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Syndicators Changing Italy's Radio Industry

ITALY

by Mark Dezzani

Italy's neo-fascists may be grabbing the headlines in the political arena, but in the country's colourful radio industry syndication is the buzzword. There's been a flurry of activity in the syndication business this year, with new projects springing up and vying to sign local and regional stations as affiliates in order to create new national networks by proxy.

New syndication companies say they have been inundated with requests from local stations, who are looking for ways

(continues on page 19)

MCA To Open Five Euro Affils In January

EUROPE

by Machgiel Bakker

MCA Music is starting to build a strong European presence with new offices planned for the beginning of the new year in Holland, France, Italy, Spain and Sweden, adding to the already existing operations in the UK and Germany.

The sudden exit of MCA UK MD Tony Powell on November 11 is indicative of the agenda that MCA Music Entertainment International president Jorgen

(continues on page 20)

SNEP Restarts Singles Chart

FRANCE

by Emmanuel Legrand

The first new singles chart in France was issued by the country's music industry organisation SNEP to its members on November 18 to the relief of many in the business. It is the first sales chart since the beginning of September, when pay-TV channel Canal+ stopped producing the charts (M&M, September 18).

SNEP president Gilles Paire, who is also CEO of PolyGram France, says the new charts are not yet fully reliable and will have only limited use for the next two to three weeks. During that period, they will be forwarded only to SNEP members. For the moment, only 50 tracks are listed, but SNEP expects to be able to

deliver a 100-title chart within a fortnight. A fully reliable and operational singles chart is expected for the end of December.

At the same time, SNEP plans to release its first album chart so that in January, both the singles and album charts will be up and running. So far, no record company has reported any major problems with the new chart. The top five titles are Freddy Mercury's *Living On My Own* (EMI), Céline Dion's *Ziggy* (Epic), 4 Non Blondes' *What's Up* (Carrière), Regg'Lyss' *Mets De L'Huile* (Virgin) and R.E.M.'s *Everybody Hurts* (WEA Music).

The charts are operated by polling organisation IFOP in association with Tite-Live. A

(continues on page 20)



BORDER BREAKERS — Pop act Clouseau pick up a gold award for sales of over 25,000 copies of their album "In Every Small Town" in their home market Belgium. The band's single "Take Me Down" is currently number 21 in M&M's "Border Breakers" chart. Pictured (l-r) are: manager Linda van Weasberge, EMI international manager/Benelux repertoire Danny Friedrichs, EMI Belgium GM Dirk de Clippeleir, Clouseau members Bob Savenberg, Koen Wauters and Kris Wauters, EMI Belgium product manager Bart Colls and marketing manager Erwin Goegebeur.

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TROS, Veronica Sign Chart Deal

HOLLAND

by Miranda Watson

Sister Radio 3 broadcasters Veronica and TROS have reached an agreement over broadcasting the Mega Top 50 singles chart, negotiated by the specially set-up Radio 3 Mega Top 50 Commission. As from January 1, the Mega Top 50 chart will air on Veronica on Saturdays between 14.00-17.00, with the main presentation handled by a Veronica DJ, and a TROS DJ handling the so-called "periphery" presentation (pop news, overviews). Veronica will be responsible for the editorial content of the programme.

On Sunday afternoons

between 15.00-19.00, TROS will broadcast a mix of other charts that the Mega Top 50 produces (likely to be the Mega Tip 30, album chart and the usual mix of world hits) with a TROS DJ as the main presenter and a Veronica colleague handling the periphery presentation. TROS will have complete editorial responsibility for this programme. The agreement has been made for a two-year period, unless drastic changes occur, such as a review of broadcasting times.

The special Radio 3 Mega Top 50 commission, set up to settle the dispute between Veronica and TROS, included DJ Frits Spits, Radio 3 editorial

(continues on page 20)

**10 Years Of
Mega Records**
See insert.

No. 1 in EUROPE

European Hit Radio

PHIL COLLINS
Both Sides Of The Story
(Virgin/WEA)



Eurochart Hot 100 Singles
MEAT LOAF
I'd Do Anything For Love
(Virgin)

European Top 100 Albums
PHIL COLLINS
Both Sides
(Virgin)

EUROPE

by Machgiel Bakker

Regular appearances on TV entertainment shows and long-term label commitment have eventually paved the way for a cross-regional hit for Italian singer Laura Pausini.

Winning the San Remo Festival in the newcomers category in

(continues on page 20)

EAST 17 "IT'S ALRIGHT"

Reworked and re-recorded from the No. 1 album "Walthamstow"

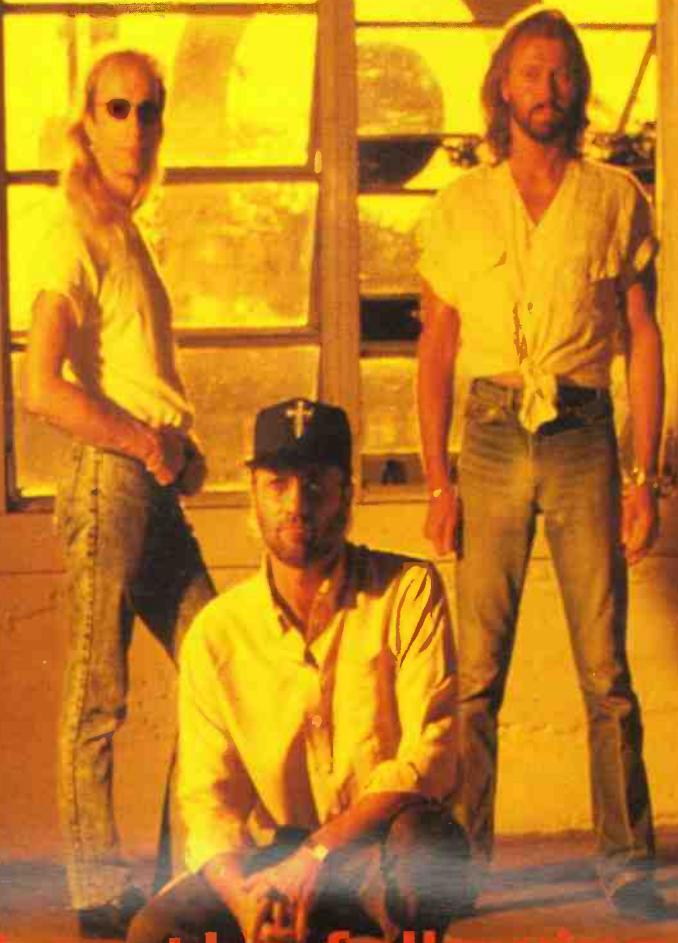
AVAILABLE NOW



BEE GEES

For Whom The Bell Tolls

New Single and undoubted christmas smash!



Playlisted on the following stations:

Platinum (All formats)

- Belgium BRTN RADIO DONNA/Brussels
RADIO CONTACT N/Brussels
Germany NDR 2/Hamburg
RADIO NRW/Oberhausen
RADIO PPR 1/Ludwigshafen
Holland SKY RADIO/Ruegen
Spain CADENA 100/Madrid
UK 96.4FM-BRMB/Birmingham
BEACON RADIO/Wolverhampton
CAPITAL FM/London
CHILTERN NETWORK/Dunstable/Northampton/Gloucester
METRO RADIO GROUP/Newcastle

Gold (All formats)

- Austria CD INTERNATIONAL
Belgium BEL-RTL/Brussels
Denmark ÅRHØJS NÆRRADIO/Aarhus
ANRI/Aalborg
RADIO ABC/Randers

RADIO VIBORG/Viborg

- RIVIERA RADIO/Monte Carlo
Germany HUNDERT 6/Berlin
RADIO 7/Bochum
RADIO REGENBOGEN/Starnberg
RE 7/Bremen
POLARIS
FM 60/Madrid
ONDA CERO MUSICA/Madrid
CITY RADIO/Gothenburg
EAST FM/Norrköping
RADIO CITY/Stockholm
RADIO STOCKHOLM/Stockholm
Z RADIO GÖTEBORG/Göteborg
E102 STOCKHOLM/Stockholm
RADIO PILATUS 104.9/Luzern
RADIO Z/Zurich
DOWNTOWN RADIO/Belfast
INVICTA/Whitstable
TRENT FM/Nottingham
RADIO WYVERN/Worcester

Switzerland

UK

from the album 'Size Isn't Everything'



BID Boosts Euro Radio Exchange; MDR Sputnik Ices Rock Chart

GERMANY

by Miranda Watson

German independent music fair Berlin Independence Days' inclusion of radio into its programme for the first time this year was well received by delegates, says BID radio co-ordinator Johannes Theurer. Over 45 stations registered, though not all had come specifically for the radio section. "Independent radio stations and indie label people

share the same spirit and a real dedication to what they are doing," says Theurer. "This is the spirit behind BID and it makes perfect sense that radio should play a part."

German public youth rock station MDR Sputnik/Halle hosted a successful European Radio Day with a simultaneous broadcast over 10 European radio stations: YLE Radio Mafia, P3, BBC Radio One FM, Studio Brussel, VPRO 3, Radio Nova, Couleurs

Poland To Have Copyright Law By End of Year, Says IFPI's Kortlan

POLAND

The Polish record industry will receive a much-needed boost in its fight against piracy as a new copyright law is likely to be approved by year-end, says IFPI Poland director Bianka Kortlan.

The bill was read in Parliament two weeks ago and has now been approved for fast-track ratification. This means within the next 30 days it will be considered in the lower House, then in the upper House within seven days. A seven-day term for the presidential signature follows. IFPI expects this procedure to be carried out within six weeks.

The copyright law will mean that for the first time sound recordings will be protected in Poland and heavy penalties will be imposed for pirate operations, says Kortlan, with a minimum of six months imprisonment. "We will have to make sure that the new law is enforced," he says. "The heavy anti-piracy education policy we have been pushing in Poland is already paying off and we've already seen a drop in piracy levels from 95% one-and-a-half-years ago to 70%. With this new law we expect piracy levels to drop dramatically."

Four of the five majors record companies are in Poland MW

Frekvence 1 Goes Digital In Prague

CZECH REPUBLIC

by Emmanuel Legrand

Following the velvet revolution in Czechoslovakia in the early 90s, private FM radio stations started to invade airwaves. Now, radio listeners of the newly born Czech Republic are living another revolution: the introduction of the first national private commercial stations. Two new stations bowed in October, an all-news station Radio Alpha and full-service network Frekvence 1, launched by French media group Europe 1 Communication, which already operates in Prague the highly successful ACE station Europa 2 Prague.

Already available in Prague, Brno, Pilsen, Pardubice, Ceske Budejovice and Usti, Frekvence 1 covers 75% of the territory and reaches 70% of the country's 10 million inhabitants.

Comments Martin Brisac, GM of Europe 1 Communication's affiliate Europe Développement, "It's a whole different concept. Europa 2 is a music station reaching urban environments, while Frekvence 1 will cover the whole country, and therefore a larger public, with a programme mix of news, entertainment and music. In technical terms, it is also a break-

through for this country in that all operations are digitalised."

The outlet uses the new digital standard Musicam and has introduced the Ransom system to pilot music, news and ad spots.

Programming currently consists of news (six-and-a-half hours daily), games (five hours) and music. Frekvence 1 plans to reach older demographics than FM stations, targeting the audience over 20, who are tired of musical FM stations. Most of the hosts and DJs come from public radio and TV, and the net will employ over 50 people, including 15 journalists.

Music director Josef Vleck says the music programming was based on "the conservative tastes" of the Czech population. "People got tired of Anglo-American music," he says. "Only 7% of the population speak English, so we have to adapt to the reality and the reality is that Czech music is much in demand."

As a result, 40% of the content will be local product, upped to 50% whenever possible, with the goal to reach 60% within the next two years when the local music industry will be more active.

On the ad side, the station will have to compete with a mature press sector as well as newly licenced private TV stations.

Comments Jan Sedina, president of Frekvence 1, and former MD of a financial fund, "This radio station enters the market at the right time. The privatisation has opened the way to new products which need media outlets in order to be promoted. The first positive reactions from listeners and advertisers show we are on the right tracks."

Ownership of the station is split among Europe Développement (25%), Europa 2 Prague (25%), the Czech National Insurance company (20%), Radio Golem (10%) and management (10%). The yearly budget of the network will be around 50 million korunas (app. US\$1.85 million). Initial investment, says Brisac, is around 20 million korunas. Brisac says he anticipates ad revenues of 50 million korunas for the first year, which will allow to break-even after one year of operations.

FOR THE RECORD

The songs of Depeche Mode are currently represented in Spain by EMI and not by Alondra Music as reported in the November 13 issue of M&M. Also, Alondra represents not Spandau Ballet, but their publishing company Reformation.

EUROPE AT A GLANCE

UNITED KINGDOM: 75 Companies Sign Up For MIDEM

The British are gearing up for another heavy presence at MIDEM. Over 75 UK firms have signed up for stands, including 20 record companies grouped under trade organisation the British Phonographic Industry's first ever "British at MIDEM" banner. David Stansfield

UNITED KINGDOM: Chiltern Keeps All Franchises

Chiltern Radio Group, which operates 10 radio stations in the Home Counties and West Country, has won back all of its licences in the current wave of ILR re-applications. The licences involved Chiltern Radio, Northern Radio and Severn Sound. The two Severn Sound stations were won back earlier last month. DS

GERMANY: Radio PSR To Host New Year Party

Sachsen private station Radio PSR/Leipzig is teaming up with Feldschlößchen Pilsner to host a huge New Year's Eve party with the theme "New Year 2000." Around 10,000 people are expected to attend the celebrations, with live performances by Suzi Quatro, Sailor, The Tremeloes, Karat and the Radio PSR Band. PSR DJs Uwe Fischer and Thomas Böttcher will be presenting the show. Miranda Watson

FRANCE: Skyrock Drops No-Repeat Day Schedule

French EHR network Skyrock was prompt to react to its recent ratings fall (4.8% cume share from 5.5%). Programme director Laurent Bouneau has dropped the no-repeat daytime programming in favour of 13 hits per hour. Two new programmes also have been added: "Skytop" (17.00-19.00), the station's listener-chosen top 20 chart show, and "Tout Est Possible" (19.00-22.00), with Laurent Petitguillaume and Super Nana, who were previously hosting the late evening show. Emmanuel Legrand

FRANCE: Trans-Musicales Keeps In Tune With Musical Pulse

Some 60 bands (20 of which are French) are scheduled for the 15th edition of the trendy music festival Trans-Musicales in Rennes on December 1-4. International acts include such artists as Björk, Suede, Morphine and Grant Lee Buffalo, and French artist such as Les Rita Mitsouko, Philippe Pascale, Marco Lipz and No One Is Innocent. The festival is sponsored by public station France Inter and retail chain FNAC. Like last year, the festival will end with a gigantic rave hosted by some of Europe's hottest DJs (DJ Moose, Orbital, Graeme Park, Carl Cox and Spooky). EL

BELGIUM: Play That Beat Signs Up Slade

Belgian independent Play That Beat! has signed a worldwide deal with Slade II, the new version of the top-selling British band, who had six number one UK hits in the '70s. First release on the new Emergency label (distributed in Belgium by Sony Music and licensed to Sony for Europe) is Hold On To Love, written by original band member Dave Hill and former Wizzard member Bill Hunt. Marc Maes

FINLAND: Teosto Launches Image-Building Campaign

Finnish copyright bureau Teosto has launched a campaign to build up the organisation's image and the knowledge of its various activities. Ads featuring leading Finnish artists Juice Leskinen, Mikko Kuustonen and Vexi Salmi giving their opinions about Teosto and its importance have been placed in leading Finnish newspaper Helsingin Sanomat. The ads also include useful information and statistics about Teosto, copyright laws and how they function. Kari Helopaltio



HOOTERS COLLECT GOLD IN SWEDEN — The Hooters came to BMG Sweden on November 2 after their show in Sweden, where they were presented with a gold certification for sales of 50,000 copies of their "Out Of Body" album in the country. Their tour continues through November before moving to Germany in December. Pictured (l-r) are: artists Fran Smith Jr. and David Uosikken, BMG Sweden MD Hans Breitholtz, artist John Lilley, BMG sales manager Pernilla Svanström, BMG administrations assistant Johan Bladh, BMG head of promotion Pia Evinger, artist Rob Hyman, BMG promotion assistant Niclas Ekstedt, artist Eric Bazilian, MCA marketing manager Hans Andersson and artist Mindy Jostyn.

Publics Drop In 3rd Quarter Ratings; Privates Remain Stable

HOLLAND
by Marlene Edmunds

A year after the massive reorganisation of the Dutch public broadcasting system, the five public radio stations have lost market share, dropping from 57% in October 1992 to a mere 50% a year later.

Dutch pubcasters are, nevertheless, calling the top-to-bottom restructure of the system along horizontal programming lines a success. In the main, the biggest loser was Radio 2, which dropped from a 12% market share a year ago to just 7% this year. The station, considered the most

resistant to the idea of horizontal programming, is currently in discussion over further possible restructuring in efforts to bring its market share up. EHR-formatted Radio 3 dropped from a 28% market share in October of 1992 to 26% last month. All other stations remained stable.

NOS research analyst Henk van Zurksum predicts pubcaster market share will remain relatively stable, at least until early next year, when Holland awards additional frequencies to the commercial sector. Says Van Zurksum, "I think we have to be satisfied with the ratings. Next year, when the new FM

frequencies are given to the two commercial stations, we will be happy if we can achieve the same market share."

Top Dutch Stations

(in % market share)

Station	Format	Oct '92	Oct '93
Radio 1	N/T/ACE	13	12
Radio 2	ACE	12	7
Radio 3	EHR	28	26
Radio 4	Classical	3	3
Radio 5	N/T	1	2
Regionals		15	15
Happy RTL	ACE	3	2
Radio 10 Gold	Gold	10	10
Sky	ACE	8	8
Love Radio	ACE	1	1
Radio 538	EHR	1	3
Others		6	7

Source: NOS/Intomart

IP Introduces New Surveys

BELGIUM
by Marc Maes

Radio ratings organisation IP Radio is responding to changes in the radio industry by increasing its monitoring of radio audiences in south Belgium with the launch of a monthly survey entitled "Radio Barometer" in addition to their regular three-monthly "Vagues."

The new survey will offer a more rapid thumb sketch of audiences between 05.00 and

22.00, based on some 4,000 interviews per month, whereas the current "Vagues" surveys are based on 15,000 interviews.

More frequent radio information is required since the recent changes at French language pubcaster RTBF, whose Radio 21 took over the 06.30-09.00 bracket in early September, replacing programmes of Radio 2 and Bruxelles Capitale.

But this was not the sole reason for introducing the Radio-

Barometer, says IP marketing and development director Freddy Tacheny. "We want to issue a monthly 'Health-O-Meter' of the Belgian radio situation, which will give a clear indication on the evolution of the market and allow the advertisers to monitor the market. We will continue with the 'Vagues,' which contains more detailed information."

Meanwhile in France, advertisers' demands for more information has lead IP to launch a survey detailing programming on 14 main networks. The survey offers a dissection of programming parts and analyses the success of different elements in different day slots. According to the survey, networks are realising that news is the key to the 06.00-09.00 section, strengthening their information content in the face of all-news Franc Info's success in the mornings. Meanwhile, a general trend is showing music nets increasing their talk content, often adding more humour cuts, interviews and consumer advice.

EMI Issues Free Cassette Samplers

BELGIUM

Customers at specialist retailers in Belgium will be able to pick up free sample cassettes containing Blind Melon, Carter The Unstoppable Sex Machine, Mezzy Star, plus local signing the Beautiful Babies in November as part of a campaign by EMI Belgium to raise awareness about its top up-and-coming acts.

Comments EMI Belgium marketing manager Erwin Goegebeur, "We plan to distribute 10,000 sample cassettes containing one track of each of

MM

the four artists for free distribution with specialized retailers. We think this is an excellent introduction for new talent. The free-sample distribution will be accompanied by printed ads and free publicity on leading radio stations."

Goegebeur admits that there is a risk in investing so much in such specialized repertoire, but he believes the campaign will persuade recordbuyers who are already familiar with the name of the artists to try the music on the teaser tape.

Newsmakers

BELGIUM: Nee van den Ende left his post as product manager with Sony Music to start as product manager with BMG Ariola as from January 1.

