

QUEEN

ONCE THERE WAS 'MAGIC'
NOW THERE'S . . .

'THE MIRACLE'



MUSIC

Volume 6
Issue 21
May 27
1989



MEDIA

The European
Music &
Broadcast
Trade Magazine



John Cougar Mellencamp

POP SINGER

the single

BIG DADDY

the album



© 1989

PolyGram
International

AmericanRadioHistory.Com

MUSIC & MEDIA

Volume 6
Issue 21
May 27
1989

The European
Music &
Broadcast
Trade Magazine

HMV To Open Paris Store

The UK's HMV Group is to broaden its European retail operation by opening a megastore in Paris. Stewart Morgan, HMV's Business Development Director, says prime sites such as the Champs Elysees, Les Halles and Montparnasse are being considered (see Extra! issue 20).

Morgan says that HMV, which already operates five stores in Denmark through sister company FONIA, is also looking at other European cities but Paris is a priority. "There is a genuine market there. We have been closely examining the quality of retail across Europe and believe it presents a natural market for us to expand into."

William Whitehorn, Head Corporate Public Relations for the Virgin Group, says HMV's plans do not pose a threat for its Paris Megastore which opened six months ago and first half-year trading shows an annual turnover of approximately £35 million.

Virgin has also targeted

a number of sites for megastores in Athens, Madrid, Barcelona, Marseilles, Bordeaux, Amsterdam, Brussels, Frankfurt, Lisbon, Milan, Rome and Stockholm. The company is talking to possible partners in several territories. □

International Line-Up At Ibiza '92

Womack & Womack, Grace Jones, Milli Vanilli, Fine Young Cannibals, Swing Out Sister and Animal Logic are among the acts confirmed to appear in the

international line-up at this year's Ibiza '92 (Music & Media issue 15).

Spain's state television, TVE, will film and distribute both the Spanish night



Nick Kamen signs a worldwide publishing deal with SBK. From l. to r. Rick Cunningham, Kamen's Mgr; Kamen; Peter Reichardt, MD SBK UK; and Frank Ferguson, Int. Mgr for SBK.

(advertisement)

News International's Director Corporate Relations, Jane Reed, confirmed this is Murdoch's first move into Spain. "Mr Murdoch is interested in media all over the world. This is merely another step in the group's development."

The other four bidders for the three channels are: Gestevisión-Telecinco, which includes Italy's Silvio Berlusconi; a French consortium led by publishers Prisa and subscription TV channel Canal Plus; a group representing Luxembourg-based commercial broadcaster CLT/RTL; Barcelona newspaper La Vanguardia and the Spanish Antena 3 radio network; and Canal C, a group of 25 mainly Catalan businessmen. □

on June 1 and the international show on June 3. The shows will include documentary footage of the island and artist interviews. The UK's BBC, Antenne 2 in France, VideoMusic in Italy and MTV Europe have confirmed that they will broadcast a post-produced version of both nights.

The music extravaganzas were sold to 26 countries last year and Suzanne Vila of Barcelona-based concert promotion company Managers, which is organising the event, says even more broadcasters are expected to buy this year's shows. Each country which airs the show can include local sponsorship. □

Murdoch Joins Pan-Euro Bids For Spanish TV

by Chris Fuller

(((S)))
SYNDICATION

RADIO
SYNDICATION
SEE PAGE 27

CONTENTS

IM&MC Reports 4-8

IM&MC

Including Radio In The '90s, Marketing
The Music and conference photographs.

Marcucci & Roedy
Removing The Barriers
To Pan-Euro TV 9
And music is helping to clear the way

Sky TV Denies Relaunch
Plans 10
Despite poor public interest in satellite
services in the UK

San Remo Bribe Allegations
Go To Court 15
Did artists have to pay to appear at the
Festival?

Dutch Advertisers
Favour TV-10 16
They say Holland can only support
one commercial broadcaster

New Management For
Roxette 17
Goodbye Thomas Erdtman, hello
EMA Testar

Tour Page 26
Simple Minds, Simply Red, Stray Cats
and more

Radio Syndication 27
Europe's New Growth Industry

New Releases 30
Delivering The Goods

An EMR publication in
partnership with

Billboard

FLOWERS from PAUL
june 5



Pictured in the IM&MC marketplace (from l. to r.): Rob Bolland (MD Le Disque Holland), Bert Meyer (Dir. Jive European Operations), Ferdi Bolland (MD Le Disque Holland), and Michael Lombrechtisen (GM Le Disque Holland).



Performance Rights & Wrongs panel, from l. to r.: John Brooks (Chairman PPL, UK), Jeffrey Graubart (Entertainment Attorney Cohen & Luckenbacher, US), Henr Endlich (Asst. GM BUMA/STEMRA, Holland), Paul Adler (Dir. Membership ASCAP, US), Brian West (Dir. AIRC, UK), Vera Mossessian (General Secretary, INTERGU), Huub Terhiesgen (Dir. RIM, Belgium).



Herman Van Der Zwan (A&R Mgr, Phonogram Holland), left, with Louis Spillmann (MD Phonogram West Germany).



Deep in discussion, Ferry Maat (Programme Dir. Radio 10, Holland), left, and Robbie Robinson (formerly MD Sunshine Radio, Ireland).



Cheers! From l. to r.: Doug Adamson (GM MCM Networking, UK), Chris Griffin (GM Virgin Records UK), Rafael Revert (Top 40 Music Mgr, SER Network Spain).



Raising a glass, from l. to r.: Theo Roos (Publisher, Music & Media); Mariolina Marucco (Pres. Super Channel); Rob De Boer (MD Rob De Boer Productions, Holland); Lex Harding (MD Veronica, Holland).



Out in the marketplace, from l. to r.: Henry Von Kuizeren (Marketing Executive Europe, EMI Holland); Rick Blaskey (Dir. EMI Music Int.), Mark Collen (Sr. Mark. Mgr. EMI UK).



Sheena Easton at her IM&MC press conference.

IM&MC REPORTS
continue on page 6 ▶

MUSIC & MEDIA - May 27, 1989

tin machine



hunt sales
(drums/vocals)

reeves gabrels
(lead guitar)

david bowie
(guitar/vocals)

tony sales
(bass/vocals)

out 22nd May · album · cassette · cd

cassette & cd feature 2 extra tracks





RTL France's Monique Le Marcis (Music Programme Dir.) and Jean-Pierre Dussoaux (Dir. Artistic Services) meet the Mayor of Amsterdam, Ed Van Thijn, at the Mayor's reception.



The Bangles, one of many super acts in Amsterdam during IM&MC.



Mikael Nilsson (Producer/DI, Swedish national radio) and Birgitta Thofelt (Producer/Programme Acquisition, Swedish television, SVT).



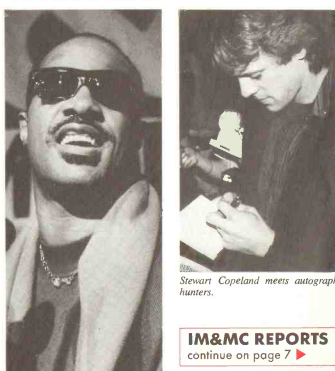
At the Mayor's reception, from l. to r. Tom McGinn (Group MD MCM Network UK), Steven Saltzman (MD Rock Over London), Gary Landis (VP Dir. Programming, Watwood One, US).



Getting together after Tom Petty's press conference, from left to right: Stuart Watson (VP MCA Records Int.), manager Tony Dimitriadis, Petty, and John Brands, MD MCA Music UK.



Participants on the panel, Glasnost: Opportunities When East Meets West. Back row, from l. to r. Jim Halsey (Chairman/CEO Halsey Corp. US); James Fisher (UK Regional Dir. ASCAP); Vladislav Khodkin (Gosconcert); centre, Leonid Sidelnikov (Dir. Meznya Publishers, Moscow); front row, Brock Szarek (VP/PR, BMI New York); Alexander Chechkin (Deputy DG Melodia, USSR); Peter Balint (Dir. Ring Records, Hungary).



Stevie Wonder meets the press



Stewart Copeland meets autograph hunters.

IM & MC REPORTS
continue on page 7 ▶

All IM&MC photos by
Kees Takak, Amsterdam

Marketing With Music Or Music Without Marketing?

by Jon Henley



From l. to r. Robert Gibraltar, VP & European Account Dir. BSB Europe, Ralph Peer II, Pres. Peer Southern Music Publishing, Joshua Simon, Pres. EMCI, Suki Kalirai, Div. Mark. Mgr. Coca-Cola Northwest Europe, Dick McCullough, Pres. EH Brown Advertising US, Frank Van Hoorn, MD IST Holland; Urs Kamber, Int. PR & Prom. Mgr. Swatch Switzerland.

Artists and managements should not see music sponsorship as a quick and easy route to fame. The sponsoring company is in the business to make a return on its investment and an act should think of what it can offer the company rather than what the company can do for it.

That, along with a plea for "more co-operation between both sides", was one of the main points to emerge from this panel. Suki Kalirai, Divisional Marketing Manager for Coca-Cola Northwest Europe, reminded the audience that music marketing is just one tactic in a company's advertising and promotion strategy.

"Music is a vehicle for us, a way of obtaining a tangible advantage. Anyone who thinks his act is suitable for sponsoring must ask: what am I adding to the brand? It's not good just thinking, I want to tour, I haven't got any money, let's get a sponsor. That's not the way it works. After all, what other industry is there apart from the music industry that can launch and promote a product and get someone else to pay for it?"

