

MAGNUM



SPECIAL GUESTS

Kingdom
Come



U.K./ EUROPEAN TOUR

- | | |
|------------|----------------------|
| 17TH MARCH | UNIVERSITY OF ANGLIA |
| 18TH MARCH | HANLEY |
| 19TH MARCH | CARDIFF |
| 20TH MARCH | READING |
| 21ST MARCH | LEICESTER |
| 22ND MARCH | BRISTOL |
| 24TH MARCH | ST ALBANS |
| 25TH MARCH | HAMMERSMITH |
| 26TH MARCH | HAMMERSMITH |
| 28TH MARCH | NEWCASTLE |
| 29TH MARCH | EDINBURGH |
| 30TH MARCH | GLASGOW |
| 31ST MARCH | MANCHESTER |
| 1ST APRIL | REDCAR |
| 2ND APRIL | BRADFORD |
| 3RD APRIL | SHEFFIELD |
| 4TH APRIL | NOTTINGHAM |
| 5TH APRIL | FOLKESTONE |
| 6TH APRIL | SOUTHAMPTON |
| 7TH APRIL | BUCKLEY |
| 8TH APRIL | PRESTON |
| 10TH APRIL | CAMBRIDGE |
| 12TH APRIL | N.E.C. BIRMINGHAM |
| 19TH APRIL | TRONDHEIM |
| 20TH APRIL | OSLO |
| 21ST APRIL | STOCKHOLM |
| 22ND APRIL | KARLSKROGA |
| 23RD APRIL | GOTHENBURG |
| 24TH APRIL | COPENHAGEN |
| 25TH APRIL | BERLIN |
| 26TH APRIL | KASSEL |
| 27TH APRIL | HAMBURG |
| 28TH APRIL | BIELEFELD |
| 29TH APRIL | MAINZ |
| 30TH APRIL | BAD MERGENTHEIM |
| 1ST MAY | DORTMUND |
| 2ND MAY | HANNOVER |
| 3RD MAY | COLOGNE |
| 4TH MAY | LUDWIGSBURG |
| 5TH MAY | ERLANGEN |
| 6TH MAY | AALEN |
| 7TH MAY | ST. WENDEL |
| 8TH MAY | KEIPTEN |
| 9TH MAY | AUGSBURG |
| 10TH MAY | MUNICH |
| 11TH MAY | VIENNA |
| 14TH MAY | ZURICH |
| 15TH MAY | BIEL |
| 16TH MAY | DONAUESCHINGEN |
| 18TH MAY | PARIS |
| 19TH MAY | GENEVE |
| 20TH MAY | AMSTERDAM |

MUSIC

Volume 5
Issue 17
APRIL 23
1988



MEDIA

The European
Music &
Broadcast
Trade Magazine

FROM BAKER STREET TO SHIPYARD TOWN

gerry rafferty

NORTH & SOUTH



The Very Exciting Second Album

FRANZ BENTON PROMISES



PROMISES
LP 208 984
CD 258 984
MC 408 984
Single 109 764
Maxi 689 764

Incl. Brandnew Single „Promises“

Produced by Wally Brill except „Promises“
Mixed by Julian Mendelsohn



MUSIC & MEDIA

Volume 5
Issue 17
APRIL 23
1988

The European
Music &
Broadcast
Trade Magazine

New Music - Aged Or Alive?

Although not taking off on the same scale as in America, New Age music is enjoying increased popularity in Europe. Uninspired by the usual flow of pop/disco pap, the 30 plus group turns to a more relaxed style of music, often instrumental.

However, over the years, New Age music has become associated with the easy-going yuppie who treats music as a handy form of wallpaper. Most

record companies are therefore frightened to be identified with the New Age label. They consider themselves to be purveyors of quality music, away from the tyranny of the top 40.

Music & Media acknowledges this trend and presents an insight into the exciting world of NEW MUSIC, which is far from being "aged". Read all about it on pages 31-39. ■

MIP - The World's TV Marketplace

by Martyn Valentine-Bignold

The global TV industry converges on Cannes next week April 28-May 2) for the prestigious MIP TV conference where thousands of participants and hundreds of companies are expected to make this year's event the biggest ever.

MIP organisers are expecting 600 participants, 1,500 companies and 800 buyers from 105 countries for the five-day symposium at the Palais Des Festivals.

1988 is the 25th year MIP has been held and a new feature this year is an

examination of the realities of TV advertising by a specially-invited panel of experts and industry leaders. "Paying The Bill For Programming: Advertising In The New Era" will look at advertisers' involvement in global TV, the new breed of commercial broadcaster, and controversial business practices such as the barter and sponsorship deals that flourish in America.

For details of some of the music programmes available at MIP TV, see page 5. ■

MTV Tours With Sting

by Cathy Inglis

Amsterdam - MTV Europe is to be the opening 'act' on Sting's forthcoming European tour. In what is believed to be the first time a TV channel has acted as

support on a gig, an hour of selected clips and MTV animations will be shown on three giant screens in each auditorium across Europe.

"I feel this is a natural marriage between screen and sound. It makes sense for MTV to link up with a high profile artist like Sting with whom we have always had a very good relationship," says Mark Booth, Managing Director MTV Europe. "MTV is once again breaking musical frontiers. This ground-breaking new context is a spectacular promotion for the channel,

and will bring it a new potential audience of over half-a-million people."

Each show will be tailored to the different countries' musical tastes and audiences in the various cities will be addressed by the VJs in a mixture of English and the local language.

The announcement came at a press conference in Amsterdam last week as did the news that Adam Curry, arguably one of Europe's best known VJs, is to return to European TV screens to present a one-hour weekly show recorded in MTV's New York studio especially for MTV Europe. Curry left Holland where he hosted Sky Channel's "Countdown" pop programme, last December to join MTV in the US. ■



MTV Entertains - Swiss band Krokus visit the MTV studios in London.



AN EXPRESSION OF QUALITY
PAGES 31-39

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An EHR publication in partnership with
Billboard

gerry rafferty NORTH & SOUTH



the new album
NORTH & SOUTH

the new single
SHIPYARD TOWN



READ ALL ABOUT IT

The steady stream of plans and court plans for a change in the Dutch media system goes on with new proposals from NCRV and VARA taking the headlines this week. The Christian broadcaster NCRV - who has always been opposed to anything that hinted at money-making - have now said that the percentage of commercial airtime should be raised from 4% to 5%. Socialist VARA, also against any form of commercial broadcasting in the past, have gone even further with the announcement that commercial airtime should be increased to the maximum in Europe - which is 15%!

The unstoppable Maxwell has received the green light from the UK's IBA (Independent Broadcasting Authority) on the acquisition of nearly 15% of Borealis Television six months after Maxwell's pension fund bought the stake. Rules to protect the independence of TV stations state that investors with other media interests cannot own more than 10% of a company without IBA approval.

Over in France, there are strong rumours that Jean Michel Favre, General Manager of the performing society SCPP, will be taking over from Claude Brunet (currently on an eight month sabbatical), as GM of BMG France.

Teldec's long-standing contract to distribute Decca's pop catalogue in Germany has not been renewed, PolyGram, who owns Decca, has signed a new deal with Polydor.

Still in Germany, Frankfurt management company Music Arts Network (MAN) is to represent the legendary Roy Harter in West and Europe. EMI has just put out Harper's new LP *The Descendants Of Smith in the UK and MAN will co-ordinate releases in other territories and hopes to organize a German tour in the summer.*

Some amazing facts from the amazing Tina Turner. After 31 years on the road, Turner said she will use live performances on the last date of her Break Every Rule tour in Japan. The tour saw five marriages, one divorce, cost US\$ 2.4 million in booze and used a total of three miles of guitar strings!

A D

Pan-European News
Industry Tax Plea

Musicians, composers, authors and performers are lobbying EEC officials to reconsider their plans to tax sound recordings at a higher rate than books.

The EEC plan to harmonise tax includes a draft proposal to tax sound recordings at the standard rate (between 14% and 20% in member states) while books, newspapers and periodicals will be taxed at the reduced rate (4%-9%).

A joint body representing BIEM (International Bureau Of Societies Administering Recording Rights & Mechanical Reproduction), FIA and FIM (the International Federation For Actors & Musicians) and IFPI (International Federation Of Phonographic Industries) has been set up to fight the EEC plan.

A joint statement from the organisations says: "Clearly (the plan) discriminates against recorded music and represents a considerable barrier to the circulation of cultural goods..." and calls on the EEC to recognise sound recordings as cultural material and tax them at the same rate as books as soon as possible or, at the latest, when the single market comes into force in 1992.

Oscars Announced

Hollywood - The music categories of this year's prestigious Oscar awards were won by *The Last Emperor OST* (Victory) for *The Descendants Of Smith in the UK and MAN will co-ordinate releases in other territories and hopes to organize a German tour in the summer.*

The Last Emperor OST was composed by David Burns, Ryuichi Sakamoto and Cong Su; the former is published by Warner Bros and the latter two by London-based Ray Williams Associates.

The Time Of My Life comes from the film 'Dirty Dancing' and was written by Franke Previte, John Denicola and Donald Marowitz.



Australion band members take a break from their hectic US tour to accept five platinum awards for sales of their LP 'Man Of Colours'. Pictured with the band are, from L. to R. Rod Willis (Dirty Pool Management); Martin Fahny (Regular Records); and Jim White (MD Festival Records).

New Start For Nagraia

By Roman Waschko

Warsaw - Poland's biggest record company, Polskie Nagraia, has fought back from the brink of bankruptcy with a spectacular last-minute turn around.

Under new Director, Aleksander Olaszewski, the company has made substantial, undisclosed profits, secured membership of IFPI and initiated major deals overseas.

Earlier this year Nagraia completed a deal with WEA for the release of six licensed albums, including one by Madonna. Polish

pop fans will be able to buy 300,000 copies.

The country's exports are also improving as Polish heavy metal band Turbo sign a five album contract with the West German label Noise Records and complete a deal for live concerts in August.

Overseas artists appearing in Poland this year include Sting, Iron Maiden and the Italian duo Ai Bano & Romina Power; negotiations are going on for the Bee Gees and A-Ha.

RADIO RAP

By Cathy Inglis

According to press reports in France, Radio Nostalgie, the country's second largest FM network after NRJ is for sale. Pierre Alberti, founder and owner of 50% of Nostalgie, who was imprisoned last November for unlawful financial practices, is negotiating with different potential buyers.

Some of Nostalgie's current shareholders are on the list of bidders, including Radio Monte Carlo, owner of 35% of Nostalgie. NRJ and Skyrock are also rumored to be interested.

Although not yet signed, it looks like Liverpool's Radio City is to co-sponsor a Michael Jackson concert with the local authority on September 11 at none other than the famous Antracite Race Course. In the meantime, Radio

and will be used, says HR3's Bruno Mader, to formulate the station's policies for the year ahead.

France's Kiss FM network has teamed up once again with subscription TV Canal Plus to simulcast the popular weekly 26-minute Max Headroom show.

Beatman lives on at RFM in Lisbon, Portugal. Two Beatles fans, DJ Luis Pinheiro De Almeida and E. Teresa Lage, are presenting a weekly Saturday evening show devoted entirely to the four Liverpoolians.

And finally, TFM Radio in Stockton, UK, has formed its own pop quiz team to compete against local pop teams! The quizzes raise money for charity, and so far the series is Pubs 2, TFM 2. . .

EUROCLIPS

The most aired music video clips through Europe in the week prior to publication. It includes more than 30 video-airplay points and details to show fairly-airing videos from 14 European countries.

VIDEO FAVOURITES

- Eddy Grant
Gimme Hope JA-ATA - Dignity
- Pat Shop Boys
Kiss - M85
- A-Ha
Stay On This Road - Video

VIDEO HITS

- Alwad
Don't Turn Around - 5 Star
- Bires
Drop The Boy - Video
Kylie Minogue
I Should Be So Lucky - 5 Star Prod.
- Playmate Film
Everywhere - Protago Film
- Midnight Oil
Bed - Air Spring - Not heard
- Too Toot
Solo Loving You - Protago Film
- Jerman Stewart
Get Lucky - M85
- Taylor Dayne
Proud Your Love - 5 Star
- Iron Maiden
Can I Play With My Heroes - M85

WE'LL AIRD

- Whitney Houston
Where Do Broken Hearts Go - Not heard
- Debbie Gibson
I'm a Dream - Libano-Moore Prod.
- Eight Wonder
I'm Not Scared - Video
- Afrika Bambaata & UB40
Reckless - M85
- Robbie Robertson
Somewhere Down The Crazy River - Not heard
- Pabbles
Griffind - Libano-Moore Prod.
- Bruce Springsteen
One Step Beyond - Video
- I Wanna You Back - Video

MEDIUM ROTATION

- Tiffany
Could've Been - Annem & Co
- Belinda Carlisle
If We Walk - Lightweight
- Patrick Swartz
Body - The Vid - Protago Film
- Web Wet We
Temperament - Protago Film
- Eurythmics
One Step Beyond - Off history
- Billy Ocean
Get Outta My Dreams - Picture House
- Rena Blass
Bad Ditz - Wayne King
- Cliffie Fisher
Love Changes - M85

FIRST SHOWINGS

- George Michael
Freedom - Not heard
- Ed Leppard
Armed & Dangerous - The Company
- Jays & Mary Chain
Sideshow - Airside Prod

Pan-European News
Astra On Schedule **Music At MIP**

Europe's 16 channel TV satellite Astra is on course for a November launch following the completion of the latest round of financial deals to fund the project. Television South West and Ulster Television from the UK and German-based Aachener And Munchener Beteiligungs-Aktiengesellschaft have invested in the

Societe Europeenne Des Satellites as shareholders and the group's available funds are now 6.8 billion Luxembourg francs.

The satellite will be launched on flight 27 of the Ariane rocket programme and will transmit 16 TV channels which can be received with 60cm parabolic dishes, across Western Europe. *

International Radio Network

Mannheim - In light of the rapid growth in the number of private radio broadcasters in Germany alone, and pop artists' increasing inability to fulfil the growing demand for radio interviews, freelance journalists have founded the International Radio Network

(IRN). This will trade and/or sell unsynchronised and unproduced interviews with pop artists on a pan-European basis. Over 500 interviews with such artists as Rick Astley, Bryan Ferry and ACE Band are already in IRN's catalogue. *

M O V I N G

Industry: Brian Yves Sherman Heig, Proprietor of A&K in Paris, has moved to London as Proprietor of Metromerone after 11 years with Polygram. In London, he previously worked for Capitol Int. in London. He has also worked for Manted Haller in Germany. Teddie Gram Sweden 'N' is also moving to the UK to work for the Dept of CBS in Frankfurt, he was previously Product Mgr. at A&K UK. *

C H A I R S

VIDEO NEWS
Born Again

Aubrey Powell went to Italy to produce the promo to *The Christians 'Born Again* for his own company, Aubrey Powell Productions. The clip was shot on location in Bussana Vecchia, a village near San Remo that has not changed since an earthquake 100 years ago, and the marble quarrying nearby. Peter Christopherson directed. *

Fugitive's Peter Cornish directed a promo for PolyGram act Derek B's single *Bad Young Brother*. The clip was shot at Wembley Studios in London and shows the rap artist with a bass player and some dancers in a white studio. Peter Chambers produced. *

The domination of girls in the current charts gave Ian Wiener and Anthony Broza from Wienerworld the idea to release a compilation of girl songs. It features



The Christians with Aubrey Powell (sitting, left) and Peter Christopherson (sitting, right) during the filming of 'The Christians' 'Born Again'.

added Robert Goldstein and Harris Savides to their team, have worked with Sade and Westworld as well as the Eurythmics. *

Interesting to see that *Midnight Oil's Beds Are Burning* has become a big video hit already although the single is not yet charted in the Eurochart Hot 100. PMI is the winning company in this week's Euroclips with five videos: **Pat Shop Boys; Jermaine Stewart; Iron Maiden; Afrika Bambaata & UB40 and Cliffie Fisher** *

Govt To Investigate Copyright

by Edwin Riddell

London - Collective licensing agreements, royalty payments and the use of copyright music is to be investigated by the Monopolies & Mergers Commission. The news follows the referral of TV and film industry working practices to the Commission.

