
TP Beats Int'l- Burundi Blues
Monie Love- It's A Shame
Wendell Williams- Everybody
LP George Michael
Whispers

CARLO DEBLASI I
Radio Stereo 105
TP Jason Donovan- Rhythm Of The Jam
On The Mutha- Hotel
Maxi Priest- Close To You
Gianna Nannini
Jon Bon Jovi

DOMINIQUE DUFOREST F
NRJ
TP George Michael- Praying For
Dave Stewart- Jack Talking
Earth Wind & Fire- Wanna Be A
LP Prince
Mariah Carey

FRITZ EGNER D
Bayerischer Rundfunk
TP Earth Wind & Fire- Wanna Be
Lagan- How's The B Turn
MC Hammer- Have You Seen Her
LP Neville Brothers
Dave Stewart

BOGDAN FABIANSKI PL
Radio Poland 1 & 2
TP Fakto- Charisma Kommando
Jive Bunny- Can Can You Party
Delegation- Where's The Love
LP Duran Duran
Mighty Star

TIM FINLAY UK
Yorkshire Radio Network
TP Energy Orchard- Somebody's
Adamski- Space Jungle
Breathis- Sky Hello
LP Dave Stewart
Steve Earle & The Dukes

NEIL FRANCIS UK
Voltage FM
TP Bob Geldof- Love Or Something
Junior Giscombe- Step On
MC Hammer- Have You Seen Her
LP Bad English
Johnny Gill

ARTUR FRANK D
Radio Salu
TP Jon Bon Jovi- Blaze Of Glory
George Michael- Praying For
Coldjam- Last Night A DJ
LP Wendy & Lisa
Asia

SERGE VAN GISTEREN B
Radio Antigon
TP Prefab Sprout- Looking For
The Cult Of Snap- Hi Power
Vaya Con Dios- Nah Nah Nah
LP Prefab Sprout
Vaya Con Dios

RUNE HAGEN N
Studentradioen Tromsø
TP Prefab Sprout- Looking For
Primal Scream- Come Together
The Guttas- Sommerjete
LP Prefab Sprout
Black Sorrows

PETER HALD DK
Radio Sydlysten
TP Janet Jackson- Control
Johnny Gill/Kenny G- My My My
Harriet- Temple Of Love
Peter Smith
Sweet Sensation

STEPHAN HAMPE D
Radio Schleswig-Holstein
TP Caron Wheeler- Livin' In The
Dario Ghanai- Mother Nature
Smootheries- Blue Period
LP Prince
Neville Brothers

MIKKO HIRVONEN SF
Radio Oikea Asema
TP Katydidis- Heavy Weather
Lini Dammis- Lie Love Among
The Soup Dragons- I'm Free
LP Steve Wynn
Pixies

LOTJE IJZERMANS NL
VPRO
TP Curtis Mayfield- Superfly 90
Jack Of Hearts- Blue
Jane's Addiction- Stop
Beat Of A Bourbon
Living Colour

HAAKAN JANSSON S
Hi FM
TP MC Fixati- Let's Move
Splash- I Need Rhythm
Dr Alban/Lita Lita- Hello Afrika
LP Going North
Papa Dee

GUENTHER LESJAK AU
OE 3
TP DNA/Suzanne Vega- Tom's Diner
New Kids On The Block- Tonight
George Michael- Praying For Time
LP Prince
Jon Bon Jovi

JOSE MARINO P
Radio Correo Da Manha
TP Dee-Lite- Groove Is In The
The Fast Groovy Train
Cocoteau Twins- Iceblink Luck
LP Prince
The Time

KALLE OLBRY S
Radio Sweden/Maino
TP Toy Matinee- Last Plane Out
Harris- Temple Of Love
Tito-Flo
LP The Men They Couldn't Hang
Human Radio

KAI ROGER OTTSEN N
Radio Ost
TP Bonalirina- Itsy Bitsy Teeny
Bananamara- Any Your Love
Was Not Was- How The Heart
LP Prince
George Michael

LOU ROWLAND NL
CFN
TP Aiannah Myles- Lover Of Mine
Toto- Out Of Love
Fats No More- Falling To
LP Partland Brothers
Black Sorrows

JONAS SANDBERG S
SAF Radio
TP Caron Wheeler- Livin' In The
Splash- I Need Rhythm
Johnny Gill/Kenny G- My My My
LP George Michael
The Time

FREDRIK SJOEBERG S
Radio Sjjoeland
TP Tyler Callies- A Question Of U
Michael Franks- The Art Of
Marcellex- Quick Quick
LP Passengers
Wannadies

TIM SMITH UK
Metro FM
TP Adamski- Space Jungle
INXS- Suicide Blonde
Bassomatic- Fascinating Rhythm
LP Dee-Lite
The It

FRANK STAENGLER D
Radio Xanadu
TP INXS- Suicide Blonde
Alias- More Than Words Can
Warrant- Cherry Pie
LP Steve Tears
Ratt

TRUDE SUSEGG N
Radio 102
TP Everyday People- I Guess It
The Soup Dragons- I'm Free
Primal Scream- Come Together
LP Maxi Priest
Jonathan Butler

Tips & Trends reflects the musical preference of European radio DJs. The records listed are new releases, considered to have high potential, and are given airplay in the week before publication. DJs can fax their tips to Theo Tams, Music & Media 31-206-669191.

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