UNITED KINGDOM: Sony Broadcast International chairman Ken Barratt is taking early retirement. He will cease working full-time as from January 1 1994, although he will continue to act as a key advisor for the company.

HOLLAND: Ex-Veronica and TROS DJ Peter Teekamp has been appointed PD at ACE-formatted Sky Radio/Bussum, reporting to MD Ton Lathouwers.

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NEW YORK (718) 322 3100
PARIS (1) 48 94 69 29
ROTTERDAM (010) 262 0661



CANITROT ACCEPTS BULLETIN AWARD — Jean-Michel Canitrot, former radio promo man for Island and currently with Chrysalis, was voted best promotion executive by over 100 radio stations surveyed by trade publication Le Bulletin. Canitrot is pictured (left) above receiving the award from Laurent Boyer, who hosted SNEP's Fête Du Disque party.

Interest Up For Vacant Century Franchise

IRELAND

by Dermott Hayes

Six potential bidders are lining up for the national commercial radio franchise left vacant when independent national station Century Radio closed down November 1991. Bidders are awaiting a call for applications from independent radio and TV commission the IRTC.

The station, owned 50% by Capital Radio/London, and co-directed by Chris De Burgh and Terry Wogan, proved commercially unviable and failed in its attempt to find a programming balance between the EHR RTE 2FM and news/talk RTE Radio 1.

Potential bidders include existing local franchise holders, ACE-formatted FM 104/Dublin and Cork 96FM/County Sound, Dublin-based Classic Hits 98FM (ACE), Dublin stockbroker and former broadcaster Connal O Morain and former Irish pirate radio boss, Chris Carey of Hi Tech. The last three were involved in consortia that had made unsuccessful bids for the

franchise when it was first offered in 1989.

Also entering the running could be a consortium lead by Hothouse Flowers manager Robbie Wootton and Brian Mooney of Lunar Video Productions and Westland Recording Studios.

Most bidders agree the station would require an investment of US\$7.05 million, and that break-even would be possible within three years. However, with the future of broadcasting uncertain, various question marks pose a potential threat to national commercial stations. These include a recent proposal to allow advertising on local cable TV services, uncertainty surrounding transmission power, the number of existing pirate radio stations and the increased competition for advertising if plans for a national commercial TV station are revived.

The future of the franchise and the possibility of other changes in the broadcasting landscape have been a subject of increased speculation since shake-ups at the ministry of culture.

Gloria Estefan, El Ultimo De La Fila Top Onda Cero Awards

SPAIN

by Francesca Plowright

Gloria Estefan and El Ultimo De La Fila between them picked up four of the eight Onda Music Awards in the presentation on November 16.

Estefan picked up the Best Song Award for her single *Mi Tierra* while walking away with Best Latin Artist award. Catalan group El Ultimo De La Fila, meanwhile, took the prizes for Best Album and also Best Spanish Group of 1993. In the

classical music category, Jordi Savall was selected for the best work all round, while Madrid band Los Rodriguez was voted Best Newly Discovered Spanish Band. The prize for Best Music Video went to Miguel Bosé for *Si Tu No Vuelves*. Finally, Victor Victor was voted the Best New Latin Artist. This is the first time the music awards have been added to the Onda awards for cinema, radio and TV (the results of which were announced at the beginning of November).

CAPITAL RADIO:

More Than Just Passing The Test Of Time

by Steve Wonsiewicz

If it ain't broke, don't fix it. That about sums up the current programming philosophy at EHR powerhouse Capital FM/London, one of Europe's most influential radio stations.

The number one ranked station in London since the late '80s, Capital FM turned in an impressive RAJAR book in the face of enormous publicity surrounding the debut of AOR national station Virgin 1215, as well as more mainstream programming shifts by dance-formatted Kiss FM/London and jazz-formatted Jazz FM/London. During the June-September period, Capital FM's share of listening rose to 17.3% from 16.6%, while average hours per listening rose in tandem, up 6.4% to 11.7%. In comparison, Capital FM's closest commercial radio competitor was the company's own gold service, Capital Gold (8.5% share), followed by news/talker LBC Newstalk FM (8.0%).

Comments programme controller Richard Park, "We've just been doing what we do and doing it as well as we can. We're making quality, modern, entertaining radio for an audience we understand. We did particularly well in the first two shows of the day—Chris Tarrant and Pat Sharp. Those two continue to forge forward."

"We lead the entire marketplace in every demo, from 4+ up to 55, in ABC1s and in housewives. We're strong in every demographic cell. Of course we're extremely strong in the 15-34 age group, but we're also market leader for the 35-54 age group."

"We are the last of the great all-encompassing radio stations. Anyone who likes music could tune into this station and find a good show. Look at the quality of personalities we have here—Tarrant, Niel Fox and David Jensen, to name just a few."

Summer Ratings Growth

While Capital FM hasn't done a summer ratings book since 1988 (before it spun off Capital Gold), Park says he has always thought it was a great time for the station. In addition to its road show, Capital FM also had a big exposition this year in the Business and Science Centre in Islington.

"What happens [with increased competition] is that the market leader can get stronger. It's like the other Sunday papers that compete the Sunday Times; the market leader can grow if it's a real blue chip company."

Given the recent numbers without marketing and promotion, Park sees even more room for growth next summer. "I think 1994 could be an amazing year for us."

Dealing With More Competition

Park says he thinks all the publicity surrounding Virgin 1215's launch actually helped Capital. "There were no specific things we did differently [during this ratings period]. When new stations open in

this mix in the States, listeners would actually love it. If you told a US programmer what you did, he'd say you couldn't pull it off. But I know right now that a station like this in Los Angeles with good marketing would do really well."

Park achieves his desired sound without music research. "We did music research once before in 1987 and learned nothing from it and decided we would never do it again," he says. "There's no need to at the moment. The audience numbers are so extraordinarily high, there's no need to go out and spend £50,000 (app. US\$75,000) on research; and I don't think we get that much more back."

"We're constantly reviewing what we do. We never stand still. We know better than most how to mix the old and new music. We know when to stop playing songs and we know when to start playing them. We also know which songs not to play. We sometimes say it's not the records we play that make Capital a success, but the records we don't play."

"The audience can spot the marketing ploy versus a good record. And in this day



"Anyone who likes music could tune into this station and find a good show."

— Richard Park

and age of the sales charts having a problem, the airplay factor is increasingly important, and therefore your music judgement is increasingly important.

"Capital has just broken Soul Asylum's Runaway Train in Britain, where it was already a hit in Europe and the US. But it just didn't look like it was going to do it here, yet we were playing it even though it wasn't released; we forced [the record company] to put it out."

"Capital doesn't get as much credit as it deserves in breaking records because of the way we break them. People turn around and say these were obvious records, but they weren't. If we didn't play them nobody would have."

Park describes Capital FM's programming as "quality music entertainment led. Quality music could come from Take That, Soul Asylum, M People, Luther Vandross or Michael Bolton."

Park believes the station's listeners don't think in terms of rock or dance. "I think the same guy who goes to the Brixton Academy to see Lenny Kravitz could also be there for a house night," he says. "It's the [music] industry that wants to pigeon-hole people. I don't think it's the people. If you go through anybody's record collection, particularly in Britain—where we've grown up with broad-based radio—you'll find that people have a very wide taste in music. There's no reason why just because

that's not found at any other station in the UK."

The Right Music Mix

Nowadays, Park is happy with his station's sound. "I think we've always had a good blend," he says. "Sometimes we've been a little more dancey and sometimes we've been a little more rocky. Right now I think we're right in the middle between all sorts of sounds, and it works for us because of the way we programme it. If you played

the regulators want to give us streamlined programming that that's actually what the people want. That has yet to be proved."

Park remains a strong believer in the future of broad-based, mainstream programming. "It works because it's such a good listen," he says. "We've just followed the new Bryan Adams record with Two Princes by the Spin Doctors, with M People's Don't Look Any Further coming up next. I think that's what people will want. I really do."

Welcome!

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

Germany:
DELTA RADIO/Kiel
Rock, Gold
Sabine Neu - Programme Director
Uwe Arkuszewski - Head Of Music
 Tel: (+49) 431.702 00/702 0203,
 Fax: 702 0202

RADIO PSR/Leipzig
ACE, Gold
Frank Rauschenbach - Head Of Music
 Tel: (+49) 341.566 560, Fax: 591 872

RADIO RPR 2/Ludwigshafen
National Music, Gold
Dieter Mauer - Programme Director
Guido Müller - Music Director
 Tel: (+49) 621.590 000, Fax: 521 961

ANTENNE THÜRINGEN/Weimar
ACE, Silver
Stephan Halfpap - Programme Director
 Tel: (+49) 3643.552 410, Fax: 552 415/552 435

United Kingdom:
2CR-FM/Bournemouth
ACE, Gold
Jean-Paul Hansford - Programme Director
Dave Luck - Head Of Music
 Tel: (+44) 202.296 362, Fax: 299 314

France:
FRANCE INTER/Paris
ACE, Platinum
Dominique Farran - Head Of Music
 Tel: (+33) 1.4230 2222, Fax: 4230 1488

RMC: DEUTSCHES PROGRAMM/Monte-Carlo
EHR, Silver
Thomas Weigt - Music Director
 Tel: (+33) 92.167 454, Fax: 167 441

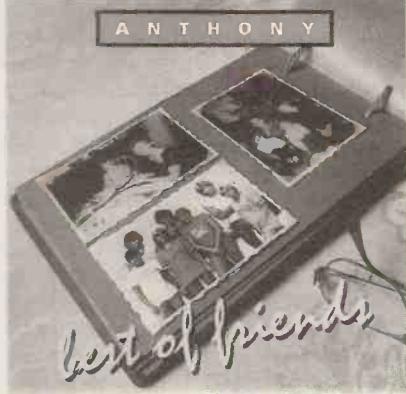
RVB/Pontivy
Rock/Dance, Bronze
Donovan Moyon - Programme Director
 Tel: (+33) 97.252 829/252 746, Fax: 256 987

Sweden:
Z-102 STOCKHOLM/Stockholm
Rock, Gold
Peter Franck - Head Of Music
 Tel: (+46) 8.791 1900, Fax: 109 115

New Releases

SINGLES

ANTHONY



Best Of Friends - Ray's Music EHR/ACE
PRODUCER: Anthony

The former **Vengeance** guitarist puts his heavy rock guitar aside for a romantic Beatle-esque pop tune which will make the competitors red and blue with envy. Let it snow!

THE AUTEURS
Lenny Valentino - Hut A/EHR
PRODUCER: Phil Vinall/Luke Haines

Those who don't understand the indie field, always point at the badly produced "anti-pop" songs. Songwriters calling themselves "Auteurs" should be different: top class pop indeed.

BLACK
Wishing You Were Here - Chaos Reins EHR
PRODUCER: Mike Hedges/Black
A soft top of delicate Spanish guitar à la Al Stewart and a hard bottom of loud electric chords make a fascinating combination on a typical "pop noire" song.

CROWDED HOUSE
Nails In My Feet - Capitol EHR/ACE/A
PRODUCER: Youth
If walking on a bed of nails automatically meant that you got such a pretty pop song, we wouldn't even mind dancing on such a surface. To be nailed on your playlist. Comments **The Voice Nordjylland**/Aalborg (Denmark) PD/head of music **Dennis Kronborg**, "We usually keep up our programming with the sales charts, and since the album is doing fine in this area we'll keep it in rotation."

TERENCE TREN D'ARBY
Let Her Down Easy - Columbia ACE
PRODUCER: Terence Trent D'Arby
Terence follows a mathematical series. Every hard single from his *Symphony Or Damn* album is followed by a delicate ballad. Is this his Christmas symphony?

HADDAWAY
I Miss You - Coconut EHR/D/ACE
PRODUCER: Dee Dee Halligan/Junior Torello
After two massive pop dance hits, this is another, more tender side of this year's biggest new male star. For this ballad he borrowed the sequencer hook out of Seal's *Crazy*.

JORDY
It's Christmas, C'est Noël - Columbia EHR/ACE
PRODUCER: A. Salvati/C. Lemoine

The balls will fall out of the Christmas tree, when babies all around the world start dancing to this merry carol by their now bilingual main man.

MUSICAL CAST OF TOYS

The Closing Of The Year - ZTT ACE/EHR
PRODUCER: Trevor Horn

Wendy & Lisa let the bells ring out for Christmas, with a sentimental canticle made for the season, the theme for the film "Toys."

LINDA RONSTADT

Heartbeats Accelerating - Elektra EHR/ACE
PRODUCER: George Massenburg/Linda Ronstadt
Ronstadt's number of "HBPM" is quite low on this **Kate & Anna McGarrigle** song, softly floating on a reggae rhythm guitar.

SNOOP DOGGY DOG

What's My Name? - Death Row/Interscope D/EHR
PRODUCER: Dr. Dre

Like a naughty dog, rapper Snoopy has dug out a bone with a very familiar taste. It's like he's chewing on Tom Browne's 1981 hit *Funkin' For Jamaica*.

U2

Stay (Far Away So Close) - Island EHR/A/R
PRODUCER: Flood/Eno

If you still haven't found what you were looking for on the current *Zooropa* album, then this vintage U2 track should do. **Capital FM**/London senior music producer **Mike Childs** thinks it's, "An extremely good single with interesting lyrics. Right from the opening line, you know it will develop into a story, which is an uncommon style of songwriting. The fact that it is also available in a double package, containing the **Bono**/**Sinatra** duet *I've Got You Under My Skin*, will boost its sales. We play both tracks."

MUSIC MARKET PLACE

BUDKA SUFLERA

Cisza - TA (CD) (Poland)

PRODUCER: Budka Suflera

One of Poland's most popular rock bands kicks back with a strong set that straddles all language barriers. Especially the tracks *Geniusz Blues* and *Skandal* fit the international rock language: hard and gutsy. Contact **Jerzy Janiszewski** at tel: (+48) 81.28061; fax: 81.28728.

XAVIER DELUC

More Love! - Kings Kids & Co (France)

PRODUCER: Xavier Deluc/Thierry Marcovici
So you wanna be a rock 'n' roll star? The French actor is no longer satisfied by starring in films alone, so he moved to the mike to do his intellectual pop thang, recorded in **Peter Gabriel's Real World** studios. Contact tel: (+33) 1.4266 1854; fax: 1.4266 5753.

CAROL LAULA

Precious Little Victories - Iona Gold (CD) (UK)

PRODUCER: Carol Laula

While many singer-songwriter adepts are whispering Sheryl Crow's name, we have another secret tip. Scottish Laula is a major talent and her Tony Joe White-like harmonica song *Ode To Bob* should be heard everywhere. Contact **Linda Mann** at tel: (+44) 41.420 1881; fax: 41.420 1892.

ALBUMS

10,000 MANIACS

MTV Unplugged - Elektra A/R/EHR/ACE
PRODUCER: Paul Fox

Now reduced to 9999 Maniacs, this beautiful semi-acoustic live recording by the renowned introvert folk rockers should be taken for deserter **Nathalie Merchant's** farewell gift to alternative programmers. Air some of these swan songs like *Candy Everybody Wants, Don't Talk* or the single, the **Bruce Springsteen** cover *Because The Night*, a hit for **Patti Smith** in 1978.

THE BEAVIS AND BUTT-HEAD EXPERIENCE

The Beavis And Butt-Head Experience - Geffen R/A/EHR

MTV's spiritual leaders host a party attended by all their favourites, who gladly donate their finest previously unreleased tracks. Among them are rappers **Run DMC** and **Sir-Mix-A-Lot** plus a cross section of rockers, such as **Nirvana**, **Aerosmith** and **Primus**. Do the **Red Hot Chili Peppers** *Search And Destroy*, because the gruesome twosome forgot to send an invitation to **Iggy Pop**? They probably wanted to have **Cher** on their own for a smashing rendition of *I Got You Babe*.

MOON MARTIN

Bad News Live - Fnac R/A/EHR

PRODUCER: Moon Martin

The good news is that the French crowd at this concert all suffer from full Moon fever. The songwriter par excellence proves to be an excellent live performer as well. It's good to hear him sing his own songs, which were mostly made popular by others. His two most clear claims to fame, *Cadillac Walk* and *Bad Case Of Lovin'*

McKOY

Full Circle - Right Track (CD) (UK)

PRODUCER: Noel McKoy/Robin Goodfellow
If it comes to jazz funk or jazz dance like cool cats call that today, this is the "real McKoy!" The single *On The Streets* is a hot track for both EHR and dance stations. A future big name. Contact **Bob Cunningham** at tel: (+44) 71.498 0788; fax: 71.498 3755.

NEW MOON

Show In A Mirror - New Moon (Cassette) (Latvia)

PRODUCER: Gints Sola/Ainars Mielavas
Without the support of a label—because such institutions don't exist there—this band has become the U2 of Latvia, where the population reportedly is "New Moon struck." Contact **Ainars Mielavas** at tel: (+371) 2.362 186; fax: 8.828 283.

MARIA VIDAL

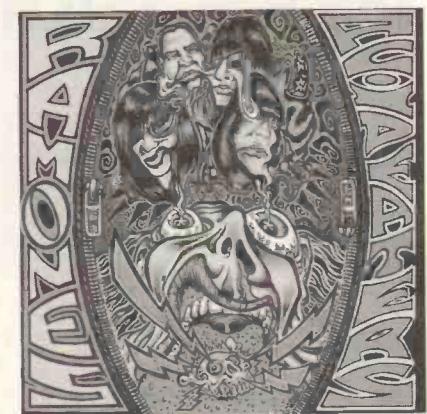
Amar Soñando - Zafiro (CD) (Spain)

PRODUCER: Alberto Estébanez

The "female Iglesias" practices various mainstream Spanish genres, firmly rooted in the ancient national folk tradition. Her trademark vibrato in a majestic commercial production quivers along with all classic human sentiments. Contact **Alida Genta Fierro** at tel: (+34) 1.541 9424; 1.542 1410.

You, you should remember from **Mink DeVille** and **Robert Palmer** respectively.

THE RAMONES



Acid Eaters - Radioactive/Chrysalis R/A/EHR

PRODUCER: Scott Hawkwith
Joey Ramone and his brothers go back to their toys in the attic and find all the records they bought when they were teenage lobotomists. Along with the biography "Ramones - An American Band," these 12 covers give a good impression what (glue) and who (the Who) inspired these rockers when they first picked up a guitar. **Pete Townshend** sings backing vocals on his own *Substitute*. Their versions of garage classics *Can't Seem To Make You Mine* by the Seeds and *Love's 7 And 7* are most '60s "acid". No matter what Stones, Animals, Troggs or Dylan tune they choose, their "Ramonising" works best on *Beach Boys* stuff like *Surf City*.

RIGHT SAID FRED

Sex And Travel - Tug

PRODUCER: Robin Goodfellow
Humour and pop are a rare combination nowadays. Luckily "Fred" is still such a good laugh. With a line like "Hands Up" for lovers, feeling good beneath the covers" you have got the gist of this fun album. Wait and see if the first single *Bumped* will lead to dancefloors filled with people doing the '70s bump. Look at restrained humour in the ballad *Back To You*. Best joke **Richard Fairbrass** cracks is *Rocket Town*, a future classic in bars and on radio.

SULTANS OF PING

Teenage Drug - Rhythm King/Epic A/R

PRODUCER: Steve Lovell

Teenage kicks? Let these cheerful Irish punks tell you what that is. Young master **O'Flaherty** surely resonates the '77 vibe; not bored but very much amused for a change. Sometimes it's as if Ray Davies is looking over his shoulder, because *Love And Understanding* is very "Kinky." The *Where's Me Jumper?* of this second album is the hilarious tune *Pussycat* with a moaning guitar on a *Fever*-like melody line.

ROBBY VALENTINE

The Magic Infinity - Polydor R/EHR/ACE

PRODUCER: R. Valentine/P. Koopman/J. Sonneveld
Symphonic rock of the '70s is restored in all its former grandeur. For his second album Dutch master Valentine has emphasised more on the rock element than before, without spoiling the multi-layered vocal harmony foundation. The single *Mega-Man* is an alternative Christmas single about Santa who has grown into megalomaniacal proportions.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, ACE, R (Rock), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative), W (World) and M (Metal). Records mentioned in Music Market Place are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Robbert Tilli/Machiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.