Trade & Industry Secretary Lord Young said the enquiry was necessary because of the government's general concern about uncompetitive practices.

The radio industry has fought a long campaign costing £500,000 to change the current system administered by Phonographic Performance Ltd (PPL) on behalf of the record industry.

A spokesman for the Association Of Independent Radio Contractors (AIRC) said: "We've campaigned for 10 years against the terms and conditions operated by PPL under which independent radio broadcasts records. More recently, we have lobbied the government to amend the Copyright Bill and remove needletime restrictions and open up other sources of general concern about music broadcast in the UK."

PPL has also been conducting a campaign in the national press to correct what it claims are substantial inaccuracies in the AIRC and independent radio stations' arguments presented to the government.

Local Services Aim At Over 35s

Local radio stations are reconsidering their preference for teenage-oriented rock shows.

County Sound, which broadcasts to the wealthy area of Surrey, Hampshire and Berkshire will devote its medium wave (AM) output to a County Sound Gold service next year with music targeted specifically at the over-35 audience. Meanwhile Radio Trent is planning three separate local services on the FM frequencies to the three East Midlands cities it covers, with a new, single regional service network simultaneously on the AM channel later this year.

Sony Radio Nominations

London - The sixth Sony Radio Awards are "a recognition of the very best in British broadcasting," says Awards Committee Chairperson Gillian Reynolds who announced this year's nominations. These include the following radio pop related nominations.

Local Radio Personality Of The Year: Steve Jones, LBC; Barbara Sturgeon, BBC Radio Kent. Best Popular Music Programme: "Taking The Chief" on Birmingham's BRMB; "Eric Clapton Story" and "Ladysmith Black Mambazo" on BBC Radio 1. Best Specialist Music Pro-

gramme: "25 Years Of Reading Rock - The Story" on Radio 210 in Reading; "Before The Blues" on BBC Radio 3 and "Billie Holiday: Her Own Words & Music" on BBC Radio London. Best Pop Music Programme: "The Noise (The Tony Snell Show)" on Radio City, Liverpool; "Elvis 10 Years After" on Nottingham's Radio Trent and "The Bottom Line" on BBC Northern Ireland.

Technical Excellence & Achievement In Broadcasting: "Rockline - Huey Lewis" on Manchester's Piccadilly Radio. ■

UK's Biggest Cable Franchise

Birmingham - Britain's largest cable franchise, with connections to 450,000 homes in Birmingham, will soon be available for tender as the first of 10 new networks to be advertised by the Cable Authority.

Among the groups bidding are the Birmingham Cable Corporation and West Midlands Cable Communications but a fourth

midtable third contender may come from media giants Granada since the Cablecom group was bought by Telefusion, a Granada subsidiary.

The new Birmingham cable network will be the second largest in Europe after the Paris project which is currently under construction and which will have 1.2 million connections. ■

ROCK OVER LONDON

Globe Theatre, Shaftesbury Avenue, London W1, tel 1-4377122



A change of direction for The Firm

Statistics just released by UK chart compilers Gallup confirm the widely-held belief that the 7" singles market in Britain is declining at an alarming rate. It is particularly evident at the top of the charts where, in the first quarter of 1984, the average weekly sales of a No. 1 single in the UK were 107,000. For the corresponding period this year, sales were 76,900. Similarly, it is now possible to have a top 20 hit by selling 20% fewer copies than four years ago.

But further down the chart, sales figures begin to stabilise and a No. 50 hit now sells 8,300 units a week, consistent with the 1984 figure. The net result is an 18% fall in the overall UK singles market since 1984.

The Firm have just signed a new worldwide record deal with RCA but there will be no releases for a few months yet. The band have written a lot of new songs and they are currently choosing a producer. As they are looking for what their UK management calls "a change of direction" it is very unlikely they will be using *Walkabout* producer, Rupert Hine this time. Meanwhile, singer Cy Curran is reported to be working on a solo album as well as new Firm material.

Iron Maiden, who will be headlining the Castle Donington Music Of Rock Festival in August, will also be touring with their new album *The Number Of The Beast*. ■

Rock Over London is the UK's weekly rock music showcase presented by DJ Graham Dene and syndicated to international radio. The programme goes across America, Canada, Australia and the Far East.

Filmtrax Publishing Deal

by Peter Jones

London - In deals said to total some £40 million, the London-based publishing house Filmtrax which was set up to handle the solo albums of 60s singers-songwriter Tim Hollier, has bought the Columbia Pictures Music Group and Ivan Mogul Music.

Filmtrax finalised the deal despite strong competition from industry giants EMI Music Publishing and SBK Songs and is now the third largest British-owned publishing company.

The group also has a record

division, headed by former RCA Records Managing Director George Lukan, and the Leasing Copyright Service, acquired earlier this year, which handles administration for 350 independent music publishers.

The Columbia catalogue has 64,000 titles and the Mogul repertoire includes Abba releases in the US and many 50s standards. Filmtrax Managing Director is John Hall (formerly head of Elton John's group of companies) and Tim Hollier is a director. ■



Jive's Surprise - After one of his performances with Eric Clapton in the UK, Jive artist Jonathan Butler is presented with two golden records, one for the US and one for the UK, for his latest self-titled double album. Butler is surrounded by Jive executives, from left to right: Steven Howard, Bob Nolan, Mike Noble and Cive Calder.



Natalie Merchant, singer of 10,000 Maniacs gave a boost to new Elektra signing Tracy Chapman with a personal appearance at Chapman's show in London recently. At the party backstage after the show are, from l. to r. Elliot Roberts (Mgr.), Richard Thomas (MD SBK UK), Tracy Chapman, Paul Conroy (WEA MD US), Jo Bolson (Elektra Label Mgr.), Barry Dickins (Promoter) and David Ritter (VP UK, Elektra).

Sunshine Tops Youth Ratings

Dublin - Some 87% of the 12-49 age group of the Dublin population listen to radio, according to one of the largest radio listeners surveys conducted in the Irish capital.

According to Wilton Research & Marketing, pirate station Radio Sunshine 101 topped the ratings with a massive 79% of listeners

in the youth market (12-19 year-olds), while another pirate, Q102, came second with 40%. Public broadcaster RTE 2 came third with 19%, and RTE 1 came fourth with 14%. But Sunshine led out in the adult market, with the 20-49 age group, it scored 33% against RTE 1's 56%. ■

New Radio Training School

Specialist training for radio DJs will be available at a new Radio Training Unit run by East Midlands ILR (Independent Local Radio) group Radio Trent, which has stations in Nottingham, Leicester & Derby.

Chris Hughes, Radio Trent's Programme Controller and a long-time advocate of training within the industry, says the Unit is badly needed as the ILR industry is about to expand rapidly. "We're also aiming to train people in community and volun-

teer schemes. There is a shortage of skilled people in the industry. It's getting harder and harder to recruit staff and it will not get any easier."

The Unit will be initially funded by Radio Trent but they have approached the IBA (Independent Broadcasting Authority) for extra finance to support a scholarship scheme for staff from other independent stations. The IBA's contribution is expected to be small in what is, essentially, a commercial venture. ■

UK RADIO

PLAYLIST REPORT

TALK

by Howard Marks

In London, Capital Radio's Saturday slot will be hosted by DJ Paul McKenna while Kenny Everett takes a three month break. The station's annual Help A London Child weekend recently raised a record of £235,000 for charity.

County Sound Radio in Guildford has tripled the output on their FM transmitter, following a survey which revealed that they were picking up more listeners on FM than AM.

Simon Dee returns to radio for a 14-week period of "Sounds Of The 60s". Dee was a popular media personality in the late 60s but disappeared from the scene during the 70s.

BBC Radio 1 producer Jeff Griffin is in Los Angeles with Johnny Walker working on some new shows for the station following his 25 mile trek with Ian Botham as part of the cricket star's charity walk across the Alps.

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

1. Cliff Richard - Live Changes
2. Status Quo - Ain't That Rock
3. A&P - Say On These Roads
4. Michael Jackson - Thriller (2nd Week)
5. Pat Sharp - Boys - Heart
6. Michael Jackson - Thriller (2nd Week)
7. Thomas Dolby - Akheal
8. Fleetwood Mac - Everywhere
9. Pat Sharp - Boys - Heart
10. Bananarama - I Want To Be Like You
11. Hazel Dean - Who's Loving Who
12. George Michael - One For The Road
13. Brenda Russell - Into The Dark
14. Michael Jackson - Thriller (2nd Week)
15. Lloyd Cole - From The Hip
16. Jermaine Stewart - Get Lucky
17. Eighth Wonder - In The Land
18. The Christians - Son-A-Gone
19. Edgy Grant - Home Next Of Kin
20. Al B. Sure - Never Say Die

HOT BREAKOUTS

National hits for the international markets

- Hazell Dean
Who's Loving Who (EMI)
- Bananarama
I Want You Back (London)
- Pat & Mick
Let's All Chime (PWL)
- Danny Wilson
Mary's Prayer (Virgin)
- Deacon Blue
When Will You Make My Telephone Ring (CBS)

THE 3RD INTERNATIONAL MUSIC & MEDIA CONFERENCE

Montreux, Switzerland May 11-15 1988

ARTISTS & ENTERTAINMENT

More than 50 of today's hottest acts will perform at the Golden Rose Montreux Rock Galas, May 12-14 at the Montreux Casino. The show will be produced for worldwide telecast by Michael Hurll for Swiss Television and the BBC. Confirmed names include Steve Winwood, Robert Palmer, Chris Rea, Bananarama, Jellybean, Aswad, Climie Fisher, Johnny Hates Jazz, Boz Scaggs, The Communards, Wet Wet Wet and many others.

In conjunction with international companies, IMMC will be organising intimate parties and press conferences at the convention centre.

Unique live Showcases will also be staged at the Hazylund nightclub. Already appearing will be Trance Dance, Gringos Locos and Bardeux.

THE MUSIC-IN-MEDIA MARKETPLACE

The Music-In-Media Marketplace at the Montreux Convention Centre with exhibit areas and listening and viewing facilities, will be the ultimate meeting place for music, media and marketing professionals. It is the perfect platform for the international presentation of products, artists and services.

LOOK WHO'S COMING:

10/Virgin - A&M - Adformatic - Album Network - Allied Entertainment - Anheuser/Busch - Antenne 2 - Arista - BBC TV - BBC Radio 1 - Billboard - BIN - BMG - BMI - Bayerischer Rundfunk - Break Marketing - British Airways - BRT - Buma/Stemra - Canal Plus - Capital Radio - CBS - CBS Radio Networks - C GD - Channel 4 - Chrysalis - Citac - CMJ - Coca-cola - Couleur 3 - CRI - CVC - DGG - Dara Productions - DRS - Duraco - Electrola - EMI Music - EMI - EMI/Manhattan - Enigma - Epic - Esi Street - European Promotion Services - Fazer Music - Finnish Broadcasting - Five Records - Flying Dutchman - Flying Music Company - FMBQ - FR 3 - Fun Network - Gavin Report - GEMA - Hits - Hollywood Reporter - ID TV - IDP/Diamond Awards - Impact - International Services - Jive - Zomba - Jeff Pollack Communications Inc. - Jugoton - KBCC - KDKB - KRQR - KSIE - KLM - London Records - M-Music - M6 - Motilly - Magnum Music Group - MCA Music - MCA - McCann-Erickson - MCM Network - Michelob - MJJ Broadcasting - MSA -

MTV - Music Box - Music & Media - Musikmarkt - NDR - Nestle - New On The Charts - Notabene - OTM - Peer-Southern - Phonogram - Pica Productions - Pluto Musik - Poe Report - Pollstar - Polydor - PolyGram - Polyvideo - Poprocky - Pro International Oy - Pro Sport & Leisure - ProMotion - Pulse Of Broadcasting - Radio 10 - Radio 1 - Radio Bremen - Radio MI - Radiovision - RAI - RCA - RETE 105 - Rob de Boer Productions - Rock Over London - RPMIC - RTL - RIVE - SACEM - SAS - SBK Songs - Sky Channel - Sonet - Sonntagsblick - Sony - SPV - SSR - Sunshine 101 - Super Channel - SWF - Swissair - Tele 5 - The Raleigh Group - The Record - Top FM - Top Format Productions - United Stations - Veronica - Virgin - WCI - WCKF - WDR - WEA - Westwood One - WGR - Winterthurer Musikfwoochen - WKLS - WRTL

... and many more to come! Shouldn't you be there as well???



between music, media and marketing

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THE HIGH LEVEL CONFERENCE

This year, more than ever, European broadcasting is changing at a very rapid pace. This provides unique opportunities for the Media and the Music industries. But it also brings challenges for the Marketing world. Sponsors, Syndicators, Copyright Societies, Publishers and the New Media. With the disappearance of national frontiers, there are many urgent topics to be discussed in order to bring all groups together.

THE PANELS

**BRAVE NEW WORLD
THE TOP 40 TYRANNY
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Henk Endlich (Buma/Srema Holland)
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Tom Freston (MTV Networks USA)
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Bill Lynn (Coca Cola Corporation USA)
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Super Decision From Court

by Marc Maes

A Belgian court has ruled that Super Channel must be allowed onto the Flemish cable network unless the government bans all other foreign commercial TV stations (which would be TFI and RTL).

Super Channel went to the courts to force a decision from

the government, claiming that Belgium Minister Dewael was protecting the new Flemish private TV station VTM.

In anticipation of the court's judgement, Super Channel has finalised agreements with some cable distribution companies and could be on cable next month. ■

BRT's 'Bingo' Off Air?

'Bingo', BRT's weekly pop show, is likely to disappear from the screen next year. The show started two years ago and is produced by Tom Huybrechts; it is hosted by Bar Peeters and Beir Maat.

Huybrechts combines video clips with live interviews with acts like Godley & Creme, John Cale and Wendy & Lisa. The show also regularly features local talent and the official SIBESA top 10 chart.

According to Lambert Van Der Zighe, head of BRT produc-

tion, the show's success with the target audience is under question. "This applies not only to 'Bingo' - we really doubt whether our viewers are still interested in the number of video clip shows they are confronted with every week, including 'Countdown' and even 'Top Of The Pops'. We think there is something of an overexposure... but the main reason for stopping the show would be decreasing ratings. However, no definite decision has yet been made." ■



In Good Company - Dutch publishers Peter Schoonhoven (left) and Pieter Bodegoven (right) of The Company Of The Two Ploeters, sign a deal with George Gluck of Ed. Intro on the representation of the Intro/Miesel catalogue in the Benelux.

Slow Start

Hilversum - First figures suggest Holland's new channel, Nederland 3, did not attract the size of audience it hoped for on its launch day, April 4, with an average 400,000 viewers during the day.

The sports programme, which had 1.5 million viewers, was the most popular. Dutch national broadcaster NOS said the weather might have influenced the viewing figures for Nederland 3 but could not explain why Nederland 1 and 2 were not similarly affected.

Charity Show On AVRO

Amsterdam - Pop artists are taking part in a 90 minute show on AVRO TV on April 28 to raise money for a germ-free unit at a Rotterdam hospital that treats children with cancer. The show is hosted by Dutch cabaret entertainer Herman Van Veen and includes singer Mathilde Santing and American guitarist Michael Hedges. The show is organised by the Colombian Foundation who hope to raise DFI 2 million through donations. ■

More Satellite Time For Benelux TV

Willem Van Kooten's satellite TV station, Benelux TV/Kanaal 4, may broadcast for 21 hours a day, instead of the original seven hours, because a weather station that was to share satellite time has pulled out.

MeteoCast, a meteorological agency based in the Netherlands, planned to share the ECS FI transponder with Van Kooten's Luxembourg-based station but has not been able to raise the necessary finance.