Ralph Peer II, president of Peer Southern Music, said he thought it was debatable whether it was the artist or the song that was promoted. For example, in the Levi 50th campaign which used Sam Cooke's *Wonderful World*, Peer felt the song itself had become a sort of "aural logo".

However, he said that legal and licensing problems often get in the way of an international campaign. "Many songs are controlled by different national bodies. Publishers should definitely look into setting up a one-stop licensing system for music in commercials."

Dick McCullough, president of Chicago-based advertising agency EH Brown said it was important to publishers, promoters and agents to bring their acts to the attention of advertising agencies: "The creative department makes the decision. You have to look for creative angles, get the right names, think yourself into the product."

Frank Van Hoorn, of Dutch-based music marketing consultant Total Support Team (TST), complained of a lack of under-

standing from both the music business and the sponsors. "The music industry makes decisions too late for the corporate sponsor. Tours are often decided on only two months in advance, while a major company plans its promo campaigns two years ahead."

Urs Kamber, International Public Relations & Promotion Manager for Swatch Switzerland, also argued for more co-operation. "We turn down most sponsorship proposals because they're either too expensive, too late, the act is too well known or there are no really intelligent tie-ins for us. A lot of acts are just after our credibility."

Robert Gibraltar, Vice President of BSB Europe, said marketing with music, though difficult, was "one of the best vehicles for a multinational campaign".

(advertisement)

DURECO MANUFACTURING

YOUR PARTNER IN SERVICE, QUALITY AND SPEED

PLEASE CALL CEES STAM
TEL. (31) 2940-15321
FAX: (31) 2940-18923
TLX 16619

P.O. BOX 12, 1380 AA WEESEP
H O L L A N D

Marketing The Music

by Chris White

How will the public buy music entertainment in the 90s was the question asked at this panel, chaired by Paul Burger, Vice President Marketing & Sales at that CBS Records International. Would singles continue to promote albums and would black vinyl continue to be a valuable marketing tool?

Paul Conroy, Managing Director of WEA Records US Division in the UK: "The single will continue to be the main music format played on the radio and will continue to be the teaser for the album format. In the US the saviour is the cassette single which is flying away, and in the

UK that format is the next big thrust for us.

"There are around 80% of British households that still have turntable record players so that market is not going to die overnight. I'm personally in favour of retaining the single, and in keeping a chart that is based on sales only and does not include radio airplay"

Jack Eugster, Chairman of The Musicians Group: "In our company we like singles because they make money for us, so I'm



READ ALL ABOUT IT

Michael Rushbridge, CEO of Reed Exhibitions, says the company is "talking" to TVS Entertainment about the possible acquisition of TVS subsidiary, the Midden Organisation. But he says it is too early to comment on whether Reed is planning to make a formal bid. And TVS has confirmed that at least two other companies - publishers International Thompson and Cintel, which organises an annual film, television and video market in Las Vegas - are interested in Midden. However, James Giddard, CEO of TVS Entertainment, maintains the company is not for sale.

A final decision on plans for France's two public broadcasters, Antenne 2 and FR3, is expected this week. Catherine Tasca, France's Minister Of Communications, has presented her proposal for the restructuring and refinancing of the two public TV stations, including a joint bid, to parliament. Initial reactions to the single president idea were lukewarm, and by the last, and firmly opposed by the audiovisual authority CSA.

Meanwhile, the new youth programme expected from Jean-Pierre Garnier (producer of "Dreuz Vend La Meche") is currently on hold at France's public TV channel FR3. Garnier says: "There is no point going ahead with any new projects at the moment. In a month we are going to have a new President Director-General, so it is not worth working on anything new until we know what is happening. We just have to wait and see."

Last week's rescue bid for troubled satellite radio service Radio Radio (see Music & Media issue 20) sounds like it came just in time. We hear MD Rob Jones was just about to be taken to court by two of his engineers for non-payment of bills. And the station is also rumored to owe London facilities house Molinare.

Never a man to shy away from exploiting his assets, Italy's Silvio Berlusconi decided to give his retail chain Standa a boost with free trial advertising on his three private TV channels Canale Cinque, Italia Uno, and Rete Quattro. Standa recently reported a net loss of L. 42 billion for 1988 but has already seen a 20% rise in sales in the first few months of this year.

IM & MC REPORTS
continue on page 8 ▶

MARKETING THE MUSIC
continued from page 7

said to hear that the market for them is declining. In the US the vinyl album has just about gone and the cassette is very dominant.

Stuart Watson, Vice President MCA Records International: "By 1992 there will be more than 200 different TV channels in Europe so the days of state-owned broadcasting are well and truly over. We will have to strengthen the exchanges between countries because the EC is going to be the biggest single music market in the world.

"The cassette is obviously going to be an important format in the 90s but we have to try and remember that it is not overly popular in every territory - in West Germany the ratio is five to

one against it. We shall have to try and take the cassette single campaign out of the UK and spread it through Europe."

Stuart McAllister, Chief Executive HMV Group in the UK: "Retailing in Europe is going to be very exciting during the next couple of years but there are a number of key issues to be addressed. There will be structural changes within the retail industry and we shall see the emergence of a super-league of retailers.

"The Indies will still be able to survive and do good business as long as they find their particular niche. Retailers will have to



From l. to r. Stuart McAllister, CEO HMV Group; Paul Conroy, MD WEA Records US Div; UK, Stuart Watson, VP MCA Records Int; Jack Eager, Chairman & CEO The Musicland Group; Paul Burger, VP Marketing & Sales CBS Records International.

RADIO RAP

Jingles Are Vital

Jingles have long been recognised as vital in establishing a station's image and identity, or have they?



By Chris Fuller

David Lee Stone, who runs London-based jingle company Jay Productions with partner Anthony James, says jingle standards across Europe are extremely low and that many programmers fail to understand their importance.

"There's no doubt that they sound better and work better. Their whole approach is more sophisticated."

A Californian who has worked in radio for 12 years on both sides of the Atlantic, Stone feels the US beats Europe hands down when it comes to slickness and effectiveness.

London's Capital Radio, Radio Luxembourg, Liverpool's Radio City and Portsmouth/Southampton's Ocean Sound. Europe now attracts them but Stone says the

market is still in its infancy and the backward attitude of many stations makes expansion difficult.

Stone: "One station in Italy asked for new jingles every month. What the hell has that got to do with establishing a station identity? It shows a complete misunderstanding of what a jingle should be about."

Good jingles, says Stone, should be image-building and used within a clearly-defined format: "Discipline is very important. Instead of just an addition to the programming, like an afterthought, jingles should be an integral part of the whole plan. Use them properly and they will work for you."

Radio In The 90s

by Chris Fuller

Speaking at the first part of the radio workshop, **Tim Blackmore**, Programming Director of PPM in the UK, called for a wider acceptance of the many styles of radio and types of audience. "There's room for both computer-selected radio and the human element."

Jan Morrien, Director of Sky Radio in Holland, explained how his station had no DJs at all, concentrating on an all-music, computer-selected format.

Heated debate followed. Delegate **Steve Saltzman**, Managing Director of Rock Over London, said automated stations were "probably the scariest thing in the business". Morrien replied: "Music is the only pure way to cross borders... music speaks all languages."

Tony McGinn, Group Managing Director of MCM, congratulated Sky Radio on its success but added: "What it has developed is background radio, not foreground radio."

Discussing station sponsorship, McGinn said careful selection of sponsors is vital: "Credibility with the audience and with the industry is far more important than some fat cheque from a sponsor."

From Paris, **RTL's Jean Pierre Dusseaux** (Director Art Services) and **Monique Le Marcis** (Director Music Programming) explained their success in appealing to a wide age group, while **Martin Schmitt** (Head Of Sales at Gong Group Radio Division in West Germany) spoke of the importance of

games and competitions. During the second IM&MC radio workshop, **Ad Roland**, Director European Media Services in Holland, spoke on the importance of station promotion and regular identification. "It's sometimes listen to stations in Europe and for about an hour I don't hear any station identification, not even a jingle. This just isn't good enough and is a lesson Europe has to learn."

In an address titled **King Talent With A Narrow Range**, Music & Media's Music Editor **Gary Smith** cited UK-based Kiss FM as an example of "good modern radio". Smith: "They are keen on discovering new talent and serve a young, dance-oriented audience."

Smith said that European radio did not devote enough time to new bands and singers: "There are massive reserves of talent out there but they are simply not being exploited."

Tony McGinn, Group Managing Director of MCM Network-UK, criticised stations who rely heavily on charts: "A decent programmer will step out of the chart formula and take a few risks."

During a discussion on Chart Bits Or Creating Hits **Steve Saltzman**, Managing Director of Rock Over London in the UK, said stations should be wary of record company manipulation.

"We should be our own masters and not simply play what the record companies want us to play - be a little more adventurous and upset their carefully laid plans." □



Radio In The 90s, Part 2 - Chaired by Machiel Bakker, Ed. Music & Media (front). From l. to r.: Doug Adamson, GM MCM UK; Gary Landis, VP. D. Dir. Of Programming, Westwood One US; Gary Smith Music & Media; Jeroen Sier, MD Radio 10 Holland; Ralfger Reier, Top 40 Music Mgr, SER Sports, Ad Roland Dir., European Media Services, Holland; Steve Saltzman MD Rock Over London UK.