Guns N' Roses Pay Tribute To Their Punk Rock Idols



"A great song can be found anywhere. Do yourself a favour and go find the originals." That's the bottom line of "The Spaghetti Incident?", the Guns N' Roses tribute album to their idols. This set of predominantly punk covers will surely do justice to the writers, who will finally make some money from the publishing rights.

INTERNATIONAL

by Robert Tilli

Two years ago the M&M editorial team was honoured with an unexpected visit by first-hour punk, Damned guitarist Brian James. He presented his same-titled solo album on New Rose, the French indie named after his punk classic from 1976. Proudly he announced that Guns N' Roses had plans to cover this first punk single in history for a special project, scheduled for

release sometime after the worldwide 27 million-selling *Use Your Illusion I & II* albums. The initial idea of an EP of punk covers has now evolved in the *The Spaghetti Incident?* album, not restricted to punk any longer, but all songs from "attitude bands."

The concept is not completely new; in 1991 German punks Die Toten Hosen paid tribute to their punk heroes on the brilliant *Learning English Lesson 1* album on Virgin, which actually featured all those

spiky rats from the class of 1977. The Gunners present a set list which also renders homage to instigators of punk like Iggy Pop (*Raw Power*) and Marc Bolan's T.Rex (*Buick Makana*). Also, they have an eye for the (unsung) American heroes of punk, which was mainly a British thing.

The Spaghetti Incident? accommodates two songs (co-)written by the late Johnny Thunders—*Human Being* from his legendary band the New York Dolls and the other, *You Can't Put Your Arms Around A Memory*, from his 1978 solo debut *So Alone*. Talking about being "alone," 99% of the latter track is bass player Duff McKagan on his own, whose current *Believe In Me* solo CD apparently has boosted his importance.

Close followers of Guns N' Roses won't be surprised that rebellious frontman Axl Rose doesn't sing all lead vocals. The band's all-time favourite rocker, Finnish "King of Sleaze" Michael Monroe shares the mike for the single, the Dead Boys song *Ain't It Fun*. Of the six tracks Axl sings exclusively, *Since I Don't Have You* is the odd one, being a lovely '50s kitsch tearjerker by doo-wop outfit the Skyliners.

Geffen international marketing manager Liz Morris distinguishes two important aspects of the album: the punk factor and the "inbetweenie" character. "Because of the nature of the album—a majority of punk covers—our campaign is on street level. With spaghetti posters and promo items we want to go to the kids directly, instead of setting up a glossy campaign to reach the rest of the market. Of course we run TV campaigns in a number of regions

and on MTV Europe. It shouldn't be regarded as the new studio album by Guns N' Roses. But having said that, with 1.6 million copies, it's the biggest shipment in Europe for Geffen ever."

SHORT TAKES

- Finally reunited in the legendary "Mark II" line-up, Deep Purple has once again lost lead guitarist Ritchie Blackmore. With replacement Joe Satriani they will "rage on" for the second leg of their world tour.
- Again two Frankfurter dance labels have closed licensing deals with Sony Music Germany's alternative stable Dragnet. Under the Loose Ends imprint jazz hop product will see the light, and on Ruff'n'Draw progressive hip hop will come to you.
- Disinfected is the title of The The's January release 4-track EP on Some Bizarre/Epic, containing remixes of tracks from the Infected album.
- On January 25 Virgin will release a compilation album by German keyboard wizard Klaus Schulze, entitled *The Essential '72-'93*.
- MTV has added an unlikely pair of back-to-back dates to its "Unplugged" roster. First, Duran Duran is scheduled for a December 15 "Unplugged" performance. Then the following day, Nirvana is pencilled in for a set. The Seattle trio will mostly play songs from their *In Utero* album with some older stuff thrown in.

Elton John Invites Celebrity Friends For Tea For Two

With more than 30 album releases under his belt, worldwide record sales in excess of 100 million, over 200 song compositions to his credit plus a list of music industry achievements longer than both arms, you might think that Elton John would now simply lay back and bask in never-ending glory. If you did, you would be hopelessly wrong. Even at Phonogram UK nobody expected an album that soon. There is less than one-and-a-half years between "The One" and his new album "Duets."

UNITED KINGDOM

by David Stansfield

Despite a recent, gruelling, 18-month worldwide concert tour, Elton John has once again summoned up some of his own unique creative genius to deliver *Duets*, a 16-track treasure of an album, released November 22, on which he performs duets with some of the finest musical talent from the US and UK.

Duets includes original material plus cover versions of some timeless hits. Stevie Wonder, PM Dawn, Chris Rea and Nik Kershaw have written special tracks while artists including Leonard Cohen, k.d.lang, Bonnie Raitt, Little Richard, Ru Paul, Paul Young, Tammy Wynette and Don Henley each take their turn to duet on covers like the Ray Charles classic *Born To Lose*, Womack And

Womack's *Teardrops*, the James & Bobby Purify '60s gem *I'm Your Puppet*, *Love Letters* and *The Power*. True Love, the Cole Porter standard featuring Kiki Dee, was released as the first single on November 8 and is riding high in the UK charts. *Don't Let The Sun Go Down On Me*, the early 1992 Eurochart number one hit duet single with George Michael is also included on the album as a special bonus track.

John's decision to go for *Duets* came as a pleasant surprise to his record company. A 1994 studio album was projected initially, but Phonogram UK director of international marketing Bernadette Coyle explains, "I had organised a European marketing meeting in the UK. Elton turned up initially to thank the PolyGram marketing directors for the work that they had put in on the album *The One*. He also chose the

occasion to present the demo cassettes of the k.d.lang, Chris Rea and Bonnie Raitt duets. That was nice because, to a certain extent, it was how the album was announced to the PolyGram territories. What I do find remarkable is that six weeks prior to that, he was talking about looking forward to having a really nice long break after his tour."

Coyle confirms that most territories are concentrating their marketing plans on heavy national TV campaigns, but stresses that radio (EHR and ACE) also figures strongly.

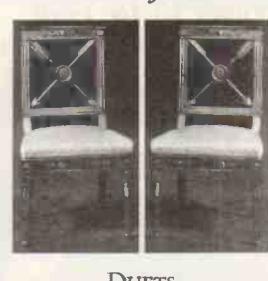
Thirty-eight private stations in Denmark are airing campaigns. Radio City/Finland has teamed up with the Antilla records retail chain on a co-operative campaign deal. Radio City/Stockholm, NRJ/Paris, Italian networks Rete 105/Milan, Radio Monte Carlo/Milan, Radio Dimensione Suono/Rome and RTL 102.5 - Hit Radio/Bergamo, Spain's Cadena 40 Principales, Cadena 100, Cadena Top

and Onda Cero (all Madrid-based) plus a number of key German stations are all scheduled for extensive advertising campaigns.

An hour-long live radio special was aired on November 18 by MCM Networking to over 100 European stations.

The artist premiered tracks from the album as well as answering listeners' questions from all major territories.

At press time, John had already made a promotional trip to France. "Elton is extremely busy with commitments over and above those that he has to make to us as his record company," adds Coyle. "With that in mind, plus the fact that *Duets* lends itself beautifully to TV advertising for the Christmas market, most territories are frontloading their campaigns with TV and radio advertising to make maximum seasonal impact. Our initial aim was to ship at least gold in all the major markets and we're achieving that target with comfortable ease."



DUETS

Marketing The Music: Artists featured have achieved Top 15 chart status in their country of origin.

Preparing Your Station For Winter's Bad Moods

by Andy Bantock

As Europe is approached by what weathermen forecast as a harsh winter, there are several things you as a station engineer or owner should be looking at to prepare for what for some of us can be a time of particular inconvenience.

The main winter problem is the weather. Now I know that for our colleagues in Spain, Portugal, Greece and similar places winter is merely a time to exchange the T-shirt for a sweatshirt but for a lot of us it's time to put the long underwear on! The weather can have disastrous effects on two things dear to the heart of the average small station: it's aerial mast and the power supply.

The icing up of an antenna can be more damaging than a lighting strike as it can lead to structural damage to the mast. Many installations in colder climates where icing is expected are heated to avoid this but it is worth a drive out to your site to spot any problems before they become disastrous. Power is the lifeblood of any station. A good, regular supply of AC is available to most European broadcasters but, in many cases, this comes to you via overhead cables. Once an overhead cable is frozen and covered with snow it's not long before it breaks. I can't stress enough the importance of providing some sort of generator back-up for your transmitter; even if it's just a small portable unit that you can hand carry up to the site (providing it will generate enough power) it is better than a lot of silence.

Similarly, generators at the studio site should be seriously considered. In this case it is a good idea to arrange your main power such that it can be switched to either non-maintained or maintained busbars. For example, the studio and other programme

equipment would be on a fully maintained system as would some of your lighting and, perhaps, your computers. All other feeds would normally not need to be maintained. The beauty of a busbar system is that if you want to bring something else onto the generator output you can de-select other equipment to ensure you don't overload the source.

If the weather is bad enough to take out your overhead power then chances are, if you've got land lines to your site, you might lose audio as well. For stations who don't have a microwave STL but do have some form of radio link for OBs or remotes, one answer is to have a spare receiver at the site arranged with an automatic switcher. You can temporarily feed programme to the transmitter over this even if it's only mono.

If you don't have a radio link make sure you've got some form of standby programme equipment like a double auto-reverse cassette deck or a CD player set to random play for instance. It is most important to maintain the programme output on your channel; otherwise listeners will tune away and you might end up out of a job!

If you manage to escape major problems this winter remember that you might be called upon to cover the story of someone else's. Unfortunately many road and plane crashes happen during bad weather and, as gruesome as it may sound, you've got to cover these stories. Make sure you or your journalist don't become casualties as well. Check the road worthiness of your OB vehicles with winter in mind, and why not get some high visibility vests with your stations logo on so that your staff stand out at the scene as well as for safety.

With a little thought winter need not be a problem for stations and their staff. Alternatively we could all move to Spain!

Technology Update

edited by Andy Bantock

SIEL94 Dates Set For February 13-16, 1994

Dates for SIEL94—the 12th international Trade Show of Equipment and Technology for Entertainment and Leisure Venues—and the ninth Theatrical Services Exhibition have been set for February 13-16, 1994 at the Porte de Versailles exhibition centre. The 1993 show attracted 28,000 visitors.

Eureka-147 Stop European Only Certification

The Eureka-147 consortium is clearly pitching for its system to be the worldwide standard for Digital Audio Broadcasting. This was amplified recently when manufacturers on the consortium carried the vote to stop European only certification with ETSI (European Technical Standards Institute) and the CCIR (International Radio Consultative Committee) in favour of opening membership to those outside Europe. Manufacturers and potential operators who want to join the consortium will have to pay US\$88,000 each towards marketing and promotions for the system.

ASC Releases Win-FX For CD, DAT Libraries

For broadcasters whose computers run under Windows, ASC has launched a programme that will look after an entire Sound Effects library and playout facility. Win-FX will run on any 386/486 PC compatible under Windows 3.1 and is easy to operate. It supports all currently published CD-FX libraries and can drive most popular multi-CD players including the Pioneer 300 CD, the NSM 100 CD and the Sony 60 CD jukebox. Operators can build and search their own CD or DAT libraries. Win-FX features dBase or ASCII translation for those stations whose database is already in these formats.

Seen at the Sound Broadcast Equipment Show

edited by Andy Bantock

Pro Mon Presents Top-Quality Speakers

A couple of stands at the SBES featured monitor speakers from the Professional Monitor Company (Pro Mon). Started by ex-BBC engineer Pete Thomas, Pro Mon produces a range of top-quality monitor speakers from the small, nearfield TB1 model (shown in prototype from Raper & Wayman) through the LB1 and AB1 (in action with sbs) to the newly introduced MB1 and the huge BB5.

The Pro Mon range consists of an all-transmission line design and the latest, the MB1, features a 28mm soft dome tweeter, a 75mm fabric dome mid-range unit and a 310mm radial LF driver of unusual design with the chassis bolted to the magnet to act as a heatsink. The BBC has already taken delivery of several pairs of Pro Mon monitors which are gaining an enthusiastic following among radio and music studios.

Clyde's "Offer Of The Millennium"

Clyde Electronics is offering what it describes as "The Offer Of The Millennium." Anyone who buys one of the newly launched Presenter Series 2 mixers before the end of 1993 will be entitled to a full and unconditional refurbishment in the year 2000. This will include replacement of all worn parts including faders, pots and switches.

Launched at the SBES, the series 2 Presenter console builds on the success of the original model but is aimed at a lower budget user. It takes many construction techniques and design philosophies from the successful PRIMA desks. Featuring the Universal Input Module, capable of accepting any source; mono, stereo, mic, line, telephone or phono (with a built-in RIAA pre-amp).

In addition to the year 2000 refurbishment there is an optional extended warranty that will cover the Presenter Series 2 for eight years against worn-out parts and faults.

Sony's PCM-E7700 Hits Radio Eyes

Presented to the radio industry for the first time was Sony's PCM-E7700 DAT Station Dual deck editor. Briefly previewed earlier this year on this page, the DAT-Station combines a DAT player and recorder in an ultra-portable package with fold-up screen looking not unlike a portable computer. Edit points and full-edit lists can be displayed on the screen and a new feature means that the operator can edit and dub at twice full speed.



The E7700 features a jog wheel to simulate the "back and forth" cueing of analogue tape to find the accurate edit point and all data and system set-up information is stored in memory with battery backup. AES/EBU digital and balanced audio outputs are provided. This unit will be ideal for journalists and producers who need edit DAT on location.

Sbs's MPX5 Receives Upgrade

Hastings-based Sound Broadcast Services has launched an upgrade to its MPX5 stereo encoder that, in conjunction with its own exciter, can give some stations significant extra loudness it is claimed. The new overshoot compensation circuitry allows those stations who have been forced to set up guard-bands at the extremity of their FM signal (to compensate for encoder filtration induced overshoot) to dispense with them and use the full available spectrum. Tests on air at a leading UK commercial station showed a 2.9dB measurable increase in loudness and sales have already started to UK and European stations.

Also on the sbs stand was the IDT Sound Design Audio Processor built in France. Sbs has just become the exclusive agent for this unit which is in use in many stations in Europe and with the market leaders in France. The Sound Design is a digitally controlled analogue unit with the ability to be operated from a computer running Windows. The computer can be either left connected or taken away after set-up. Available in either five or seven band options, the Sound Design was listened to with great interest by many UK and European station engineers.



ANDY BANTOCK started in radio with the BBC in 1980 as technical operator. He has worked as a presenter, manager, engineer, operator and designer. More recently, Bantock set up his own broadcast consultancy, handling both engineering and programming. He can be reached at (+44) 7972 25169.

ETERNALLY YOURS

First Avenue/EMI recording artists Eternal, currently in the EHR Top 40 with the single "Stay", are pictured backstage at London's Labatts Apollo venue after having performed as special guests to Dina Carroll. From l-r: EMI UK director of A&R Clive Black, EMI UK president/CEO Rupert Perry, EMI director of international John Briley and EMI divisional MD Jean-Francois Cecillon. Front row: Easter Bennett, Vernie Bennett, Kelle Bryan and Louise Nurdung of Eternal.



TOZZI RE-SIGNS TO CGD

Popular singer Umberto Tozzi recently re-signed his recording contract with Warner-owned CGD in Italy. From l-r: CGD sales director Romano Razzini, CGD A&R director Fabrizio Giannini, CGD MD Gerolamo Caccia, Tozzi, Warner Music Italy president Marco Bignotti, CGD international artist development director Tino Silvestri, CGD promotion director Luciano Linzi and Tozzi's manager Sergio de Angelis. Kneeling: business affairs manager Mauro Pedrini.



CHRONOLOGICAL PLATINUM —
Francis Dreyfus (center), producer of Jean-Michel Jarre, receives a platinum disc for sales in excess of 300,000 units of Jarre's latest album "Chronologie", distributed by Sony Music in France, from the hands of Claude Berda (left) and Bernard de Bosson,

respectively, president and executive president of independent producers association UFPI.

TWO SIDES — While promoting his new album "Both Sides Of The Story" in Holland recently, Phil Collins picked up a special award from Warner Music Netherlands MD Ted Sikkink. "The Story So Far Award" recognises the sales of 1.5 million copies of Collins' five solo albums combined, making it the company's best-selling solo artist ever
(photo: Roy Teel).



THE AUSTRIAN GRIP

Just before they went on stage at Vienna's Wiener Stadthalle, Geffen band Aerosmith are presented with gold CDs for Austrian sales of over 25,000 copies of their latest album "Get A Grip". The band is pictured with BMG Austria label manager Turid Pichler (third right) (photo: H. Mican).



GERMAN SUCCESS STORY — French singer Patricia Kaas (center) is celebrating her five sold out concerts in Germany with (l-r) Sony Music international marketing manager Mike Heisel, director artist marketing Hubert Wandj, MD Jochen Leuschner and manager Cyril Prieur.



GO ALL THE WAY TO THE WEST —
The promotion team of Arista UK go all the way to promote the new Greatest Hits album of the Village People. From l-r: Arista head of promotions Richard Evans, Capital DJ Pat Sharp, radio plugger Steve Ager, dance promoter Johnny Morris and TV plugger Joggs

Camfield. Interest in the Village People has recently been high following Pet Shop Boys' hit cover of the band's 1979 single "Go West". The new album includes a remix of the 1978 smash "YMCA".

GOLD RUNNING
American singer-songwriter Jackson Browne (second left) is proudly showing his gold certification (250,000 copies sold) of his 1977 Elektra album "Running On Empty", following a sold out concert in Hamburg's Musikhalle. For Browne's latest album "I'm Alive", WEA recently

launched a campaign in conjunction with German radio (M&M November 20). From l-r: WEA Music Germany MD Gerd Gebhardt, senior product manager Bernd Skibbe and deputy MD Bernd Dopp.



GROOVEMIX

Brescia: Home Of Italy's Dance Scene

ITALY

by Mark Dezzani

Brescia in northern Italy's industrial heartland is home to two of Europe's most successful dance music factories. Media Records and Time Records pump out underground, house, techno and Eurobeat hits by the likes of Capella, 49'ers, Eastside Beat and Fargetta for Media and Usura and Jinny on Time.

Both companies' philosophies are based on the Motown and more recently the Stock Aitken and Waterman principle of sticking with a winning formula and extrapolating all possible variations while keeping an ear out for new sounds and trends. Teams made up of DJs, producers and musicians rework riffs, play with rhythms and search out new samples in the multi-studio complexes in the same quarter of town. The studios or "laboratories" are equipped to standard with state-of-the-art samplers, keyboards, drum machines, effects racks and computers, not forgetting the essential Technics 1200 turntable and mini mixer linked through a mother mixing board to hard disc storage and 16-track tape recorders.

Professional rivalry between the two companies and different production teams is kept friendly by regular contact on the club scene and movement of staff from one team or company to another.

Both companies have built a solid teamwork atmosphere, however; both have one character who masterminds the image, strategy and sound of the label. Giacomo Maiolini is the MD at Time while Gianfranco Bortolotti is the effusive head of Media records. Both

see themselves as entrepreneurs rather than impresarios but with a commercial ear for a catchy hook.

On how Brescia came to be home to two successful indie record companies, Bortolotti says, "There isn't a particular club or live music scene here; Verona has a stronger cultural tradition and Brescia is an industrial town. I think it's our management ability that is responsible for our success. I am more of a manager than a producer but I know what is good and what will sell."

Bortolotti's vision is to build an international independent label and he has already opened a studio and office in London. He has also started successful promotions company Impulse and is planning to move into Italian pop and rock with new sub labels.

At Time Maiolini claims there are no plans to expand outside of the dance arena, "I don't see any changes on the horizon, I like specialising. I keep my feet on the ground. There's no exhalation when a new release does well, we are already working on the next one."

Time is still lucratively milking the Hi-energy Eurobeat sound of the early '80s. Producer/musician Laurent Gelmetti works on his own in a studio at the end of the corridor cranking out the Euro sound which is still topping the charts in Japan under the names of Alef and Gypsy Queen. Adds Gelmetti, "The closer to 150 BPM the better."

Walter Grimonini is Time's principle producer and the main protagonist behind their biggest success Usura, whose album *Open Your Mind* has just been released and includes the group's major hits alongside new cuts.

Other hot releases from Time include Jinny who is due to follow up the UK and US Top 10 dance hit *Keep Warm with Feel The Rhythm* and Aladino's *Make It Right Now* is currently topping Italy's dance charts.