So Van Kooten, who planned

to broadcast from 18:00 to 01:00 hours, has claimed the transponder hours which MeteoCast Weather Channel can not use.

Benelux TV is registered in Luxembourg as Cablelux Broadcasting SA and the FIT has announced that Cablelux will sign the satellite rental contract soon. Van Kooten says he has raised "almost all" the money he needs for the venture which is destined to begin transmitting in January 1989. ■

Festival Threatened By BUMA Demand

The Hague - The North Sea Jazz Festival will have to be abandoned if the Dutch copyright society insists on raising its fees, say the Festival organisers.

According to Paul Acket who has staged the festival for the last 12 years, Holland's BUMA is demanding "extortionate performance fees".

In 1983 the BUMA fee was DFI 10,000 but for this year's festival, scheduled for July 8-10 in The Hague, the fee will be DFI 40,000 and by 1992 it will be DFI 90,000. Acket describes this as "ridiculous" and insists that if the increases are enforced he will have to abandon the Festival which makes little profit and occasionally a small loss.

BUMA Vice President Hein Endlich says the Festival already pays a lower fee than the usual 7% of gross receipts and the correct fee should be around DFI 150,000. ■

Sting Opens New Venue

The Hague - Sting was the first performer to use Holland's newest venue, the Staten Hall in The Hague, when he played two nights, at the 10,500 capacity hall on April 16 and 17. The Hall is part of The Hague's Congress Centre and will host at least six major pop concerts per year. ■

HOT BREAKOUTS

National hits for the international markets

- Selena Shotgun (EMI)
- Yann Anderson Song For Nadim (Mercury)
- Ellert Love Lies (RCA)
- Gerard Joling Shoutin' La (Phonogram)
- Rene Froger Winter In America (CNR)

Berlusconi Claims Deal With AFI

by Victoria Castello

Italian media magnate Silvio Berlusconi claims he has reached a deal with the AFI (Italian Association Of Record Companies) which could end the blockade of music tapes and videos for his

PLAYLIST REPORT

- | | |
|--|--|
| <p>SEI - Spain
The 20 best played records in Spain from Cuarenta Principales, covering the major Spanish stations.</p> <ol style="list-style-type: none"> 1. Complices - Sensi M Complex 2. Pet Shop Boys - Always On My Mind 3. Gabinete Caligari - Correo Sere 4. T.T. D'Avary - Say Your Name 5. George Michael - Fisher Kings 6. La Decada Prodigiosa - Una Vida 7. Leonard Cohen - For You Take Manhattan 8. Mango - Por Da Versao 9. INXS - Don't Look Back 10. Norah Lambert - Jogo Acasle 11. Alaxay Y Dinarama - Sakale 12. Joe Cocker - A House Look & Feel 13. Mercedes Del Silencio - Heres De Lyranda 14. Michael Jackson - I Just Can't Stop 15. Pato Casari - La Estada 16. German Coppini - Cuando Estabas 17. Taylor Dayne - Tell It To My Heart 18. Depêche Modé - Behind The Wheel 19. The Commodores - New! Can You Groove 20. Liza Bondolun - Quere Tu | <p>RAI - Italy
Most played records as compiled from RAI Stereo Dae.</p> <ol style="list-style-type: none"> 1. Fiorella Mansola - Dado Dall'Amore 2. A Casir D'Arcos - Casir D'Arcos 3. Guasch Patti - Lei Me Muste Quere 4. Fabio - Solo Levo Tu 5. So - Are You So 6. Prince - Cool Love 7. Wet Wet Wet - Temptation 8. Morrissey - Samadai 9. Anna Orie - Tu Hai Ud Fu 10. Bros - On Up The Bay 11. Afrika Bambataz & UB40 - Heres 12. Fright Of Rabbits - Nola Via De Fiume 13. De Moe - My Cha Cha 14. Mino Bonaccorso - Salsotto 15. Enrico Ruggeri - Garri Raggiu 16. Elita Fiorillo - How Can I Forget You 17. Kylie Minogue - I Should Be So Lucky 18. Jernamine Stewart - Jay & Papa 19. The Shit - The Down Down 20. Sade - Love & Stranger |
|--|--|

three TV stations, Canale Cinque, Rete 4 and Italia Uno.

The TV stations, owned by Berlusconi's Fininvest company, have not been able to use music tapes for any of their shows since a row flared up between Fininvest and the AFI over fee payments earlier this year.

But AFI Secretary Ernesto Mognani insists there are still some areas where the two sides disagree and discussions are continuing. ■

HOT BREAKOUTS

National hits for the international markets

- Dulce Neves Boa Notte Vinho (RCA)
- Enrico Ruggeri Giorri Raggiu (CGD)
- Tijelotas Banditas (CBS)
- Massimo Ranieri Perdere L'Amore (WEA)
- Miguel Bosé Lay Down On Me (WEA)

Greek Private Success

by John Carr

Athens - The success of the first full Greek private radio, Athens 98.4 FM, which pumps out pop, including whole albums, without comment, has left the Greek record industry wondering how to deal with the resulting problem of home taping.

Recorded cassette sales dropped drastically over the last months of 1987, with unofficial estimates decking a 15% slump. And many blame Athens 98.4 FM which serves the four million Athens population. While pre-recorded tape sales have decreased, there has been a three-fold rise in sales of radios in the last quarter of 1987. Ion Stamboulich, WEA Greece Managing Director, says: "People prefer listening to the radio. They don't have time to listen to records or cassettes." ■

SCANDINAVIA

Top 40 On Radio

Radio Eitan-Radio Ykkonen, an independent FM station in Helsinki, has started broadcasting the Finnish Top 40 Chart Show in a twice-monthly programme devoted to the top 40 best-selling LPs and CDs and the top 20 singles.

The show is aired on Saturdays between 10:00-11:30 hours hosted by music business journalist Sallamari. The show is based on the same IFPI-approved chart that appears every week in M&M. ■

Finnish Pop Awards

Helsinki - Finland's new supergroup, Miljoonasade (Milion Raindrops), picked up two top prizes at the Finnish record industry awards: Best Newcomer 1987 and Best Song for their mega hit Marraskuu.

Topi Sorsakoski, who fronts the Shadows-style band Agents, was voted Male Singer Of The Year, and Paula Koivuniemi was named Female Singer Of The Year.

A special award was given to Tapani Kansu, a versatile singer who includes musical comedies, (advertisement)

poems and modern pop in his repertoire. Mamba won the Group Of The Year title and their producer Riko Mattila won the Producer Of The Year Award. ■

No Third Kiss

Oslo - Heavy metal band Kiss will not be invited back to Norway's premier rock venue the Drammenshallen, near Oslo, for a third concert. "Twice is enough," says hall manager Haakon Lobach. No specific reason has been given for the refusal. ■

HOT BREAKOUTS

National hits for the international markets

- A-Ha Stay On These Roads (Warner Brothers)
- Alien Only One Woman (Virgin)
- Tommy Korberg Little Big Apple (Mercury)
- Tone Norum Point Of No Return (CBS)
- Boycott Cool Cool Woman (Amulet/Polmaro)

MAGNUM

19TH APRIL	TRONDHEIM	22ND APRIL	KARLSKOGA
20TH APRIL	OSLO	23RD APRIL	GOTHENBURG
21ST APRIL	STOCKHOLM	24TH APRIL	COPENHAGEN

WINGS OF HEAVEN TOUR

Declan Lowney Wins Eurovision Job

The man behind the screens

by Mical O'Higgins

On April 30 an estimated half a billion people around Europe will watch the Eurovision Song Contest broadcast live from Dublin. One of those viewers, Declan Lowney will be watching the programme closer than most and with greater apprehension than any. At 27, Lowney is the youngest director ever to be trusted with the task of directing the Eurovision Song Contest.



Declan Lowney began his career as a junior film editor, a job he obtained through an employment scheme. It was this job which enabled him to make a short 20 minute feature film entitled 'Wavelengths' which looked at a day in the life of a pirate radio



Declan Lowney, at 27 he is the youngest ever director of the Eurovision TV show

station. The film won the International Critics Award for Best Irish Film at the prestigious Irish Film Festival, and at 19, Lowney began

working for RTE. Ireland's national broadcaster. In 1986 Lowney was assigned to work on the pop programme 'Megamix'.

The format for this year's Eurovision TV show will be broadly similar to previous years. But Declan Lowney's involvement in 'Megamix' has influenced the way the 1988 show will differ from other years. Like 'Megamix', the Eurovision show will have two co-presenters, Pat Kenny and Michelle De Rocca.

Kenny is one of Ireland's most talented 'serious' broadcasters. He hosts his own live current affairs radio programme each weekday, as well as presenting 'Today Tonight' on TV. Up until last year, Kenny also presented a very popular rock album programme on the national pop radio station. Michelle De Rocca is a former Miss Ireland and model and has broadcasting experience as a continuity announcer on RTE television.

Lowney laments the fact that the show has so little appeal for youth audiences so, this year, the presentation style will be more informal in an effort to be broaden the appeal to a younger audience. Construction of the stage is already under way; it measures 140 feet wide and 120 feet long.

Lowney was concerned that the size of the stage might dwarf the performers but this will be overcome by the installation of two giant 28-foot high video walls. Each of the video walls, which are supplied by Philips, are the equivalent of 80 television monitors. These can provide a number of different effects, including close-up shots.

One of the special features of the stage set is an incredible four thousand feet of neon lighting - believed to be a record-breaking amount of neon used for a TV production.

The all-important Eurovision scoreboard has undergone a dramatic change this year; instead of the traditional board, scores will be kept on the video walls using state-of-the-art graphics supplied by WigeData, an electronics company based in Cologne.

The main worry of any organiser of an event on the scale of



Pat Kenny and Michelle De Rocca, co-presenters of this year's Eurovision

the Eurovision is the possibility of technical problems occurring. Because of the huge audience, the Eurovision is a great showcase for the work of the broadcasters of the host nation. This does, of course, have the same magnitude of effect should transmission breakdown. RTE is however, confident that everything will run smoothly.

The signals will be broadcast from the grounds of the Royal Dublin Society, Simmonscourt Pavilion, to RTE's television centre a couple of miles away. From there it will be fed directly to one of the five ECS satellites. And from there, the signal will come down at Brussels and then be re-transmitted throughout Europe, by a series of terrestrial microwave links to each European country.

There is a failsafe mechanism in case the satellite service should break down; the signal will simultaneously be broadcast to the BBC in London who will feed it into Intelsat which could take over the role of the ECS satellite should it fail to function. Even if the unthinkable happens and both these systems fail, the signal could still be broadcast via terrestrial links between Dublin and London and onwards to the

Continent.

When Ireland last won the Eurovision Song Contest in 1984 with Johnny Logan's *What's Another Year*, there was euphoric celebration. When the euphoria wore off, it was replaced by consternation in many circles within RTE. At the time, the channel was making substantial annual losses. The cost of hosting the following year's Contest (the traditional honour of the winning country) was estimated at three-quarters of a million pounds. Many departments felt this money could be better spent than on a one-night jamboree.

This year the cost of staging the event has risen to a million pounds. But on this occasion, nobody is complaining about the cost. Lucrative sponsorship deals have been made with the financial institutions and other corporate entities and the value of these deals means that the actual cost to RTE will be much lower than the million pounds it will cost them to stage the event.

Another benefit is that this year's show will be bigger, better and more innovative than that staged in Ireland in 1985. A special Eurovision village is being built on the grounds of the Royal Dublin Society (RDS) and this will include banking facilities, bars and restaurants, and several recreation areas for participating nations and embassies.

The Contest will be staged in the Simmonscourt Pavilion which is used for events as diverse as agricultural shows, party political conferences and pop concerts (Ron Stewart, Chris Rea and Chris De Burgh, for example). The choice of Simmonscourt may not be ideal; many of those who have played there in the past have not been altogether happy with the acoustics. But Lowney is more than satisfied:

"There is a world of difference between rock bands and the RTE Symphony Orchestra." And just to make sure that the acoustics will be absolutely right on the night, RTE has recently been supplied with a brand new outside broadcasting unit, custom-built by Sony. ■

Who Will Win This Year's Eurovision?



The bright new hopefuls and the tried and tested veterans - all the entrants for the 30th Eurovision Song Contest to be held in Dublin on April 30, share the excitement and anticipation of performing for their country. And however biased the public, the event has without doubt become an institution on the European pop scene. The following pages introduce you to some of the major contenders.

Gerard Lenorman

France

Gerard Lenorman, who is 48 years old, wrote his first song at 12 and started singing



with local orchestras at 14. By the start of the 1970s, Lenorman was singing in the French version of the musical 'Hair'. His first hit came in 1971 with a song called *Il*, which was followed by a long list of successes including *Si Tu Ne Me Laisse Pas Tomber*, *Michelle*, *Si J'Etais President*, *On A Volé La Rose* and *La Ballade Des Gens Heureux*.

Lenorman's popularity waned a little in the 80s and his selection to this year's Eurovision Contest marks a comeback. His song, a melancholic ballad called *Chanteur De Charme*, is composed by himself with lyrics by Claude Lemesle. The single is to be released in Belgium and Switzerland and Lenorman's producer Charles Talat is negotiating with Holland, Germany and Scandinavia. ■

The band's entry, *Take Him Home*, was written by lead singer and keyboard player Peter Reid. Jump The Gun have no recording contract but Ossie Kilkenny, financial adviser to U2, is currently negotiating with interested parties. The band have four primetime TV appearances scheduled for April. ■

Scott Fitzgerald

United Kingdom



Ten years after his first hit, Fitzgerald could have a second on his hands with *Go*, written by Julie Forsyth, daughter of popular British TV personality Bruce Forsyth. His slow ballad won nearly 100,000 telephone votes in a televised selection contest.

Go will have a European release under three labels: PRT in the UK, RCA in Benelux and Global in Germany, Austria and Switzerland. Martin Pursey, Managing Director of the song's publishers and producers Ludan Music, says: "We entered because we want the UK to have the Eurovision winner and because we're now able to turn Scott into the worldwide artist that he deserves to be." ■

Celine Dion

Switzerland

Although just 20 years old, Canadian singing star Celine Dion has already recorded gold and platinum-selling albums and played in front of a crowd of 40,000. The French-speaking singer easily won the Swiss nomination



tion with her Aitilla Serefulu/Nel-la Martinetti composition, *Ne Partez Pas Sans Moi (Don't Leave Without Me)*. Her Best Of Celine Dion album will be released by Carrere across Europe in May. ■



Jump The Gun

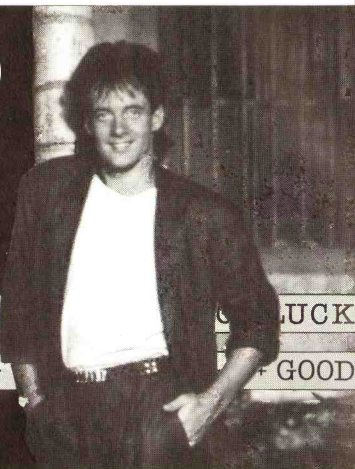
Ireland

This brewery-sponsored four-piece have an impeccable Eurovision pedigree and are expected to do well in this year's Contest. They are managed by Louis Walsh who also managed Linda Martin, when she took third place in the 1983 Contest, and double Eurovision winner Johnny Logan.

The band's entry, *Take Him Home*, was written by lead singer and keyboard player Peter Reid. Jump The Gun have no recording contract but Ossie Kilkenny, financial adviser to U2, is currently negotiating with interested parties. The band have four primetime TV appearances scheduled for April. ■

GERARD JOLING

Shangri-La



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GOOD LUCK +++ GOOD LUCK +++ GOOD LUCK

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Dora

Portugal



Luca Barbarossa

Italy

After winning last year's prestigious St Vincent Festival and coming third in the 1988 San Remo Song Festival, Luca Barbarossa has now been selected as the Italian nomination to the Eurovision Contest with *Ti Scrivo (I Write To You)*. His third album, *Non Tutti Gli Uomini*, went gold after only two weeks.



largely thanks to his participation in the San Remo Festival. ■

Maxi & Chris Garden

Germany

Mother and daughter team Maxi & Chris Garden beat nearly 600 contenders to win this year's German nomination with the song, *Lied Fuer Einen Freund (Song For A Friend)* written by Ralph Siegel, composer of Nicole's 1982 winner *A Little Love*. The Gardeners won the selection easily, after narrowly losing last year, with a song by the popular Siegel/Meinunger team.

