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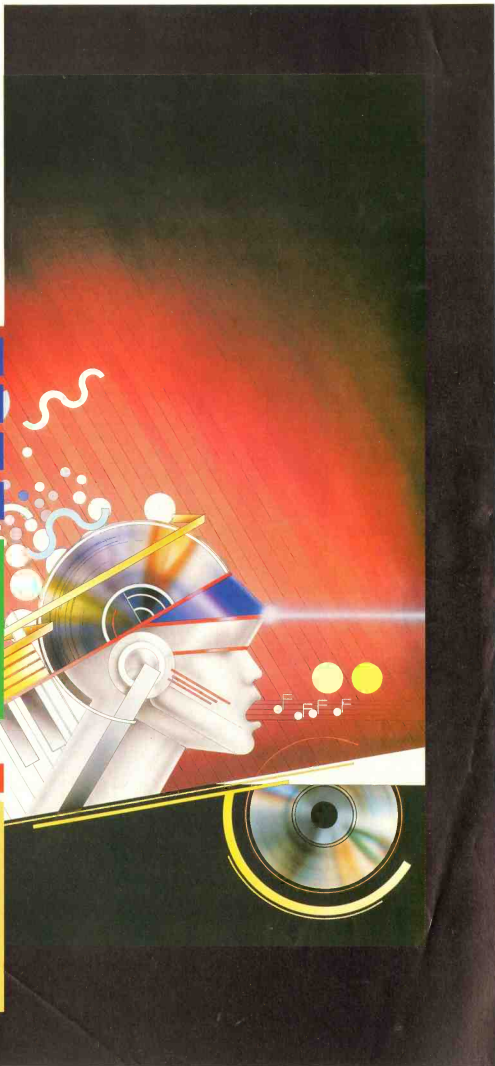
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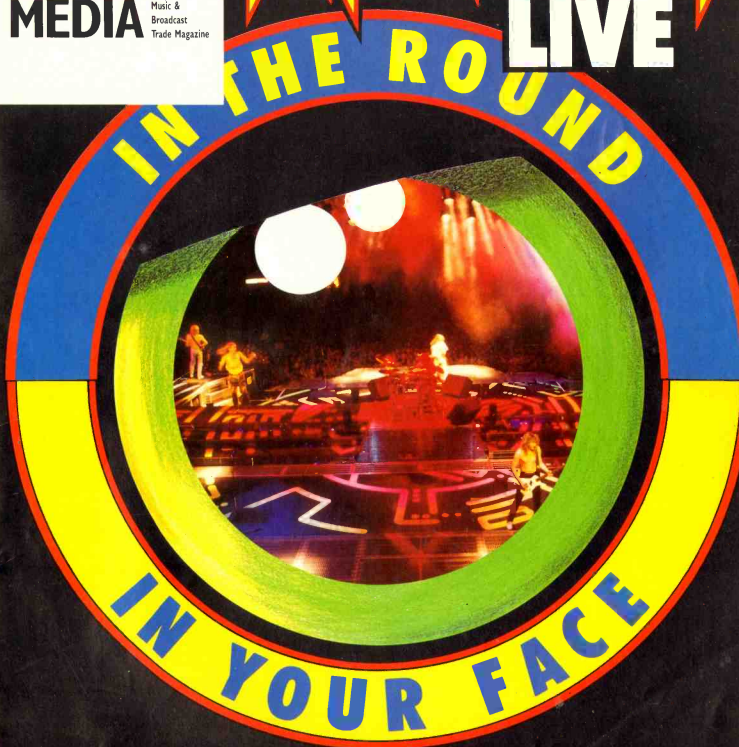


MUSIC & MEDIA

Volume 6
Issue 37
September 16
1989

The European
Music &
Broadcast
Trade Magazine

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MUSIC & MEDIA

Volume 6
Issue 37
September 16
1989

The European
Music &
Broadcast
Trade Magazine

PolyGram Confirms A&M "Alliance" Talks

PolyGram has confirmed discussions about "a closer alliance" with A&M Records. The company's European HQ issued a statement on September 5 which made no mention of acquiring the US independent label, but acknowledged that a new arrangement - beyond its current international licence deal - "has always been a possibility".

It concluded that there is "no formal agreement" between the two companies. At press time, efforts to reach PolyGram President David Fine for further comment were unsuccessful.

Speculation about PolyGram's purchase of A&M 100% of the label or a part of it - has focused on a price of around US\$ 500 million. PolyGram's licence deal with A&M is in its fifth year. A&M claims its European market share is around 3.5%. □

Kaoma producers Olivier Lorscheid and Jean Karocis celebrate the European success of the "Lambada" single with CBS France President Hervé De Bodinat (2nd r) and Jørgen Larsen, Son VP CBS Records Int. (far r).

EMI To Open New CD Plant

EMI is expected to open its first CD plant in continental Europe in the second half of 1990. The factory is projected to produce 15 million units in the first year.

According to EMI Music President Jim Fifield, the plant's location has not yet been decided. The company already has a CD facility in Swindon, UK.

Fifield also says EMI is "reconfiguring" its entire European manufacturing and distribution set-up. Sources report this will include substantial stock reductions over the next three years, and the closure of two of the company's seven vinyl production sites.