Media is riding high with continued success for Capella with *U Got 2 Let The Music* and *U Got 2 Know* charting in much of Europe. Until now Bortolotti says Media Records has concentrated on its image as a house label but now individual groups and projects are being given a higher profile. "We have given Capella a new image with Anglo-Italian Kelly and American Rodney as the groups singers and public image. Capella's sound is also less techno and more pop-oriented now." Media's DJ Professor and DJ Pierre make sure that there are enough different style mixes for each release to achieve maximum penetration with Latin and Afrobeat remixes increasingly appearing alongside the essential techno, trance, house and underground versions.

While Media's London studio has been used mainly for vocal dubs with the music made in Brescia, entire projects are now being created there.

Manchester-based KEY 103 FM DJ Stu Allen produced *Clock's Holding On* sampling the classic 49'ers stomper *Move Your Feet* with vocals by Alison Williamson completing the line-up.

With Time records enjoying success with Usura, Jinny and Aladino, the Deadly Sins album *We Are Going Down* is set for release in Germany in January. These infectious techno-house high energy numbers with just a touch of vocals are Time trademarks, claims

Maiolini, "In a tight market, punters are becoming more discriminating and it is our job to supply quality music."

Bortolotti at Media—whose latest releases include Eastside Beat's laid back *My Girl* and Pagary's underground *I Don't Wanna Hurt*

You—says they are consolidating the careers of their successful artists and remaining vigilant for new sounds, "Things go round in cycles and we are due for a new period of innovation. I predict something big happening in the next year or two."

SHORT GROOVES

● The Billboard Dance Summit set for January 19-21 1994 in San Francisco is shaping up into a three-day long dance panorama schedule with speeches from musical veteran **Martha Wash** and dance industry veteran **Judy Weinstein**, intense issue-oriented discussions and exciting club night planned during this the paper's first dance convention in a decade.

● Rumoured to be performing at MIDEM in Cannes this January are **David Morales**, **Laurent Garnier**, **Soon E MC**, **Pauline Henry** and **Ramirez**, among others. It sounds like quite an international mix covering a wide array of dance subgenres.

● America's rapping basketball sensation **Shaqille O'Neal** gets a push on the European continent courtesy of **Zomba Records**. **Def Jef** and **Meech Wells** behind the knobs on the new single (*I know I Got Skillz*) guarantees a powerful production.

● KWS producer/keyboardist **Chris King** has started another dance label after success with **Wild Kinky** and **Sexy's Do The Teasy**, on his first label **Tighten Up**. The new label, **X-clusive Records**, has already made deals with **Network** for **Adeva's Respect** and **FFRR** for **Black Rhythms Volume 2 Blow Your Whistle**. Look out for more X-clusive product including loads of New York club and underground goodies.

● Worthwhile dance compilations recently released include **Tribal Rave - Elements of Trance** (BPR Records Germany) and **Club Class 2** (Esoteric Records UK). The rave-trance CD is highlighted by **MJM Project's Base To Trance**, **Digitune's Love Journey** and **Turntable Allstars' Forest Tribe**. **Club Class 2 - Esoteric** is a varied selection of soul injected, warmblooded house tracks licensed from the likes of Tomato Records, Easy Street, Strictly Rhythm, Shelter and Clubhouse. Check Harddrive's seductive *Deep Inside*, Karen Anderson's appealing *I Work Hard To Love You* and INR's Chicago vibrations on *Reachin'*.

Edited By Maria Jiménez

New Grooves

DYONE

I Want (To Give You My Love) - First Choice

PRODUCER: The Mighty Komix
The Komix Club mix accentuates this positive happy house track with rave tinges, while the Stonebridge Club Mix creates a bright image. In either case the garage feel and passionate vocals come through crystal clear. Contact Dave Barker at tel: (+44) 21.766 7311; fax: (+44) 21.773 9751.

KLUBB VENGEANCE

Let It Come/Club Flavor/Horn Section?Don't Ya Feel It - Stealth

PRODUCER: Lucien Foort
From Rotterdam's Stealth label comes a surprisingly full sound rolling on round baselines and sprinkled with light percussion. Leaning toward an overall warmer feel yet including par-

ticular hints of gabber in *Horn Section*, this four-track 12-inch is a finely blended contribution to the Dutch club sound. Contact Rene van den Berge at tel: (+31) 10.486 4490; fax: (+31) 20.484 1503.

THE ADAM & EVE PROJECT

Auah - I Want Extra Ecstasy - Hansa/BMG

PRODUCER: Freshline Allstars
The Original Mix is hard edged with beats and noises combining to form a curious and hypnotic techno conglomeration. The Trance Mix maintains a pounding beat, speedy vocals and a direct message. Contact David Brunner at tel: (+49) 30.884 140; fax: (+49) 30.882 5065.

GABRIELLA MORTON

Habanera - BMG Australia

PRODUCER: C. Stiles

A bit slow by current club tempo standards, but this track is worth a spin for its laid-back appeal. Anyway, what can't be fixed with a boost to the BPMs? The operatic skills of this singer provide for a fresh experience on the dancefloor. Contact Richard Clarkson at tel: (+61) 2.900 7888; fax: (+61) 2.955 5014.

2 FUNKY 2

Brothers And Sisters - Logic

PRODUCER: 2 Funky 2

The UK's 2 Funky 2 build up energy and explode on a commercially viable tip. Garage ingredients, along with a heavy beat and a raving crowd, mix with the warm vocals of Kathryn Dion for an energy packed track. Contact Pam Film at tel: (+49) 69.880 633; fax: (+49) 69.816 072.

A TRIBE CALLED QUEST

Award Tour - Jive Records

PRODUCER: A Tribe Called Quest
Droppin' beats and rhythms in strictly Tribe fashion. The push and pull of this jam is underlined by a fat bass and rests on a warm, rough and noisy musical foundation. Contact Bert Meijer at tel: (+31) 2153.16314; fax: (+31) 2153.167785.

COCO BAY

It's Gonna Be Alright - Control

PRODUCERS: P. Harder and M. Nero
The Radio Edit - Deep Side Mix is commercial enough for crossover programmers. Various club elements are interwoven here with a smooth radio-friendly-atmosphere. The Lighting Mix is good positive club material, while the Subcore Remix is a trippier, more adventurous mix. Contact the label at

tel: (+49) 40 8908 5208; Fax: (+49) 40.8908 5301.

BACK II FRONT

Viewfinder - Deep Distraction

PRODUCER: Micky Adams, Luke Burry, Perry Hall

I Want You All Night is a mind and mood bending track ready to flex and reflex with its energetic club atmosphere. The Original Version has additional angular aspects. An Instrumental with energy coming in waves. Contact Claire H. at tel: (+44) 81.995 6229; fax: (+44) 81.742 8469.

Please send your latest dance promo copies (or advance cassettes) for possible review to Maria Jiménez, Music & Media, PO Box 9027, 1006 AA Amsterdam

EUROCHART HOT 100® SINGLES



THIS WEEK	LAST WEEK	WKS ON CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS ON CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS ON CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	1	8	I'd Do Anything For Love (But I Won't Do That)	A.B.D.K.D.I.R.E.I.N.L.N.S.C.H.U.K Meat Loaf - Virgin (Lost Boys)		35	39	6	Piece Of My Heart	A.D. Intermission - Blow Up (Warner Chappell)		69	56	28	(I Can't Help) Falling In Love With You	D.K.D.E.CH UB40 - DEP International (Manna/Carlin)	
2	2	5	Please Forgive Me	A.B.D.K.S.F.D.I.R.E.I.N.L.N.P.S.C.H.U.K Bryan Adams - A&M (Rondor/Zomba)		36	NE	15	Long Train Running	UK The Doobie Brothers - Warner Brothers (Warner Chappell)		70	45	15	Slave To The Music	D.K.D.S Twenty 4 Seven - Indisc (TBM/BMG 2 P(i)eters)	
3	5	11	Go West	A.B.D.K.S.F.D.I.R.E.I.N.L.N.E.S.C.H Pet Shop Boys - Parlophone (Scorpio)		37	38	4	Queen Of The Night	B.IRE.N.P.C.H.U.K Whitney Houston - Arista (Nippy/WC)		71	70	2	I'm Looking For The One (To Be With Me)	I.R.E.U.K Jazzy Jeff & Fresh Prince - Jive (Zomba/EMI)	
4	4	18	Living On My Own	A.B.D.K.D.I.R.E.I.N.E.S.C.H Freddie Mercury - Parlophone (Mercury Songs)		38	NE	13	Moments Of Pleasure	UK Kate Bush - EMI (Kate Bush/EMI)		72	41	13	Faces	A.B.D 2 Unlimited - Byte (Decos/MCA)	
5	3	11	Get To Get It	A.B.D.K.S.F.D.I.R.E.I.N.L.E.S.C.H.U.K Culture Beat - Dance Pool (Warner Chappell)		39	24	3	Said I Loved You...But I Lied	D.IRE.UK Michael Bolton - Columbia (WC/Mr Bolton/Zomba)		73	83	2	I'll Always Be There	B Roch Voisine - GM (Ed. Georges Mary)	
6	6	20	Runaway Train	A.B.D.K.D.I.R.E.N.L.S.C.H.U.K Soul Asylum - Columbia (WC/LFR)		40	33	14	Keep On Dancing!	DK.D.NLCH D.J. BoBo - Fresh (Fresh/EAMS)		74	74	2	Nails In My Feet	I.R.E.U.K Crowded House - Capitol (EMI)	
7	8	18	The River Of Dreams	A.B.D.I.R.E.N.L.N.S.C.H Billy Joel - Columbia (EMI)		41	49	6	What's Up	B.DK.S.F.P.C.H Minnesota - Coconut (Famous/WC)		75	NE	UK	On	UK Aphex Twin - Warp (Chrysalis)	
8	35	2	True Love	B.D.K.D.I.R.E.N.L.U.K Elton John & Kiki Dee - Rocket (Warner Chappell)		42	26	4	Feel Like Making Love	IRE.UK Pauline Henry - Sony Soho Square (MCA)		76	62	6	Play Dead	I.R.E.S.U.K Björk with David Arnold - Island (WC/CC/PolyGram)	
9	7	22	What's Up	A.B.D.K.D.I.N.L.S.C.H 4 Non Blondes - Interscope (Famous/WC)		43	80	10	Condemnation E.P.	D.P. Depeche Mode - Mute (EMI)		77	36	6	Havin' A Good Time	B.NL Def Dames Dope - Game (Game Int'l.)	
10	10	6	U Got 2 Let The Music	A.B.D.K.S.F.D.I.R.E.C.H.U.K Capella - Internal Dance (MCA)		44	63	5	Dum Da Dum	NLS Melodie MC - Sidelake (Sidelake/EMI)		78	69	4	More And More	I.R.E.U.K Captain Hollywood Project - Blow Up (Warner Chappell)	
11	9	12	Boom! Shake The Room	A.B.D.K.D.I.R.E.N.L.E.S.C.H.U.K Jazzy Jeff & Fresh Prince - Jive (Zomba)		45	48	3	Spaceman	A.B.D.NL 4 Non Blondes - Interscope (Famous/WC)		79	NE	UK	Throw Ya Gunz	UK Onyx - Columbia (JMU/Chryskillz/Harris Onyx)	
12	19	2	Maximum Overdrive	B.D.I.R.E.N.L.P.S.U.K 2 Unlimited - Byte (Decos/MCA)		46	NE	15	Ave Maria	UK Lesley Garrett - Internal Affairs (Fireworks)		80	RE	8	Pinocchio	B Pinocchio - Dig It (Flarenasch)	
13	13	20	The Key: The Secret	A.B.D.I.N.L.E.S.C.H Urban Cookie Collective - Pulse 8 (Peer)		47	75	4	Tear It Up	S.F.I. Usura - Time (Giacomo/BMG)		81	NE	E	Saturday Night	E Whigfield - Ginger Music (Not Listed)	
14	11	7	Don't Be A Stranger	IRE.UK Dina Carroll - A&M (Really Useful/De-Mix/Rondor)		48	27	40	Somebody Dance With Me	DK.D.NLCH D.J. BoBo - Fresh (C-B Hypedelic)		82	77	3	Zu Geil Für Diese Welt	D.C.H Die Fantastischen Vier - Columbia (EMI)	
15	12	9	Relax	A.B.D.K.S.F.D.I.R.E.N.L.S.C.H Frankie Goes To Hollywood - ZTT (Perfect Songs)		49	30	3	Little Fluffy Clouds	IRE.UK Orb - Big Life (Big Life)		83	NE	UK	Lenny Valentino	UK Auteurs - Hut (PolyGram)	
16	16	5	Cryin'	A.B.D.I.R.E.N.L.P.S.U.K Aerosmith - Geffen (EMI/MCA)		50	NE	15	Gaia	NL Vallesia - Mercury (MCA/Vallesia)		84	60	2	Let Her Down Easy	UK Terence Trent D'Arby - Columbia (EMI)	
17	21	2	Ain't It Fun	B.D.K.I.R.E.I.N.L.N.S.U.K Guns N' Roses - Geffen (Copyright Control)		51	53	2	Come Mai	I 883 - FRI (Canale 5/DJ's Gang/WC)		85	NE	S.F.S	In Command	S.F.S Rob 'N' Raz DLC - Telegram (WHA/GSF)	
18	44	2	Again	B.I.R.E.N.L.U.K Janet Jackson - Virgin (EMI)		52	42	24	Here We Go	A.D.I.R.E.C.H Stakka Bo - Stockholm (Stockholm)		86	79	3	Calling Out Your Name	NL Rene Frager - Dino (BMG/TP's Music)	
19	15	17	Give It Up	S.F.D.I.R.E.U.K Good Men - Fresh Fruit (Rhythm)		53	43	27	Mr. Vain	DK.D.I.R.E.I.E.S Culture Beat - Dance Pool (Warner Chappell)		87	NE	UK	Lay Down In Your Arms	UK Belinda Carlisle - Outside (EMI/Chip Magical Cat/Shipwreck/MuchOMatic)	
20	14	5	Both Sides Of The Story	A.B.D.K.S.F.D.I.R.E.I.N.L.C.H Phil Collins - Virgin/WEA (Phil Collins/Hit & Run)		54	51	8	Schrei Nach Liebe	A.D. Die Arzte - Metronome (Brause Beat/BMG)		88	NE	UK	It's About Time	UK The Lemonheads - Atlantic (PolyGram/EMI)	
21	29	2	The Sign	DK.D.N.S.C.H Ace Of Base - Mega (Megasong)		55	NE	15	Let Me Show You	UK K-Klass - deConstruction (MCA)		89	54	4	Show Of Strength E.P.	IRE.UK The Shamen - One Little Indian (Warner Chappell)	
22	17	17	Life	A.D.K.D.I.R.E.I.E.S.C.H Haddaway - Coconut (A La Carte)		56	31	4	Real Love '93	IRE.UK Time Frequency - Internal Affairs (Zomba)		90	73	2	Laid	UK James - Fontana (Blue Mountain)	
23	23	5	Wild World	A.D.K.D.S.C.H.U.K Mr. Big - Atlantic (Salafra)		57	64	9	El Gallinero	B.I.E. Ramirez - Expanded (Cameleonte/Actualmusic)		91	NE	UK	For Whom The Bell Tolls	UK Bee Gees - Polydor (Gibb Bros/BMG)	
24	22	4	Hero	IRE.N.L.U.K Mariah Carey - Columbia (Sony/WC)		58	52	15	Higher Ground	A.D.C.H UB40 - DEP International (New Claims/CC)		92	97	2	Lilla Fägel Blå	S Staffan Hellstrand - Hi Fidelity (Red Violet Songs)	
25	20	10	Moving On Up	A.B.D.I.R.E.N.L.S.C.H.U.K M-People - deConstruction (BMG/EMI)		59	NE	15	Mary Jane's Last Dance	NLP Tom Petty & The Heartbreakers - MCA (MCA)		93	RE	DK.D.N.L.S	Two Steps Behind	DK.D.N.L.S Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)	
26	25	3	Feels Like Heaven	IRE.UK Urban Cookie Collective - Pulse 8 (Peermusic)		60	65	3	Creep	A.N. Radiohead - Parlophone (Warner Chappell)		94	NE	UK	Power (The E Smoove Remixes)	UK Nu Colours - Polydor (CC/Chrysalis/MCA/PolyGram)	
27	18	8	Relight My Fire	A.B.D.K.S.F.D.I.R.E.N.L.S.C.H Take That feat. Lulu - RCA (EMI)		61	55	22	Show Me Love	D.E.CH Robin S - Champion (Champion)		95	89	2	Window Of Hope	D.N.L Oleta Adams - Fontana (Not Listed)	
28	32	5	Trust Me	DK.S.F.S Pandora - Virgin (N.E.W. Music)		62	50	3	Open Up	UK Leftfield Lydon - Hard Hands (Hands/WC)		96	90	2	Could It Be Magic 1993	UK Barry Manilow - Arista (BMG)	
29	40	7	Alles Nur Geklaut	D Die Prinzen - Hansa (Intro)		63	NE	15	Full Of Life	IRE.UK The Wonder Stuff - Polydor (PolyGram)		97	96	2	Gli Spari Sopra - Delusa	I Vasco Rossi - EMI (Warner Chappell)	
30	37	2	Impossible	D.N.L.P.E Captain Hollywood Project - Blow Up (DMP/ICM/Get Into Magic/WC)		64	61	9	I'm Gonna Be (500 Miles)	A.D. The Proclaimers - Chrysalis (Zoo/Warner Bros)		98	NE	D	Anytime And Anywhere	D Stephan Massimo & The DeliCats - Electrola (Not Listed)	
31	28	6	Another Night	A.D.K.S.F.D.S M.C. Sar & The Real McCoy - Hansa (Diamond Cut)		65	46	2	Welcome To The Pleasure Dome	IRE.UK Frankie Goes To Hollywood - ZTT (Perfect)		99	71	2	I'll Be There For You	UK House Of Virginism - ffr (Clubsons-Madhouse/Stone)	
32	NE	15	Is It Love	B.D.K.N.L.P.S Twenty 4 Seven - Indisc (TBM/BMG 2 P(i)eters)		66	RE	15	Hip Hop Hooray	UK Naughty By Nature - Tommy Boy (Corlin)		100	RE	S.F.P	Batucada	S.F.P D.J. Dero - Dose Street (I & Ear/BMG UFA)	
33	58	2	Will You Be There (In The Morning)	IRE.UK Heart - Capitol (Zomba)		67	57	2	Demolition Man	IRE.UK Sting - A&M (Magnetic)					Austria, B = Belgium, DK = Denmark, SF = Finland, D = Germany, IRL = Ireland, I = Italy, NL = Netherlands, N = Norway, P = Portugal, E = Spain, S = Sweden, CH = Switzerland, UK = United Kingdom.		
34	34	17	It Keeps Rainin' (Tears From My Eyes)	A.B.D.NL Bitty McLean - Brilliant (EMI)		68	47	18	Luv 4 Luv	D.I.E.CH Robin S - Champion (Champion)				= FAST MOVERS			

The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Buma/Stemra and based on the following national singles sales charts: MRB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); RAI Stereo Due/Musica E Dischi/Maria De Luigi (Italy); Stichting Mega Top 50 (Holland); SABAM/IFI (Belgium); GfK/Ipm (Sweden); IFPI/Nielsen Marketing Research (Denmark); VG (Norway); ALEF MB/TVE (Spain); Searcy/IFI (Finland); IFPI (Ireland)/UNIVEA (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland).