Twelve songs were chosen from 566 entries to contend for



Dora, one of the most well known singers in Portugal, is to represent the country at the Eurovision. Dora, who is signed with CBS, will sing a song called *Voltaire (I'll Be Back)*, written by Jose Niza and Jose Calvario. Dora is 21 years old and won a place in the 1986 Eurovision Song Contest on the first time she made a professional appearance. Her first single for CBS was recorded in Namucho Studios in Portugal and Eden Studios in the UK with backing vocals by the Wham girls. ■

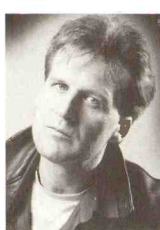
La Decada Prodigiosa

Spain

After a string of platinum records for cover versions



of 60s and 70s numbers, La Decada Prodigiosa are making their first attempt at creating a hit of their own with *La Chica Que Yo Quiero (The Girl That I Love)*. The eight-piece band formed in 1985 and are produced by Jorge Alvarez who discovered top-selling Spanish acts like Ole Ole and Mecano. Their Contest song is written by Francisco De Diego and Enrique Petró. ■



is best known for the hits *Telephone Terror*, *Nights In The City* and *Karavos*. ■

the nomination and of these, composer/publisher/record company owner Ralph Siegel holds the publishing and release rights for three songs and lyricist Bernd Meinunger wrote four, including the winning entry. ■

Aphrodites Phrida

Greece

The stage show for Greece's entry includes a dancing clown, in keeping with the song *Clown*, and backing vocals by Romi Roumeliotis and Stelios Konstandinou. The song is written by Dimitris Sakislis and arranged and conducted by Harris Andreasis.

Phrida was chosen to represent Greece (who originally opted out of this year's Contest) after a 90-minute presentation show held in Piraeus' City Theatre. ■

Kirsten & Soren

Denmark

When Kirsten & Soren (known to Danish fans as Hot Eyes), perform *Ka Du Se Hvaa Jeg Sa* in Dublin they will set a record with their third appearance in the Eurovision Song Contest.

Kirsten & Soren are well-known in Denmark for their popular, easy-listening music. Soren Bundgaard owns a studio which specializes in pop music



and radio jingles and Kirsten Sigaard is an accomplished actress and singer. Their song is already available in English, French and German versions. ■

Gerard Joling

Netherlands

For the second year running, Holland's Eurovision artist has been "head-hunted" by a music industry promotion agency and the public's only input was to vote for the song to be performed.

Joling, who originally shot to fame as a Don McLean sound-alike, will sing the up-tempo *Shangri-La* written by his producer Peter De Wijn. But Joling has admitted that he would prefer



to sing a slower ballad. The 26-year-old singer was a model and DJ before his 1985 talent show success. ■

Boulevard

Finland

Boulevard are the third Finnish band to represent their country on the Flamingo record



label, but they only won the nomination by a one point margin. Their *Naurava Silmä Muistetaan* (*Laughing Eyes Are The Ones You Remember*) was written by husband and wife team Pepe and Kirsti Willberg and arranged by Kassu Halonen and Kisu Jernstroem. It is a mid-tempo song about everyday humanity. The six-piece band have been together for five years and all live in Helsinki. ■

Tommy Korberg

Sweden



Actor and jazz/blues/pop/folk singer Tommy Korberg has been called Sweden's most interesting voice. His song *Stad I Ljus* (*Unchained Light*) is about racism in South Africa.

For the past two years 39-year-old Korberg has had a leading role in the hit musical "Chess," written by former Abba duo Bjorn Ulvæus and Benny Andersson with Tim Rice, but was unable to continue after the show's transfer to America's Broadway. ■

Joseph Reynaert

Belgium

Prison camps, world famine and children's suffering comprise the material for Joseph Reynaert's entry, *Laissez Briller Le Soleil* (*Let The Sun Shine*),



although he promises the song is not too negative!

Reynaert: "I hope the song, plus the Contest, will be something of a breakthrough for me but the main thing is to represent Belgium with a good song, perhaps in a different style from MOR Eurovision." EMI Belgium will release a single CD on April 15 with both English and French versions of the song. ■

Karoline Kruger

Norway

The Norwegian entry, *For Vaar Jord* (*For Our Earth*), is written by Anita Skorgan who has sung at the Eurovision herself. This time 18-year-old Karoline Kruger from Bergen will be representing Norway. After the



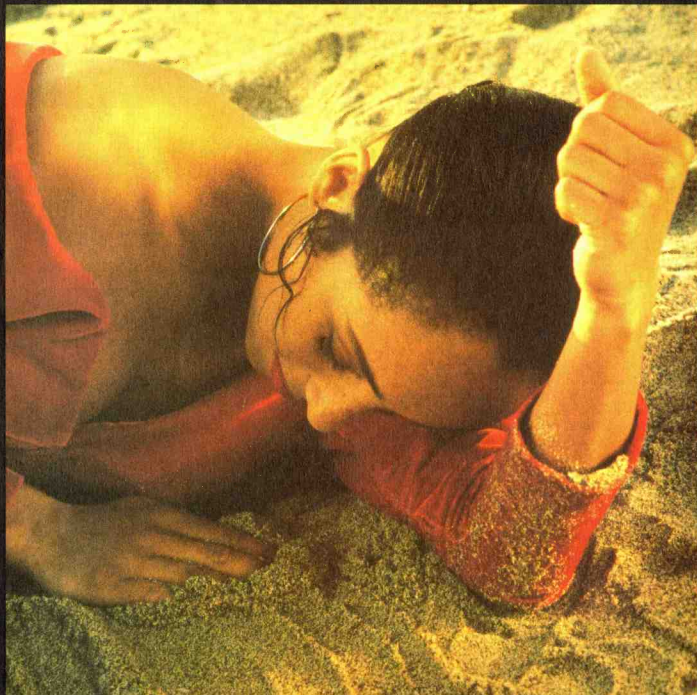
Contest, Kruger will release an album on the Noah's Ark label which includes best-selling Norwegian artist Sissel Kyrkjebø on its roster. ■



sade

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Eric Clapton - A Life At The Crossroads

by Machiel Bakker

The name Eric Clapton has always been synonymous with the electric guitar. Clapton is probably the most influential guitar player of modern rock. This year he celebrates a 25 year career and Polydor grab the chance to release a unique retrospective album, 'Crossroads'.



let giving detailed information on each track.

Based on the *Crossroads* from legendary blues singer Robert Johnson, the Polydor album catalogues the whole Clapton career: pioneering days with The Yardbirds, the pure blues period with John Mayall, the jazz-rock fusion of Cream and the return to the blues with Derek & The Dominoes. His restrained solo days are also well-documented on the box set of six LPs/MCs or four CDs. The 73 tracks include a lot of previously unreleased material, live and studio, and the package includes a splendid 30-page book-

The 294 minutes and 12 seconds (!) from 'Slowhand' (Clapton) kicks off with *Room Boom* from The Yardbirds' first studio session in 1963. Nine tracks from those early R&B days are fol-

lowed by six from the Clapton/John Mayall and his Bluesbreakers partnership. Listen out for the live version of *Have You Ever Loved A Woman* recorded at London's Flamingo Club in 1966. From the trendsetting Cream period, as well as the necessary I

Feel Free, Sunshine Of Your Love and *White Room*, there are two brand new tracks, *LadyAMA* and *Steppin' Out*, both recorded at the BBC Studios. Three tracks from the short-lived Blind Faith project follow.

The hectic, disorderly days with Delaney and Bonnie unfold with an interesting new mix of JJ Cale's *After Midnight*. From the Derek & The Dominoes days and the spellbinding alliance with Duane Allman comes an inspired, live version of the Big Bill Broonzy standard *Key To The Highway*.

His gradual move away from the blues and the resurgence of melodic tunes cannot be better exemplified than on sensitive tracks like *Let It Grow* and *Wonderful Tonight*, two from a total of 29 tracks depicting his solo days. From the sturdy sessions with drummer and producer Phil Collins comes the arresting *Wanna Make Love To You* recorded during the sessions for the 1986 LP *August*. The box set, out this week, is an ideal tool for radio features. ■

7 Tons Of Iron For Maiden's 7th Son

by Alexandra Van Der Broek

Top-selling albums, global tours and a talent for producing the definitive heavy metal sound have ensured Iron Maiden a huge worldwide following. Their latest LP, 'The 7th Son Of A 7th Son', looks sure to continue their success.

42-date headline tour. Since then lead vocalist Bruce Dickinson's vocal style has been often imitated but never equaled. "I generally don't listen to a lot of music on the radio, as there is a lack of originality with a lot of bands. Half the time I can't hear anything new and singers imitate instead of finding their own voice," he says.

Seven studio albums and one live LP have been released and the latest is a concept LP recorded in Munich's Musiland studio, and featuring one of Dickinson's finest ever vocal performances.

The album is produced, as always, by Martin Birch and while it is unmistakably Iron Maiden it is the first time the band has used keyboards and synthesizers although on the LP *Somewhere In*



Time they experimented with guitar synthesizers.

Dickinson: "This new LP is much broader. We wanted to do something new this time and it is so much easier to use real keyboards as you get a bigger variety of sounds to use." *Can I Play With Madness*, the first single from the new LP, went straight into the UK charts at no. 4 and has since charted across Europe.

The accompanying video clip was directed by Julian Doyle who worked on all three Monty Python Films, Brazil and Time Bandits.

The band's next world tour starts in Canada in May and takes in 18 countries in seven months including the Castle Donnington festival in England and both German and Dutch Monsters Of Rock festivals. ■

H I G H L I G H T S

By Diana Mues

EUROPE



George Michael

George Michael and his *One More Try* enters at 27 on the airplay chart. For details about both tours see the tour page. In the European Hot 100 Singles, Stock, Aitken & Waterman dominate again: **Kylie Minogue** tops the Hot 100 for the second consecutive week. **Sinitta** moves from 21 to 16 and **Bananarama** have highest entry at 45. Also, **Hazell Dean** and **Rick Astley** still occupy high positions. To re-release **Climie Fisher's Love Changes** seems to have been the right move, as the single shoots from 22 to 8 this week. CBS' promotion for **Bros** has not been worthless either as the trio's single *Drop The Boy* jumps from 7 to 5. ●

UNITED KINGDOM

Pet Shop Boys stay unbeaten on top, followed by **Bros' Drop The Boy** and **Climie Fisher's Love Changes** (coming from 7). **Fleetwood Mac's Every-where, Taylor Dayne's Prove Your Love** and **Hazell Dean's Pet Shop Boys' Heart** (17-39); **Coldcut's Doctorin' The House** (26-38); and **Communards' For A Friend** (35-46). Apart from **Taylor Dayne**, there are entries for: **Sinitta's S.A. & W produced Cross My Broken Heart**; **Status Quo's Ain't Complaining**; and **Chris Rea's Que Sera** ●

Love, enters at 46. German singer **Herbert Gröenemeyer** is doing very well at the moment; while his album *Oe Shoots* from 8 to 1 (pushing back both *Dirty Dancing* albums), his single *Was Soll Das?* is the only addition to the top 10 with a move from 14 to 9. The fast movers are: **Pet Shop Boys' Heart** (17-39); **Coldcut's Doctorin' The House** (26-38); and **Communards' For A Friend** (35-46). Apart from **Taylor Dayne**, there are entries for: **Sinitta's S.A. & W produced Cross My Broken Heart**; **Status Quo's Ain't Complaining**; and **Chris Rea's Que Sera** ●

FRANCE

The French chart is still suffering from depression. With a steady top, and only one entry (**Maxime Le Forestier** with *Ne Quelque Part*) and one re-entry (**Joe Cocker's Unchain My Heart**), there is not much interesting to say. There are only a few good movers which are: **Florent Pagny** with *N'Importe Quoi* (8-13); **Johnny Clegg** with *Asimbonago* (14-20); **INXS' Need You Tonight (17-29); **Mory Kané's Yeke Yeke** (19-25) and **Minet** with *Bioman Bioman* ●**

BELGIUM

Simon & Les Modanais stick unbeaten on top for the third consecutive week. **Eddy Grant's Gimme Hope JoAnna** moves from 9 to 2, which makes

him a contender for next week's no. 1. **Taylor Dayne** moves from the musical 'Chess'. Apart from the features achieved at the top, **Tone Norum**, the sister of ex-European guitarist John Norum, has his solo entry at 14 with *Point Of No Return*. Other entries are for **A-Ha** and **Pet Shop Boys**. The fast movers this week are **Patrick Swayze** (8-14) and **Allen with Only One Woman** (9-17) ●

SWITZERLAND

No changes at the top. **Taylor Dayne** remains the ruling lady. **Kylie Minogue** sticks in second position and **Bros** (When Will I Be Famous) remains in third. **Guesch Ptari's Etienne** and **Bomb The Bass** are both additions to the top 10; they move from 11 to 7 and from 12 to 9 respectively. **A-Ha's Stay On These Roads** enters at 18, which makes it the highest debuting record this week. **Pebbles** enters at 29 with *Girlfriend* ●

AUSTRIA

Austrian foursome **Curacao** moves from 9 to the very top in their second week only, for a review see page 23. **Jose Feliciano & Vienna Project** follow in second position and **Taylor Dayne's Tell It To My Heart** in third. Seven debuting records this week, the highest one for the Dutch band *Pera* with *Africa*, in at 14. The other new entries are for: **Edwin Starr** (*Get Up/Whipool!*); **Bomb The Bass; Kylie Minogue; Tiffany's I Think We've Alone Now; and **Billy Ocean** ●**

SWEDEN

A part from being on top for the 9th week, **Tone Norum & Tommy Nilsson** can also boast having the longest charted single, as their *Allt Som Jag Kanner* (Everything I Feel) enters its 14th week. With *Trance Dance* (watch out for their showcase at the IMHC!) in second position (*You're Gonna Get It*) and **Tommy Nilsson** again in third (*Maybe We're About To Fall In Love*), the top 3 is completely Swedish. **Iron Maiden** have highest entry with *Can I Play With Madness* (in at 12). The Swedish representative in Dublin, **Timothy Korborg**, enters at 13 with

Stad I Ljus (City In Light). **Korborg** was one of the actors in the musical 'Chess'. Apart from the features achieved at the top, **Tone Norum**, the sister of ex-European guitarist John Norum, has his solo entry at 14 with *Point Of No Return*. Other entries are for **A-Ha** and **Pet Shop Boys**. The fast movers this week are **Patrick Swayze** (8-14) and **Allen with Only One Woman** (9-17) ●

IRELAND

Three weeks were needed for **Pet Shop Boys** to get to the top. **Tiffany** falls back to the second position and **A-Ha** move to third position. What **Climie Fisher** did not manage to do the first time, they easily achieve this time, as their re-released *Love Changes* shoots from 11 to 4. **AC/DC's Latest Show** (*The Way I Wanna Rock 'n Roll*), enters at no. 7. **Fleetwood Mac** are also worth mentioning as they jump from 29 to 10 with *Everywhere* ●

DENMARK

A-Ha move from no. 3 to the top spot in their third week only, pushing back **Taylor Dayne**, who is now in second position. 8-year-old **Machilde** is now at no. 3 with *Hulduha*, a track from the TV series 'When Lotta Became Invisible'. **Stig Rossen**, who only ended fourth at the national song contest, has the only addition to the top 10, as his *Vi Danser Rock Og Rul* moves from 13 to 9. Other movers are: **Michael Falch** with *Venter Pa Vind* (11-21); **Status Quo's Ain't Complaining** (18-22); and **Bomb The Bass' Beat Dis** (23-28). **Boris Gardiner's This Old House. Aswad** and **T'Pau's Sex Talk** are new entries ●

GREECE

The first four records in the Greek monthly top 30 are debuting records with **Joyce Simms** on top, followed by **Kylie Minogue, Afrika Bambaataa & UB40** and **Billy Ocean**. Other debuting records in this chart include: **Sade; Bomb The Bass; and Morrissey** ●

NEW TALENT

Records mentioned on this page are by new artists and have been specially selected by M&M for the pan-European market. Radio/TV programmers who want to programme these records should note that they are always available in all territories. International A&R experts and music publishers on the lookout for new deals should contact the original master/publishing owners. Country of origin and contact numbers are published in M&M as known. Those wishing to submit material to this section should send their records, biographies and photos to: Music & Media, PO Box 50558, 1007 DB Amsterdam Holland.