Marcucci & Roedy - Removing The Barriers To Pan-Euro TV

by Jon Henley

Mariolina Marcucci, Managing Director of Super Channel, says the main problem confronting pan-European TV is Europe's preoccupation with TV as a cultural rather than a commercial medium.

Marcucci: "In many ways, Europe today is like Italy 15 years ago, before deregulation. The national networks are producing high-budget cultural or family programming. Trying to reproduce that kind of programming on a pan-European basis won't work."

"You have to take a commercial approach. You have to target your audience accurately and position yourself clearly, which is something they recognise in the US and is why US programmes have succeeded internationally."

"What we're trying to do is create a channel that will represent a particular life style, a young international attitude, rather than a specific age group. That audience does have a common language - music. Music is very important to us, it's 60% of our programming at the moment."

MTV Europe's Managing Director, **Bill Roedy** agrees: "Music is not only a way of talking to a young audience. It's also very well suited to advertising be-



Bill Roedy, MD MTV Europe



Mariolina Marcucci, MD Super Channel

cause brand loyalty starts at a very young age. The fast format of music programming can accommodate advertising and advertising at its best can enhance the channel - we're extremely particular at MTV about the way ads look on the screen."

So why are advertisers still wary of pan-European TV cam-

Children and their version of Marley's *One Love* ★

Palace Benelux's top priority now is the recently launched 'Heavy Metal Magazine' video. It is a longform containing interviews, zigs, backstage shots etc and will be released every two months. The first features **Ozzy Osbourne**, **WASP**, **Iron Maiden** and **Motorhead** ★

PMI's releases this week include **Sheena Easton's** 'For Your Eyes Only' which contains clips of her biggest hits so far; **For Your Eyes Only**, **You Could Have Been With Me** and **Ice On In The Rain**.

And it is also releasing **Thomas Dolby's** 'The Golden Age Of Video', a compilation featuring self-directed clips for his like *I Scare Myself*, *She Blinded Me With Science* and *Hyperspace* ★

D.M.

EUROCLIPS

The most aired music video clips through Europe in the week prior to publication. Includes more than 50 video tv programmes and other tv shows partly featuring videos from 14 European countries.

VIDEO FAVOURITE
★ The Cure
Lullaby MCM

VIDEO HITS

- Queen - I Want It All - MCM
- Holly Johnson - Americanos - Harry Clap
- Simple Minds - This Is Your Land - How
- Five Young Cannibals - Good Thing - Universal
- Dubbin Gibson - Electric Souls - IRI
- Kylie Minogue - Hand On Your Heart - Short Stars
- Simply Red - If You Don't Know Me By Now - New
- The Bangles - Casualties - MCM
- Credence Clearwater - I Drive All Night - Not Used
- Madonna - Like A Prayer - O Piccus

WELL AIRED

- Rosette - The Look - Ace Heat & Gary Deon Estus
- Heaven Help Me - Expensive Pictures
- De La Soul - Mr. Myself & I - Saw Pictures
- Wendy & Lisa - Lullaby - MCM
- Guns N' Roses - Paradise City - Propaganda Films
- Jason Donovan - You Haven't Broken Hearts - Short Stars
- Durandean - Do You Believe In Shame - IRI
- Top Of The Line - Forty Cold Meds - O Piccus

MEDIUM ROTATION

- INXS - Mystify - Hannal TV Productions
- Kon Kan - For Your Pardon - Not Used
- Ray Orbicon - She's A Mystery To Me - Propaganda Films
- Paul Carrack - My Brave Face - Challenge
- Paula Abdul - Straight Up - Propaganda Films
- Siouxie & The Banshees - Keep On Moving - Light Garden Prod
- Tommy Lee - I'll Be There For You - Top Gun
- Yazz - Where He's All The Love Goes - Harry Clap

FIRST SHOWINGS

- Diana Ross - Worsening Overtime - Adness Productions
- Heart - My Sister Is Driving - Harry Clap
- Stevie Nicks - Rooms On Fire - Cream Cheese Productions

Murdoch & Maxwell Deal

Rupert Murdoch and archrival Robert Maxwell have finalised a five-year deal for Murdoch's Sky Television channels to be carried on Maxwell's Cable TV (MCTV) network.

MCTV, the largest cable operator in the UK, will begin to carry Sky Movies and Sky Channel from June 1. More sky services will be added to the cable system over the next year. Andrew Neil, Executive Chairman of Sky Television: "We are delighted with this deal. It means an immediate addition of over 500,000 homes." □

Sky TV Denies Relaunch Plans

by Chris Fuller

Rupert Murdoch's Sky TV has denied reports it is planning a total relaunch in view of slow UK public interest in satellite services.

Research figures issued by the Financial Times show that around 80% of the British public have no intention of installing satellite TV receiving equipment and fewer than one in 20 have any intention of buying a dish.

But Fiona Walters, Sky's Director Of Publicity, dismissed the survey as "merely one of many, which all seem to contradict each other". She looked at the figures in the opposite way: "They seem to say 20% of the population are interested in satellite TV. That's one in every five people which is excellent penetration by any standards."

She denied there was to be a Sky relaunch and was "not at all worried" at the rate at which satellite receivers are being sold

in the UK, currently believed to be around 3,000 a week. That averages only one a week for every retail outlet where the equipment is available and it is way below the rate of expansion guaranteed by Sky to its advertisers.

Walters: "We have just started a £13 million advertising campaign which we are sure will effect dish sales in a big way. We are very confident."

And Paul Conroy, WEA UK's Managing Director (US Division) puts the slow start down to "the British public's traditional reluctance to embrace anything new".

Conroy: "I'm sure satellite TV will open up as people wake up to its possibilities. As a record company we're keeping a close eye upon developments and I'm sure it will gradually become an important area for our marketing plans." □

SPOTLIGHT

The Cookie Crew - Cookin' Success

by Gary Smith



FFRR (Full Frequency Range Recordings). The LP's first single was the title track which just missed the top 20 in the UK. A second single, *Got To Keep On* has just been released.

The girls' previous records were all produced by fellow UK rapper Derek B but in their search for perfection Cookie Crew decided to enlist the help of two members of Salsation: for the new album, Zeezoo J: "The guys from Salsation were much more willing to let us have our own way and we're very happy with the results." And so they should be - *Born This Way* is quite simply superb, a powerful fusion of rap and dance music that is certainly commendable.

Katarina Strupinska, Marketing Manager FFRR: "The first single, *Born This Way*, was a more hardcore rap record which said the foundations for the second single by breaking through from a club base. The second single *Got To Keep On* with its mid-tempo rap and Motown influence is the vehicle with which we will cross over the Cookie Crew to a more pop-oriented market." □

For the next 18 months the band seemed to have disappeared but in fact they had gone to New York's Chung King Studios to record their debut album, produced by Daddy O and BCB of Salsation. The result is *Born This Way* (828134.1) out on London Records' new dance label

Cool Retail Response To Cassingle

by Mike Nicholls

The cassette single has met with a cool response from major retailers, following last week's decision by the top record companies to release all possible chart singles in the new format (see Music & Media issue 20).

Dave Kane, Operations Director at Or Price, the largest record chain in the UK: "We have only just got behind CD singles after months of consumer confusion and there is a problem with space. Videos are obviously taking off at a terrific rate so there has to be some priority there. Vinyl is not dying at the rate the industry forecasts. Customers seem to like buying records and we are still doing well selling singles and LPs. It is not as if we are being inundated with requests for cassettes."

Meanwhile HMV, whose 65-store network includes the biggest record shop in the world near London's Oxford Circus, speaks more positive. A spokesperson said: "We welcome any effort to revive the singles market. We are also suggesting to the BPI that all cassette singles come packaged with some feature to distinguish them from album cassettes." □

ROCK OVER LONDON

Globe Theatre, Shaftesbury Avenue, London W1, tel. 1-4944513

"I always thought she was the right girl from the moment I met her, it was just the wrong time, she was too young," said Bill Wyman at this week's press conference with his bride-to-be Nancy Kerr. Looking about auctioning off his old address book at Sotheby's, Wyman admitted plans for the June wedding have been dictated by the Stones' timetable. They recorded a total of 15 tracks for their album in five weeks and are now at the mixing and overdubs stage with rehearsals scheduled for the end of this month when all the band will be gathering in London for the wedding.

In the meantime, some of Wyman's other projects have been delayed by the nuptials. His solo single *You Can't Get Enough Of That Stuff* is on hold along with the biography he has written about the early years of the Rolling Stones. However, his London restaurant "Slicky Fingers" opens on schedule on May 17. A private launch party attracted a host of star guests like Tina Turner, George Harrison, Steve Winwood, Jim Capaldi and members of Queen.

Wyman will host another celebrity-studded gathering on May 28 when his cricket team play Eric Clapton's 11 in aid of the Startlight Foundation for critically and terminally ill children. Ron Wood, Kenny Jones, Gary Brooker and Mike Rutherford are among the players with some of them joining Andy Fairweather-Lowe's all-star jam session in the evening.

The Prince's Trust has announced more details about its two gala concerts in Birmingham on July 18 and 19. George Martin will be on stage as musical director and conductor of the City Of Birmingham Symphony Orchestra accompanied so far by Phil Collins, Van

Clayton and the Police. The Prince's Trust has announced more details about its two gala concerts in Birmingham on July 18 and 19. George Martin will be on stage as musical director and conductor of the City Of Birmingham Symphony Orchestra accompanied so far by Phil Collins, Van

Rock Over London is the UK's weekly rock music showcase presented by © Graham Dove and syndicated on international radio. The programme goes on across the USA, Canada, Mexico, Greece, Australia and the Far East.