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NEW ENTRY
RE-ENTRY



10th
anniversary

To: Mega Records, Denmark
We couldn't think of a better birthday present



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No 1004

CHART HIGHLIGHTS

8 November 1993

ACE OF BASE



ALL THAT SHE WANTS

No 1 Single
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Ace Of Base
(1st Week)

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ALL THAT SHE WANTS, Ace Of Base (4 to 1)
THE KEY: THE SECRET, Urban Cookie Coll.
BOOM! SHAKE THE ROOM, Jazzy Jeff & Fre

WITH YOU

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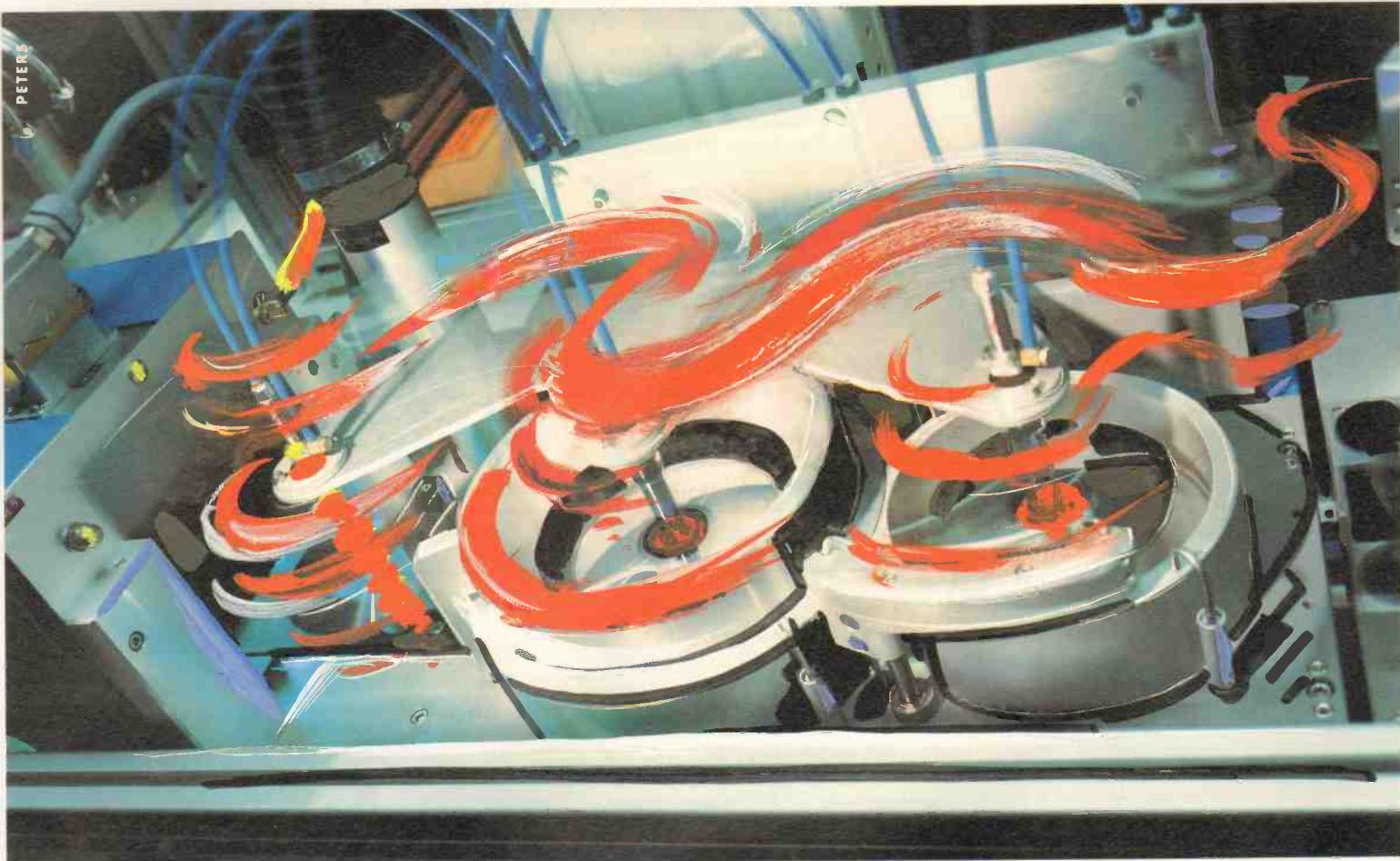
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IT ONLY TAKES A MINUTE



Congratulations

to Mega and all the best for a successful future.



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10th
anniversary

... And The Beat Goes On

In the short time that Mega Records has existed, the label has gone from relative anonymity to become an internationally known independent. Undoubtedly the Danish record company with the greatest success story of 1993 so far, Mega has proven that small independents are still at the forefront of talent discoveries. Riding high on the success of Swedish act Ace Of Base, the label has much to be proud of.

Founded in 1984 by Kjeld Wennick, Mega has over the years accumulated an impressive record of licensing commercially viable records. From Germany's Modern Talking and Italy's Sabrina to rap innovators De La Soul and techno trendsetters Technotronic, Mega has marketed many new artists to the top of the charts in Scandinavia. The scope of the music has always been broad and one need only to look at Ace Of Base to see how effective a company Mega is.

Mega started out by licensing product for Scandinavia and right from the beginning showed an affinity for plugging in to the right acts at the right time. Among the first releases were Modern Talking's *You're My Heart, You're My Soul*, Fancy's *Slice Me Nice* and Masquerade's *Guardian Angel*. In the years that followed Mega continued to release a throng of successful artists, such as Falco, C.C. Catch, Chris Norman, Sinitta, Mel & Kim, Bad Boys Blue and Boris Gardiner.

The Birth Of The Mega Artist

Not surprisingly, Mega soon began to develop its own artists. True international success came with the group Laban, whose single *Love In Siberia* charted in the US and who managed a pan-European and Japanese hit with the single *Caught By Surprise*. Other independent productions included current Warner rock group D.A.D., the Swedish rock 'n' roll band Sky High and Norwegian bands Little Eden and the Colours Turned Red. Sky High's success was substantial in Scandinavia and they attained some notoriety in the US by being included on the soundtrack of the underground movie "The American Way."

With Wennick's experience as both artist and manager, it was natural that he took this experience to develop his own artists for the Mega label. As one-half of the successful duo Jan & Kjeld, he knew what it was like to sell millions of records. From there he stepped into artist management and had the great fortune to manage one of Denmark's greatest talents, the duo Laid Back. The rapid success of the label, however, left Wennick no choice but to leave the management of Laid Back and Danish rock singer Sanne Salomonsen for a while in order to better coordinate the running of his record company.

To do so, Wennick hired Claes Cornelius to help out with Laid Back and to set up a publishing company. Cornelius now acts as publisher and business affairs manager for the label.

The hits just kept coming and the impressive chart positions with them. Twenty 4 Seven, De La Soul, Jive Bunny, Messiah, James Brown and Dakeyne are but a few of the names added to its track record. More recent licensed acts have included such widely acclaimed artists as The Shamen, Lonnie Gordon, Technotronic, KLF, Captain Hollywood, Rozalla, Naughty By Nature, Robin S, Bass Bumpers, House Of Pain and RuPaul.

Mega's reputation as an indie to be reckoned with has lead to representing other labels in the Scandinavian market, with Tommy Boy, One Little Indian and KLF Communications among them. Once the company was well on its way, Wennick could then look to further expand the company and once again take up artist management. Today Mega has production company Soul Power and three imprints: Mega, Funky Buddha and Coma, the latter catering to a more hardcore dance music.

The History Of A Phenomenon

Then came the birth of Mega's current pride and joy, Ace Of Base. It was first in Denmark that the group's first single *All That She Wants* hit really big due to solid radio support in the autumn of last year. Other Scandinavian territories started to follow, and with success rapidly building,

the band was signed to Hamburg-based, PolyGram-owned Metronome in a Europe-wide deal (excluding Scandinavia) in October 1993.

In an interview with M&M (June 5), Metronome MD Albert Slendeboek acknowledged the important role that radio has played in the band's early success. "It's amazing, but we've never had them on TV. We tried the clubs but it didn't really work out. The song was probably too poppy for them. It was just built on radio."

All That She Wants occupied the top slot of the German charts for eight weeks (selling over 855.000 copies to date), while sales of the *Happy Nation* album are currently exceeding the 990.000 mark, not bad for a debut album.

Ace Of Base went to the top spot of the UK chart in the week of May 22, becoming the only act from Sweden to land a number one single in Britain. Current sales levels in the UK are close to 700.000, making it so far the biggest-selling single in the UK this year; the album has reached sales of over 66.000 copies.

In Europe, *All That She Wants* has remained in the Eurochart Hot 100 Singles for a staggering 55 weeks, the longest ever. Total European sales for the single amount to over two million, undoubtedly the biggest-selling single in Europe this year.

Even if Ace Of Base and Leila K are the best known of the label's more recent releases, other artists are being released all the time. Perhaps the most famous artist on the Coma label is DJ/producer Dr. Baker, whose creative ingenuity has resulted in some daring dancefloor smokers for the most discerning hardcore fans.

Beyond The World Of Records

Mega's expansion has not stopped here. Wennick, always with his hand on the pulse of lucrative investments, has also gone into movie soundtracks, interactive TV and video production. Collaborating with leading Danish film production company Nordisk Film and Virgin France/Virgin Sound on the upcoming movie "Europa," the company has more recently released a Danish teen movie called "Pretty Boy" produced by Lars von Trier. Von Trier is the producer of the much acclaimed MTV-nominated Laid Back music video for Laid Back's *Bakerman*.

Interactive TV is Mega's latest venture, with the video game "Hugo" a huge success in Denmark, now also a hit in Sweden. The game is controlled by viewers from their homes using a normal push-button phone.

On the music video front, Mega started pioneering music videos in Scandinavia long ago and had its first "hit" with a Sabrina video special. Plans for expansion in the field have lead to a deal with the Mango Video label.

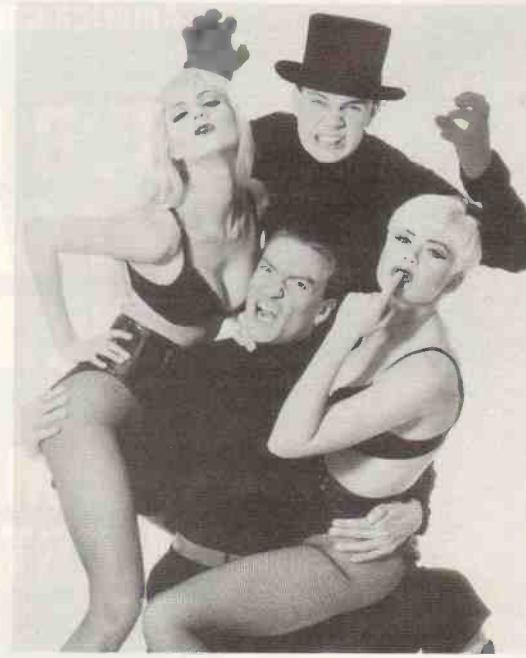
Besides these efforts, Wennick and Cornelius have started a publishing arm, Megasong Publishing, which, while representing mainly its own artists and composers, sub-publishes material in Scandinavia. With offices in Copenhagen, Stockholm and Oslo, Mega has a total staff of 25 people.

Mega hasn't allowed the international success of Ace Of Base to affect Mega's future plans or commitment to other acts, however. Says Cornelius, "We will continue our policy of creating our own productions, mixing these with licences from abroad, with a goal of keeping a healthy balance between the two. In due course, Mega might further its reach into new territories, although that's not on our agenda at the moment. Now we are focused on the marketing for our artists, something we see as a continuous process."

Whatever the reason for Mega being where it is today, it takes the right combination of promotion and promotional support to accomplish every record company's dream and Mega's accomplishment—a huge chart-topping crossover hit.



Dr. Baker



GREAT MUSIC. GREAT PARTNERS. GREAT BEGINNINGS!



We've kicked off our relationship with the mega-success of **ACE OF BASE**
America can't wait to hear what happens next!

**OUR MEGA-CONGRATULATIONS TO
MEGA RECORDS ON
THEIR 10TH ANNIVERSARY**
**FROM YOUR FRIENDS AT
ARISTA RECORDS**

ARISTA

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Mega's Encyclopedia Of Crossover Talent

Over the years, the Mega roster has turned into a plethora of international successes, including such crossover acts as Laid Back, D.A.D., Leila K. and, of course, Ace Of Base. Music & Media presents the cream of the crop from Mega's current line-up of talent, ranging from rap to reggae, and dance to jazz.



(continues on page 9)



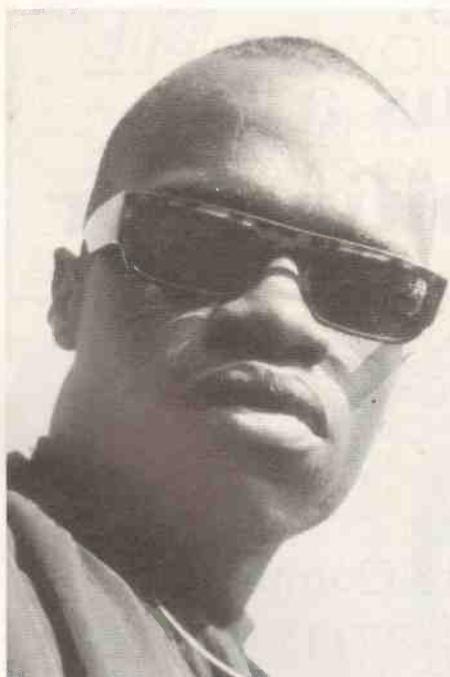
ACE OF BASE

Malin, Jenny, Jonas and Ulf. These four names are currently making as much history as their legendary fellow-Swedes, Anna, Benny, Björn and Frieda. The winner takes it all, and that's exactly what this flagship act of Mega does. Step by step they are conquering the world, pulling in gold and platinum awards by the truckloads. The first international attention they drew came when Ace Of Base occupied the first two slots in the Danish single chart in 1992 with the reggaetinged pop dance singles *All That She Wants* and *Wheel Of Fortune*. Via the German Metronome label in the PolyGram group the news leaked out to the rest of the planet, which became one "Happy Nation" dancing to the groove and humming the catchy tunes of this quartet. For the US the *Happy Nation* album is revisited by its makers (for release on Arista), who have changed the

sequence of the track listing, now including four new tracks, of which the single *The Sign* is out now across Europe too.

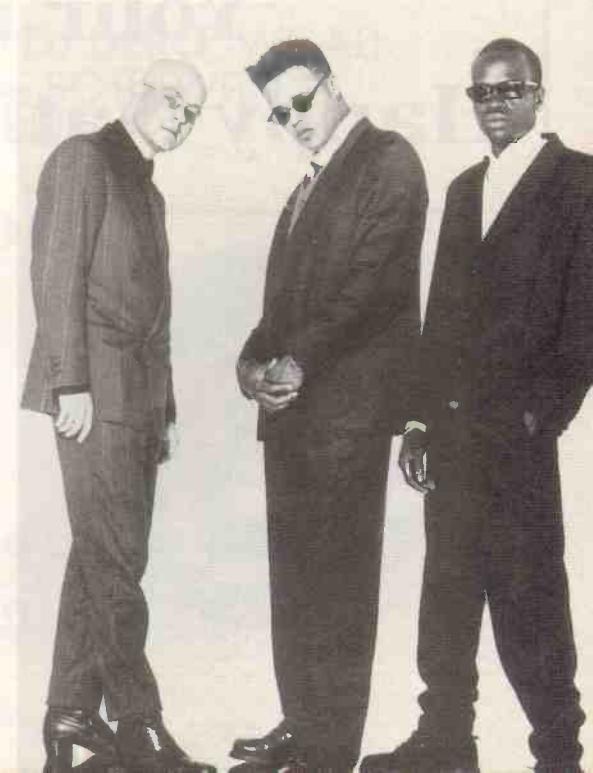
AL AGAMI

Fusing jazz with hip hop is not by any means an exclusive Anglo-American affair any more. This gifted young rapper from Denmark proves this with his debut album *Covert Operations*, in which he easily holds his own against the rest of the posse. Employing a style which can perhaps best be described as a somewhat smoother Public Enemy backed by Gang Starr, he works his way through a diverse but coherent collection of 10 originals, mostly written in cooperation with producer Phase 5. This coupled with the strength of his younger brothers' band, the Agony Brothers—whose own album is due soon—eventually leads to some of the most exciting hip hop to be heard this year. Tracks like this summer's single *Shake N Bake*, *Deep Undercover* and the album opener *Now U Know* should provide ample evidence.



BLACHMAN THOMAS & THE JAZZ RAP EVOLUTION

Move over Guru, here comes Denmark's own "Mr. Jazzmatazz," deliciously combining jazz with hip hop. The 1991 "Danish Grammy Award" winner (for his debut album *Love Boat*) and former Berkeley student comes at us with a special variant of the winning combination of jazz hop. That's a refreshing change, as most of his contemporaries restrict themselves to rapping over samples of old jazz classics nicked from their fathers' record collection. As a drummer, Blachman Thomas knows that a really exciting beat can only be obtained by a true live band, so he formed his own acoustic jazz combo, fronted by rappers Al Agami and Remee. The single *Keep It Simple* is positive proof in favour of this method. As they would say in the old days, "It don't mean a thing if it ain't got that swing."



10th

ANNIVERSARY

Mega Records,
We wish you even
greater success in the
years ahead.

Congratulations!

EMI Records USA

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for many more years!

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Happy Nation and we're Waiting For
more of the Magic!



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P.O. Box 46020, Orange Grove 2119, South Africa

BOTTOMS UP CHRIS C.

We've seen those faces before. A close examination tells us that this is the same band as **Zapp Zapp**, temporarily without singer **Erann D.** That's where the comparisons stop, however; curtailed to a quartet, the group portrays a totally different musical style. Is this the so-called "countdown to ecstasy?" Whereas **Zapp Zapp** is a very

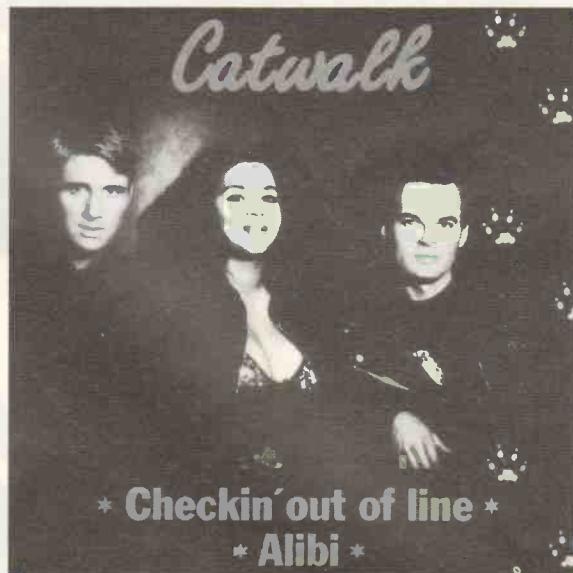
straightforward funk unit, **Bottoms Up** is a very complex fusion outfit, as demonstrated on the self-titled debut album. **Mega's** omnipresent rapper **Al Agami** steps behind the mike on the track *Action Jackson*. Talking about trendy jazz hop, this is an uncommon jazz rock/rap combination; strange but very tasty.

If **Al Agami** is the male key player of the **Mega** family in terms of involvement, then this lady is the female equivalent. A.k.a. **Christine Christiansen**, this singer is holder of a unique record. In 1991 she enjoyed Danish top 10 hits with four different (dance) acts, both as a singer and co-writer; **Cut 'N Move's** *Get Serious*, **TBM 1's** *Back 2 The Bass*, **Dr. Baker's** *Turn Up The Music* and her regular band **Wizdom-N-Motion's** *Head To Toe* all bared Christiansen's creative fruits. Watch out for her debut album, planned for release in the first half of 1994.

(continued from page 7)
continues on page 12)

CATWALK

Even though the *Checkin' Out Of Line* single contains all the ingredients of the really heavy American funk of the '80s, it sounds completely contemporary nonetheless, thanks to state-of-the-art production, courtesy of **David Eriksen**—and the fact that it's a very strong song. With its rock solid hook, irresistibly seductive chorus and striking lead vocals by big-voiced **Kim Angela Lewis**, it is definitely destined to become a huge dancefloor classic and possibly even a lot more than that. The regular version seems tailor-made for radio, and extended remixes of the single could cause a heat wave on dancefloors throughout Europe, possibly beyond.