CBS Moves Into Retail In Sweden

by Chris Fuller

Stockholm - CBS Records International has been confirmed as the financial backer in the proposed Stockholm megastore, the company's first move into the European retail trade.

The outlet, to be called MHz, was initiated by Staffan Fogstrand's SkivAkademien retail group and will be Sweden's first megastore. It is scheduled to open in April 1990 and will cost around Skr 7.5 million (app. £ 700,000).

Fogstrand: "CBS has loaned us an amount of money which, at some time in the future, it can convert into shares." In London, CBS Vice President Business Affairs, Jeremy Pearce, declined to reveal the sum involved but said: "This is a very important move for us. There was no formulated philosophy behind it, at this stage all we have done is help out Fogstrand by supplying some short-term finance. But we are not in the business of lending money without a reason."



Kaoma producers Olivier Lorscheid and Jean Karocis celebrate the European success of the "Lambada" single with CBS France President Hervé De Bodinat (2nd r) and Jørgen Larsen, Son VP CBS Records Int. (far r).

Music Videos Soar In France

by Emmanuel Legrand

Paris - Music video sales in France soared to 200,000 units in the first half of 1989, compared to 40,000 in the same period last year - a rise of 500%. This represents a turnover of Frf 16 million (app. £ 1.5 million) against Frf 3 million in 1988.

Overall, French record industry turnover for the first six months of 1989 was up 32% on the same period last year at Frf 2.1 billion. And industry body SNEP predicts that the annual figure will reach a record Frf 4.5-4.7 billion.

The MC consolidated its position as France's major soundcarrier at 18 million units, up 43% on 1988. CD sales increased an enormous 65.9% to nearly 17 million units. But LP and single sales slumped, with LPs down 7.5% to 8 million units and singles dropping 24% to 21 million. CD singles sales more than doubled to 256,000 units, Frf 7 million.

For full figures, see page 14.

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Clivie Fisher
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PolyGram
INTERNATIONAL

American Radio

MUSIC & MEDIA - September 16, 1989

EMI Buys Phil Spector Masters

by Adam White

EMI Records UK has acquired international rights to the Phil Spector masters and will begin issuing a series of compilation albums throughout Europe from November.

The company has also secured rights to recordings from the Dimension and Colpix labels, which were active in the US pop market in the 60s. These include repertoire by Carole King, Nina Simone, Little Eva (*The Loco-Motion*) and the Marceles.

The Spector material by such artists as the Ronettes, the Crystals and Darlene Love will be made available on a new Spector label. EMI concluded the deal with Allen Klein's New York-based ABKCO firm, which represents the celebrated producer.

It is a three to five year licence for the world, excluding the US, with re-issue rights (at full price) for CD, cassette and LP. Spector will digitally remaster the recordings and select the repertoire himself.

The other EMI UK acquisition comes through Morris Levy, from whom the company recently bought the Roulette Records catalogue of 50,000 rock and jazz titles. Levy held the indefinite licence for Dimension and Colpix from Columbia Pictures and sold it to EMI for a sum which insiders suggest is around US\$ 200,000.

This deal too is for the world outside the US. EMI will pay artist royalties and an override royalty to Columbia Pictures.

The Dimension/Colpix collection of around 1,500 titles has been out of copyright in a number of European territories and several Colpix albums by Nina Simone have been re-issued and trans-shipped on that basis. It is conceivable that EMI could move to protect its newly-acquired rights and seek to prevent such European trans-shipment, as it did previously in the Danish Patricia case. □



Celebrating the company's past year's performance, BMG Music executives got together at a New York club. From l. to r: Rudi Gassner (BMG Int. Pres. & CEO); Bob Bivack (Pres. RCA Records US); Michael Dornemann (Co-Chair, Pres. & CEO BMG); Gunter Hensler (Pres. BMG Classics Worldwide); and Nick Firth (Pres. BMG Music Publishing Worldwide).

Sopot Makes Profit

Poland - The 26th Sopot Music Festival made history this year by achieving a profit for the first time.

Among the acts at the Festival were Then Jerico (UK) and Savage (Italy). Norwegian R&B band Dance With A Stranger were the Grand Prize Winners of the song contest, with Linn Ross (West Germany) second and Jo, an East German band featuring singer Ralf Schmidt, third. □

Hugh Fielder Appointed UK Editor

Music & Media is expanding its editorial coverage of the UK's music and broadcasting industries with the appointment of Hugh Fielder as the magazine's UK news editor, based in London. He takes up the newly-created post this week (September 18).

Fielder joins Music & Media after 13 years with Spotlight Publications, where he was news editor for Sounds, a consumer music weekly. In that role he reported extensively on the UK music business.

For the past couple of years, Fielder has also produced and programmed a weekly Greater London Radio music/phone-in show hosted by Arne Nightingale. Previously, he researched and scripted programmes for BBC Radio 1 and the US' Westwood One network. He is the author of UK published biographies on Genesis and The Police.

Fielder will be based at the Music & Media offices: 71 Beak Street, London W1 (tel. +439-9411). □

extra!