New Hits & Memories Format At Reading 210

by Paul Easton

In the build-up for the launch of a new FM service at the beginning of 1990, Reading's commercial station, Radio 210, has remodelled its FM service into a hits and memories format.

Beginning in June, several of the station's specialist music programmes, such as jazz and Afro-Caribbean shows, are dropped from the FM service to make way for an all-pop format aimed at a 15 to 35 age range. The flagship of the new format is New Zealander Karen Hay's daily show, which runs from 1900 to 22.00 hours.

The specialist programmes will reappear on the proposed AM service, as yet unnamed, which will be launched in the New Year. This will be generally targeted at a 50 plus age group and will mix music and information.

Radio 210 Programming Assistant Susan Fidler: "We are confident in the success of his mix and memories mix. We have brightened up the service in view of what we feel the market wants." □

PLAYLIST REPORT

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

1. Queen - Heart Of Stone
2. Robyn Palmer - Change His Ways
3. Daxton Blue - Finga Sing The Blues
4. Midnight Oil - Back In Action
5. Kylie Minogue - Hard On Your Heart
6. Kowette - The Look
7. Various Artists - Every One Has Her Day
8. Bobby Brown - Every Little Step
9. Steve Nicks - Room On Fire
10. Fine Young Cannibals - Good Thing
11. Taz - Where We All Fit In The Game
12. Rick Warren - My Heart Can't Fly
13. Menah Cherri - Hachidi
14. Chaka Khan - I'm Every Woman
15. Natalie Cole - The Walk-Off
16. Ron Jovi - It's There For You
17. Paul McCartney - My Brave Face
18. Jason Donovan - Saved With A Kiss
19. Bangles - Earth Shaker
20. Feeder - The Sinking

Stuart Slater's Plans For Chrysalis Music

by Mike Nicholls

"It is time the image of a publisher sitting back and taking his cut of the royalties is buried once and for all," says Stuart Slater, recently-appointed President of Chrysalis Music Worldwide. Believed that Chrysalis Music was not included in last month's 50% takeover of the Chrysalis record company by EMI, Slater hopes to revive what he feels has become almost a forgotten art in publishing - selling songs to other artists.

Slater: "Publishers are in the business of buying and selling. They should be out watching as many new acts as record company A&R men."

To achieve this, Slater has appointed a new team in the UK, all of whom are involved with A&R.

This includes Bruce Craigie, formerly with the Chrysalis record company and now General Manager of Chrysalis Publishing.

Chrysalis' existing catalogue also includes Wet Wet Wet, The Waterboys, Sinead O'Connor, Billy Idol, Huey Lewis, Deborah Harry, Pat Benatar and Scritti Politti. And Simon Climie of Climie Fisher has had songs published with such world class names as George Michael & Aretha Franklin (*I Know You Were Waiting*) and Rod Stewart (*My Heart Can't Tell Me No*), an example of the importance the publishing company places on selling as well as buying.

Slater does not rule out the idea of taking over other small to

medium-sized publishing companies or buying catalogues of good songs should they become available. Plans to expand territorially are already under way, with offices in West Germany and Australia to open early next year. □

Route 89 was supported by Greater London Radio, which broadcast concert updates on its breakfast show and recorded interviews and concerts to be broadcast later in conjunction with BBC Radio 2.

HMV shops also promoted the event, which ran throughout May, with in-store displays and a compilation cassette. *The Route 89 Collection*, which was given away with each purchase of an album featured during the campaign. □

- Various Artists**
Ferry Cross The Mersey (PWL)
Paul McCartney
My Brave Face (Parlophone)
Deacon Blue
Finga Sing The Blues (CBS)
Fuzzbox
Pick Sunshine (WEA)

Artists United For Nature

by Philipp Roser

Munich - Several well-known artists have joined the newly formed Artists United For Nature (AUN) which aims to raise funds for organisations which work to protect tropical rainforests, particularly in Brazil. The founding members of AUN include Jennifer Rush and media personality Fritz Egner.

AUN plans to hold benefit concerts, cinema presentations and art auctions. And Grammy-winning producer Harold Faltermeyer, also a founding member, has agreed to produce a compilation

album for the organisation which will feature international stars.

AUN founder Curtis Briggs, a Munich-based music producer: "Artists are creative people and are in a position to help raise the public consciousness about these problems. We are independent and set examples for many people. Therefore we want to set a good example by helping and donating to these causes. And what that support of this movement is not restricted by national borders and encourage foreign membership and support." □



Metronome announces the signing of an exclusive long-term contract with CC Catch. From l. to r.: Klaus Ebert, MD Metronome; Oliver Helwig, A&R Mgr; CC Catch; HG Dresler, lawyer; Axel Schwarzbarg, lawyer; Simon Napier-Bell, Mgr.

ARD Presents New Format

Frankfurt - West Germany's public TV channel ARD 1, will experiment with a new format in July and August. The channel's programming is currently made up of contributions from its II regional members.

According to a recent ARD study, the constant changes be-

tween regional stations, each with its own presenters, does not attract a maximum audience. In the hope of presenting more unified programming, the new concept means that each day a different station will have the opportunity to present the entire evening's shows. □

Swiss Festivals Cancelled

Two of the most important festivals in Switzerland will not take place this summer. Out In The Green, organised by concert agency Free & Virgin, has been cancelled because of opposition from the local city council. And the festival in Arbon will not be held due to a deficit of about £

23,000 from last year's event. However, a new festival will be held - The Mobile Festival. Two bands, Stanley B (West German) and ex-Dragonet member Renato Cappelli (Switzerland), will tour from June 1 to July 15 and will be joined by local acts at each gig. □

Joint Venture By Non-GEMA Publishers

Krempel - Armin Wenzel, Managing Director of Omni-Media Sound, one of West Germany's largest non-GEMA affiliated music publishers, has announced a joint venture with the Bad

Wimpfen-based Hucksstaedt Music Productions. Hucksstaedt and Omni also have studio facilities in Bad Wimpfen suitable for film soundtracks and jingles. □

Public Broadcasters Under Fire

by Peter Woerner

Bonn - Bjorn Engholm, the new Chairman of the Social Democratic Party's (SPD) Media Commission and Minister President of Schleswig-Holstein, says public broadcasters risk losing "the justification for their existence".

Engholm has called for the "retention of the cultural identity of the German media system" and says it is vital that public broadcasters "concentrate their activities on their actual duty to provide comprehensive programming". He adds: "If this is not done, the public stations will lose the justification for their

existence." Engholm also says that in light of the potential harmonisation of European broadcasting policy, it is crucial that the SPD, as well as each of West Germany's regional governments, plan for the future.

"If the federal states do not rethink their positions then they will not be able to influence the effect of major European media developments on their regional radio programming."

Engholm succeeds Peter Glotz, who held the post for five years. □

7th German Rock Award

The German Rock Musicians Association says the finals for the 7th National Rock Festival, the German Rock Award 1989, will be held at the new Bonn Kulturzentrum on December 8 and 9.

The competition is open to bands representing all styles including rock, pop, heavy metal, acid and avant-garde. Applica-

tions can be made by sending two songs on cassette by May 1. Regional winners will compete in the national finals.

The jury will include radio presenters, record company managers and music journalists. The prizes, including record productions, will have a total value of DM 120,000. □

PLAYLIST REPORT

Media Control Germany

From the airplay hit parade from Media Control including 29 radio-channels. For more info please contact Media Control - Postfach 625, D-7370 Baden Baden, tel: (0)7122-33066.

- Madonna - Like A Prayer
- Five Young Cannibals - Good Thing
- David Hasselhoff - Looking For Freedom
- Holly Johnson - American
- Ben Gee - Ordinary Love
- Wipe Out - The Real Thing
- Donna Summer - The Touch
- James Brown - The Pay Backers
- Rebecca - The Look
- Tom Petty - I Won't Back Down
- Kylie Minogue - Heat On Your Face
- Robbi Beck - Save Up All Your Tears
- Bangles - Eternal Flame
- Swing Out Sister - You My Mind
- Bananarama - Help
- Rainbirds - See Us (Part II)
- Peter Noone - I'm Not Smiling
- Ray Orbison - You Got It
- Paula Abdul - Straight Up
- Womack & Womack - Celebrate The World

Media Control Austria

Most played records as checked by Media Control on the national channel Ö3 and Radio Brenner.

- Thomas Panther - Nur Du Mein
- Five Young Cannibals - See Us (Part II)
- Bangles - Eternal Flame
- Holly Johnson - American
- Madonna - Like A Prayer
- Five Young Cannibals - Good Thing
- Meo - Don't Want To Sleep

Media Control Switzerland

- Ray Orbison - You Got It
- Texax - Don't Wanna Leave
- Tania Tavarum - Work A Little Your
- Rebecca - The Look
- The Three - The Real Thing
- Queen - The Great Escape
- David Hasselhoff - Looking For Freedom
- Paula Abdul - Straight Up
- Michael Jackson - I Wanna Be Like You
- Robbi Beck - Save Up All Your Tears
- Tom Petty - I Won't Back Down
- Joe Jackson - When The Night Comes
- Samantha Fox - I Only Wanna Be With You

Media Control Switzerland Most played records as checked by Media Control on the national channel DRS 3, Colson 3 and 4 private stations. For more info please contact Media Control, Post Passage 2 Basel 4002, tel: 61-228989.