Straaten
Coral Love Dance (LP) (Phonag) Switzerland. For all info contact Urs Ullman on 1-2718820; tx 823530
There are never that many great harmonica players around at any one time. Toots Thielemans and Stevie Wonder are two; Roland Van Straaten is up there with them. He pushes the instrument way beyond its normal lead role, coaxing out texture and ambience in a rare and fascinating way.

Captain B Hardt

Et Moi Et Moi Et Moi (Transparent) Germany. For all info contact Angelika Oplesch on 40-4301041; tx 2165987
A seriously mean and funky cover of the 1966 track by Jacques Dutronc. The song opens with a rap intro which breaks into a swinging, funky main part that is less radical, but no less hard-hitting than the original opening.

Dario

Get To Know The World (EMI) Germany. For all info contact Walter Putz on 221-234165; tx 8881499
A sprightly 'rockabilly' number that is reminiscent of Robert Palmer around the time of *Double Fun*. Brass and percussion flesh out the sound in an up-tempo dance number that shows great promise. With such a strong vein of transatlantic pop running through it this could cross over well.

Flesh Quartet

What's Your Pleasure! (LP) (Misturl) Sweden. For all info contact Hakan Lahger on 8-348220; tx 15869
Quite a mixture of influences here, a definite ethnic feel to some of the melodies, touches of

Japan in their later days and flashes of jazz/rock in instrumental passages. Strange, beautiful and entertaining music, driven by an intensity that deserves attention.

B.E.W.A.R.E. featuring Toni Scott

Pick Up The Pieces (Rhythm) Holland. For all info contact Peter Duijkersloot on 20-222867; tx 14509
A re-reading of one of the great dance tracks of the 70s, originally performed by The Average White Band. The song lends itself to scratching and rap while the tempo is pure dance-floor funk. A fine production opens up the sound to allow all sorts of modern editing and studio techniques that bring the track right up to date.

Nize Guys

I Know (Dust) Germany. For all info contact Ilse Hoffman on 89-331808; tx 523591
This is the second single by Mannheim-based group Nize Guys. The style is 60s pop, something like The Small Faces or even Blondie (but with a male singer). A good song, well constructed with some great harmonies and a catchy chorus.

The Heppurns

The Magic Of The Heppurns (LP) (Cherry Red) UK. For all info contact James Kylo on 1-2298854; tx 943763
This album is full of 'economical' songs (none more than three minutes long) that comprehensively cover the lighter side of modern music. A bit of folk, jazzy pop à la Everything But The Girl and some gentle rock, all well constructed and performed by this Welsh three piece. An interesting and promising first LP.

La Dama Se Esconde

La Tierra De Los Sueños (LP) (WEA) Spain. For all info contact Alvaro De Torres on 1-4050111
This Spanish duo are inspired by groups like U2, Echo & The Bunnymen and The Clash. They make big, bold sounding pop music that, given the chance, could cross over. Guitar based with a generous helping of keyboards and a refreshingly spirited recording, it makes for an exciting guilty pleasure.

New Talent selections from earlier issues. For information on a particular record please check the corresponding magazine.

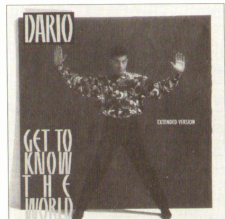
Zap Shaker

Panique Au Dancing (Black Scorpio) France. For all info contact Martine Levy on 1-47204395; tx 642981 (issue 15)

Malachi

Under Your Spell (MU) USA. For all info contact 6565 Sunset Boulevard, Suite 419, CA 90028 (issue 15)

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D A R I O
GET TO KNOW THE WORLD



(advertisement)
CAPTAIN B. HARDT
ET MOI ET MOI ET MOI

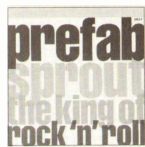


(advertisement)
S T R A A T E N
CORAL LOVE DANCE
CORAL LOVE DANCE



P R E V I E W S

S I N G L E S



SINGLE OF THE WEEK

Prefab Sprout
The King Of Rock 'n' Roll - Kitchenware/CBS
Whereas the first single lifted from the magnificent LP *From Langley Park To Memphis (Cars And Girls)* failed to pick up any substantial airplay, this driving pop single with its square beat, should change this injustice. Not so many singles are so autonomous in terms of style and yet so commercial. The staccato accompaniment is a strong asset, as are the weird, childish backing vocals. DIs of Europe, grab your chance!

Daryl Hall & John Oates

Everything 'You Heart Desires - Arista
A catchy pop/disco phrase in a highly fashionable production by Hall, Oates and Tom 'T-Bone' Walk. But it is primarily the gutsy, muscular B-side, *Realive*, that leaves us in great anticipation of the duo's forthcoming LP *Ooh Yeah!*

Gloria Estefan & Miami Sound M.C.

Can't Stay Away From You - Epic
Lingering and slightly glamorous ballad, underpinned by dreary keyboard lines, taken from the *Let It Loose* album.

The Nits

The Panorama Man - CBS
Lively and wayward pop; the third single taken from the Dutch foursome's critically acclaimed *In The Dutch Mountains LP*. The irresistible cabaret atmosphere and the acoustic live setting, couples an essentially simple tune with striking and intriguing arrangements.

Robert Parker

Barefootin' - Zyx/Cherry
Re-release of the 1966 hit by the good old rocker from New Orleans. Video and artwork are in the same style as the recent Jackie Wilson and Nina Simone hits with the animated gay puppets.

The Jesus & Mary Chain

Sidewalk - Blanco Y Negro/WEA
The bad boys of pop come clean with an uncharacteristically mainstream effort. A good, hard sound, by far the most orthodox thing they have done to date.

Bonfire

Give It A Try - MSA
Carefully crafted ballad, slowly building to epic proportions. The second single from the German rock outfit's latest LP *Fire Works*.

Geoffrey Williams

There's A Need In Me - Polydor
Promising new UK talent with an appealing mainstream pop/disco effort, sporting a neat and very effective chorus.

A L B U M S



ALBUM OF THE WEEK

Mory Kante
Kwébé Béché - Barclay
The acceptable, watered-down (some would say sanitised) version of ethnic music. An exciting and effective blend of jazz/funk and hi-life that crosses, even ignores, musical barriers. Beautiful mass vocals and the blend of African and western instruments make for a refreshing change. Check out the festive *Ye Ke Ye*, (the single that is already picking up some very good responses in Europe) as well as *Tama* and *Africa 2000*.

Mandy Winter

Julian - EMI
Hot on the heels of the single of the same name, comes an album of gentle, ballad material. The instrumentation is thoroughly modern, the voice distinctive and the songs well-produced and arranged. There is something very reminiscent of Abba in the heavy use of keyboards. Best tracks include *Two Lovers* and *She's Sweeter Than Me*.

Joe Louis Walker

The Gift - Ace
JOE LOUIS WALKER
American blues guitarist, hailed as the new Robert Cray. With his band, The Boss Talkers (line-up includes piano and various brass instruments), Walker knows how to evoke thrill and intimate atmosphere within a fairly traditional frame. The songs, largely self-written, are marked by Walker's excellent, soaring playing and stirring vocals.

Magnum

Wings Of Heaven - Polydor
Over the last eighteen months this band have established themselves as one of the biggest hard rock acts in the business. They play a similar style of commercially based material to Foreigner or AC/DC, but their individuality shows in the longer songs with somewhat progressive arrangements. Highly recommended are *Wild Swan* and *Pray For The Day*.

Off

Organisation For Fun - Zyx
Sparsely arranged electronic pop with a raw edge in the form of the manic personality of Sven Yth.

Sharon O'Neill

Danced In The Fire - Polydor
A set of fairly average songs, largely written by the singer. Topped ends with a yearning voice, the material is far from spectacular but sports a few nice tracks anywhere. *In Control*, *Thirst For Love* and *Physical Favours*.



EUROCHART

Hot 100
SINGLES



KYLIE MINOGUE
STILL LUCKY

THIS WEEK	LAST WEEK	WEEKS CHARTED	TITLE		COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WEEKS CHARTED	TITLE		COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WEEKS CHARTED	TITLE		COUNTRIES CHARTED	
			ARTIST	ORIGINAL LABEL - (PUBLISHER)					ARTIST	ORIGINAL LABEL - (PUBLISHER)					ARTIST	ORIGINAL LABEL - (PUBLISHER)		
1	1	12	I Should Be So Lucky	Kylie Minogue-PWL (All Boys Music)	UK GB H A Ch Sw DN FI Gr	35	40	15	Quelle Chose Dans Mon Coeur	Elsa-GM Productions/Ariola (Ed. Georges Mary)	FB	69	52	6	Reckless	Afrika Bambaataa & UB40-EMI (Various)	UK B H I Fr Gr	
2	2	12	Tell It To My Heart	Taylor Dayne-Arista (Chappell/Warner Brothers)	UK GB H Sw A Ch S DN FI Gr	36	45	13	Need You Tonight	INXS-Mercury (Toll Musik)	FG I A	70	86	2	Push It	Salt 'n' Peppa-FFRR/London (Warner Chappell)	UK G	
3	3	3	Heart	Pet Shop Boys-Parlophone (Cage Music/10 Music)	UK G B Sw N	37	82	2	Pink Cadillac	Natalie Cole-Manhattan (Zomba Music)	UK	71	63	15	Father Figure	George Michael-Epic (Morrison Leahy Music)	FG Sp A Po	
4	4	10	Nothing's Gonna Change My Love For You	Glenn Medeiros-Mercury (Various)	F	38	79	3	Girlfriend	Pebbles-MCA (Warner Chappell Music)	UK Ch P	72	93	2	Armageddon It	Def Leppard-Mercury (Why Bother/WB/Zomba)	UK Ir	
5	7	5	Drop The Boy	Bros-CBS (Copyright Control)	UK B D N FI	39	29	14	I Think We're Alone Now	Tiffany-MCA (ABZ)	GB I A Ch Po D	73	66	4	Velomoteur	Les Calamites-Polydor (Acide Productions)	F	
6	6	9	Etoile Des Neiges	Simon Et Les Modanais-Ariola (C. Robins Music Corp.)	FB	40	58	2	Dreaming	Glen Goldsmith-Reproduction/RCA (Rondor Music)	UK Ir	74	69	8	Crash	Primitives-Lazy/RCA (P/Court/C Control)	UK Sw	
7	5	35	Wonderful Life	Black-A&M (Rondor Music)	FI Sp	41	48	4	Boys And Girls	Charlie Makes The Cook-Touch Of Gold (Kasino/Scorpio Music)	F	75	56	24	(I've Had) The Time Of My Life	Bill Medley & Jennifer Warnes-RCA (Copyright Control)	GB H Sp A D	
8	22	6	Love Changes (Everything)	Climie Fisher-EMI (Rondor/Chrysalis Music)	UK A Ch D Ir	42	30	10	Just A Friend Of Mine	Vaya Con Dios-Ariola (BMG Music)	F	76	84	2	Sex Talk	T'Pau-Siren (AMP Publishing/Virgin)	UK D Ir	
9	9	11	Get Outta My Dreams, Get Into My Car	Billy Ocean-Jive (Zomba/Aqua Music)	UK G B H Sp A Ch Sw Po D N FI Gr	43	57	3	Was Soll Das	Herbert Groenemeyer-EMI Electrola (Groenland Musik)	G	77	NE	77	Get Lucky	Jernime Stewart-Siren (Warner Chappell/Chrysalis)	UK	
10	13	10	Okay	O.K.-Westside/SPV (Michael Zosel)	GA	44	18	4	Can I Play With Madness	Iron Maiden-EMI (Zomba Music)	UK B Sw N FI	78	70	25	Got My Mind Set On You	George Harrison-Dark Horse/WEA (Carbert Music)	FI D	
11	15	13	When Will I Be Famous ?	Bros-CBS (Copyright Control)	GB Ch D N FI	45	NE	45	I Want You Back	Bananarama-London (In A Bunch/WC. All Boys)	UK	79	78	10	A Caus' Des Garcons	A Caus' Des Garcons-WEA (Dreyfus/Rock 'n' Rose)	FB	
12	12	5	Could've Been	Tiffany-MCA (George Tobin Music)	UK B Sw Ir	46	72	3	Asimbonanga	Johnny Clegg & Savuka-EMI (Sweet 'n' Sour Songs)	F	80	76	3	To Be Reborn	Boy George-Virgin (Virgin/Warner Bros.)	F	
13	11	4	Stay On These Roads	A-Ha-Warner Brothers (ATV Music)	UK G B H I Ch Sw D Ir N Gr	47	36	12	I Need You	B.V.S.M.P.-BCM (Brian Carter Music)	G H	81	NE	81	Theme From S-Express	S-Express-Rhythm King/Muse (Copyright Control)	UK	
14	20	10	Quand Je T'Aime	Demis Roussos-Flarensch/WEA (Zone/Flarensch Music)	FB	48	38	14	My Love Is A Tango	Guillermo Marchena-Telec (Melos Music Muench/TV 50)	G A Ch	82	80	15	Behind The Wheel	Depeche Mode-Mute (Sonet)	FG Sp	
15	10	8	Together Forever	Rick Astley-RCA (All Boys Music)	UK G B H I Sp A Ch D	49	53	5	Bis Wir Uns Wiederseh'n	Muenchener Freiheit-CBS (Mambo/SBK)	G	83	77	3	That's The Way I Wanna Rock N Roll	AC/DC-Atlantic (J. Albert & Son/Chappell)	UK Ir	
16	21	5	Cross My Broken Heart	Sinitta-Fanfare (All Boys Music)	UK G B Ir	50	60	24	Etienne	Guesch Patti-Comotion/EMI (Comotion/Musicales Cesar)	FI Ch	84	99	2	I Need A Man	Eurythmics-RCA (DnA/BMG Music)	UK	
17	39	3	Everywhere	Fleetwood Mac-Warner Brothers (Atlantic Music)	UK H Ir	51	32	25	Whenever You Need Somebody	Rick Astley-Atlantic (Atlantic)	FG Sp	85	59	19	La-Bas	Jean-Jacques Goldman & Sirtima-Epic (JRG/Marc Lombroso)	F	
18	17	9	Beat Dis	Bomb The Bass-Rhythm King/Muse (MCA Music)	UK G B H A Ch D G	52	41	7	An Der Copacabana	Erste Allgemeine Verunsicherung-EMI (Wetrup/Blanko)	G A Ch	86	98	4	Oh L'Amour	Dollar-London (Musical Moments/Sonet)	G Ch	
19	19	7	La Queue Leuleu	Bezu "Laclasse"-Carriere (Carriere Music)	F	53	75	3	Just A Mirage	Jellybean featuring Adele Bertet-Chrysalis (SBK Songs)	UK	87	81	13	Blueprint	Rainbirds-Mercury (Intro Music)	G	
20	16	15	Come Into My Life	Joyce Sims-Sleeping Bag/London (Chrysalis Music)	G H Ch Gr	54	49	5	L'Envie	Johnny Hallyday-Philips/Phonogram (J.R.G./Laura)	F	88	68	15	Maitresse	Images-Flarensch (Flarensch Music)	FB	
21	25	7	I'm Not Scared	Eighth Wonder-CBS (10 Music/Cage)	UK B Ir	55	55	2	Evidemment	France Gall-Apache/WEA (Not Listed)	FB	89	90	11	Combien De Temps	Stephan Eicher-B Barclay (Electric Unicorn Music)	F	
22	14	34	Boys	Sabrina-Five Records (Canale S/D)'s Gang Music)	FG Sp Po Gr	56	64	3	Ain't Complaining	Status Quo-Vertigo (Birchwood/EMI/Handle)	UK G D Ir	90	97	2	Piano In The Dark	Brenda Russell-A&M (Various)	UK	
23	50	4	Prove Your Love	Taylor Dayne-Arista (Warner/Chappell/Jobete)	UK G D Ir	57	54	10	Gimme Hope Jo'Anna	Eddy Grant-Ice (Greenheart/Intersong)	B H	91	89	6	I Want To Be Your Man	Roger-Warner Brothers (Saja Music Co.)	G	
24	23	19	Always On My Mind	Pet Shop Boys-Parlophone (Screen Gems-EMI Music)	FG Sp A Ch Po D FI Gr	58	47	7	I Get Weak	Belinda Carlisle-Virgin (She Devil/Dream Dealers)	UK G I Ch D	92	61	6	Where Do Broken Hearts Go	Whitney Houston-Arista (Scaramanga/Rare Blue)	UK B Ir	
25	27	6	La Gitane	Felix Gray-EMI (Charles Talan/PEMCT)	F	59	37	4	Only In My Dreams	Debbie Gibson-Atlantic (Creative Bloc)	UK Ir	93	NE	93	Let's All Chant	Pat & Mick-PWL (All Boys Music)	UK	
26	33	6	She's Like The Wind	Patrick Swayze-RCA (Strawbery Fork Music)	UK G B H Sw	60	35	8	That's The Way It Is	Mel & Kim-Supreme (All Boys Music)	GB H Ch D FI Gr	94	83	12	Nougayork	Claude Nougare-WEA (Various)	F	
27	8	6	Don't Turn Around	Aswad-Mango/Island (Empire/Warner Chappell)	UK B H D Ir	61	85	3	Yeke Yeke	Mory Kanté-Barclay (Yaba Music)	F H	95	NE	95	Sidewalking	The Jesus And Mary Chain-Blanco Y Negro (Warner Chappell)	UK	
28	28	24	My Baby Just Cares For Me	Nina Simone-Charly (Copyright Control)	FA	62	73	9	Doctorin' The House	Coldcut/Yazz & Plastic People-Ahead Of Our Time (Not Listed)	UK G B H Gr	96	NE	96	Des Gens Stricts	Animo-Tiema (Fregate/Jogging The Bar)	F	
29	34	7	Ship Of Fools	Erasure-Mute (Sonet)	UK G D	63	51	24	Never Can Say Goodbye	The Communards-London (Jobete Music)	FG Sp A	97	87	33	Pump Up The Volume	M/A/R/R/S-4AD (M'n'S/Blue Mountain)	FG Sp Gr	
30	44	3	N'Importe Quoi	Florent Pagny-Philips/Phonogram (Glem Productions)	F	64	43	18	Heaven Is A Place On Earth	Belinda Carlisle-Virgin (Various)	G I Sp A Ch Po D Gr	98	NE	98	Love Is Stronger Than Pride	Sade-Epic (Angel Music)	UK H I Ir FI Gr	
31	26	15	Sign Your Name	Terence Trent D'Arby-CBS (Young Terence/Virgin)	G Sp A Ch Sw Po FI	65	67	2	Ella, Elle L'A	France Gall-Apache/WEA (Not Listed)	G Ch	99	91	4	Strangers Thoughts	Camouflage-Metronome (Blue Box)	G	
32	31	11	Slave	Francois Feldman-Big Bang/Phonogram (Caradam)	FB	66	NE	66	Bioman	Mineet-AB Productions (Abeditions)	FB	100	NE	100	I Want You Back	Michael Jackson/Jackson 5-Motown (Jobete Music)	UK	
33	24	15	House Arrest	Krush-Mercury (FON Music/MCA Music)	G A Ch Sw N Gr	67	42	4	Temptation	Wet Wet Wet-Mercury (Precious/Chrysalis Music)	UK Ir							
34	71	2	Who's Leaving Who	Hazell Dean-EMI (All Boys Music)	UK	68	62	19	Angel Eyes	Wet Wet Wet-Precious/Phonogram (Chrysalis/Precious)	GB H Po							