Inside sources tell us that a sizeable chunk of Elvis Presley's Scandinavian publishing is about to rock & roll its way over to Stockholm's Peer Southern, from its current home at Warner Bros Music.

* * *
Two years after the fuss surrounding the Nile Air show commercial (on which the Beatles' *Revolution* was used), it seems that Michael Jackson - who owns the Beatles' publishing rights - has done a £ 150,000 deal for *All You Need Is Love* with Saatchi & Saatchi. A reliable source says the advertising company is planning to use the song for a Panasonic commercial.

* * *
The accusations of political favouritism surrounding the award of 163 FM radio licences in Spain took a dramatic turn recently when one frustrated station owner tried to burn down the home of Priego De Coroba's Socialist mayor, Tomas Delgado Toro. This was apparently in retaliation for the local licence going to a station allegedly operated by close friends of town councillor Maribel Casado. Rafael Alvarez Ruiz-Ruano claims it cost him 10 years and Pta 14.5 million (app. £ 75,000) when his radio station was closed down.

* * *
Developments are expected at two Owen Oyston companies, PPM and Radio Radio. The subsidiaries share the same London offices and may also share the same boss after PPM's founding fathers, Simon Cole and Tim Blackmore, leave in October.

* * *
Bertelsmann will begin production of CD/Video tapes in Göttersloh (West Germany) January next year, through its subsidiaries Sonopress and Telemedia. The company plans to manufacture nearly one million tapes next year, anticipating a demand for over five million units in Europe in 1990. Philips is currently the only company in Europe manufacturing CD's.

* * *
Finnish state broadcaster YLE has banned employees from working at public events and gigs. The new rules are being opposed by DJs. Until now, YLE staff have been free to work where they wish during holidays and days off.

* * *
During the recent CBS France convention, President Henri De Bodinat revealed that he has signed up with the company for another three-and-a-half years. De Bodinat: "You will have me on your back until 1992". A.D.

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VIDEO HITS

Rolling Stones
Missed Emotions - Not lead
Jive Bunny & The Mastermizers
Suing The Moon - Main feature
Redhead Krogan & The FBI
Do The Right Thing - Feature TV
Alice Cooper
Pistol - Heavy grade film
Janet Jackson
Mia You Much - Progressive Film
The Cure
Love song - G.O.
Prince
Prymism - Not lead
Kasena
Limbada - G.P.P. Prod.
Depeche Mode
Personal Jive - Same
Eurythmics
Revel - Oil factory

WELL Aired

Tina Turner
The Best - Lar Centre Prod./Progressive Films
Madonna
Cherish - Not lead
Mia Vanilli
Blame It On The Rain - Beana Film
Lil Louis
French Kiss - Quik On The Draw
Neneh Cherry
Kiss On The Wind - Carcel
Bo Jovi
Lay All Your Hands On Me - The Company
Kylie Minogue
Wouldn't Change A Thing - Feature TV
Aerosmith
Love In An Elevator - Not lead

MEDIUM ROTATION

Shakespeare's Sister
No One Knows - Oil Factory
Lisa Stansfield
Right Time - Vind
Manitoba
Top Siders - Power Pictures
Paul McCartney
The One - M204
Fine Young Cannibals
Don't Look Back - Media
Queen
Invisible - Film - Feature TV
Simple Minds
Kick It In - Vind
Gloria Estefan
I Don't Wanna Lose You - Simple Minds

FIRST SHOWINGS

Lone & Rockets
So Alive - M204
Ziggy Marley
Look Who's Dancing - AuGo
Cliff Richard
I Just Don't Have The Heart - Picture House

Radio Luxembourg Ready For Satellite Launch

by Chris Fuller

London - Radio Luxembourg, which has been broadcasting to the UK for over 55 years on medium wave, has confirmed that it plans to become a satellite station.

Managing Director Maurice Vass says he has not yet decided whether the signal would be transmitted to the UK via the Astra, Eutelsat or Intelsat satellites.

Vass: "All the plans are in place except this one factor. As soon as we reach an agreement we are off

and running. It's actually very hard for radio to take a lead on a satellite - when it comes to money they talk in television terms!"

Vass would not reveal the cost of moving to satellite, nor whether the plan would involve changes in programming and staffing. And he denies that the switch to satellite means the station is looking for a more pan-European audience: "We don't believe in pan-European anything. The CLT-RTL group of which we are a part has made its name from being a

national broadcaster. We make and gear programmes for particular territories. This would be a specifically English service!"

Luxembourg's Programme Controller, Jeff Graham, says there will be no "major programming changes" and the station will continue to transmit from the Luxembourg studios. Graham adds that the station will continue to transmit on its medium wave frequency after the satellite launch. □

RADIO RAP

Dutch Media Debate Continues

How much longer can the Dutch Media Law remain in its present form? The recent announcement by the Court Of Appeal that commercial satellite station Cable One is an illegal broadcaster (see page 5), took everybody in the media



by Jon Henley

world by surprise, especially Cable One, which since a new government, elected last week, is likely to adopt a new Media Law as a matter of priority. According to Tom Mulder, Head Of Music at Cable One, this cannot be soon enough. "Commercial radio and TV cannot be stopped. Even the Christian Democrat Party (CDA), which has consistently opposed commercial broadcasting, must recognise that."