- Five Young Cannibals - Good Thing
- The Cure - Lullaby
- Texax - Don't Wanna Leave
- Rainbirds - See Us (Part II)
- Simply Red - If You Don't Know Me By Now
- The Three - The Real Thing
- Public - Of Course I'm Loving You
- Madonna - Like A Prayer
- Rebecca - The Look
- Meo & The Mechanics - The Living Year
- Archie & Eloise - Through The Storm
- Time Line - Love's Got A Hold
- The Belle Stars - No No - OST: Roman
- David Hasselhoff - Looking For Freedom
- Skunkadee - The Way To Your Heart
- Marc Almond - Something's Gonna Happen
- James Brown - The Pay Backers
- Paula Abdul - Straight Up
- Pino Padellaro - Jolo
- Robbi Beck - Save Up All Your Tears

Tele 5's Jazz Summer

'Jazz Summer 1989' is the framework for a series of jazz concerts planned by the Munich-based private TV channel Tele 5.

Tele 5's Head of Music, Joerg Hoppe hopes Chick Corea and Jasper Van't Hof's Pili Pili (whose recent concert in Cologne was recorded on video) will be among the first artists to be presented. Tele 5 hopes to buy concert films from all over the world as well as making its own productions.

"If this series finds the necessary viewer response we are planning to include a jazz show in our regular programming." Hoppe has also announced that he will broadcast last year's best-selling music video in West Germany: a one-hour live concert by Die Aerzte (The Doctors). According to Hoppe, the group, which have since split, sold 27,000 videos in only two months. □

Budde Buys Moroder Catalogue

West Berlin - Budde Musikverlage has bought the Giorgio Moroder catalogue to the end of 1987 from Moroder's own company. The deal was made through Budde's two US affiliates Jastan Music (ASCAP) and Sebanie Music (BMI).

The catalogue features the Oscar-winning songs *Flashdance - What A Feeling* and *Take My Breath Away* (from the film 'Top Gun'), as well as the Donna Sum-

mer hits *Love To Love You Baby* and *I Feel Love*. It also includes David Bowie's hit *Cat People* and the official 1984 Olympics theme *Reach Out*.

Under the new agreement, Moroder will continue to publish through Jastan and Sebanie. Sub-publication rights for West Germany, Austria and Switzerland will remain with Axis Musikverlag in Munich. □

More Music On DRS-3

Basel - Switzerland's German-language pop station DRS-3 has increased the amount of music it plays. Peter Buhler, DRS-3's Programme Director, says most of the changes are to weekend programming where several new shows have been introduced in-

cluding 'Rockpress', a music-information programme, 'Solid Gold', which features oldies, and the magazine show 'Weekend'. Meanwhile 'Formel 3', DRS-3's weekly hit parade, has been condensed to only 10 singles and 10 album tracks. □

4 Privates To Join Forces

Ludwigshafen - Two of the four broadcasting companies in Rhineland-Palatinate are joining forces. Linksreinscheischer Rundfunk (LR), part of the Social Democratic Party's media division, will take a 9% interest in the state's main private broadcaster, Radio RPR.

This follows the media authority's decision to change its unsuccessful frequency sharing policy by the end of this year. Four media companies currently share the same frequency but a single licence will be issued, presumably to RPR.

The only way for the other stations to retain any influence is to participate in RPR. As a result,

RPR is negotiating with Pro Radio 4. An agreement with the fourth company, Radio 85, is also expected. □

HOT BREAKOUTS

National hits bound to explode

- Fancy - No Tears (Mercury)
- Rainbirds - Sea Of Time (Mercury)
- Hubert Kah - Welcome Machine (Intercom)
- Dux Dux - This Is A Sound (Eighty Eight/EMI)

(advertisements)

BE THERE!

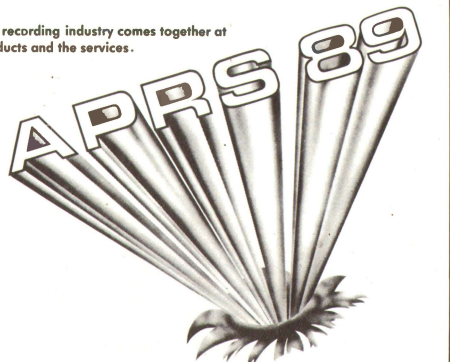
All that's new in the international recording industry comes together at APRS 89. The technology, the products and the services. Simply the latest and the best.

From 7th-9th June next, at Olympia 2 in London, APRS 89, the 22nd annual exhibition of professional recording equipment will draw technically qualified visitors from around the world.

BE THERE!

For more information please contact the organisers:

Association of Professional Recording Studios Ltd,
163A High St, Rickmansworth, WD3 1AY, England, Tel: (0923) 772907 Fax: (0923) 773079.



TV-10 Is Favourite With Advertisers

by Jon Heylen

Three of the four Dutch commercial TV channels planning to launch this year (see Music & Media issue 20) will have "a very tough struggle ahead of them," says Matthew Sosef, Media Director at Ogilvy & Mather in Amsterdam.

Sosef and other advertising agency planners believe the Dutch market can support only one commercial broadcaster.

Wilma Van Opstal, Media Director at FHV/BBD0: "Four commercial channels is madness. Last year DV 435 million was spent on TV advertising in Holland. The potential market is much bigger than that, but it won't explode overnight - we reckon on about 50% extra, or Dfl 200 million, next year. Four stations can't survive on that."

The agencies say the actual market share commercial TV captures will depend on the viewing figures and the quality of the programmes. The clear favourite among the agencies, according to Sosef and Van Opstal, is Joop Van Den Ende and Peter Jelgersma's TV-10.

Sosef: "Van Den Ende is a very clever guy. His production company makes the majority of Holland's most successful programmes already, so he has a guaranteed audience and all the expertise and facilities in-house. He's already won the confidence of the agencies."

Belgium's French-language broadcaster RTBF is negotiating with new French cultural channel La Sept for a share in its capital.

Adviser to the Managing Director Jacques Delcuveliere: "We signed a co-production agreement with La Sept two years ago and we are now discussing the possibilities of acquiring a stake largely because we see some problems in La Sept's relationship with the West German channels who are also involved." Delcuveliere is worried the West German producers might dominate the programming.

PLAYLIST REPORT
Sichting Nederlandse Top 40
 Airplay checked on Radio 2 and 3, the Dutch national pop channels. For info contact Sichting Nederlandse Top 40, PO Box 706, 1200 AS Hilversum, (0353 - 231647).

1. **David Essex** - Heaven Help Me
2. **Bangor** - I'ma Have
3. **Heatbeat** - Sanding - Heave Of The Road
4. **Green Seal** - Push To Lose
5. **Kylie Minogue** - Hard On Your Heart
6. **Melanie Cherry** - Heavie
7. **Texas** - The Hot Chick
8. **Duran Duran** - Do You Believe In Me
9. **Chris DeBorg** - Sissy Baby
10. **Lulu Lulu** - It's The Time To
11. **Da Soul** - It's My First Day
12. **Jason Donovan** - The Party Never Ends
13. **Crowded House** - In My Trampas
14. **Patty & Shirl** - Wonderful
15. **Mandy & Luke** - Love Life
16. **Roxette** - The Look
17. **Janetis** - Sit Down, Stay
18. **Soul 2 Soul** - Area On Honey
19. **Boomer** - Kick Of The
20. **Simply Red** - It's You That Know Me...

HOT BREAKOUTS
 National hits bound to explode

Lois Lane
 It's The First Time (Polyd)

Cees Stoik
 Pico De Luxe (Dureco)

BZN
 El Corballes (Phoanogram)

Kadanz
 Dagen Dat Ik Je Vergeet (M/C)

Jackson Records Sign With Cosmos

Joe Jackson, father of superstar Michael, has signed a licensing deal for Jackson Records with Dutch indie Cosmos Records. The deal covers the Benelux territories and the first release is *Call My Bluff* by US disco singer Cella Delle.

Cosmo is the first label outside the US to sign a long-term deal with Jackson. The TVC company, which is headed by Managing Directors Wally Samson and Marcel Lee, is also handling other European licence deals for the Jackson label.

NCRV Launches New Talent Competition

Dutch public broadcaster NCRV has organised a new talent contest as part of its 65th anniversary celebrations. 'Papierlijs Postaj Jubileumtoer' will feature three bands and three soloists every Saturday evening over the next three months as it tours the country.

The tour will be led by Dutch singer/songwriter Rene Shuman

and his band who will give a concert each evening.

Each week a jury will choose one act for the semi-finals to be held at the end of August. The finale will take place on September 2 and the winner will receive extensive radio and television coverage. NCRV says it is looking for competent artists with a broad public appeal.

SPOTLIGHT
Xymox Storm US Club Charts

by Mark Fuller

Xymox, a keyboards-based trio from Amsterdam, are on the verge of substantial international success, says Bonno Van Der Putten, Polydor's Product Manager for the UK and the US.

Van Der Putten says *Obsession*, the first single from their new album *Twist Of Shadows* (422-839233-1) on Wing Records, is currently storming the club charts throughout the US and is attracting a lot of interest in Europe, especially in France.