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



INTRODUCING
THE DEBUT SINGLE
DON'T GO
EUROPEAN RELEASE DATE APRIL 11TH
TO BE PERFORMED IN A SPECIAL 6-MINUTE FILM
SCREENED DURING EUROVISION ON APRIL 30TH

Geffen's Mel Posner Markets US Acts In Europe

- a responsibility that keeps him on the move

by Sally Straton

Mel Posner, Head of International for Geffen Records in Los Angeles, was on a flying visit to WEA Europe's London base. He was due in Paris that afternoon. "This trip is three weeks," he explained, "and it is a long trip because I wanted to be at San Remo to see Robbie Robertson; I have a marketing managers' meeting in Germany on another night, then I wanted to see Pat Metheny so I had to be in Amsterdam."

Mel Posner has only been in the job since September, but the pattern is already established. He is responsible for marketing Geffen's international signings outside the US, a responsibility that keeps him on the move. "I deal with 50 different companies, 22 affiliates and 28 licensees around the world, but I have my major markets, all very separate and all very different."

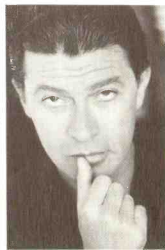
He remembers the early days: "For a long time, the American labels used to treat international as just additional business." But, these days, Posner easily justifies his importance within Geffen: "If you have a huge international hit, you can sell more records internationally than in America, that is a proven fact." Posner is the first to admit that selling internationally is also a lot more work. Posner believes in the personal touch. "I need the artists in the marketplace, telling their story—the press and media have expressed their interest in touching the flesh as well."

Europe's major artists have their chance with Joni Mitchell this month when she comes over to promote her new album *Chalk Mark In A Rainstorm*. Posner admits the LP is a joy to promote: "It is the first time Joni has put together a totally contemporary record; it is accessible to the public, to the radio and to everybody." With featured guests Peter Gabriel, Billie Idol, Don Henley, Willie Nelson, Tom Petty and Thomas Dolby, the LP has already attracted a lot of pre-publicity.

Geffen's plans for Joni Mitchell include a series of informal press conferences in Germany's major cities. They will take place in a studio setting where she will chat about the album and her songwriting. Posner: "As long as we put her in an environment where she is comfortable, she will be promoting her record."

Co-ordinating the marketing of international artists in Europe with commitments in America is a difficult task. Recently signed are those veterans of British rock, Carl Palmer and Keith Emerson, plus American Robert Berry. Posner: "They are hot to go and so whatever has to be done, but at the moment the plan is to be doing in America where their album *To The Power Of Three* is already making a big impact on radio."

Geffen has also secured a major coup by signing Jimmy Page whose album is out in mid-May. It will be described as "one side



Robbie Robertson, one of Geffen's priorities

rock & roll, the other side blues orientated" and features guest performances by Robert Plant, John Miles and Chris Farlowe. Marketing policy on this one is still being determined and will depend on Geffen's touring plans plus America's demands to "touch flesh."

"These artists chose Geffen," explains Posner, "because we are already an independent company that has had a huge amount of success, especially in the last two years, and we are developing in new directions." However, although Geffen has had enormous success with album artists in America including their US signings Whitesnake and Peter Gabriel, can they break such artists in Europe where radio is Top 40 based?

Posner: "Americans have a little niche for every kind of music repertoire but what we find in Europe is all the music is merged into this little area that might be four or five radio stations and there is a huge amount of competition for that little spot on the radio. But the kids who go to gigs, here in the UK, for example, aren't interested in a Top 40 single; they are interested in hearing the artist, there are just no outlets."

Posner feels this places many of his artists at a disadvantage and looks forward to European album support. It would be willing to support it. If it had to be subsidised

with advertising as it was in America, I would be there to become that's the way to broaden this marketplace.

"But part of the early success of Asia was UK-based," says Posner who is confident that certain rock artists do not need to depend on radio exposure. He cites one of Geffen's top new acts, Guns & Roses, as a prime example. "I know that band will have to be broken through personal appearances and TV over here. Their lead singer Axel Rose is brilliant - I haven't seen this kind of charisma since the early days of The Doors."

Posner's three main priorities at the moment are: Robbie Robertson, for whom life has begun again at 40; the revitalisation of Cher; and the resurrection of Aerosmith. He is especially looking forward to working closely with Don Henley and Steve Forbert later this year and enjoys the challenge of dealing with a variety of product - Geffen deals with everything from Parke R Jr to Metheny's jazz and the New Age music of recent Japanese signing, Kitaro.

Geffen's A&R team spend considerable time in Europe but, says Posner, "The company is not on a signing binge. If it makes sense then we will want to be here, but we are not looking to overwhelm the world with the number of our signings, we concentrate on quality."

On the subject of promoting the Geffen name on this side of the Atlantic, Posner is very down-to-earth. "No one buys talent based upon Geffen Records, they buy it because they love Aerosmith or Cher, Pat Metheny or Ray Parker Jr. It is only within the music and music community that Geffen is an entity at all, the public have no concept of labels." After nearly 30 years in the business, Mel Posner is far from jaded: "I love what I do," he admits. "It is a constant challenge and a constant uphill battle because we are breaking new artists and new careers." ■

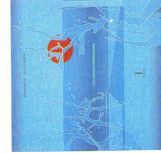
THIS WEEK LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK LAST WEEK	ARTIST	COUNTRIES CHARTED
1	TITLE	ORIGINAL LABEL	1	TITLE	ORIGINAL LABEL	1	TITLE	ORIGINAL LABEL
1	Soundtrack - Dirty Dancing	UK/USA	35	Serge Gainsbourg	FR	69	The Mission	UK/GER
2	Yves Tumor	UK/GER	36	Belinda Carlisle	UK/GA/IRL/NL/D	70	Sabrina	USA
3	Yves Tumor	UK/GER	37	Rainbirds	UK/GA	71	The Pogues	UK/GER
4	Rick Astley	UK/GER	38	Rainbirds	UK/GA	72	Foreigner	UK/GER
5	Rick Astley	UK/GER	39	Magnum	UK/GER	73	David Lee Roth	UK/GER
6	Tina Turner	UK/GER	40	Nina Simone	UK/GER	74	Jerry Harrison	GER
7	Soundtrack - Dirty Dancing	UK/GER	41	Whitney Houston	UK/GER	75	Joni Mitchell	UK/GER
8	Orchestral Manoeuvres In The Dark	UK/GER	42	Joyce Sims	UK/GER	76	Megadeth	UK/GER
9	Brus	UK/GER	43	Eros Ramazzotti	GER	77	Soundtrack - Anna	UK
10	Toto	UK/GER	44	Pink Floyd	UK/GER	78	Orup	UK
11	Herbert Groenemeyer	GER	45	Depeche Mode	UK/GER	79	Soundtrack - La Boheme	UK
12	Johnny Hallyday	FR	46	Climie Fisher	UK/GER	80	Herbert Leonard	UK
13	Michael Jackson	UK/GER	47	Renzo Arbore	UK/GER	81	The Clash	UK
14	Wet Wet Wet	UK/GER	48	Primitives	UK/GER	82	Riccardo Cocciante	UK
15	Johnny Hates Jazz	UK/GER	49	Kassav	UK/GER	83	Mina	UK
16	Billy Ocean	UK/GER	50	Michel Sardou	FR	84	Luther Vandross	UK
17	George Michael	UK/GER	51	France Gall	FR	85	Isabel Pantoja	UK
18	Johnny Clegg & Savuka	UK/GER	52	Aswad	UK/GER	86	Paolo Conte	UK
19	Fleetwood Mac	UK/GER	53	Udo Juergens	GER	87	The Christians	UK
20	Black	UK/GER	54	Paul McCartney	UK/GER	88	Lea	UK
21	Pet Shop Boys	UK/GER	55	Luca Barbarossa	UK/GER	89	Heart	UK
22	Leonard Cohen	UK/GER	56	The Who	UK/GER	90	Paul Simon	UK/GER
23	Taylor Dayne	UK/GER	57	George Harrison	UK/GER	91	Soundtrack - Saxo	UK
24	Jean-Jacques Goldman	FR	58	Prefab Sprout	UK/GER	92	Miva	UK
25	INXS	UK/GER	59	Indochine	UK/GER	93	Saxon	UK
26	Joe Cocker	UK/GER	60	Gipsy Kings	UK/GER	94	Eldkvarn	UK
27	Erste Allgemeine Verunsicherung	GER	61	Madonna	UK/GER	95	Hubert Felix Thiéphaïne	UK
28	The Communards	UK/GER	62	UP	UK/GER	96	Kingdom Come	UK/GER
29	T'Pau	UK/GER	63	Gianni Nannini	UK/GER	97	Coluche	UK
30	AC/DC	UK/GER	64	Alexander O'Neal	UK/GER	98	Dance With A Stranger	UK
31	Muenchener Freiheit	GER	65	Camouflage	UK/GER	99	Duncan Du	UK
32	Peter Maffay	GER	66	Barry White	UK/GER	100	Rainhard Fendrich	UK
33	Claude Nougaro	FR	67	Luca Carboni	UK/GER			
34	Morrisey	UK/GER	68	Rick Springfield	UK/GER			



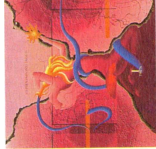
Mel Posner, 30 years in the business

In terms of time spent visiting those territories, Europe is of primary importance. However, Posner also takes a world view, mentioning the domestic markets of Japan and France in one breath; and his experience of marketing in America, gained during 26 years with Elektra Asylum Records, is clearly of vital importance.

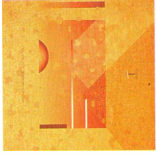
THETA: MUSIC FOR DISCERNING LISTENERS



ZENAMON-
PROMENADE



STEPEN PARSONS-
PASSION



STEPHEN RUSSELL-
SUNDANCER



TIM WHEELER-
BEFORE THE RAINS



JOHANNES SCHMOELLING-
THE ZOO OF TRANQUILITY - WHY NOT NOW



THETA



New Age music is not so much about music as about people. It is about record dealers in the Bay Area of San Francisco who were selling music from the Windham Hill label to a certain type of person - consumers who tended to be older than the average record buyer. Adults committed to a more conscious life style. The dealers called them 'New Agers' and the New Age music phenomenon was born.

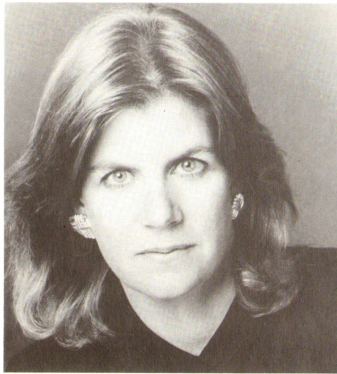
Over the years the expression New Age has come to include such a wide array of instrumental music that it has gradually lost its meaning and significance. In fact, a lot of the labels specialising in this sort of music do not want to be associated with this tag at all and refused all further communications with our magazine if we continued labelling them as such. In order to keep everyone happy, we decided to call this special feature **NEW MUSIC**.

Whatever the term - New Age Music, New Music, Ambient or New Jazz - one thing *is* certain: this is music for the 30-plus age bracket who have become dissatisfied with the values of modern pop music and who are not particularly keen on having their intelligence insulted by insipid top 40 pop lyrics. It is to this market segment of the conscious consumer that many new labels of today try to appeal. Over the next few pages, M&M presents the major representatives in this field, their philosophies and their ways of marketing.