Mulder believes the court case to be a political move to test the government's position. "Everyone knows that what the government is really worried

about is TV10 and RTV. This is particularly frustrating for us because we have always made every effort to be legal. We have never made a move without consulting the Media Commission!"

According to Mulder, Cable One now has a range of options. "We can take the case to the European Court, which should be able to over-rule national laws. Or we could stop carrying advertisements until a new Media Law is introduced. We could also change our up-link position from Holland to the UK or West Germany, or even start broadcasting in English. And the last possibility is just to carry on what we're doing. The Media Commission is unlikely to impose the maximum fine of Dfl 50,000 (app. £ 14,000) on cable operators who carry our service!"

(see over page 5)

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ON TOUR

September

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26 LONDON WEMBLEY ARENA UK
27 LONDON WEMBLEY ARENA UK
29 BIRMINGHAM NEC ENGLAND
30 BIRMINGHAM NEC ENGLAND

October

2 EDINBURGH PLAYHOUSE UK
3 EDINBURGH PLAYHOUSE UK
5 GROUNDEN HARTING HAL HOLLAND
7 ARNHEM RIJNSHAL HOLLAND
8 ARNHEM RIJNSHAL HOLLAND
9 ROTTERDAM AHGY HOLLAND
11 ROTTERDAM AHGY HOLLAND
12 ROTTERDAM AHGY HOLLAND
13 ROTTERDAM AHGY HOLLAND
15 BRUSSELS FORT NATIONAL BELGIUM

Southern Sound Does Best In Latest JICRAR Figures

by Paul Easton

The UK's independent radio (IR) stations operating split-frequency programming are the main winners in the latest JICRAR (Joint Industry Committee For Radio Audience Research) audience figures.

A major exception was Manchester's Piccadilly Radio, whose audience continued to decline despite the introduction of split service last year. Its weekly reach fell by 2% to 27% and the average hours listened dropped to 9.1 from 11.2 in the first quarter of this year. Another station to fare badly was Swansea Sound, whose reach fell by 11% to 37%. The station has yet to introduce separate AM/FM programming.

The biggest increase was booked by the Brighton-based station Southern Sound. Its reach rose 8% to 39%, with average hours listened up 3.7 to 15.9. Meanwhile, its new Eastbourne/Hastings franchise, which came on-air

in February this year, achieved an initial reach of 32%.

Southern Sound's Programme Manager Mark Flanagan says the gains are due to "the consistency and quality of our targeted Classic Hits music format. We are now playing familiar, accessible music, are eliminating presenters with 'tune-out' factors and have a very disciplined output. We are spending 7% of our revenue on marketing, which is giving the station a strong profile. The figures for the Eastbourne/Hastings area are higher than projected!"

Sister station Ocean Sound also made a large gain, going up to 47% and Swindon-based GWR, which saw its reach drop in last year's figures, managed to win back some of its lost ground after launching its AM service, Brunel Radio. But GWR's average hours listened were down 2.2 to 9.3.

Yorkshire Radio Network, which had separate figures releas-

ed for both its Classic Gold AM service and its group FM services (Hallam, Penine and Viking) cannot be directly compared with the other stations. But YRN's Classic Gold achieved average listener hours of 14.5 - well ahead of the IR average.

This is the first time JICRAR

has released interim figures (covering May and June this year) - formerly these were published annually. However, the latest results only cover 24 of the total 48 IR stations. Some of the larger radio, including London's Capital and LBC, will not provide figures until the end of the year. □

S P O T L I G H T



Squeeze - Well-Crafted Pop

by Mark Fuller

A&M Records will launch its pop motion campaign for Squeeze's new album, *Frank* (AMA 5278), in the US where the eccentric south London pop group have their biggest following.

The LP/MC/CD was released simultaneously in the UK and the US on September 11, and will be followed by the first single *If It's Love*, on September 25. *Frank* was produced by Eric Thorngren and Tibbrook at the Chocolate Factory studio in London.

Squeeze will visit the US in the last two weeks of this month for radio promotion and are currently rehearsing for a five-week US tour, which kicks off on November 1. The band's well-crafted, melodious and quirky

pop songs have a large appeal on the US college circuit. A&M claims US sales of between 200,000-300,000 units.

The UK release will be supported by in-store posters displaying a photo of Frank the tortoise which fronts the album's cover and advertisements will be placed in *Time Out* and the *New Music Express* magazines. The band promoted their releases in the UK during the last two weeks of October, including some TV and a possible tour.