A 40-date tour of the US is scheduled to begin in June and will be followed by a "big and expensive" European leg, to start in August. Van Der Putten says Polydor is not making any sales predictions for the album or the single but *Obsession* has already sold 10,500 units in the US which is above expectation.

PolyGram set up Wing Records in LA in 1987 as a Polydor sub label specialising in dance music with the hope of picking up on the developing music scene there.

Xymox formed in 1984 and moved from the UK label 4AD to Wing Records at the end of 1988 as interest grew following a sell-out 20-date tour of the US. The band released two albums and



two 12" records on 4AD, including *Blind Hearts* which won them considerable support on the club and college circuit. The track is also featured on the new album.

Xymox's Ronnie Moorings (vocals, guitar, keyboards): "There has always been more interest in Xymox from the UK and the US, probably because we have never considered ourselves a Dutch band and have always tried to take an international approach."

Moorings says the band aim to record three new songs for B-sides of singles planned to be released from the album. He described Xymox's music as "multi-faceted, modern, danceable and sometimes melancholic." The line-up includes Pieter Nooten (keyboards) and Anke Wolbert (keyboards, bass, vocals).

New Show On TVE I

"Y Esto Que Es?" is the title of the new show which will replace TVE I's prime-time national variety show 'Sabado Noche' (see Music & Media issue 15). The new programme will include only 30 minutes of music.

The show, to begin on July 7, runs for 90 minutes and will be broadcast at 22.00 hours every Friday. Directed by Hugo Stiven, it has a cartoon character as one of the anchors, includes lots of art post-production and features humour with top name music acts.

The music section of the show

will be divided into four segments. Two songs will be performed by a major local artist and a top level foreign artist, and two songs by less known, but high quality acts.

Stiven: "Our target audience is the 12 to 99 year-old age group. It has to be. The entire country is watching TV at the time we are on air. The only age group we miss will be the 17 to 24-year-olds who usually go out at that time or are bored with normal variety show programming."

HOT BREAKOUTS
 National hits bound to explode

Heroes Del Silencio
 Flor Venecia (EMI)

El Norte
 Algo De Felicidad (CBS)

Da Vinci
 O Conquistador (Discovert)

Azorin Joins Radio 4

Roberto Azorin, who was asked to leave his post as FM Music Co-ordinator at Madrid's Radio Vinilo last month (see Music & Media issue 18), has joined the public broadcaster's FM station Radio 4 where he is presenting a show called 'Hot California'.

Azorin: "It is just like the for-

TV3 & Canal Sur In Rights Dispute

TV3, Catalonia's independent television station, may be forced to stop broadcasting music whose copyright is held by the authors society, SGAE. TV3 has not paid public usage fees since the start of 1987 and a court recently ruled in favour of SGAE's payment claims.

Meanwhile a court in Seville has ordered Andalucia's independent TV channel Canal Sur to pay Pta 50 million if it wants to con-

tinue to broadcast music. This follows another lawsuit by the SGAE, which said the channel was playing music without the authorisation of the society.

PLAYLIST REPORT

- SER - Spain**
 The 20 best-played records in Spain from Cuarenta Principales, covering the major Spanish stations.
1. **Heroes Del Silencio** - Flor Venecia
 2. **Mickenna** - Live In Procu
 3. **Ray Orbison** - You Got It
 4. **Elle Young** - Cambalao - Los Dinos Pt.
 5. **El Norte** - Algo De Felicidad
 6. **Bananarama** - Help
 7. **Depeche Mode** - Everything Counts
 8. **Los Pasañeros** - The Pasajero Medley
 9. **Alaska Y Dinarova** - Mi Nuevo Es Un Zorro
 10. **Mary Almond** - Searching For A Gentle Wind
 11. **Confetti** - The South Of C.
 12. **The Thr** - The Singed Generation
 13. **Kylie Minogue** - Kyla Pt.
 14. **Pigeon Blues** - Havana Que De Correo...
 15. **Los Rancos** - Heavie
 16. **Los Rancos** - Anno Gu
 17. **Los Niklas** - Por El Amor De Quiero...
 18. **Sebastian** - The Way To The Heart
 19. **Deacon Blue** - Wage Day
 20. **Gomez Lopez** - Guerra No Aja De Ti

New Management For Roxette

by Chris Fuller



Stockholm - Sweden's hottest rock act, Roxette, whose *The Look* is a worldwide smash hit, have parted company with manager Thomas Erdtman, the man who also guides Europe. Both sides say the split is amicable.

Roxette, who have been EMI Sweden's bestselling act since 1986, joined Erdtman's Hot Music company in autumn last year. Since then they have become international stars, with *The Look* hitting no. 1 in many territories including the US.

The duo, Marie Fredriksson and Per Gessle, will now be managed by EMA Teistar which

So What - They Were Lucky

by Stuart Ward

So What burst upon the Swedish music scene at the beginning of this year when their debut single *I Was Lucky* hit no. 6 in the national chart. It went on to achieve a gold disc (more than 25,000 copies sold).

The young duo, Jesper Jelse and Martin Ankelius, have now just released their second single *Why Should I Trust You?* on Grammafón AB Electra (BOS1052) and will be promoting it with a summer tour of small clubs and parks.



Grammafón AB Electra have high hopes for the teenagers, who are both still at school. Influenced by ABBA, Ankelius is a synthesizer expert who composes the music, while Jelse writes the lyrics and sings.

They produced *Why Should I Trust You?* themselves at the ESR Studios in Enköping. In between gigs they are working on a debut album, due in the autumn.

Electra's Label & Promotion Manager Kathrina Sjoblom: "They are both young and talented. It's early days yet but we're sure they could turn into something very special."

HOT BREAKOUTS
 National hits bound to explode

Roxette
 Dangerous (Parlophon)

Thastron
 Ping, Bomb, Krash (Parlophon)

Trance Dance
 Fast (CBS)

Savege Rose
 Sjamskulet (Medley)



EUROCHART

Hot 100 SINGLES



Table with 4 columns: THIS WEEK, LAST WEEK, WKS ON CHARTS, TITLE, ARTIST, ORIGINAL LABEL, PUBLISHER, COUNTRIES CHARTED. Lists songs 1-34.

Table with 4 columns: THIS WEEK, LAST WEEK, WKS ON CHARTS, TITLE, ARTIST, ORIGINAL LABEL, PUBLISHER, COUNTRIES CHARTED. Lists songs 35-68.

Table with 4 columns: THIS WEEK, LAST WEEK, WKS ON CHARTS, TITLE, ARTIST, ORIGINAL LABEL, PUBLISHER, COUNTRIES CHARTED. Lists songs 69-100.

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, Fl = Finland, Po = Portugal, Gr = Greece. Includes symbols for FAST MOVERS, NEW ENTRY, and RE-ENTRY.

ffrr plus artists equals attitude summer albums Silver on Black - Cookie Crew Joyce Sims - D-Mob Shakespears Sister - Simon Harris

The Eurochart Hot 100 is compiled by EMIR in cooperation with Buma/Stemra. The chart is supported by the European Committee of CISAC. © EMR/Buma/Stemra - All rights reserved.

S I N G L E S A L B U M S



SINGLE OF THE WEEK

Keith Richards

Make No Mistake - Virgin
Undoubtedly one of the strongest tracks from the magnificent *Bikie Is Cheap* LP. This is an irresistible, swaying, mid-tempo shuffle, featuring the moody Memphis Horns (arranged by Willie Mitchell), some soulful organ courtesy of Parliament, and Richards' inimitable lazy voice supported by Sarah Dash (of Labelle). Should reward interest in Richards' widely underestimated solo record.

Les Rita Mitsouko

Tongue Dance - Virgin



One of the best tracks from the wayward French duo's critically acclaimed LP, *Marc & Robert*. Features a great remix by Mark S'Xpress' Moore and William Orbit.

Helen Terry

Fortunate Fool - Parlophone

A radio-friendly, mid-tempo rock song featuring Terry's raunchy vocals. Great voice but a rather average song.

Lisa Lisa & Cult Jam

Little Jackie Wants To Be A Star - CBS

More disco than house but still a song that is absolutely up-to-date. Written, produced and arranged by Fall Force.

Elvis Costello

Baby Plays Around - Warner Brothers

A slow acoustic number in which Costello does a fairly convincing impersonation of Billie Holiday.

Wire

Earthrum Buzz - Mute

A dreamy, psychedelic pop song with a dance beat. Not Over meets The Small Faces. Very interesting.

Fuzzbox

Pink Sunshine - WEA

A motown beat and a girly chorus should ensure another hit for this pleasantly eccentric group. Radio-friendly and very catchy.

Jason Donovan

Sealed With A Kiss - BMG/RCA/PWL

Nothing striking about the interpretation but this is a brilliant choice for a summer single. Prepare to hear this absolutely everywhere over the next three months.

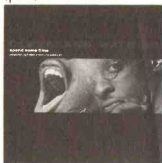
Santana

Daughter Of The Night - CBS

Santana fans will love this but it remains to be seen whether this song has the crossover potential of *She's Not There*.

Cleveland Watkiss

Spend Some Time - Urban



Watkiss has a voice similar in range and tone to Bobby McFerrin, in which he uses to good effect on this nearly scapella number. Fine song with a house/doo-wop feel.

The Funky Worm

U + Me = Love - Font/WEA

The Philadelphia Soul revival goes on, lots of dramatic strings and a massed vocal chant on the chorus.