CONGRATULATIONS MEGA RECORDS

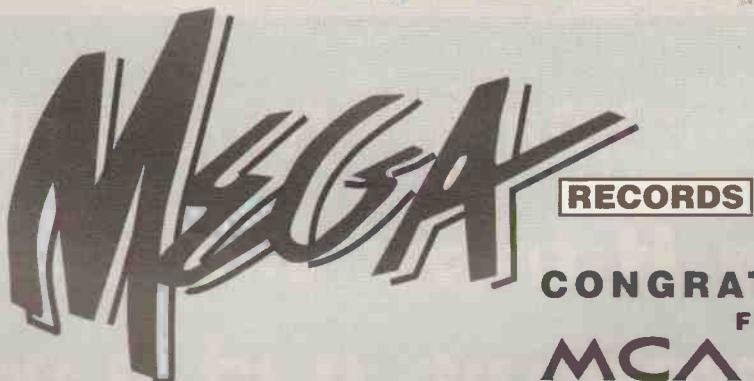
ON YOUR SUCCESS OVER THE LAST 10 YEARS !



AS LICENSORS TO YOU OF **BASS BUMPERS** AND **DJ DERO**, WE ALL
WISH YOU MANY MORE YEARS OF SUCCESS BOTH WITH
OUR AND YOUR OWN PRODUCTIONS

FROM ALL AT DANCE STREET

10



years

CONGRATULATIONS
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MCA MUSIC PUBLISHING

The members of

ACE OI

Jenny, Joker, Linn and Buddha a

would like to thank Kjeld Wennick and the
and their great support from the early be

Congrat

Tuff Studios, in Gothenburg with the rest of the staff wishes Kjeld Wennick a happy 10th birthday.

Siljemark Production AB, Sweden
a Happy Birthday and a
creating and developing a



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The European Artist Agency

F BASE E

nd their manager Lasse Karlsson

the staff of Mega Records for their believe
ginning until the success of today

ulations

h John Ballard, Stonestream and the
ennick and **Mega Records**
th birthday

en wishes **Mega & Kjeld**
an everlasting success in the future of
dance & pop acts in Scandinavia

CURFEW

The nucleus of this band consists of two gifted British musicians, keyboardist **Aaron Emerson** and bass player **Matthew J. Farrar** who, augmented by sticksman **Howard Doran** and singer **Laurence N. Harwood**, provide a sound that is as rooted in the heyday of progressive British rock in the early '70s as it is in the latter day indie pop movement. The first isn't that surprising in itself; the father of Aaron is none other than the legendary **Keith Emerson** of E.L. & P. The latter can be contributed to the fact that these young men aren't exactly isolated from their surroundings. What sets them apart is their tremendous ability to weld the best of both worlds together, while avoiding the pitfalls. The net result, their eponymously-titled debut, is a charming and clever collection of complex but certainly not longwinded songs that should appeal to aficionados from both genres. The scheduled first single *Conclusions* is one fine example of this, but other songs should be given a chance as well, like the dashing *Finito*, for instance.

(continued from page 9,
continues on page 14)

DEEP FRIED

You can find them in tax-free shops in every international airport—businessmen nervously looking for a classy present for the wife at home. After day-dreaming of the vamp in the **Chanel** "No. 5" perfume advertisement, they check their wallets to find there's not enough money left to buy a small flacon of the costly good. **Deep Fried**, the British rapper turned Stockholmer, might not be an executive, but he surely suffers from the same complexes. *Chanel Girl* is his story of the untouchable chick in a ragga style. Shabba, watch out, there's another "Mr. Loverman" on the loose, and he's not about to give up!

STELLA GETZ

This Norwegian teenager prodigy entered a DMC contest at the tender age of 16 last year and took the place by storm with her mesmerising performance. From then onward, things went at an absolute breakneck pace; after having cut just a few demos, she soon got herself a deal with **Mega**. From then on she wasted no time and went into the studio right away with producers **Lars E. Ludvigsen** and **Mikkel S. Eriksen** to work on her debut single *Friends*. Nothing was left to chance as they not only recorded a hard hitting regular 12-inch mix, but also a more compact but certainly not crippled US radio edit and a smooth "Late Nite" version. The main asset of this record is the beautiful fusion of loud but subtle rock guitars with a techno foundation, highlighted by a remarkable melody and Ms. Getz' fog horn-strength vocals.

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S

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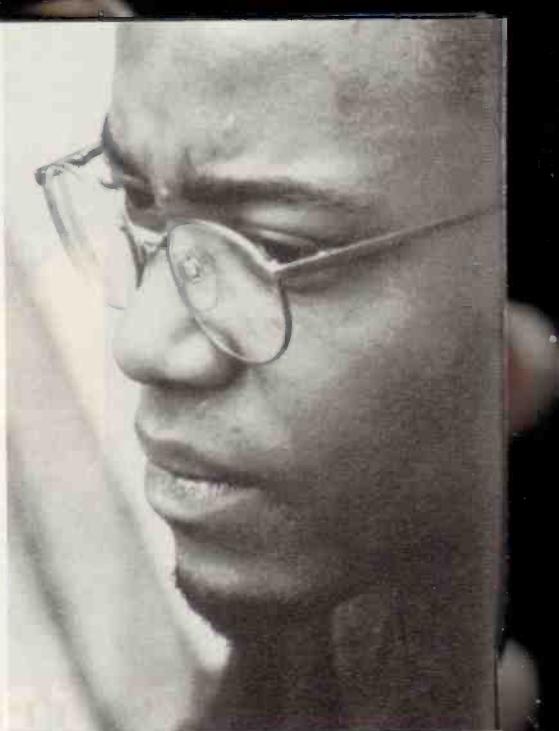
ARS
PRODUCTIONS

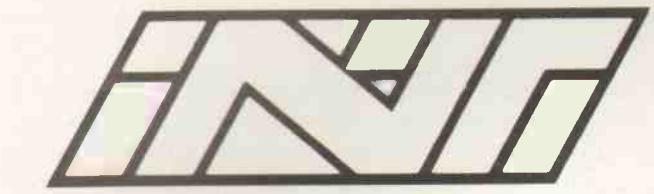


LAID BACK

Few hit makers are as long-lasting or as consistent as this Danish troupe, which first emerged more than a decade ago and is still successful both commercially and artistically. The band first scored two global hits with *Sunshine Reggae* and *White Horse*, both taken from their second album *Keep Smiling*. The road to fame and fortune didn't end quite there, though,

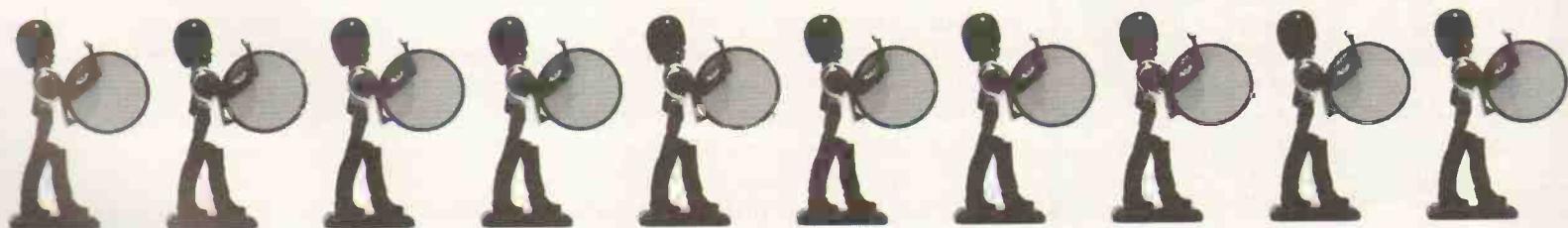
as singles from the third and fourth albums brought the group success. Then came the move to **BMG Ariola**—although the group remains under **Mega** management—and once again they struck gold with the international chartbuster *Bakeman* and the album *Hole In The Sky*. Their last album *Why Is Everybody In Such A Hurry* already spawned the sparse and convincing single *Groovie Train* and *I Can't Live Without Your Love*.





INTERCORD congratulates
Mega Records
on 10 years
of quality

well done Mega Records and Ace Of Base



1
4

(continued from page 12,
continues on page 17)



LEILA K.

It all began more than four years ago when a then 16 year-old Swedish girl **Leila K.** ran away from home to participate in a rap contest, where she not only finished second but also met the then already successful rap duo **Rob 'N' Raz**, who were two of the judges and had just secured a deal. They needed a front person for an upcoming single and were convinced that Leila was just right. After two worldwide smashes, *Got To Get* and *Rok The Nation*, she left them to start a full-time solo career. She succeeded handsomely, not only scoring hits with originals like *Open Sesame* and the current *Slow Motion*, but also giving the Belgian punk classic *Ça Plane Pour Moi* a striking electro pop reanimation.

NO NAME REQUESTED

Girls keep swinging. **Mega's Funky Buddha** label is the home of this female ragamuffin duo **Tasha** and **Zambone**. Both ladies have African roots, thanks to their respective Sudanese father and Zambian mum; in both cases the other parent is Danish. Rhythm is in their blood, but especially in their massive vocal chords. Producers **Phase 5** and **Yo Akim** have found the right sound for this funky twosome, as is to be heard on the single *Colors Of My Mind*. Based on the grooviest bassline and dry drum beat you can dream of, it is one of those rare songs fitting the "should've been a hit but it wasn't" definition. Sometimes one asks if DJs can also be "colour-deaf."

Kjeld,
Great to be a part of your pose.
Steve.
Here's to the next 10!

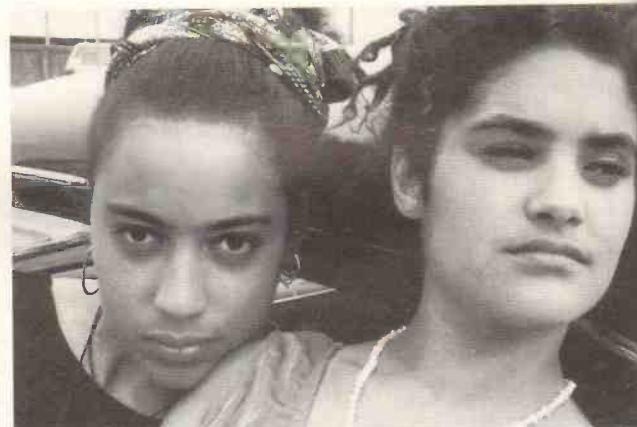
Leila K.

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SAVAGE ROSE

Although they've been around for a quarter of a century this year, **Savage Rose** sounds anything but dated. Founded in 1968 by the **Koppel** brothers **Thomas** and **Anders**, they soon recruited a top-flight female singer, **Annisette** who happened to be in the right place at the right time. All the albums released in that period were instant mega-sellers. They became increasingly disillusioned with the music business, however, and went into semi-retirement by the mid '70s. Resurfaced as an underground phenomenon with very folky overtones, they gradually found their way back in the public eye. Their 1992 Danish Soccer Anthem became a smash in the wake of the team's success. As part of the **Mega** roster, new life has been blown into the underrated *Moon Child* set, and a boxed set has been put together to celebrate their first 25 years. *Moon Child* may appear somewhat eccentric at times, but with the strength found in tracks like *Lonely Heart*, *What Do You Do* and the title song which easily matches the best of **Björk**, they should be around for some time to come.



1993
BASE
OF
WACE

GOLD, PLATINUM
TRIPLE GOLD
DOUBLE PLATINUM
TRIPLE PLATINUM
QUADRUPLE PLATINUM
... TO BE CONTINUED

THANK YOU KJELD



BEST WISHES
TO



ON YOUR 10TH ANNIVERSARY
WITH LOVE FROM YOUR FRIENDS

AT METRONOME GERMANY

10

Jahre **MEGA** Records



manchmal sind Dänen einfach besser...*

...und im Team mit der Polydor GmbH auf jeden Fall unschlagbar!

Wir freuen uns auf weitere Flaschen Gammel Dansk mit Dir, lieber Kjeld,

mange tak

A handwritten signature in black ink, appearing to read "Götz Kiso".

Götz Kiso

A handwritten signature in black ink, appearing to read "Tim Renner".

Tim Renner

A handwritten signature in black ink, appearing to read "Karin Heinrich".

Karin Heinrich



die Heimat der MEGA ACTS

Leila K., Stella Getz, Savage Rose, Al Agami, Deep Fried, No Name Requested

* manchmal reicht es dennoch nicht für die WM Qualifikation...

TBM 1



What does TBM 1 stand for? Team Bermuda Motorcyclists Number One? Actually, it's an acronym for the **Tattood Beat Messiah**, a name sounding just as dynamic in this computer lingo-dominated world. Behind these weird coordinates hides one of Denmark's top DJ/producers, who happens to be the son of the late Swedish cult jazz cat **Rolf Billberg**. He cer-

tainly inherited the sense of improvisation from his father, which is quite difficult in this age of techno. On the 12-inch single *Twilight Of The Dawn* (on Mega's dance sub label Coma), Mr. Billberg Jr. effectively experiments with layers of sequences and various complementing electronic rhythms. A very spacey experience!

WOOPS

As a Scandinavian label from origin with offices in each nordic country, it is hardly surprising that **Mega** is now also aiming at the Swedish-language market. In fact this duo, consisting of **Pontus Hultgren** and **Fredrik Jernberg** is the first signing in that field. Their single *Min Bästa Vän* is a pop reggae tune with a **Jackson Browne** laid back feel over it. The adult-oriented direction is the only difference with chartbusters Ace Of Base. Translations in English for the other territories wouldn't be such a bad idea at all, since this sounds like good food for both EHR and ACE stations. The second track, or "flip side" if you like, is more in a dance style. Stay tuned for more...



(continued from page 14,
continues on page 19)

Dear Kjeld and the Mega Team

**Our Warmest congratulations for your
th anniversary.**

10

**Wishing you many
more *Mega* HITS**

Your friends in Israel



Phonokol Ltd

HAPPY 10TH
ANNIVERSARY!!



FROM YOUR FRIENDS AT POLYGRAM SONGS GERMANY

ZAPP ZAPP



Zapping is what you normally do when there's nothing on TV. You can do the same thing with boring CDs, jumping in high speed from track to track. But you won't get in such a state of utter boredom while listening to the *What Does Fish Is....?* album by the ear-blistering funkateers **Zapp Zapp**, acclaimed as the "Best

(continued from page 17)



The band may be new, but the members have most definitely paid their dues, having been part of some major rock outfits. Axemaster **Oliver Steffensen** was a founding father of **White Lion**, while bass player **Hal Patino Jr.** was with **King Diamond** for three albums and **Tony NeMisto** pounded the skins on **Europe's** first two. Together they teamed up with singer **Yenz Cheyenne**, who enjoyed a cult hero status with **Brats & Geishas** back in 1988. After having tried to work with numerous name producers, they decided they really didn't need much outside input anyway and decided to do the job themselves, aided by the able hands of **Tommy Hansen**. He co-produced, recorded and mixed both the five track mini released in 1991 and the album *Rawchild*, one of the best traditional metal albums of the year. Just check out the title track, *Bite The Bullet* or *Rebel Resurrexion*.

Danish Live Group" in 1990. Party time all the way is what you are in for. It's the type of fatback funk that was popular in the early '80s, powerful but not too heavy. In the person of **Erann D.** they have the proper gutsy singer. *Don't Change Horses (In The Middle Of A Stream)* is an apt **Tower Of Power** cover, but their own material can easily match it.



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**WARNER CHAPPELL
MUSIC FRANCE wishes
MEGA RECORDS
a very happy ANNIVERSARY.
*Here's to many more!***

We thank our great artists...

*Ace Of Base - Agony Brothers - Al Agami -
Bass And Trouble - Bottoms Up -
Blachman Thomas & The Supreme Beat Revolution -
Catwalk - Chris C. - Curfew - Deep Fried -
Billie Koppel - Laid Back - Leila K. -
No Name Requested - Savage Rose - Arthur Stander -
Sky High - Stella Getz - TBM I - Whoops! - =Y= -
Zapp Zapp*

...and our great producers

*Denniz Pop & Douglas Carr - T.O.E.C. -
Ekmann & Adebratt - Blackpaint Productions -
Joker/Buddha - Chris Birkett -
Phase 5 & Yo Akim, a.o.*

and of course all business relations over the past years, record companies, publishing companies, all the studios, video companies, management and booking agencies, photographers and Art Directors and others too many to mention without whom this would not have been possible!