European releases are expected in October; Squeeze have a strong following in West Germany and Holland but have never toured the Continent. □

JICRAR RESULTS MAY - JUNE 1989

Station	Weekly Reach (000s)	Weekly Reach (%)
Radio Aire	322	31
Beacon Radio (a)	212	36
Radio Broadland	272	49
Central England Radio (b)	965	38
Radio City	698	33
Devon Air Radio	172	39
Downtown Radio	572	50
Essex radio	503	43
GWR (c)	484	35
Invicta Radio (d)	179	41
Radio Mercury	503	47
Ocean Sound (e)	810	27
Piccadilly Radio (f)	810	27
Plymouth Sound	437	46
Red Rose Radio	438	42
Red Dragon Radio	222	31
Southern Sound West (g)	249	39
Southern Sound East (h)	133	32
Swansea Sound	176	37
Trent Group (i)	759	40
YRN FM (j)	879	27
Classic Gold AM (YRN)	315	10
2CR	189	37
210	243	34

The data for (a) to (j), (i) & (j) are combined group figures.

a) Beacon Radio, Nine ** Easy Radio, WABC.

b) BRMB FM, Merca Sound FM, Xtra AM.

c) GWR FM, Brunel Radio.

d) Invicta FM, Coast AM.

e) Ocean Sound, Power FM, Light FM, Ocean Gold.

f) Piccadilly 1152, Key 103.

g) Southern Sound's original broadcast area.

h) Southern Sound's new Eastbourne/Hastings franchise.

i) Trent FM Nottingham, Trent FM Derby, Leveson Sound FM, GEM AM.

j) Penine FM, Viking FM, Hallam FM.

TOP 10 UK MUSIC VIDEOS

1. Jason - The Videos	Jason Donovan	(PWL)
2. Rare Live	Queen	(PFR)
3. Singingawayears	Max Bygraves	(Parlophone)
4. Push Over	Boyz	(CHM)
5. Rattle And Hum	U2	(GCS/Sireny)
6. New 15	Yarbus	(Virgin/PFR)
7. Kylie - The Videos	Kylie Minogue	(PWL)
8. Innocents	Ersure	(Virgin)
9. Video 88-89	New Model Army	(PFR)
10. Delicate Sound Of Thunder	Paul Ford	(PFR)

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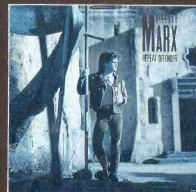
• HIS 3RD CONSECUTIVE No 1! •

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EMI Roadshow To Visit Retailers

EMI Records has gone on the road to present its autumn product to retailers throughout the country - the only major UK record company to do so.

Following the company's annual sales meeting held recently in the Midlands, key members of marketing, sales, distribution, A&R and promotion departments opened the road show in Birmingham. The campaign will also visit London, Leeds, Glasgow, Manchester and Bristol.

Album Sales Force Manager Malcolm Anderson: "More than 1,000 dealers will attend the road shows, which aim to increase our profile and our relationship with the trade at one of the most crucial times of the year.

"We did a low-key roadshow last year and the feedback from dealers was very positive. It enables us to discuss business opportunities and any problems with the retailers, as well as presenting our major releases for

the autumn period."

Major products from EMI this autumn include a live greatest hits double album from Diana Ross, a hits package from Duranduran and a new Cliff Richard album - all of which will be TV advertised. There will also be releases from Climie Fisher, Dusty Springfield, Grace Jones, Tina Turner, Marillion, Brother Beyond, Marc Almond and The Doobie Brothers. □

British Airways Sponsors Capital

British Airways is to replace Continental Airlines as sponsors of Capital Radio's Flying Eye traffic-spotting plane (M&M August 19). The sponsorship begins in November and is valued at £ 1.2 million, which Capital claims to be one of the biggest-ever commitments to a single station in the UK. □

ROCK OVER LONDON

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

Ex-Asia and Buggles keyboard player **Geoff Downes** is working with **Greg Lake** for the first time since Lake briefly joined Asia for a Japanese tour in 1983. "It is a fresh start for us" said Downes chatting with ROJ recently. "We both felt that we did not want to resurrect any old bands and we were quite happy to go for a new sound and a new band so that is what we have been working on for the past nine months."

They have almost completed an album and are negotiating a deal at the moment. Downes says the material bears "a symphonic resemblance" to the ELP/Asia sound, "but it is a bit more modern".



Cliff Richard - next single to be Van Morrison collaboration?

As **Cliff Richard** moves closer to the top of the singles chart with his 100th hit *I Just Don't Have The Heart* word is that the next one will be his recent collaboration with **Van Morrison** from the *Avalon Sunset* album, *Whenever God Shines His Light*. If this hits big, it will provide Morrison with his first ever appearance in the UK Top 40.

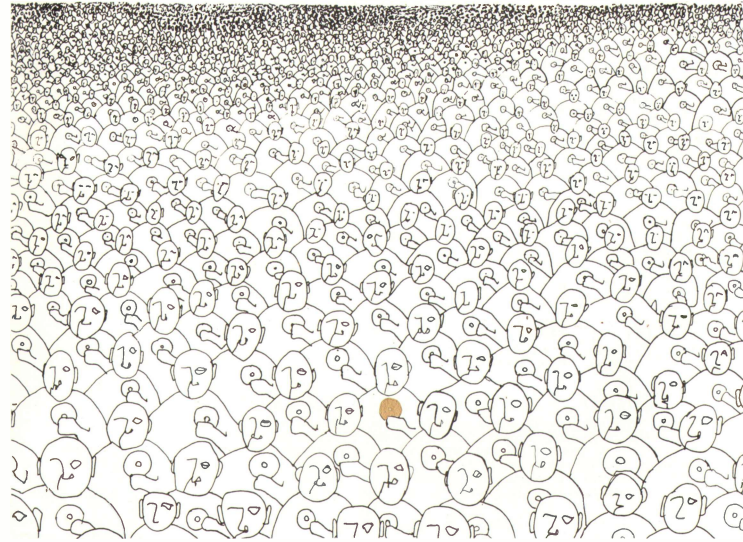
The Who have decided to bring "Tommy" home this autumn. Various children's charities will benefit from the performance on Tuesday October 31 at London's Royal Albert Hall. Tickets will sell for between £ 15 and £ 100.