Animal Logic

There's A Spy In The House Of Love - Virgin

A well-crafted number from Stanley Clarke and Stewart Copeland's band. Singer Deborah Holland writes strong, economical songs while Clarke and Copeland provide a sophisticated backing.



ALBUM OF THE WEEK

Aretha Franklin

Through The Storm - Arista/BMG
Franklin is back on top form here. Again largely produced by Narada Michael Walden, this album alternates between funky dance tracks and smouldering ballads. There are duets with James Brown, Whitney Houston and Elton John (Gimmes). And the title cut respectively) plus a sparkling new version of 1968's *Think*. Also very good is the self-written and produced *He's The Boy*.

Pop Will Eat Itself

This Is The Day, This Is The Hour, This Is The - ACB/MG

Over a whole LP this band's mixture of hard rock guitar riffs, street politics and trap-loop sampling seems rather one-dimensional. They are, however, one of the most committed, exciting and relevant bands around at the moment and on tracks like *Wise Up Sucker* and *Not Now James We're Busy* they are simply brilliant.

China Crisis

Diary Of A Hollow Horse - Virgin

This album was produced by Walter Becker, previously a member of Steely Dan, and at times it sounds like one of their later LPs. A smooth and really rather grown-up record with a handful of excellent songs including *Day After Day*, *In Northern Skies* and *All My Prayers*.

Deon Estus

Spell - MCA

Strong contemporary soul/funk with a smooth and fashionable production, aimed straight at the charts. The people who lend their production, writing or performing talents make up for a long and interesting list, including George Michael, Jollyben, David Z and Chris Porter. Check out *Spell*, *Me Or The Rumours*, *False Start* and *Heaven Help Me* (co-written with George Michael).

Tom Jones

At This Moment - Jive

Although this LP kicks off with his tremendously funny, off-the-wall version of Prince's *Kiss It* it's a pop album written and performed by a mid-tempo soul set, reminiscent of Errol Brown's solo material. Try *Move Closer* and *What You Been Missin'*.

Dion

Yo Frankie - BMG/Arista

The veteran New Yorker's first LP for Arista, after a seven-year silence, is a rootsy, rocking affair,

produced and arranged by Dave Edmunds. Next to the self-written songs, do not miss *Drive All Night* and *Serenade* (written by Bryan Adams & Jim Vallance and Tom Waits respectively).

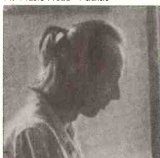
Pixies

Doolittle - 4AD

The Boston-based foursome with another album of raw rock, pulled along by raging and roaring guitars and gloomy lyrics. With tracks like *Deceiver*, *I Bleed*, *Dead* and *Wave Of Mutation*, it is clear that the band are still building a significant and unique repertoire. Unusual but utterly charming.

Adrian Belew

Mr Music Head - Atlantic



The man who provided the wall of controlled feedback on the Talking Head's film "Stop Making Sense" has come up with a varied and highly enjoyable LP. From the playfulness of *Oh Daddy* to the mutant African influences on *Peacable Kingdom*, this is a pop album written and performed by an immensely talented musician.

Editor Gary Smith

Contributors Peter De Bruyn Kops, Diana Muir and Machelgi Bakker

SPOTLIGHT

Stevie Nicks - The Other Side Of The Mirror

by Chris Fuller



Photo: Kees Tobak

appearance on the 'Rock Over Europe' TV gala.

Meanwhile, EMI International is planning pan-European merchandising and in-store support

for *The Other Side Of The Mirror*. Initial quantities will be in a hologram-styled sleeve and there will also be special CD boxes, banners and cut-outs for display.

Stevie Nick's fourth solo album, *The Other Side Of The Mirror*, is about to be released across Europe by EMI International. The first single, 'Rooms On Fire', is now available in most territories and is already a top 20 hit in the UK.

Stevie Nicks has just returned home to California after a month of promotion in Europe, which included a press conference at the IM&M and an

Glasgow-based Texas are causing quite a commotion in the UK. Their debut album, 'Southside', on Phonogram's Mercury label, entered the UK chart at no. 3 and the single 'I Don't Want A Lover' rocketed straight to no. 1.

Southside Of Texas

by Marjolijn Rossegg



a month's work and then he disappeared off the face of the earth. But in a way it was good too. Until then everything had been so fast. This brought us back to earth and it made us stronger as a band."

They returned to Glasgow and recruited guitarist Alistair McLerraine and drummer Stuart Kerr (ex-Love And Money).

The name Texas may seem inappropriate for a Scottish band, but images of Texas come to mind when listening to *Southside*. Spiteri: "Our music is not cluttered up with lots of fancy bits and pieces. We feel it is very open and Texas creates that same vision."

Among the highlights of *Southside* are 'I Don't Want A Lover', *Thrill Has Gone*, *Fool For*

Nicks has also shot a TV special, which features Tom Petty, based on the LP. It was made by Tyne Tees TV and is available for broadcast across Europe.

The Other Side Of The Mirror was recorded in Buckinghamshire, England and Los Angeles and features an array of top musicians. Ace saxophonist Kenny G appears on *Alice* and *Two Kinds Of Love*, a duet with Bruce Hornsby. Other players include Mike Campbell (Tom Petty & The Heartbreakers), Tony Levin (Hall & Oates) and Jamie West-Oram (The Fixx).

The producer was Rupert Hine. Nicks: "There was just a look in his eye and a feeling about him that I liked. I knew we might get into a row or two, but above all else I trusted him. My decision to work with Rupert was made on the basis that I liked him most. Simple as that!"

However, before beginning work Nicks made two stipulations about the project: "The first was that I wasn't prepared to spend a year in the studio under any circumstance - I just can't do it. I get cabin fever. And secondly, I wanted my songs to sound like my songs."

"Whether or not the finished result would sell one copy or not, I wanted the qualities that are on my original demos to shine through the finished music."

"I said to potential producers, 'This is your mission, your project, if you choose to take it.' Rupert did a brilliant job of staying close to my originals, which is the best present anyone could have given me."

Nicks toured the world with Fleetwood Mac last year in support of the multi-million selling *Tango In The Night* LP. She's the platinum-plus sales of her previous three solo albums (*Bella Donna*, *The Wild Heart* and *Rock A Little*), she says she will not leave the group.

She sees the new album as her most satisfying solo effort yet: "At my age and after all I've been through, what I need is to really love the music that goes out."

"I have everything I need on a living basis, so whatever the sales, I want the music to be true to me and my songs. In this case, it is!"

UPCOMING SPECIALS

Issue 26

CD3

Advertising deadline

13 - 6 - 89

Publication date

1 - 7 - 89

Issue 27

PUBLISHING & RIGHTS 3

Advertising deadline

20 - 6 - 89

Publication date

8 - 7 - 89

Issue 28

FRANCE BI-CENTENNIAL

Advertising deadline

27 - 6 - 89

Publication date

15 - 7 - 89

Issue 29

JAZZ

Advertising deadline

4 - 7 - 89

Publication date

22 - 7 - 89

AUSTRALIA

Advertising deadline

11 - 7 - 89

Publication date

29 - 7 - 89

For all info contact
 the M&M Ad Sales Dept.
 31 - 20 - 6628483

MUSIC & MEDIA



The Parachute Men

Leeds Station (Fire/UK). Contact: Fire/Dave Bedford/tel:44.1.3596141/fax:3599661

More melodic guitar-based pop than this increasingly popular UK band. Their intricate guitar lines and Morrissey style vocals are utterly charming. Licence and sub-publishing free except France, Scandinavia, West Germany, Austria and Switzerland.

Stopnicki

Rise On (White/France). Contact: Jane Henley/tel:33.1.4252532

A 48-track digital remix of the original LP track that is cleaner but has lost some of the original atmosphere. Nevertheless this man is an undoubted international talent. Licence and sub-publishing free for the world.

Rausch

The Root (Heartbeat/West Germany). Contact: Heartbeat/Paul Graul/tel:49.221.866081/fax:862308

Mean and moody pop with a definite Tom Waits/Velvet Underground influence. This is the band's first single from their self-titled debut LP and it shows great promise. Licence and sub-publishing free except West Germany, Austria and Switzerland.

Gitamoraima

Andalucia (Fods/Spain). Contact: Teddysound/Teresa Alfonso/tel:34.3.4178790/fax:4184366

And now for something completely different. With the ever-increasing interest in World music, artists like this are more and more being sold alongside mainstream rock product. Licence and sub-publishing free except Spain.

Weekend At Waikiki

You Could Be Mine (Top Hole/Holland).

Contact: Top Hole/Jo's Hayer/tel:31.5130.88622/fax:88796

Without a doubt one of Holland's best groups, they make tightly arranged pop music with a dark edge. Licence and sub-publishing free outside the Benelux.

Irrwisch

Living For Love (EMI/Switzerland). Contact: EMI/Cyril Schaepler/

tel:41.1.4910010/fax:4932255

This is much more commercial than their earlier material which had a definite rock

Records mentioned on this page are by promising acts which have potential for breaking into the pan-European market. The selection is done by the editorial team of Music & Media. Radio & TV programmers wanting to play the material mentioned here should be aware that not all records are necessarily released in every territory. International A&R managers and music publishers on the look out for new deals should contact the original master/publishing owners. Country of origin and contact numbers are listed as known. Those wishing to submit material to this section should send records, biographies and photos to: Music & Media, Gary Smith, PO Box 50558, 1007 DB Amsterdam, Holland.