Not Just New Age

by Abi Daruvalla

Anne Robinson does not like the label 'New Age' music. In fact, she gets very, very angry at any attempt to link her record company with the genre. But there is no way one can discuss New Age music without reference to the label that started it all, Windham Hill. And, put that way, Anne Robinson agrees to be interviewed - as long as we bear in mind that Windham Hill has come a long way from its original conception.



Anne Robinson

Anne Robinson co-founded Windham Hill in 1976; today she is one of the few women heading a sizeable and successful record company, and Windham Hill has developed into more than just a New Age label.

Anne Robinson, President and Chief Executive Officer of Windham Hill Records, does not waste any time making her dislike of the New Age tag clear. "New Age has been a convenient way of pigeonholing us while, in fact, only about 10% of our releases can be placed in this category. I am not particularly fond of the term."

She ignores the suggestion that associating Windham Hill with New Age is not necessarily negative and explains why she is so opposed to it: "New Age music has just reached 'fad' status in the US - we have been in business for 12 years - and I think it will only last another two or three years. The term applied to our repertoire five years ago when we reintroduced melodic, instrumental music to a wider audience. Now New Age music is mainly electronic and dreamy with minimum content. I do not believe instrumental music is dead and I am fearful of the pattern of fads. If people peg the music that way it will come and go. I believe pop music is changing and we are part of that change."

"New Age Music has been a convenient way of pigeonholing us while, in fact, only about 10% of our releases can be placed in this category."

Windham Hill's headquarters are in California with offices in Dallas and New York and a presence in Tokyo where it does very well. In Europe Windham Hill is distributed by A&M who in turn are distributed by Polydor. The company's European base is at the Paris office of A&M where there is one full-time Windham representative, Frank Van Houten.

In the US Windham Hill's 50 or so artists are represented by six labels: Windham Hill Records; Windham Hill Jazz (A&R direction is done by steel drums

player Andy Narell); Dancing Cat (A&R direction by pianist George Winston); Lost Lake Arts (mainly re-issues); Open Air (vocalists); and Rabbit Ears (children's recordings). In Europe all the marketing is done through Windham Hill Records and Windham Hill Jazz. Worldwide sales have levelled off at around US\$ 25 million a year.

In Europe Windham Hill's top five best-selling artists are: George Winston (his last LP, *December*, released in 1984, has sold over two million copies worldwide); Michael Hedges

(acoustic guitar); William Ackerman (guitarist and the company's co-founder); Shadowfax (no longer with Windham Hill) and Andy Narell.

The company believes in the personal approach to marketing, Robinson again: "Our artists tour and we do some advertising but we rely mostly on word of mouth." A tour by Michael Hedges has been confirmed for May; dates include London (1), Cologne (3), Berlin (4), Munich (5), Frankfurt (7) and Hamburg (8). There are also plans for European tours by newcomers Tuck & Patti, a husband and wife team from California, and Ben Sidran.

"We've been in and out of Europe but are now organising a campaign to tackle it properly. Every territory is so different; we do well in Germany, Italy, Spain and the Benelux but the UK is a tough nut to crack."

Robinson is working on radio promotion; last year the UK's BBC Radio London broadcast the Windham Hill London concert. Although there are no concrete plans to release singles in Europe, Robinson is exploring the possibility. And she has a valuable ally in Harvey Goldsmith, one of the UK's leading concert promoters. "He sees what we are doing with instrumental music as something with long-term potential and wants a long-term relationship with us."

Windham Hill also use the design of the album covers to market their product. Robinson: "Loud crazy covers are not what we are about. We believe in good photos, well-placed, and lots of white space. There's a lot of similarity between my style (she does a lot of the package styling herself) and the cover of Bruce Springsteen's latest LP."

Not all instrumental music developments met Robinson's approval: "I get irritated with the way people are cashing in on our hard work." But she is very satisfied with the progress of Windham Hill, especially in Europe: "This is a very exciting market, a lot of people find instrumental music challenging and we are challenged by new markets."

Launched by former Tangerine Dream member Peter Baumann in 1984, Private Music is one of the forerunners of New Age music in the US. Last year the company appointed Ron Goldstein as Chief Executive Officer in a move designed to market the label more aggressively. Before coming to Private Music, Goldstein was President of Island Records in the US for four years and, before that, worked for Warner Bros. in LA for 11 years.

A New Age In The Music Place

by Abi Daruvalla

Private Music exports to various European countries including the UK, Germany, France, Italy, Norway, Sweden and Finland. Goldstein is currently negotiating a licensing agreement with Teldec in Germany and this is expected to be finalised soon.

Goldstein again: "We are looking to improve our marketability in Europe this year. The UK in particular has been very resistant to this type of instrumental music. I'm sure if people hear our music they'll buy it. My goal is to find a method of distribution in the UK that will start things rolling. In London, Tower Records carries Private Music stock and it sells very well because the shop staff love it so

much they play it all the time. I'm looking for a distributor in London who would take the time and effort to market our product. I'm talking to Chrysalis and RCA have been interested for some time, although not just for the UK."

Since 1986 Private Music has been represented in Europe by Petra Gehrmann in Paris. She is responsible for looking after the company's distribution and promoting product to the media. Gehrmann points out that the European market is a diverse one; in Norway, for example, New Age music is well established, whereas in Sweden, it is only just starting.

Private Music's biggest market is Germany (where they prefer acoustic New Age), closely followed by France (where the preference is for more electronic

music). Last year the top three selling artists in Germany were Lucia Hwong, Leo Kottke and Ravi Shankar.

Goldstein: "Of course, packaging is very important for the identification of a particular label. We have two new releases in the US at the moment. The packaging for Jerry Goodman's new LP, *It's Alive*, features the artist very prominently on the cover which is different for us. The album is based on a live performance at a Chicago club which again is different to what we have done in the past. Some of the tracks on that, and on Leo Kottke's new LP, *Regards from Chuck Fink*, have quite a lot of

ample, we've just signed Andy Summers from The Police because his current project (the working title is *Mysterious Barricade*) fits our style - it's personal, esoteric, scenic and quite beautiful; a bit like Eno in his earlier days. That will be out in June. Also out soon is an LP by guitarist Patrick O'Hearn - his style straddles New Age and rock, a real fusion record."

Private has just signed its first vocalist, Bill Gable. "You can compare him to Paul Simon, the music is very rhythmic with a pop sense but not immediately top 40."

Private Music will release its first commercial singles in the US this year. The first release is



Ron Goldstein, CEO Private Music (right) meets with guitarists Carlos Alomar, known for his work with Bowie, and David Van Tieghem (left) who co-operated with Laurie Anderson. Both artists are signed to Private Music.



Peter Baumann, founder of Private Music (photo: Lynn Goldsmith)

perussion (not a sound traditionally associated with New Age music) and on one track there's even a live drummer (as opposed to a drum machine)."

Other important Private Music releases scheduled for this year include the company's first venture in jazz fusion with an LP by composer/keyboard player/producer Michael Colina (well known for his work with David Sanborn) and albums by Yanni, David Van Tieghem, Eddie Jobson, Carlos Alomar, Azuma and Ravi Shankar (the latter is live from Russia). Private Music has 5 artists on its roster including its founder Peter Baumann whose first solo recording for the label is released in the autumn.

"Private Music will continue making music that can be classed as New Age music but we will also go on experimenting. For ex-

much they play it all the time. I'm looking for a distributor in London who would take the time and effort to market our product. I'm talking to Chrysalis and RCA have been interested for some time, although not just for the UK."

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Planned 1988 Releases

Strings Of Steel, Michael Hedges (acoustic guitarist); *Walking A Changing Line*, Ian Matthews (vocalist); *Out Of The Frame*, Philip Aaberg (pianist); *Too Hot To Touch*, Ben Sidran (jazz pianist/vocalist); *Tears Of Joy*, Tuck & Patti (jazz guitarist and vocalist); Philippe Saisse (synthesizer).

See With Your Ears

Listen with your heart

by Michael Jacoby



Vera Brandes, a veteran in the field of instrumental music.

At 31 Vera Brandes is already one of Europe's veterans in the field of instrumental music. She started veraBra music in 1972 with the concert series 'New Jazz in Cologne'. Intuition Records, her latest masterpiece, was founded last year. Music & Media talks to this remarkable woman.

As a 17-year-old impresario for Keith Jarrett's "Koln Concert" at the Cologne Opera in January 1974 she learned the first rule for performers: "The show must go on." "Jarrett wanted to cancel the show because the piano was practically unplayable. Don't ask me how I managed to convince him to go on stage and play but I did."

Music became her passion. She developed one of the most distinctive and diverse rosters of artists, including Andreas Vollenweider whom she discovered, and recorded and managed Latin music festivals featuring the world's finest salsa artists.



The German New Age Music Scene

Germany is a big market for New Age music in general and electronic New Age in particular. Bands like Edgar Froese's Tangerine Dream and Kraftwerk and artists like Klaus Schulze and Eberhard Schoener, who worked with Sting before his Police career, are just some of those who have influenced the world's electronic music scene for decades.

In fact the birth of electronic instrumental music was in Germany. In 1951, WDR Radio in Cologne started and established a Studio For Electronic Music under the auspices of Professor Karl-Heinz Stockhausen. The work done in this studio was mainly orientated towards experimen-

tal, avant-garde music.

When the Moog synthesizer and similar instruments came onto the market in 1964, the techniques of electronic music were revolutionary. Bands like TD, Kraftwerk, Can, Cluster and Ashram Temple are proof of this situation. And labels specialising in electronic music, like Manfred Koerber's Sky, Uli Rutzel's Erdenklang and Mark Sakautzky's IC-Communication are also becoming more and more successful.

Other German artists like guitar player Friedemann Witecka (Biber Records) and Stephan Micus (Wind/ECM) are up and coming representatives of the German New Age Music scene. ■

In 1977 she founded her first jazz label, CMP records (Creative Music Production), followed by one of the finest New Age music labels in Europe: WIND Records. Jazz-orientated productions are still released through veraBra but her most recent enterprise is the Intuition label, distributed by EMI.

Brandes: "To me it is no surprise that only a few artists have the same degree of success on both sides of the Atlantic. But there are a lot of similarities between the New Age movements of the US and, for example, Germany. When it comes to music, the cultural gap becomes quite evident. Marketing is crucial for success in Europe; it has to be more subtle than in the US."

She feels it is time to redefine what New Age wants to be: "There is a lot of confusion about the genre and some people think of New Age as a kind of yuppie background music. Perhaps we have to look for another term to cover the development that has been taking place in the audience, but the same problems would arise no matter whether the music was called New Concert, New Jazz or World Music."

Categories do not make Brandes' music come alive, the musicians do. And she has found some remarkable musicians for Intuition Records, both newcomers and well-known international artists.

Wolfgang Neumann and Rudi Zapf have set up a band called Never Been There. Their performance is based on an exotic and old-fashioned Baratan instrument, the hammered dulcimer. Rudi Zapf has widened the instrument's potential, using a 'sound trapeze' and a pick-up for each pitch that doubles the instruments' tone range. This 'electro-acoustic' hammered dulcimer yields greater tone and rhythmic nuance and becomes the palate from which Zapf draws the beautiful colours one might only expect from Caribbean steel drum or oriental percussion orchestra.

Then there is Mariano, a trio built around the saxophonist Charlie Mariano. The 64-year-old American musician has lived

in Japan and India for many years and puts his experience of the world's different musical cultures into the recordings. He is accompanied by two well-known German musicians, Mike Hering on keyboards and Paul Shigihara on guitar. Both artists build the instrumental basis upon which Charlie Mariano's saxophone sound floats.

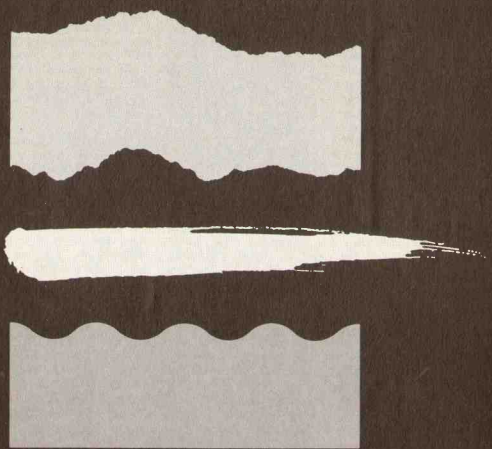
Vera Brandes describes the third release of the Berlin-based group Minimal Kidds as a "little more abstract" than the first two albums: "The gentle climate of the American West Coast against the cold of a modern city landscape." The music combines elements of pop, minimal, jazz-rock and New Age music with lyrical touches of acoustic instruments.

The newest release on Intuition is the latest album of Jon Hassel, the monstrously-titled *The Surgeon Of The Night Sky Restores Dead Things By The Power Of Sound*. This is the first live recording of the American composer and trumpet/keyboard player. After studying under Karl-Heinz Stockhausen, La Monte Young, Terry Riley and Indian vocalist Pandit Pran Nath, Jon Hassel has found a musical language of his own which has not only influenced artists like David Sylvian and Talking Heads but will have an enormous influence on instrumental music in the future.

It was a brave move to found a label like Intuition Records purely on instrumental music. But Vera's intuition seems to be right. "There are so many fans of this kind of music all over the world who are willing to take a chance with the unknown; to reach this level of aware listening."

Her drive to make the labels grow is the common denominator in all four productions. "It could be music to a film in the minds of every listener." The label's slogan is wholly appropriate: See with your ears, listen with your heart. ■

Some Music Is



Private Music

SUZANNE CIANI ▲ SANFORD PONDER ▲ EDDIE JOBSON

JERRY GOODMAN ▲ LEO KOTTKA ▲ YANNI ▲ AZUMA

RAVI SHANKAR ▲ CARLOS ALOMAR ▲ PATRICK O'HEARN

MICHAEL COLINA ▲ ANDY SUMMERS ▲ TERRY BAUMANN

LUCIA HWONG ▲ DAN HARTMAN ▲ BILL GABLE ▲ DAVID VAN TIEGHEM

▲ Private Music is available on Audiophile Vinyl, Chrome Cassette & Compact Disc. ▲

Private Music 220 East 23rd Street, New York, NY 10010 212-684-2533 FAX 212 684-2377

A New Age Of Satellite TV

Talking to Coda/Landscape's Nick Austin

by Chris White

Nick Austin is a firm champion of New Age music. He launched his Coda/Landscape labels some two-and-a-half years ago, after being converted to it following a trip to the US. "It has the potential to cross over into the classical music market and compete in the youth market. I am very excited about its future."



Nick Austin - a firm champion of New Age music

Such has been his belief in New Age that Austin, along with others, will be launching the Landscape satellite TV channel at the end of the year. Mike Appleton, who was for many years the respected producer of BBC television's 'Old Grey Whistle Test', has left the corporation to join Austin in the venture.

The Landscape Channel will feature "the world's greatest instrumental music", from Brian Eno to Bach and Vangelis, as well

as, naturally enough, the music of Coda/Landscape Records' own acts. These include John Themis, Stephen Caudel, Claire Hamill, Michael Chapman and Rick Wakeman.

"All the music on the Landscape Channel will be available in record stores throughout Europe," says Austin. "It is a very exciting project and we are getting a lot of support from other record companies because there is a shortage of promotional me-

dia for instrumental music."

The Channel will feature non-stop music, working on a three-hour rotation; on the screen this will be complemented by films of wildlife, the sea, sun and countryside. "This will be low-stress TV, it certainly won't give anybody headaches," Austin claims.

The Landscape Channel will have no dialogue, adverts or spoken text, but the name of the artist and the music will be shown on screen so that viewers will know what the record is.

Austin: "The problem is that a lot of companies thought that they could repackaged old instrumental recordings in new sleeves, and pass it off as New Age, but record buyers are a lot more discerning than that. Another problem is that the media tends to think that New Age means New Music but I would contest that. It is music for a New Age *not* new music."

Austin is also a firm champion of New Age music being performed live. Several of the Coda/

Landscape artists have already performed at London's prestigious South Bank concert hall and in May there will be a 15-date tour (An Evening Of New Age Music) featuring John Themis, Claire Hamill and Stephen Caudel. "It can be very difficult selling instrumental music if you don't have the artists out there performing."