Sting and **Eton John** will perform together at a £ 1,000 a ticket party in Los Angeles on November 6. Sting is a friend of the hosts, Ted and Susie Fields and the £ 500,000 they expect to raise will go to the Rainforest Foundation.

Billy McKenzie, former singer with Scottish band *The Associates*, has signed a new solo deal with the small Virgin associated label Circa Records whose roster includes **Neneh Cherry**, **Julia Fordham** and **How & Cry**. McKenzie is recording an album with producer **Julian Mendelsohn**. □

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

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Austria Closer To Private TV & Radio

Vienna - A proposal for nine commercial radio stations has been put forward by VOZ, the Austrian Association Of Newspaper Publishers, and state broadcaster ORF. And ORF Director Teddy Podgorics has suggested a compromise for private TV - the creation of a third channel with ORF controlling 51% and the rest in private hands.

ORF currently has three radio and two TV stations. Under the radio proposal, licences for nine private stations - one for each of Austria's eight federal states plus one in Vienna - will be issued by ORF, which will also supply the transmitters. VOZ will be ORF's only partner in the radios.

If the Austrian government approves the proposal, pilot programmes by Radio Print - as the stations are tentatively named - could be ready for broadcast by

autumn 1990.

The stations will be financed by 60 minutes of advertising daily. The draft law also provides that 20% of the daily programme could be broadcast nationwide to provide advertising time for national products.

Podgorics: "We did not want to adopt foreign models, but to go in a specifically Austrian direction. The liberalisation of radio has been misused too often by multinational corporations for their own commercial interests."

Not surprisingly, the participation of foreigners was a critical topic in the negotiations between the ORF and the VOZ. At the moment, only Austrians are allowed to apply for a licence. The country's biggest newspapers, however, support the plan. The German newspaper's publishing giant WAZ. As a result, it appears that

at least the economically promising Vienna state will be partially in foreign hands.

Contrary to VOZ. President Herbert Binder's belief that the participation of the newspaper publishers will "guarantee a plurality of opinions", it is more likely that a "double monopoly" will exist for each region's strongest publication.

And the proposal has other critics. Kurt Falk, publisher of a weekly newspaper in Vienna, is barred from participation in a private station because his company is not a member of VOZ. Rudi Klauszner, a former head of ORF 3 pop channel, has also announced that he has applied for a licence. Meanwhile Radio ABC, a conglomerate of individuals, says it intends to take the matter to the European Court if it is excluded from the licensing. □

Karussell Convoy To Visit Retailers

Hamburg - Following last year's successful distribution convoy, the Hamburg-based Karussell label has increased its marketing activity by sending out three 40 ton trucks with the label's latest product to visit retailers.

With stops in 30 cities - including Hamburg, Bremen, West Berlin, Hanover, Nuremberg, Munich, Salzburg and Basel - from August 21 to September 15, Karussell's sales and promotions teams are expected to reach over 1,000 retailers.

Each truck is fitted with 5,000 MCs, CDs and videos representing the full range of Karussell's catalogue, which consists of 75% children's titles and 25% entertainment titles, including schlager, pop and folk music. There will also be a full range of in-store sales aids and the latest Philips hardware available. Karussell's 1988 turnover was about DM 50 million (app. £16 million). □

GRP Turnover Up 66%

by Robert Lyng

Zurich - Leading jazz label GRP Records Ltd has made a 66% increase in turnover during the financial year to June 89, according to Managing Director Steven Kraft who hosted the company's fourth international convention at the end of last month.

GRP Records Ltd was established in 1985 by GRP Records which was founded by David Grusin and Larry Rosen in New York in 1983. GRP Records was the first US independent record company to have its own European office and is now a US\$ 12.5 million per year business. In October, GRP will also account for 25% of the company's volume, but Kraft says: "Our ultimate goal is to match the US parent company's turnover."

More than 80 guests attended the convention. Among them were GRP representatives from all over the world, as well as 16 European distributors who handle GRP product in 20 countries, including Greece and Israel, and licensees from Japan, Hong Kong

and Singapore.

This year's convention kicked off with a party and two-hour concert featuring Grusin himself, the vocal group New York Voices and GRP's newest signing, Patti Austin. The concert was recorded by Swiss TV and is scheduled for broadcast in October.

During the convention, GRP announced the expansion of its activities representing other independent companies. The US Grammmovision label and the Brazilian label Viscom are both scheduled to join Landmark and JVC in the next few months.