Talent Tracks

PROMISING ACTS

WORTH WATCHING



by Gary Smith

Gypsy Queen's Take Care Of Yourself (Link)

has had one of the best reactions ever to a song included on a Talent Tracks cassette. Link was overwhelmed by the reactions that came in from Australia. BMG in the US, Italy, the Benelux and ID offers from Spain. Dany Terbeche, MD of Paris-based Link is so used to such response to his acts. Since he formed the company in 1987 he has become an important part of the French music scene. He signed a label deal with Warner Brothers publishing last year and what has been widely recognised as a very good deal.

As you might expect from someone with a hard rock label in France, his attitude to his fellow countrymen is uncompromising: "I simply don't want French artists on my label, they are more concerned about what they can get out of a record company than what they can give. They don't like to work and unless they are ready for the American market, which all my product is aimed at, I am not interested."

edge. Taken from the LP *The Fish Came To The Surface*. Licence depends on affiliates but some sub-publishing available.

The Paranoiacs

I've Been Waitin' (Play It Again Sam/

Belgium). Contact: P.I.A.S./Laurence

Desarzens/tel:32.2.514300/fax:5118039

Rough and ready raunch & roll from Belgium's answer to Zodiaque Mindwarp. Despite the biker image the chorus has a definite Byrds/Moby Grape feel. Licence and sub-publishing free except for the Benelux.

Raffaele Serra

Jade Warrior

(Audiozone/Italy). Contact: Audiozone/Paolo

Casarin/tel:39.2.8054404

Atmospheric music in the tradition of the group Jade Warrior. Is it mere coincidence that that is the track's title? Taken from the LP *Ritual In Transfigured Time*. Licence and sub-publishing free except Italy.

Presset

Find Somebody (Off The Track/UK). Contact: OTT/

tel:321.4011800/fax:4016057

Up-tempo funky stuff with more than a hint of Kool & The Gang. A Belgian-based band signed to happening French independent OTT. Licence and sub-publishing free for the world except France.

Sex Myly

Discology (USS/West Germany). Contact: Public Propaganda/Sabine Schwegl/

tel:49.40.232191/fax:232193

A playful dance number that uses samples of Led Zeppelin etc to a fast (130 bpm) beat. A refreshingly irreverent mixture of electronics and noises. Licence and sub-publishing free except West Germany, Austria and Switzerland.



Tyka Nelson joins Jump

The company, which works closely with producer Jack Douglas (John Lennon, Cheap Trick, Aerosmith) has several projects either just released or just about to come out. They include the first solo LP by ex-Aerosmith bass player Rick Duffy and a new album from Chris Farlowe with Jimmy Page on several tracks. Because Link is such an obviously rock-oriented label, they launched Jump for mainstream pop. Jump's impressive roster includes Tyka Nelson (who is expected to work with her brother Prince on her first LP for her new label), singer/actress Lauren Smoken, who is described as having a voice like Janis Joplin, and Gilbert O'Sullivan who has just signed up to make his new LP for Jump. □

Top 10 UK Independent Singles

1. <i>Hand On Your Heart</i>	Kyle Minogue	(PWL)
2. <i>Every One The Winner</i>	Yvonne Kings	(PWL)
3. <i>Who's In The House</i>	Beauzons	(Rayten King)
4. <i>Where Has All The...</i>	Yasi	(PWL)
5. <i>My Love</i>	Capella	(PWL)
6. <i>My My My</i>	De La Soul	(Big Lik)
7. <i>Star Dream</i>	Wise	(PWL)
8. <i>Joe</i>	Ingrid Caruso	(Cow)
9. <i>Just Like Heaven</i>	Dinosaur Jr	(Blaze Fire)
10. <i>Super Love</i>	Lauvachin	(Blaze Fire)

Going Independent...

by Karen Rolley

Kylie Minogue hangs on at the top for the second week, despite the appearance of the much-publicised PWL Hillsborough Disaster Fund single in the UK's record shops. With the new Jason Donovan release, *Sealed With A Kiss*, and a Minogue single set for June, PWL can expect a very lucrative start to the summer. In an indie chart that consists of 40% dance material, the time is right for this type of product.

(advertisement)

"LIVING FOR LOVE"

irrwisch
 THE GUN TO THE SURFACE
 FISH

A funky track from the current album
"A FISH CAME TO THE SURFACE"

(advertisement)

HOLD ON TO YOUR "RAY DEE OHH"

ENGLISH ALBUM COMING UP

RAY DEE OHH

REPLAY RECORDS. Contact Rik Bodtcher, tel.: 45 1 34.34.35, fax: 45 1 34.34.33.

(advertisement)

T H E PARANOIACS

I've Been Waitin'

"I'VE BEEN WAITIN'"
 This '77' is from the forthcoming album to be released in October.

EUROPE'S MOST

Radio Active

HIT MATERIAL



IT'S NO 1!

SINGLES

Madonna Airplay
Madonna Sales

ALBUMS

Fine Young Cannibals Airplay
Madonna Sales

EXPLOSIVES CHART BUSTERS

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

SINGLES OF THE WEEK

Vital for your play list.

Keith Richards - Make No Mistake (Virgin)
Animal Logic - There's A Spy (In The House Of Love) (Virgin)

SURE HITS

Fuzzbox - Pink Sunshine (WEA)
The Funky Worm - U + Me = Love (Foni/WEA)
Jason Donovan - Sealed With A Kiss (BMG/RCA/PWL)
Santana - Daughter Of The Night (CBS)
Helen Terry - Fortunate Fool (Parlophone)
Lisa Lisa And Cult Jam - Little Jackie Wants To Be A Star (CBS)
Elvis Costello - Baby Plays Around (Warner Brothers)

EURO-CROSSOVERS

Continental records ready to cross-over

Herman Brood - What Becomes Of The Broken Hearted (CBS)
Les Rita Mitsouko - Tongue Dance (Virgin)

EMERGING TALENT

New acts with hot product.

Wire - Earthdrum Buzz (Mute)
Cleveland Watkiss - Spend Some Time (Urban)

ENCORE

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

Duranduran - Do You Believe In Shame (EMI)
The Black Sorrows - The Chosen Ones (CBS)
Goodbye Mr MacKenzie - Good Deeds And Dirty Rags (LP) (Capitol)
PIL - Disappointed (Virgin)
France Dance - Rush (CBS)
John Marshall - Ball Of Confusion (WEA)
When In Rome - Sight Of Your Tears (10)

ALBUMS OF THE WEEK

Aretha Franklin - Through The Storm (Arista/BMG)
Pop Will Eat Itself - This Is The Day; This Is The Hour; This Is This (RCA/BMG)
Adrian Belew - Mr Music Head (Atlantic)
China Crisis - Diary Of A Hallow Horse (Virgin)
Deon Estus - Spell (Mika)
Tom Jones - At This Moment (Jive)
Dion - Yo Frankie (BMG/Arista)
Pixies - Doolittle (4AD)

CHART ENTRIES

Airplay Top 50

Tom Petty - I Won't Back Down (20) (MCA)
Neneh Cherry - Manchild (23) (Circa)
Eddie Brickell & New Bohemians - Circle (34) (Geffen)
Rainbirds - Sea Of Time (36) (Mercury)
Bobby Brown - Every Little Step (42) (MCA)
Robert Palmer - Change His Ways (43) (EMI)

Hot 100 Singles

Various Artists - Ferry 'Cross The Mercy (7) (PWL)
Bobby Brown - Every Little Step (65) (MCA)
Paul McCartney - My Brave Face (66) (Parlophone)
Cappella - Helyom Halib (Acid Acid Acid) (70) (Music Man)
The Belle Stars - Iko Iko (71) (Capitol)

Top 100 Albums

Inner City - Paradise (15) (10 Records)
Serge Gainsbourg - Le Zenith De Gainsbourg (24) (Philips)

FAST MOVERS

Airplay Top 50

Fine Young Cannibals - Good Thing (2-4) (London)
Kylie Minogue - Hand On Your Heart (5-25) (PWL)
Midnight Oil - Beds Are Burning (27-40) (CBS)
Deacon Blue - Fergus Sings The Blues (30-44) (CBS)
Yazz - Where Has All The Love Gone (32-46) (Big Life)

Hot 100 Singles

Kon Kan - I Beg Your Pardon (17-27) (Atlantic)
Avalanche - Johnny Johnny Come Home (19-36) (WEA)
Debbie Gibson - Electric Youth (27-49) (Atlantic)
Simple Minds - This Is Your Land (32-47) (Virgin)
Tone-Loc - Funky Cold Medina (37-71) (Delicious Vinyl/Island)

Top 100 Albums

Deacon Blue - When The World Knows Your Name (17-30) (CBS)
Patricia Kaas - Mademoiselle Chante (23-51) (Polydor)

HOT ADDS

Breaking Out On European Radio

Fuzzbox - Pink Sunshine (WEA)
Hue & Cry - Violently (Your Words Hit Me) (Circa)

It's time to get *Funky* this summer with the UK's No. 1 dance label...



IT IS TIME TO GET FUNKY the follow-up single to the smash-hit 'we call it acieed'

D · M O B

IT IS TIME TO GET FUNKY



the FIRST of the summer singles stack from the LP · CASSETTE · CD · VIDEO
ffrr - silver on black