The Mega Team

A MUSIC & MEDIA Advertising Supplement

EUROPEAN TOP 100® ALBUMS

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THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED					
WKS on CHARTS		TITLE - ORIGINAL LABEL	WKS on CHARTS		TITLE - ORIGINAL LABEL		WKS on CHARTS		TITLE - ORIGINAL LABEL							
1	2	Phil Collins Both Sides - Virgin/WEA	A.B.DK.D.IRE.I.NLN.P.E.S.CH.UK	35	27 10	Nirvana In Utero - Geffen	A.D.K.D.IRE.NL.P.E.S.CH.UK	69	55 28	Spin Doctors Pocket Full Of Kryptonite - Epic Associated ●	S.F.D.UK					
2	1 11	Meat Loaf Bat Out Of Hell II - Back Into Hell - Virgin ▲	A.B.DK.SFD.IRE.NLN.P.S.CH.UK	36	38 55	Bon Jovi Keep The Faith - Jambco ▲3	A.D.NLCH.UK	70	75 6	Mr. Big Bump Ahead - Atlantic	A.D.K.D.CH					
3	3 2	Bryan Adams So Far, So Good - A&M ▲	A.B.DK.D.IRE.I.NLN.P.S.CH.UK	37	85 2	Die Toten Hosen Reich & Sexy (Best Of) - Virgin	A.D.	71	78 46	Ace Of Base Happy Nation - Mega ▲2	D.NL					
4	4 8	Pet Shop Boys Very - Parlophone	A.B.DK.SFD.IRE.I.NLN.P.E.S.CH.UK	38	29 3	Mina Lochness - EMI	I	72	52 2	Die Flippers Sehnsucht Nach Irgendwo - Ariola	D					
5	7 4	Frank Sinatra Duets - Capitol	A.B.DK.D.IRE.I.NLN.P.E.S.UK	39	36 17	Soul Asylum Grave Dancers Union - Columbia	A.SFD.NL.P.CH.UK	73	66 7	M-People Elegant Slumming - deConstruction	UK					
6	6 20	4 Non Blondes Bigger, Better, Faster, More! - Interscope	A.DK.SFD.I.NLN.P.E.CH	40	37 21	Gloria Estefan Mi Tierra - Epic	E	74	71 6	The Lemonheads Come On Feel The Lemonheads - Atlantic	D.J.R.E.UK					
7	5 6	Pearl Jam Vs. - Epic	A.B.DK.SFD.IRE.I.NLN.P.E.S.CH.UK	41	40 11	Luca Carboni Diario '93/'94 - RCA	I	75	NE	The Christians The Best Of... - Island	I.R.E.UK					
8	8 3	Kate Bush The Red Shoes - EMI	A.B.DK.SFD.IRE.NLN.P.S.CH.UK	42	33 51	Soundtrack - The Bodyguard The Bodyguard - Arista ▲7	B.DK.D.IRE.NL.UK	76	79 2	Doris Day The Hit Singles Collection - Telstar	UK					
9	10 16	Billy Joel The River Of Dreams - Columbia	A.DK.D.IRE.NLN.S.CH.UK	43	45 2	David Bowie The Singles Collection - EMI	I.R.E.UK	77	44 5	Iron Maiden A Real Dead One - EMI	A.B.S.F.D.P					
10	NE	Michael Bolton The One Thing - Columbia	DK.IRE.NLN.S.CH.UK	44	35 6	Sepultura Chaos A.D. - Roadrunner	A.B.SFD.NL.P.S.CH	78	74 26	Herbert Grönemeyer Chaos - Electrola	D					
11	11 30	Eros Ramazzotti Tutte Storie - DDD ▲2	B.DK.SFD.I.NLN.P.E.S.CH	45	42 14	Pur Seihänzertraum - Intercord	D	79	57 10	Scorpions Face The Heat - Mercury ●	D.CH					
12	16 19	UB40 Promises And Lies - DEP International	A.DK.D.IRE.NLN.P.E.CH.UK	46	34 6	Crowded House Together Alone - Capital	B.D.IRE.NL.UK	80	88 2	Dana Winner Regenbogen - Assekrem	B					
13	13 7	Die Ärzte Die Beste In Menschengestalt - Metronome	A.D.CH	47	51 26	883 Nord Sud Oves Est - FRI	I	81	NE	Robert Broberg Målarock - RBR	S					
14	9 9	The Beatles 1962-1966 - Apple	A.B.DK.SFD.IRE.NLN.P.E.S.CH.UK	48	43 5	D.J. BoBo Dance With Me - Fresh	A.SFD.CH	82	59 4	Meat Loaf Bat Out Of Hell - Epic ▲	I.R.E.NL.UK					
15	21 3	Die Prinzen Alles Nur Geklaut - Hansa	D.CH	49	46 24	Tina Turner What's Love Got To Do With It - Parlophone	I.R.E.NLN.S.CH.UK	83	63 5	Böhse Onkelz Die Weisse - Bellaphon	A.D					
16	31 3	Chris Rea Espresso Logic - East West	A.DK.SFD.IRE.NLN.S.CH.UK	50	54 4	Foster & Allen By Request - Telstar	I.R.E.UK	84	64 3	Nanci Griffith The Best Of... - MCA	I.R.E.UK					
17	15 5	Frankie Goes To Hollywood Bang!...The Greatest Hits - ZTT	A.B.SFD.IRE.NLN.S.CH.UK	51	53 10	Prince The Hits Vol. 1 - Paisley Park	A.D.IRE.E.UK	85	86 3	Los Panchos 24 Grandes Canciones - CBS	E					
18	18 6	Take That Everything Changes - RCA	A.B.DK.SFD.IRE.NLN.CH.UK	52	56 4	Magnus Uggla Alla Får Pästar - Columbia	S	86	87 2	Pelimannet Pelimannet - Audiovox	S.F					
19	17 3	INXS Full Moon, Dirty Hearts - Mercury	A.B.DK.D.IRE.NLN.E.S.CH.UK	53	83 20	Björk Debut - Mother/One Little Indian	I.R.E.NLN.UK	87	72 4	BZN Sweet Dreams - Mercury	NL					
20	14 10	Mike Oldfield Elements - The Best Of - Virgin	A.DK.D.E.S.CH.UK	54	58 5	Bonnie Tyler Silhouette In Red - Hansa	A.D.N.CH	88	NE	Roy Orbison & Paul Anka Face To Face - Paradiso	B					
21	12 9	The Beatles 1967-1970 - Apple	A.B.D.IRE.NLN.P.E.S.CH.UK	55	68 31	Raf Cannibali - CGD	I	89	NE	The Heights The Heights - Capitol	D					
22	19 12	Mariah Carey Music Box - Columbia	DK.D.IRE.NLN.E.S.CH.UK	56	47 7	Def Leppard Retro Active - Bludgeon Riffola	S.F.D.CH	90	67 5	Böhse Onkelz Die Schwarze - Bellaphon	A.D					
23	28 2	Lisa Stansfield So Natural - Arista	B.DK.D.IRE.I.NLN.S.CH.UK	57	50 59	R.E.M. Automatic For The People - Warner Brothers ▲	D.IRE.NL.UK	91	NE	Hank Marvin Heartbeat - PolyGram TV	UK					
24	24 7	Peter Maffay Tabaluga Und Lilli - East West	D.CH	58	NE	Soul II Soul Volume 4 - The Classic Singles - Virgin	UK	92	RE	Eric Clapton Unplugged - Reprise ▲	D.NLN.S					
25	30 5	Diana Ross One Woman - The Ultimate Collection - EMI	I.R.E.UK	59	61 21	Culture Beat Serenity - Dance Pool	S.F.D.NL	93	90 12	BAP Pik Sibbe - Electrola	D					
26	20 2	Wet Wet Wet End Of Part One - Their Greatest Hits - Precious Organization	I.R.E.UK	60	60 6	Brunner & Brunner Darum Lieb' Ich Dich - Koch	A.D	94	84 7	Go West Aces And Kings - The Best Of Go West - Chrysalis	UK					
27	23 10	Prince The Hits Vol. 2 - Paisley Park	A.D.IRE.I.NLN.P.E.UK	61	62 5	Franco Battiato Caffe' De La Paix - EMI	I	95	76 3	De Lillos Neste Sommer - Sonet	N					
28	22 10	Haddaway The Album - Coconut	A.DK.SFD.NL.CH	62	49 8	Rainhard Fendrich Brüder - Ariola	A.D	96	NE	Joan Manuel Serrat 24 Paginas Inolvidables - Ariola	E					
29	48 31	Aerosmith Get A Grip - Geffen	DK.D.NLN.S.CH.UK	63	39 11	Francesco De Gregori Il Bandito E Il Campione - Columbia	I	97	NE	Barry Manilow The Platinum Collection - Arista	UK					
30	26 3	Tom Petty & The Heartbreakers Greatest Hits - MCA	S.F.D.IRE.NLN.S.CH.UK	64	NE	Eurythmics Live 1983 - 1989 - RCA	UK	98	80 7	Roberto Vecchioni Blumun - EMI	I					
31	41 5	Dina Carroll So Close - A&M	I.R.E.UK	65	65 3	Texas Rick's Road - Vertigo	DK.NLN.CH	99	NE	Amistades Peligrosas La Ultima Tentacion - EMI	E					
32	91 2	Paul McCartney Paul Is Live - Parlophone	DK.D.NLN.P.E.S.CH.UK	66	94 2	Laura Pausini Laura Pausini - CGD	I.NL	100	89 20	U2 Zooropa - Island	D.IRE.NLN					
33	25 10	Kim Wilde The Singles Collection 1981-1993 - MCA	DK.SFD.NLN.CH	67	77 2	Rene Froger The Power Of Passion - Dino	NL	A = Austria, B = Belgium, DK = Denmark, SF = Finland, D = Germany, IRL = Ireland, I = Italy, NL = Netherlands, N = Norway, P = Portugal, E = Spain, S = Sweden, CH = Switzerland, UK = United Kingdom.								
34	32 5	Bette Midler Experience The Divine - Atlantic	I.R.E.UK	68	73 4	Nelja Ruusua Pop-Uuskonto - EMI	S.F	= FAST MOVERS								

RADIO MOL/Mol B
EHR
Sonja Celen - Producer
A List:
AD Bryson/Belle: A Whole

RADIO ROYAL/Hamont-Achel B
EHR
Tom Holland - Prod Dir
Power Play:
Chris Rea- Julia

A List:
AD Billy Joel- All About Soul
Eternal- Stay
Gordon Bluf Nog Even
Haddaway- I Miss You
Jesse Lee Davis- Round & Round
Michael Jackson- Gone Too Soon
Urban Cookie- Feels Like Heaven
Lisa Stansfield

Mikkel Nordso: On Air
Pool Krebs- Heroes
Silje On And
Weather Girls- Sexy Ghosts

DR P3: MASKINEN/Copenhagen
EHR/Rock
Torben Bille- Head Of Music

A List:
AD Breeders- Divine Hammer
Sylwain/Frapp- Jean The Birdman
De La Soul- En Focus
Free Cloud Nine- Wasting

Rita Mitsouko/Pop/ My Love

ARTHUS NR&RADIO/Arthur G
EHR
Jesper Schousen- Head Of Music

A List:
AD Andrew Strong- Some Old Me
Bonnie Tyler- From The Bottom
John/Dee- True Love
Gilbert O'Sullivan- Are You Happy?
Haddaway- I Miss You
Magnus Uggla- 4 Sekunder
Patti Scialfa- Lucky Girl

Otto Brandenburg- Otto
Bryson/Belle: A Whole
Restless Heart- Tell Me
Tevin Campbell- Can We Talk

RADIO VIBORG/Viborg G
EHR
Poul Foged- Head Of Music

A List:
AD John/Dee- True Love
Gilbert O'Sullivan- Are You Happy?
Patti Scialfa- Lucky Girl

B List:
AD Clint Black- Desperado
Marvin Gaye- Wonderful Lord
Louise Hoffsten- When The Blue
Magnus Uggla- 4 Sekunder
Nice Little...- The Water

Tony Toni Tone- Anniversary

THE VOICE/Copenhagen G
EHR
Lars Kjær- Prod Dir
Kristine Petersen- Music & Prod Co-ord

A List:
AD Eternal- Stay
Golden Girls- Kinetic 93
Jody Watley- When A Man
Michael Bolton- Said I Loved
Rick Astley- Hopelessly
Wonder Stuff- On The Ropes

RADIO AIRPORT FM/Copenhagen S
EHR
Flemming Beck- Head Of Music

Power Play:
AD John/Dee- True Love
Right Said Fred- Bumped

A List:
AD Bryan Adams- Please
Eric Clapton- Stone Free
Janet Jackson- Again

B List:
AD 4 Non Blondes- Spaceman
Gilbert O'Sullivan- Are You Happy?
Haddaway- I Miss You
McCook/Falset- Heaven's Just
Kenny Thomas- Piece By Piece
Lemonheads- Into Your Arms
Nice Little...- The Water

Orup- Vid Min Faders Grav
Pointer- Don't Walk
Sandman- Don't Let Me Down
Tevin Campbell- Can We Talk

Toni Braxton- Breath Again

RADIO SUNDBO/Esbjerg S
ACE
Jan Brodtko- Prod Dir
Søren Christensen- Head Of Music

A List:
AD Andrew Strong- Some Old Me
Babyface- Never Keeping Secrets
Gilbert O'Sullivan- Are You Happy?
Haddaway- I Miss You
Katrina And The Waves- I'm In Deep
Magnus Uggla- 4 Sekunder
Patti Scialfa- Lucky Girl
Paul Young- Hope In A

AI Michael Bolton

RADIO MOJN/Aabenraa & Sønderborg S
ACE
Christian Beckman- Head Of Music

A List:
AD John/Dee- True Love

B List:
AD Aimee Mann- Stupid Thing
Clint Black- Desperado
Heart- Will You Be There
Kim Sanders- Show Me
Magi/Emanation- Everybody Say
Michael Bolton- Said I Loved
Orup- Vid Min Faders Grav
Sound Of Seduction- Feel
Wonder Staff- Full Of Life

RADIO SUNDBO/Esbjerg S
ACE
Jan Brodtko- Prod Dir
Søren Christensen- Head Of Music

A List:
AD Andrew Strong- Some Old Me
Babyface- Never Keeping Secrets
Gilbert O'Sullivan- Are You Happy?
Haddaway- I Miss You
Katrina And The Waves- I'm In Deep
Magnus Uggla- 4 Sekunder
Patti Scialfa- Lucky Girl
Paul Young- Hope In A

THE VOICE NORDSJÆLLAND/Nærum S
EHR
Kasper Lange- Prod Dir

A List:
AD Magnus Uggla- 4 Sekunder
Zane Hey Mr. DJ

B List:
AD FPI Project- Come On
Irmo- Kom Ner
Mister Grimm- India Smoke
Peaches/Boba- Simple Emotions
Sandman- Don't Let Me Down
Sound Of Seduction- Feel
Titiyo- The Way You Make Me Feel

RADIO KOLDING/Kolding B
EHR
Søren Sundahl- Head Of Music

A List:
AD Eras Ramazzotti- Favola
Gilbert O'Sullivan- Are You Happy?
Haddaway- I Miss You

B List:
AD Belinda Carlisle- Lay Down
James- Laid
Katrina And The Waves- I'm In Deep
Tevin Campbell- Can We Talk

RADIO KUUK/Tallinn G
Rock/ACE
Ava Raup- Head Of Music

A List:
AD Aerosmith- Cryin'
Bryan Adams- Please
Sinatra/Bona- I've Got You
Herbert Grönemeyer- Land Unto
Michael Bolton- Said I Loved
Mr. Big- Wild World

RADIO TALLINN/Tallinn S
EHR
Nikolai Meinert- Prod Dir
Madis Kopit- DJ

A List:
AD Pearl Jam- Go

FINLAND

YLE 2/RADIOMAFIA/Helsinki P
EHR
Pentti Kempainen- Prod Dir
Jukka Haarma- Head Of Music

A List:
AD Adams/Stewart/Sting- All For Love
Beavis & Butt-Head- I Got You
Moan Cakes- I Am Fat
Samuli Laiho- Et So Taju

B List:
AD Kari Peitsamo- Vi Skall

RADIO 100+/Tempore G
EHR
Pentti Teravainen- Music Dir

A List:
AD Ace Of Base- The Sign
Asian- Crazy World
Eternal- Stay
Gipsy Kings- Escucha Me
Michael Bolton- Said I Loved
Right Said Fred- Bumped
Yellow Pages- Perfect Situation

GREECE

ANTENNA 97.1 FM STEREO/Athens P
EHR
Elias Xinopoulos- Prod Dir

A List:
AD Ace Of Base- The Sign
Air Supply- Too Sentimental
Amidin- Albarriye
Apache Indian- Boom Shock
Bryan Adams- Please

EXAMPLE:

THIS DAY IN MUSIC for January 8, 1994
from BPI ENTERTAINMENT NEWS WIRE

1993—The U.S. Postal Service issues a postage stamp in the likeness of a 1950s-era Elvis Presley.

1992—Steve Clark of Def Leppard is found dead at his London home. The coroner rules Clark died of a lethal combination of drugs and alcohol.

1987—No. 1 Billboard Pop Hit: "Walk Like An Egyptian." Bangles.

1979—The Canadian government names Rush "Official Ambassadors of Music."

1974—Kiss is signed to its first recording contract.

1947—David Bowie (David Robert Jones) is born in London. His two No. 1 songs are "Fame" and "Let's Dance."

1935—Elvis Presley is born in Tupelo, Miss. Billboard ranks him as top pop recording artist of all time with 17 No. 1 songs.

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Syndications

(continued from page 1)

to cut costs in the face of Italy's deepest post-war economic recession and the uncertainty over radio regulation. Local and regional radio stations are reporting a state of emergency with ad revenues dropping an average 25-30% against last year.

Italy's 1990 "Mammi" broadcast bill froze out the creation of new national networks; local stations, however, can relay up to six hours a day of live programming supplied by syndicators. The law also limits national networks to selling only national advertising while syndication affiliates can offer from local and national spots.

Says **Patrizia Boselli**, administrator of Brescia-based, Lombardy regional EHR Radio **Number One** and a leader in its local market, "Compared with last year our revenue has dropped almost 40%, and this is typical throughout the country for local radio."

Local and regional stations also report a decrease in clients, a drop in average spot rates, increased delay for payment collection and more contracts being left unpaid. Radio accounts for approximately 8% of the total advertising spend in Italy, netting L200 billion (US\$126 million) annually, of which local and regional stations take only 8%.

The success of existing syndicators has sufficiently worried Italy's 15 national networks to the extent that they are broadcasting a common 30-second ad spot in a rare display of unity to differentiate themselves in the public and advertisers' ear from their newer national rivals.

The lax enforcement of the radio law is openly exploited by Italy's number one syndicator, national-music-only **Radio Italia Solo Musica Italiana**, which is registered as a syndicator but broadcasts live nationwide 24 hours a day to the irritation of the networks.

Comments **Radio Italy SMI's MD Mario Volante**, "We are neither a syndicator or a real national network. We own most of our frequencies in the north of Italy, and if the law is enforced we will overcome it by supplying the affiliates who cover the rest of the country with identical playlists to

follow when they have to opt out for local programmes."

Radio Italia SMI is Italy's top-rated commercial station and bills L7 billion annually. Since its debut in 1982, the station's growth has been exponential, becoming the first web to achieve national coverage and pick up four million listeners daily.

Volante says at the time a national-music-only format was unique in Italy. "I have always been a fan of Italian music and we were the first station to broadcast exclusively Italian artists," he says. "We have made a valid contribution to Italian music's present boom and become a point of ref-

listening longer on average each day." The **Datamedia** survey covering the last six months of this year gave **Radio Cuore** a 761,000 daily reach. **Radio Cuore** also syndicates 24 hours a day.

"We get around the law by installing automation equipment at each of our affiliates and programme identical music more or less simultaneously," says Michelozzi. "There are no live presenters, but a satellite-delivered news service is anticipated for next year."

Guiliano Gelsi, MD of Milan-based sales house **Tigierre**, says syndication can help re-establish an important role for local radio.

achieve instant market penetration."

CNR's affiliates include Genoa's **Radio Babboleo**, Bari's **Radio Norba**, Bologna's **101 Radio**, Palermo's **Radio Arcobaleno** and Milan's **City Radio**.

CNR is owned by the **SPER** group, a leading player in Italy's radio advertising market. Sofia says, "Although the market is stagnant at the moment and a large investment has been necessary for quality news/talk, we expect to break even by the end of next year."

CNR supplies its 40 affiliates with three shows daily: "Good Morning Italia" from 07.00-07.45 with news, opinion and cash prize games; a talk show "Contatto Radio" with star guests between 10.00-11.00; and a music magazine "Rock Cafe" from 16.00-17.00 presented by ex-**RAI/RMC/105 DJ Federico "The Flying Dutchman" van Stageren**.

CNR also supplies 10 live news bulletins daily. As with most syndication projects, CNR will be switching from microwave to satellite distribution early next year.

Radio Deejay founder **Claudio Cecchetto** is backing a new syndication project by expanding his Milan regional gold/dance-formatted **Radio Capital** nationwide.

Says station manager **Luigi Latini**, "Cecchetto's reputation after 20 years in the business is a guarantee for success which explains why 400 stations have responded to our call for affiliates." **Radio Capital** is offering its daily six-hour rotation in one block from 14.00-20.00. Based in Radio Deejay's Milan headquarters, **Radio Capital** programmes 40% '70s gold, 40% '80s gold, 10% current Italian hits and 10% current international hits. Latini says, "It's all hit radio with the emphasis on upbeat and disco music. Everything is automated using digital sound with news every half hour."

Gelsi's company sells airtime for major regional stations throughout Italy, and he is a veteran syndication campaigner having been involved in several projects. "Next year we will be launching a news service to 50 stations, followed by a specialist service targeted for women," he says.

Gelsi believes that syndication is an ideal way to cater for specialist targets nationally and is ready to take on the national networks. "As far as I'm concerned they are more regional than national," he says. "The majority of Milan's [EHR net] **105 Network** listeners are in the north for example, and Rome's [EHR net] **Radio Dimensione Suono**'s audience is mainly in the central part of Italy and Naples's [EHR net] **Radio Kiss Kiss** networks are mainly in the south."

An ex-colleague of Gelsi, **Bruno Sofia**, is director of development for the most successful syndication project launched recently, news/talk **CNR** (Central News Radio). Sofia says that one-year-old CNR is supplying a specialist service which is too expensive and impractical for many local stations to produce on their own. "CNR has been able to fill a gap in the market," he says. "We have been able to sign up most leading stations in each region and

hours of live output daily, with live-assist automation programmed from Milan for the rest of the day. Following its buyout and subsequent closedown, Radio Peter Flowers stalwart **Marco Garavelli** moved to Milan's **Rock FM**. Owned by EHR net **105 Network**, it is also expanding into a national syndication web. Garavelli says, "We are the only station offering the rock format which has a very broad appeal. Everything is in place to go national, and we are vetting potential affiliates and will be up on satellite early next year."

The latest syndication project announced, Varese-based national music/gold **Reteotto**, which is already up on the **Eutelsat** satellite, is looking for affiliates throughout Europe as well as Italy.

Comments **Reteotto's MD Massimo Caracciolo**, "There are significant Italian populations in Germany and Sweden, for example, and we are looking to regional Italian affiliates to feed us local news so that ex-pats can keep in touch with what is happening in their home town."

Caracciolo says he has already received 70 applications from Italian stations and claims the best 25 would give him a national audience of almost one million.

Despite the apparent optimism of the new wave of syndicators, many are realistic about their chances of survival in a period when advertising in all Italian media is experiencing a downturn.

Radio Italia SMI's Volante believes that radio's share of the advertising pie can be expanded with a healthy syndication market. "National radio accounts for as little as 3% of Italy's advertising market with the state broadcaster RAI taking half of that," he says.

Adds **Radio Capital's Latini**, "The crisis is affecting every sector. We can only wait and see next year how many syndication projects actually get off the ground and of those who will succeed."

Palazzolo of **RIV** and **Publipan** says he can't remember a worst period for sales. "The market is disastrous and only the strong will survive."

Tigierre's Gelsi, however, remains confident about launching new projects despite the heated competition and slumping ad market. "There is a justified prejudice against radio in Italy because it is too banal," he says. "The syndicators can offer specialisation and professionalism which will breathe new life into local radio."