In October, GRP will also release a special 40th anniversary record in honour of Charles Schultz's Peanuts cartoon character. The record - which features performances by Chick Corea, Patti Austin, Dave Brubeck, BB King and Kenny G - will lie in the "Happy Anniversary Charlie Brown" TV special scheduled for US broadcast in January. □

Classical Music Via Satellite

Hamburg - Whichever of the two applicants win the franchise for the Hamburg satellite radio channel, media giant Bertelsmann will be involved. The two bidders are Klassik Radio, a division of the Bertelsmann-owned Ufa, and RTL-Classics, part of the Luxem-

bourg-based GLT, in which Bertelsmann also holds shares. The new station, the second of its kind in West Germany after Gong's Radio Belcano, will go on the air via the Kopernikus satellite early next year. □



Fine Young Cannibals' 'The Raw And The Cooked' has now sold more than four million albums worldwide. In West Germany the LP and single have gone gold and the album is now on its way to platinum. The band were recently presented with gold discs by Metronome Records. From l. to r. Peter Wilson, Head A&R Mark. Int. Metronome, West Germany; Katarina Strupnicka, Int. MGR, London Records; Andy Cox, Roland Giff, David Steel, FYC; John Mostyn, FYC's Mgr; Dieter Oehms, MD of PMV.

I T A L Y

TMC's 'Clip Clip' Series Relunched

by David Stanfield

Tele Monte Carlo's (TMC) afternoon video clip show returns on September 25 with a new format and new presenters. And, for the first time, there will be a studio audience with guest artists performing live.

Programme Director Carlo Briani says his aim is to sharpen the music content and to include "intelligent" information. "Young people today are bombarded with music information. They know the public and private lives of artists to perfection."

Clips will feature new and established Italian and international artists. Space will also be given to concert footage, new and old.

Presenters Cristina Buonino and Mario Boimond are both newcomers to TV. Briani: "The choice of two young and inexperienced presenters was made to give the programme a fresh and natural feel."

Canale 5 To Screen Talent Contest

The finale of a new national music contest is to be filmed for prime-time screening on the Berlusconi-owned channel Canale 5. Called Giovanni In Musica 1989, the competition is organised by Organizzazione Spettacoli

Italia and aims to find the year's best new singer, singer/songwriter and group.

Competition Director Giuseppe Gregorio says the finale will be shown at 20.30 hours on a Saturday night in mid-November, putting it in direct competition with Italy's most popular TV variety show, RAI 1's 'Fantastico'. The presenter for the Canale 5 programme has not yet been named, but guest artists confirmed so far include Sabrina, Spagna and Jovanotti.

Regional heats are now being held and the finalists will perform in Messina, on October 26-28. More than 1,200 entries have been received and the competition is being publicised in all Fininvest-owned magazines.

The winners, who must be between the ages of 15 and 30, will receive recording contracts with an as yet unconfirmed Italian company. □

MTV Satellite Link At TV Festival

MTV Europe is to make a direct satellite link from London to Rome as part of its involvement in this year's Eurovision International Festival Of TV & Cinema. "BUZZ", a magazine-type show which is screened in the US by MTV and has had one pilot screening in Europe, will be shown during a special evening presentation by MTV.

Writer/producer Jon Kline (MTV Europe) and Programme Coder Mark Pellington (MTV US) will be in Rome for the

screening, along with Liz Nealon, Vice President MTV New York and William Roedy, Managing Director MTV Europe. Roedy will also speak at a seminar called DBS TV - Year One.

This is the third edition of Eurovision and the main theme of this year's Festival will be satellite TV and European co-production. The event, which runs from October 3-9, is divided into morning lectures, afternoon workshops and special evening events. □

S P O T L I G H T

Helen Schneider - Extra LP

by Robert Lyng

CBS Product Manager Mike Waller describes Helen Schneider's latest LP, *A Walk On The Well Side* (465759) is not her followed-up pop album, which is scheduled for next year, but something extra.

The idea for the LP, which will appear on CBS' Masterworks label, grew out of Schneider's critically acclaimed live shows in the US featuring the works of Kurt Weill.

Recorded live in New York's House Of Music studios, *A Walk On The Well Side* presents Schneider and her pianist Bruce Coyle in top form. Although many of the songs are well known - like *September Song*, *Lonely House*, *Mock The Knife*, *Surbaya Johnny* and *Johnny's Song* -



Schneider brings new life to the tracks.

Although CBS is considering a promotional single, a commercial single release is not planned. To promote the album CBS will concentrate on a national advertising campaign and in-store displays, while Schneider will take her show on the road giving 11 concerts in seven West German cities. □

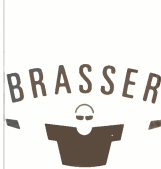
DW Signs With Hungarian Radio

Cologne - Cologne-based public radio station Deutsche Welle (DW), which broadcasts German-language programming abroad, has signed a three year co-operation contract with Hungarian state radio. DW's Lothar

(advertisement)

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CBS Celebrates Kaoma Success

by Machiel Bakker

Paris - With Kaoma's *Lambada* storming up the Eurochart Hot 100 Singles, CBS France could not have timed its annual convention (August 24-25) better.

In his welcome speech, CBS President Henri De Bodinat referred to the company's fast growth since 1985, the year he joined. CBS now has a market share of 20% (it was 15% in 1985) and annual turnover has jumped from Fr 400 million to nearly Fr 1 billion (app. £ 96 million).