Austin admits that the launch of The Landscape Channel is currently taking preference over the record label activities but there will be album releases soon, including an album by Roxy Music's Phil Manzanera called *The Wasted Lands* and the launch of a Landscape series of classical albums. "We have eight artists signed to Coda/Landscape and a catalogue of around 30 albums which are all available on CD. I don't feel it would be fair to get involved with any more new artists at the moment until we have launched the TV channel." ■

Venturing Into A New World

by Chris White

Virgin Records' Venture label was launched last autumn with the aim of "releasing a series of new and innovative recordings from all parts of the world". Label boss Declan Colgan is quick to point out that it is not yet another New Age label: "My definition of New Age music is music that can be ignored, almost like muzak. We are not putting out records to help people relax, ours is good quality instrumental music that is aiming for a far wider audience than New Age attracts."

Strong words, but Colgan is keen to see Venture break down musical barriers. "We are hoping to appeal to those record buyers who are not interested in just the top 40 although, of course, it is a matter of reaching

that market. There are certain promotional routes that can be taken but obviously airplay is important. A couple of the albums have been getting airplay on specialist jazz programmes, broadcast by the independent radio stations around the UK."

Venture's growing catalogue includes albums by: Irish pianist Michael O'Suilleabhain (*The Dolphin's Way*); guitar duo Niebla and Forcione (*Celebration*) who originate from Spain and Italy respectively; Lester Bowie's Brazz Fantasy (*Twilight Dreams*); Bill Laswell (*Hear No Evil*); and Japanese producer/engineer Seigen Ono (*The Green Chinese Table*).

The label feels that an increasing number of people have become disillusioned with the current state of pop music and are looking for something 'different'.

Colgan: "It would be foolish and arrogant to even presume that any record label could alter this state of affairs to any significant degree. What Venture will do,



Niebla & Forcione

however, is to make available as broad and exciting a range of music as possible.

"We released a nine track £ 1.99 sampler album, *Music Without Frontiers*, which has helped focus interest on what the label is doing," Colgan adds. "There have also been leaflets about Venture in certain music and lifestyle magazines, and in-store posters. We are looking at certain ideas for promoting Venture which will be different to the normal ways that records are promoted, but it is too early to say anything at the moment. We have just released an

album by David Sylvian (ex-Japan) with Holger Czukay which hopefully will raise the awareness of the label but, to be honest, European record-buyers are much more open to this kind of music than in the UK.

"The label has got off to a good start in the UK which is quite surprising in that ours is not exactly fashionable music. It seems easier for Europeans to come to terms with music that is experimental, and the great thing about this kind of music is that there are no language barriers." ■

WINDHAM HILL

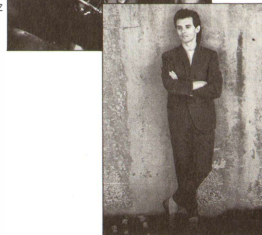
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ANDY NARELL
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Is New Age Music Programmable?

by Gary Smith

Although record companies in Europe now recognize the existence of the

New Age consumer group, so far there has been little or no sign of a breakthrough of the type seen in the US. The airtime devoted to New Age on radio in Europe is likewise very sparse. Those few DJs who programme the genre tend to believe it is finding greater acceptance among listeners, but this could be put down to wishful thinking.

There is, however, a slight stirring across Europe, small pockets of listeners that

constitute a slow but sure gathering of momentum. In general, there seems to be less of an inclination to make a cult out of the genre; in its place there is a growing recognition of the entertainment value of soundtrack and instrumental music.

According to Kalle Oldby of Swedish State Radio Malmö: "When the music is presented as good instrumental material rather than meditative or mood music it will always go down better. This enhances its credibility with the audience although the record companies still seem keener to release something safe like a Larry Carlton LP rather than the more obscure material." Oldby says that up to 25% of his programming is made up of New

Age type music, either as entertainment in its own right or as the soundtrack for documentaries put together by the station.

Ad Visser on his Dutch AVRO Radio show "Droomgeheim" increasingly uses new instrumental material and estimates that around 5% of the station's total output now consists of New Age. In France, Edwin Hui of Nova, a private radio that has made its mark with broad-based programming, finds that his station broadcasts more and more New Age. "The audience reaction is positive and I have no doubt that it is a growing market," says Hui.

This assimilation of New Age material into a wider format is also happening in WDR in Cologne Germany, where Winfried

Trenkler's show "Schwingungen" has been steadily increasing its audience since its inception in 1984. Described by its presenter as "a place for electronic music in all its beauty", the show relies on active audience participation by its listeners who vote for their favourite LP or group.

In the UK, the programmers adopt a more cautious attitude. Robin Valk, Head Of Music at Birmingham's BRMB: "It is not a growing market as such, just one that already exists and so far has not been fulfilled. It provides a good building block in a variety of shows" - an opinion echoed by producer Trevor White of London's Capital Radio. ■

The Wave is one of the biggest radio successes of 1987 in the US. In fact, it is the only real new format that has emerged in the US in recent years. It started in February 1987, when a local Los Angeles station, KMET, changed its name to KTWV and switched from a rock format to what is now known as The Wave.

The Birth Of The Wave

A New Age radio format

by Emmanuel Legend



Frank Cody, innovator of The Wave

This is a mix of three elements: contemporary jazz, New Age music and contemporary vocal music (Sting, Swing Out Sister, Curiosity Killed The Cat, Suzanne Vega and Basia). The success of The Wave was immediate; KTWV jumped in the ratings from 21st position in LA to sixth.

This mix of music is presented in an unconventional fashion - without DJs. Instead, the artists themselves record the introductions and the announcements which identify the music. There are also short scenarios presented by actors who perform comedy sketches of between 30 seconds and a minute. The station also has musical logos that have an intrinsic musical value as well as being longer than the normal jingle. Many of these are recorded by artists like Manhattan Transfer. Al Jarreau and many of the New Age artists that are played on KTWV (the station is also referred to as The Wave).

Frank Cody, who was Programme Director at KTWV until recently and helped develop the format, comments: "In America, a lot of people said that there could be no more new formats, that everything that could be done had been done. The Wave has proved this to be untrue. This format has been very successful, attracting a substantial audience of people between 25 and 45."

Cody: "When I arrived, the ratings had been declining for about three years. We wanted to find out why, so we did some research. Almost everyone said that the radio was 'passed', out of style, old fashioned. So we decided

to have a brainstorming session, away from the radio station, with five people: myself representing programmes, a producer, a researcher, a package designer and a representative of a major advertising agency.

"The five of us spent three days discussing the qualities of great radio. We determined that truly great radio generates word-of-mouth interest: people talk about the station and share their interest with other people, great radio confers status, people define who they are by the kind of radio they listen to. A great radio station collects listeners from many different areas as opposed to fragmenting an audience and just going for a narrow group of listeners.

"We then established a list of criteria that makes radio great and tried to find a format that would match. We came out with two concepts: one called 'The Rock & Roll Adventure', which was basically a repackaging of the old rock stations, and the other one was 'The Wave'.

"We tested these two formats and found that although the repackaging of the rock format was well received, the mix of New Age, jazz and pop had a tremendous response. In fact, the response was so enthusiastic that we didn't trust the test, so we did

additional research and realised that by bringing together these three types of music, we could attract a new audience that was dissatisfied with American radio.

"There was this huge audience of people between 25 and 45 who grew up on music, to whom music was very important, but there was nothing on American radio they wanted to listen to."

"The format did not just appeal to wealthy urban listeners: "Good music transcends all boundaries of class and economics. People were very sceptical about whether it would work in say, Kansas City. But I saw letters from listeners in Kansas City and their reaction was the same as that in LA. People said: I can't believe this music exists. Or: I had given up on radio and your station came along, it is fantastic. It proved we were on the right target."

"The surge of this radio format is credited for helping the sales of New Age music; there are signs that sales increased by 40%, mainly in CDs, with the blossoming of The Wave.

Cody, whose original interest in so-called 'New Age' music goes back to Paul Horn, Taj Mahal and the music on the ECM label (jazz/fusion), feels that the term 'New Age' is often used in a derogatory way. Cody: "I'm not sure what New Age means. It has become an umbrella, a flag for different types of quality music, and some not so good music. New Age tends to be primarily instrumental music, very often inventive, sometimes hypnotic, frequently uplifting, invigorating and at the same time relaxing."

Frank Cody's next step will be to try and export the format as an

independent consultant. He has already been contacted by programmers in Europe: "I really want to develop this concept in Europe because I actually think that a European audience could respond to this music quicker than the Americans. I think this format can be very successful in Europe. Europeans tend to be more sophisticated in their musical tastes." ■

Made To Measure Music

by Marc Mass

"A collection of aural garments that have been, or could have been, commissioned as soundtracks," says the cover of the Made To Measure catalogue announcing the first 14 volumes of a series of albums and CDs on the Crammed Discs label.

Crammed Discs was founded in 1981 by 37-year-old musician and producer Marc Hollander and has released 60 albums and mini-albums so far. The label is distributed in 20 countries but only 5% of its turnover comes via the company's base in Belgium.

Crammed Discs' subsidiary label, Made To Measure, was founded in 1984, but did not initially fit into a New Age music category. Marc Hollander, Crammed Discs Managing Director:

"Made To Measure is strictly a New Age label, especially when you look to the US where acts like Eno and Steve Reich get this badge. We separate instrumental music from the rest of the label and group it according to different themes: (Mikel Rouse, Post-minimalists (Mikel Rouse, Daniel Schell); chamber music

(Hector Zazou); soundtracks (John Lurie - *Stranger Than Paradise, Down By Law*); musical adventure (Yasuaki Shimizu's music for commercials)."

Marc Hollander sees Brussels as the cultural crossroads of Europe (it is roughly equidistant from London, Paris, Frankfurt and Amsterdam) where a mixture of cultures has forced a broad international policy on anyone wanting to survive in the small local market.

Sleeve design is very important to Made To Measure; much of its product is intended for film soundtracks and a lot of time and effort goes into selecting artwork, paintings and photographs for the series' covers. Made To Measure is also planning special racks for retailers where all 14 volumes in the catalogue can be displayed as a whole.

Made To Measure may seem to be cloned from Brian Eno's Obscure Records but Marc Hollander is keen to point out the differences: "I think we have a lot more musical content to offer. MTM's music is not meant for meditation; our music is not for sale in health shops in the US, like some New Age music is. I would like to think that we pro-



Marc Hollander, Managing Director of Crammed Discs

vide material for fans of refined music, whether it be rock or contemporary classical."

The company had a turnover of Bfr 25 million in 1987 and has major clients in France, Germany, the UK, the US and Japan,

while the label is provoking a lot of interest in the Scandinavian countries.

The 14 volumes released comprise an almost unlimited variety of music and feature a diversity of instrumentation. *Desert Equations*, by Susan Delhin and Richard Horowitz, almost surpasses the limitations of the human voice. Horowitz composed this to fit a dance performance. Belgian composer Daniel Schell included a concert for Chapman stick (a 10-string bass-cum-lead guitar) and chamber quintet on the daring yet enjoyable *If Windows They Have* (MTM vol 13).

The collection also features two of John Lurie's soundtracks for Jim Jarmusch movies; the former Lounge Lizard's recording for MTM was the first under his own name and the so-called 'ambient jazz' fits the soundtrack requirements perfectly.

Holland, Belgium, Germany, France and Italy will soon have the chance to see Made To Measure's artists perform on stage. The label will also join a New Age music event scheduled for this summer in Paris where labels like Windham Hill, Private Music and Brian Eno's Opal will be presenting their projects. ■

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SINGLES

A-Ha *Airplay*
Kylie Minogue *Sales*

ALBUMS

Tina Turner *Airplay*
Dirty Dancing *Sales*

EXPLOSIVES CHART BUSTERS

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

SINGLES OF THE WEEK

Vital for your play list.

- Prefab Sprout - The King Of Rock 'n Roll (Kitchenware/CBS)
- Daryl Hall & John Oates - Everything Your Heart Desires (Arista)
- Gloria Estefan & Miami Sound Mach. - Can't Stay Away From You (Epic)
- The Jesus & Mary Chain - Sidewalking (Blanco Y Negro)
- Chris Jasper - One Time Love (Epic)

SURE HITS

- Robert Parker - Barefootin' (Zyx/Charly)
- Bonfire - Give It A Try (MSA)
- Geoffrey Williams - There's A Need In Me (Polydor)

EURO-CROSSOVERS

Continental records ready to cross-over

- The Nits - Panorama Man (CBS)
- Betel Vilián - De Nuevo Tu (EMI)
- Curacao - Yisou (Exclusivkoch)

EMERGING TALENT

New acts with hot product.

- Raymonde - Stop Kicking My Heart Around (Blue Guitar/Chrysalis)
- Transvision Vamp - Tell That Girl To Shut Up (MCA)
- Dale - Simon Simon (Paisley Park)
- Ya Ya - When The World Cried (WEA)

ENCORE

Former M&M tips still in need of your support.

- Gringos Locos - Gringos Locos (LP) (Mercury)
- Big Trouble - When The Love Is Good (CBS)
- Cher - We All Sleep Alone (Geffen)
- R.E.M. - The Finest Worksong (IRS)

ALBUMS OF THE WEEK

- Mory Kante - Akwaba Beach (Barclay)
- Mandy Winter - Julian (EMI)
- Judy Cheeks - No Outsiders (Polydor)
- Bros - Push (CBS)
- Sharon O'Neill - Danced In The Fire (Polydor)
- Joe Louis Walker - The Gift (Ace)
- Magnus - Wings Of Heaven (Polydor)
- Off - Organisation For Fun (Zyx)
- Eric Clapton - Crossroads (Polydor)

CHART ENTRIES

Airplay Top 50

- Taylor Dayne - Prove Your Love (23) (Arista)
- The Christians - Born Again (24) (Island)
- George Michael - One More Try (27) (Epic)
- Mory Kante - Yeke Yeke (32) (Barclay)
- The Adventurers - Broken Land (35) (Elektra)

Hot 100 Singles

- Bananarama - I Want You Back (45) (London)
- Minet - Bioman (66) (AB Productions)
- Jermaine Stewart - Get Lucky (77) (Siren)

Hot 100 Albums

- Isabel Pantoja - Desde Andalucia (85) (CBS)

FAST MOVERS

Airplay Top 50

- A-Ha - Stay On These Roads (1-2) (Warner Brothers)
- Pet Shop Boys - Heart (6-10) (Parlophone)
- Michael Jackson - Man In The Mirror (8-13) (Epic)
- Fleetwood Mac - Everywhere (9-24) (Warner Brothers)

Hot 100 Singles

- Bros - Drop The Boy (5-7) (CBS)
- Climie Fisher - Love Changes (Everything) (8-22) (EMI)
- Sinitta - Cross My Broken Heart (16-21) (Fanfare)
- Fleetwood Mac - Everywhere (17-39) (Warner Brothers)

Hot 100 Albums

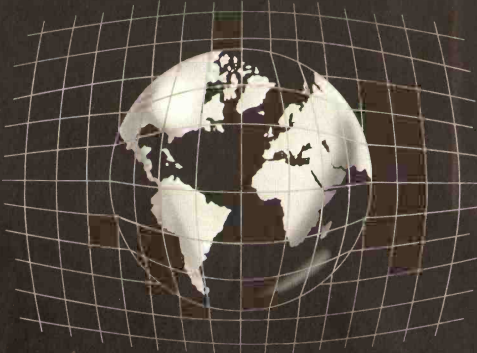
- Tina Turner - Tina Live In Europe (4-6) (Capitol)
- Bros - Push (7-11) (CBS)
- Herbert Groenemeyer - Oe (11-38) (EMI)
- Billy Ocean - Tear Down These Walls (16-19) (Jive)

HOT ADDS

Breaking Out On European Radio

- Daryl Hall & John Oates - Everything Your Heart Desires (Arista)
- Bananarama - I Want You Back (London)

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