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Italy's Leading Syndicators

Station	Base	Number of Affiliates	Audience (millions)	Format
CNR	Milan	43	3.846	N/T
Radio Italia SMI	Milan	24	3.211	Nat'l
Radio Cuore	Pisa	20	761	Nat'l
Radio Lattemiele	Bologna	16	1.168	Nat'l
Popolare Network	Milan	8	324	N/T
Radio Capital	Milan	*	367	Gold/Dance
Radio Italia Vera	Milan	*	140	Nat'l
Rock FM	Milan	*	56	ACE/Rock
Reteotto	Varese	n/a	n/a	Nat'l/Gold

Source: Music & Media

* Service scheduled to launch early 1994. Audience figures are for the station only. Audience figures are from Datamedia/Radiobank.

rence." **Volante** estimates that 200 local and regional stations programme Italian music only.

Three other syndication webs have adopted the format: Bologna-based **Radio Lattemiele** ("Milk and Honey"), Milan's **Radio Italia Vera** ("True Italian Radio") and Pisa-based **Radio Cuore** ("Radio Heart"). Each claim to have developed a unique variation on the theme.

Radio Cuore extended into syndication in 1987 and recently added the major markets of Milan and Veneto, practically completing their national coverage. Comments station promotions manager **Andres Michelozzi**, "Radio Italia SMI plays all styles of Italian music and hammers the eardrums. We programme a softer easy listening style targeting 25-50 year olds. This gave us the second highest 'enjoyment' rating in the last survey with only listeners to [national EHR net] **Radio Deejay**

"Syndicators who provide the maximum statutory six hours daily programming support local radio by providing very professional programmes and news at key dayparts," he says. "This allows local stations to focus their resources on local news and programming."

Gelsi's company sells airtime for major regional stations throughout Italy, and he is a veteran syndication campaigner having been involved in several projects. "Next year we will be launching a news service to 50 stations, followed by a specialist service targeted for women," he says.

Gelsi believes that syndication is an ideal way to cater for specialist targets nationally and is ready to take on the national networks. "As far as I'm concerned they are more regional than national," he says. "The majority of Milan's [EHR net] **105 Network** listeners are in the north for example, and Rome's [EHR net] **Radio Dimensione Suono**'s audience is mainly in the central part of Italy and Naples's [EHR net] **Radio Kiss Kiss** networks are mainly in the south."

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OFF THE RECORD

VAN WIJEN TO MCA?: M&M hears that Polydor Holland GM **Kees van Wijen** is going to be the new MD of MCA's new affiliated company in Holland, due to open in January. **MCA Music Entertainment International** president **Jorgen Larsen** is neither confirming nor denying the rumours.

IS FNAC MUSIC/WMD ABOUT TO BE SOLD?: One month after the death of its general manager **Laurent Treille**, rumours have it that the production and distribution arm of retail chain FNAC is about to be sold again. And the price tag is reported to be around Ffr50 million (app. US\$8.7 million). FNAC was sold by its parent company GMF last summer to a group of investors led by bank **Crédit Lyonnais** affiliate **Altus**. Four companies or people are said to be interested: **BMG**, **Sony Music**, **Arcaide** and **Remark's** MD **Marc Lumbroso**.

HAHNE JOINS DELTA RADIO: Adam Hahne, GM/PD at NRJ's EHR regional network **Energy Saxony** in Germany, has exited the station. He's moved over to AOR-formatted Schleswig-Holstein statewide net **Delta Radio** as PD. Look for a move to a more rock-based ACE format. Meanwhile, word is that Energy Saxony's Arno Köster has the inside track as PD at the station.

JACKSON SELLS CATALOGUE: EMI Music has paid roughly US\$70 million to **Michael Jackson** to manage his **ATV Music** publishing company, seen as the biggest administration deal ever. For a five-year period, EMI holds the exploitation rights of Jackson's ATV Music catalogue of some 4,000 titles, including songs by **Elvis Presley**, **Kenny Rodgers**, **UB40**, **Little Richard**, **Sam Cooke**, the **Pointer Sisters** and the prestigious **Lennon & McCartney** 251-title songbook, that Jackson bought in 1985 for US\$47.5 million.

MCA

(continued from page 1)

Larsen has set for himself in making sure his company is ready for the new year. In March, MCA/Geffen's global licensing deal with **BMG International** will expire and MCA will have the option to re-sign with BMG for a new, five-year period that is either a licensing agreement or a sales and distribution contract, depending on the market. In the main European markets, however, the emphasis will be on establishing small-sized, fully owned companies based on the current model in Germany, whereby BMG's role will be that of distributor. For France such an agreement has already been signed.

The departure of Powell is seen as the first in a series of major announcements that Larsen will be making the coming months, since he took the reins in July of this year (M&M May 15). Larsen says much of MCA's expansion plans will be revealed on December 9 when chairman **Al Teller** will officially open the company's new headquarters in Broadwick Street, London, attended by many of the newly appointed staff.

In the UK, **Nick Phillips** has been appointed as the successor to Powell, who served as company MD for the last six years and is understood to have left MCA six months before the end of his contract. Larsen offered Powell an international post at the company. "However, considering the amount of international travel involved," Powell says, "I prefer to pursue my career in the domestic UK record industry."

The move follows the firing of MCA A&R director **Jeff Young** by Powell five weeks ago due to

the company's lack in delivering new hit acts. According to CIN data for 1992, MCA's album market share in the UK has been 4.5%, 14.2% higher than the year before, ranking it as the UK's seventh biggest record company.

Pausini

(continued from page 1)

February of this year, the 19-year-old Pausini is now making firm chart impact in the Netherlands with her stately and romantic debut single for Warner-owned CGD, *La Solitudine* (Loneliness). In France, the track is starting to pick up major airplay, while the second single off the album, *Non C'è* (It's Not There), is registering its first airplay in Germany. Major campaigns are scheduled to debut in the Swiss and Spanish markets early next year.

The songs of Pausini are steeped in the old melodic Italian tradition of the "canzone," and, coupled with her pristine vocals and radiant personality, are appealing to the slightly older, 20-40 age bracket.

While domestic sales of the self-titled debut album have reached the double platinum mark (400,000 copies), **Warner Music Netherlands** senior product manager **Michiel ter Veen** is expecting a top 5 hit single soon. Warner released the song in July of this year but, although airplay on broadcasters **Radio 2** and **NOS/Radio 1**—who powerplayed the song during its "Tour de France" programming features—was very promising, the single stalled in the national **Mega Tip 30** chart.

Küster laments the difficulty in persuading radio programmers to play Pausini's material. "Maybe we have to fight a little bit harder than the Dutch," she says. "They sold 3,000 copies more after that one TV show and that really made us jealous." Air-

French Charts

(continued from page 1)

panel of about 50 stores—which includes **Virgin Megastores** but not yet the **FNAC** chain—has been equipped during the past two months with computerised point-of-sale systems. The list of stores used to produce the charts will not be made public and will rotate to prevent chart hyping.

Comments Paire, "We've just worked through the longest part of the procedure, which consisted of negotiating with the stores, equipping them and getting into an operational phase. I must say that I am quite happy with the result. It looks reliable and the next weeks will be used to improve the system."

The next key step is media

exposure for the yet-to-be-named chart. So far, SNEP has not inked any formal deals with TV channels or radio stations. Paire says he has "frequent working meetings with [public channel] **France 2** about the concepts of the programme that could be produced from the charts, but nothing has been signed."

Another contender could also be private channel **M6**. Paire adds that he wishes to enter an arrangement that would include a daily and a weekly show or weekly and monthly shows.

Regarding radio exposure, Paire confirms that EHR net **NRJ** "has shown interest in becoming the exclusive station playing the charts, but we wish to secure a TV programme first, then we will worry about radio." NRJ report-

edly says it would be ready to contribute financially to the charts in exchange for exclusive radio rights.

Another pending question is whether **UPFI**, the organisation of French independent producers, will back the charts. Different meetings have been held between SNEP and UPFI and Paire says there is "a good chance to come to an agreement." Vice-president of UPFI **Henri Belolo** confirms that nothing has been decided so far. Says Belolo, "We want to check the methodology, its reliability and how well it represents the diversity of France's retail system. Then we have to agree on the way it will be exposed. But I don't see major obstacles to that."

Tros, Veronica

(continued from page 1)

representative **Ceciel Tusscher**, Radio 3 co-ordinator **Paul van der Lugt** and the secretary of the radio programme directors commission **Marieke Kalkman**.

Van der Lugt says it wasn't easy reaching a compromise between the two broadcasters. "It was a tough job. I decided we had to intervene as it was very harmful for Radio 3 to have two broadcasters competing and fighting on the same station. We had a series of long and serious discussions with all parties concerned,

where we thought primarily about Radio 3's listeners. I'm very happy with the outcome."

TROS PD **Ton Daalhuizen** is also happy with the end-result of the Mega Top 50 dispute. He complained in M&M November 13 that everyone should be working together in public radio and that Veronica kept rejecting all proposals for compromise. Now he is satisfied that a good solution has been found by the commission. "All that's left now is to work it out on the floor and to make good arrangements."

Dutch record industry body CPG director and spokesperson

for the Mega Top 50 foundation says he is happy that TROS and Veronica have at last come to a compromise. "It's a great solution and the best solution for Radio 3 listeners that TROS and Veronica are now joining on a 100% basis. It is fully understandable that there was such a fight over the actual Mega Top 50 hitlist, but Radio 3's main interest has to be the station itself and its listeners. Radio 3 made it quite clear that its one aim was a combined support for the Mega Top 50 by all public broadcasters."

(drawing as many as three million viewers a week), followed by two more TV shows, sales accelerated quickly. At presstime the album had reached sales of 15,000 and the single 13,000. But, says ter Veen, "Close to 90% of those sales were booked in the last two-and-a-half weeks, so it's looking very good. And now that the single is appearing in the charts, [EHR pubcaster] **Radio 3** is also backing it up." Warner is presently scheduling a TV-advertising campaign on the album.

In France, TV appearances also performed the trick. The producers of **Antenne 2**'s "Le Monde Est A Vous" were so charmed by Pausini's no-frills performance that they invited her back to the show twice. Meanwhile, airplay is slowly building, including some plays on EHR network **NRJ**.

In Germany, Pausini will perform on **ZDF**'s "Der Grosse Preis" TV show on December 12. "With that show we meet the right target audience, the women between 25-40," says **East West Germany** promotion director **Elfie Küster**. Another show, ARD's "Disney Club," will be aired on December 28.

Küster laments the difficulty in persuading radio programmers to play Pausini's material. "Maybe we have to fight a little bit harder than the Dutch," she says. "They sold 3,000 copies more after that one TV show and that really made us jealous." Air-

play so far on *Non C'è* is limited to a handful of privates and East West is planning a radio-advertising campaign in January.

Warner Music Europe marketing manager **Rainer Focke** is also stressing the importance of making the artist visible. "The people need repetitive views, and this is something you need to build up gradually," he says. "So any regional TV show can now be of prime importance. We're building the campaign step by step."

According to CGD international director **Alda Dury**, much of Pausini's appeal is due to her personality. "The winning card in her case is her spontaneity. She's fresh, young and there's no sophistication. And that simplicity ties in nicely with the current 'Unplugged' trend."

While radio cannot be singled out as being the prime factor for the current cross-border success (that honour goes to TV), radio programmers across Europe are being seduced by the music's subtle charm.

For **Peter Teekamp**, the newly appointed programme director at ACE **Sky Radio/Bussum** (Holland), there's no doubt that *La Solitudine* will be a big hit. "I think we were the first to start playing it," he says. "Already in June we had the song in high rotation [once every four hours] and just when we wanted to lower the airplay levels, the buzz started. So now it's still in

'A' rotation. It's a typical Sky record—nice sounds and perfect for the target audience."

Another Dutch station committed to Pausini's material is pubcaster **TROS**, which made *La Solitudine* powerplay earlier this year. DJ/producer **Daniel Dekker** finds her music suitable for both the second (ACE-tinged) and third channels of the pubcaster and foresees a bright future. "It's been a while that an Italian female singer has scored here in Holland, but she's going to make it."

A similar reaction comes from **Antje Schmidt**, head of music at **Antenne Niedersachsen/Hannover**. Describing her station's format as "gold-based Euro AC," she says, "we always try to play European music. Not just the older artists like **Adriano Celentano** or **Julio Iglesias**, but also **Tol & Tol**, **Mikael Erenxtun** and **Julien Clerc**. She fits right in there."

EHR/Gold Radio Regenboogen/Mannheim has been one of the earliest supporters of Pausini in Germany and for head of music **Martin Schwebel** her music "gives colour to our rainbow. Just a nice song and a great voice. *Non C'è* can be played the whole day although we avoid the 5-9 morning drive. We've done some research and much to our surprise, we found that our audience is more into Italian music than French."

week 49/93

EHR TOP 40

AIRPLAY

TW LW WOC Artist/Title

Original Label	Total Stations	Rotation A	Rotation B	New Adds
(Virgin/WEA)	145	112	33	2
(A&M)	140	115	25	8
(Virgin)	117	102	15	8
(Atlantic)	104	63	41	4
(RCA)	103	71	32	1
(Virgin)	101	73	28	14
(East West)	96	62	34	7
(Parlophone)	92	68	24	0
(Columbia)	82	56	26	8
(Columbia)	79	55	24	8
(Columbia)	79	60	19	1
(deConstruction)	75	52	23	2
(Rocket)	74	52	22	29
(Arista)	73	48	25	8
(Columbia)	78	50	28	1
(Parlophone)	70	42	28	3
(Tug)	66	39	27	7
(Columbia)	60	42	18	0
(Go!Beat)	63	36	27	1
(Arista)	72	43	29	4
(Interscope)	62	37	25	10
(Precious)	51	34	17	8
(Dance Pool)	53	38	15	1
(1st Avenue)	61	38	23	7
(Parlophone)	57	39	18	0
(Mega/Metronome)	56	48	8	15
(RCA)	55	29	26	0
(Interscope)	58	37	21	0
(Coconut)	51	30	21	0
(Capitol)	57	41	16	6
(DEP International)	46	27	19	0
(Columbia)	61	37	24	12
(Columbia)	54	33	21	0
(Island)	44	25	19	19
(Mango)	43	22	21	1
(Polydor)	50	29	21	0
(Funki Dreds)	46	22	24	3
(Mother)	35	19	16	3
(A&M)	41	31	10	3
(Capitol)	35	22	13	10

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations, that target 12-34 year-old listeners with contemporary music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.



True Love Wins

Phil Collins remains on top for the fifth consecutive week, his slightly diminishing figures revealing that "Both Sides" has just reached saturation point. In the meantime, Bryan Adams is beating the chart topper with regards to the number of "A" Lists on which their singles appear: no less than 115 stations are reporting Please Forgive Me in heavy rotation. Only the 4 Non Blondes' What's Up scored a higher number with a roster of 117 "A" rotation reports earlier this year (issue 36 and 37).

The most jumped-on record at the moment is True Love, the duet by Elton John & Kiki Dee that seems to fit the Christmas season so perfectly. Not only does this British microphone coupling attract the most first-time EHR reports of the week (29 additions), earning it the status of Most Added leader; it also qualifies as fastest mover (chart points gain) and highest climber (positions) as it jumps up 14 places from number 27 to 13, while the record's non-surprisingly strong ACE impact is underpinned by its scoring the highest entry at 12 in the ACE Top 25 (see page 18).

John and Dee are getting the bulk of their EHR gain from the Scandinavian countries, notably Denmark. Their best supporters are still the British airwaves, where over 80% of M&M's reporters have the song on rotation. Other helpful territories include Holland, Spain, Norway and Belgium (47-67%).

As anticipated last week, the highest new entry in the EHR Top 40 (at number 26) is seized by the new Ace Of Base single. As yet, The Sign is best playlisted in Sweden (86% EHR penetration), Denmark and Norway (both 75%), Finland (67%) and Germany (57%). Hence also its high positioning in the North and Central regions (at number 2 and 17 respectively—see Regional Airplay, page 23). The single is now getting increasing response in Italy as well; Milan-based platinums like Radio Deejay Network and Rete 105 Network have both dedicated a heavy rotation entry to The Sign.

The second highest new entry in the chart (at 34) is booked by U2 with the fourth single from Zooropa. Granted 19 adds, Stay (Faraway So Close) shares a tie as second most added single with Haddaway's I Miss You (also this week's highest entry in Border Breakers).

U2's new single is especially doing well with M&M's platinum and gold stations (over 80% of its roster). Holland, where the national broadcasters are backing the song with powerplay status, leads the way with 83% penetration, followed by Sweden (57%) and the UK (52%). In Poland, Italy, France and Germany, EHR's initial support for "Stay" is significant enough for a mention, but as yet nothing more.

Good bets for a high chart entry next week include the new singles by Paul Young, the Pet Shop Boys and Haddaway. They are all queuing up in Chartbound, good proportions of adds to their disposal. Closest to entering, however, are the Bee Gees, whose For Whom The Bell Tolls tops the listing. The Australians are attracting the best support for their new single in the UK, the country where they are signed (57%). Austria, Belgium, Denmark, Germany and Spain are next in line with figures varying between 22 and 50%. Pieter Kops

CHARTBOUND

BEE GEES/Fo Whom The Bell Tolls	(Polydor)	42/9	GUNS N' ROSES/Ain't It Fun*	(Geffen)	27/7
AEROSMITH/Cryin'	(Geffen)	42/2	LEMONHEADS/Into Your Arms	(Atlantic)	27/2
SCORPIONS/Under The Same Sun	(Mercury)	42/2	PET SHOP BOYS/I Wouldn't Normally Do...*	(Parlophone)	25/14
RICK ASTLEY/Hopelessly	(RCA)	41/2	HADDAWAY/I Miss You*	(Coconut)	24/19
TOM PETTY/HEARTBREAKERS/Mary Jane's Last Dance	(MCA)	38/1	INCOCGNITO/Givin' It Up*	(Talkin' Loud)	24/10
PAULINE HENRY/Feel Like Making Love (Sony Soho Square)	33/6	CHRISTIANS/The Perfect Moment*	(Island)	24/9	
TONI BRAXTON/Another Sad Love Song	(LaFace/Arista)	33/1	BJÖRK/Play Dead	(One Little Indian/Mother)	24/4
BLIND MELON/No Rain	(Capitol)	32/3	ALEXANDER O'NEAL/Since I've Been Loving You	(Tabu)	24/2
FRANK SINATRA/BONO/I've Got You Under My Skin	(Capitol)	32/2	TINA TURNER/Disco Inferno	(Parlophone)	24/1
JOHN MELLENCAMP/Human Wheels	(Mercury)	31/1	LISA KEITH/Better Than You	(Perspective/A&M)	24/0
POINTER SISTERS/Don't Walk Away	(Capitol)	30/1	2 UNLIMITED/Maximum Overdrive*	(Byte)	23/4
PAUL YOUNG/Hope In A Hopeless World*	(Columbia)	29/10	JACKSON BROWNE/I'm Alive	(Elektro)	23/1
URBAN COOKIE COLLECTIVE/Feels Like Heaven	(Pulse 8)	29/3	KIM WILDE/In My Life	(MCA)	23/1
SALT-N-PEPA/Shoop	(frr)	28/2	M PEOPLE/Don't Look Any Further*	(deConstruction)	22/5
TERENCE TRENT D'ARBY/Let Her Down Easy*	(Columbia)	27/8	GIPSY KINGS/Escucha Me*	(P.E.M.)	22/3

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 40. The second number represents how many stations reported it to M&M for the first time. Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

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MOST ADDED

ELTON JOHN & KIKI DEE/True Love	(Rocket)	29
HADDAWAY/I Miss You	(Coconut)	19
U2/Stay (Faraway So Close)	(Island)	19
ACE OF BASE/The Sign	(Mega/Metronome)	15

Most added are those songs which received the highest number of playlist additions during the week. In the case of a tie, songs are listed alphabetically by artist.

"A" ROTATION PERFORMANCE

"A" %	90
PET SHOP BOYS/I Wouldn't Normally Do This Kind Of Thing	(Parlophone)
ACE OF BASE/The Sign	(Mega/Metronome)
2 UNLIMITED/Maximum Overdrive	(Byte)

*A" Rotation Performance is a listing of those records that have achieved the best A rotation penetration. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 20. Songs tied are listed alphabetically by artist.

NEW TOP 20 CONTENDERS

GIPSY KINGS/Escucha Me	(P.E.M.)	22
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New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time with this single. Artists are listed by total number of stations. In case of a tie, records are listed alphabetically by artist.



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