Compared to other CBS affiliates, CBS France has reached the same profitability rate as the UK, putting both companies in third place after the US and Japan.

De Bodinat says there are two main reasons for this success - the explosion of the French market and the positive developments in retail. "We were lucky that the French music market exploded with industry turnover increasing by 70% in two years!" De Bodinat also referred to the importance of TV advertising, which only began in France last year.

CBS' crossover hopes for the year include Desirees (new album *Francisjo*, Joelle Ursull (LP *Miyel*), Steve Allen (new single *Lagoon Girl*), Elisabeth Grosz (new single *Lovers De L'Enfer*) and Sirima's new LP *Part Of Me*.

EMI Reveals Priority Acts

by Emmanuel Legrand

Versailles - National production pmted at EMI's annual convention on August 25-27 included a new single by priority artist Jeanne Mas. Called *Carolyne*, it is from the *Les Crises De L'Amé* LP.

Mas will perform four shows at Paris' Pery at the end of the month in front of 16,000 people each night.

Meanwhile, a new single by Higelin is about to be released (*Follow The Line*) and a live album is expected in November. And a second LP by Guech Patti will be released early next year.

LPs by new acts Blues Trotter and Shona will be out in the autumn.

Another major new release for EMI is an LP by Chantal Goya, which is linked to her new stage show in Paris. The record and the show will be promoted through TV and radio spots.

One of EMI's special marketing products for the year is a new series of 'chansons Francaise' albums from the 50s and 60s, in collaboration with the TV programme 'La Chance Aux Chansons' on TF1.

New Chart Show For TF1

After months of talks with a host of potential partners - including retail chain Nuggets and La Radio FM - private TV channel TF1 has teamed up with NRJ radio to launch a new chart show, which will be broadcast simultaneously on both outlets.

Called 'Le Hit', the show is due to go on air on September 24 and will feature video clips as well as guest artists. It will be based on NRJ's own chart, which is compiled from information supplied

by retailers throughout the country as well as surveys, but will also include tracks selected by TF1.

TF1's Jean Paul Peli, who is a member of the production team, says "the show will be a forecast of potential hit". NRJ's President Jean-Paul Boudoueres says it is aiming for the 12-20 age bracket. The presenter has not yet been named.

'Le Hit' will be screened on Sundays at 10.00-10.40 hours.

RMC Launches Fr 19.7 M Campaign

Radio Monte Carlo (RMC) is extending its Fr 19.7 million (app. £ 1.8 million) advertising campaign and the slogan 'Le Don Du Soleil'.

The three-month campaign concentrates on the two flagship shows in the new RMC schedule - Laurent Cabrol's music programme 'Couleur Soleil' and Yves

Mourous's political commentary 'La Politique Autrement' - and on two main themes, news and sport.

The campaign, which is being handled by the LINTAS advertising agency, is in two phases. This month advertisements will appear in magazines, while in October and November there will be advertising in the regional press, as well as a poster campaign.

S P O T L I G H T

Le Cri De La Mouche - A New Move For Trema

by Jacqueline Ecoact

Trema's Anne Christine Fossatti says Le Cri De La Mouche are "the first real independent rock band that Trema has ever signed". A heavy national touring schedule is supporting the band's first album, which is self-titled and was released in May (Trema 310 293).

definite US 60s style rock & roll. There are no plans yet to release a single.

Thomas Kuhn (vocals, guitar), Norbert Monod (drums), Camille Badaz (keyboards, harmonium), Serge Landau (bass) and Alexandre Azaria (guitar) formed the band in 1986. They did the rounds



Fossatti: "Trema has a new strategy. We are usually associated with softer music like Michel Sardou, but we are now signing groups with a more rock-like sound".

Le Cri De La Mouche was produced by Rod O'Brien (Alice Cooper, Aerosmith, Suzanne Vega) and recorded at the Studio Davout in Paris. All the tracks are sung in French but the LP has a

of smaller Paris clubs before releasing their first single on Trema in January 1988.

Since then much of their life has been spent performing live - a habit they do not intend to break. This summer they toured France extensively and, according to their management, Bistrot Music, they will cover the rest of Europe in 1990.

Advertising Allowed On RTBF Joint Video Campaign Launched

by Mark Fuller

RTBF TV, Belgium's French-language state broadcaster, has started screening advertising. The move is designed to fund self-produced programmes, investments in audiovisual equipment and the purchase of outside productions.

However until December 1990, the maximum advertising revenue allowed is Bfr 2 billion (app. £ 30 million). Commercial ads are not to exceed eight minutes per hour and not more than 10% of the channel's total broadcast time. Films are not to be interrupted and no advertising is allowed immediately before or after children's programmes.

The advertising is raised by TVB, a new company which is headed by Baudouin De Montblanc, with the IPB advertising company as a major shareholder. Jean-Jacques De Leeuw, Director Of Communications at IPB: "We are now able to sell advertising on both RTBF and RTL TVi at a fixed price, or on either one of the outlets with a price based on the ratings of the programme advertised in. Some 20% of our spots will be sold on the 'rating systems'". TVB estimates an income of Bfr. 1.1 billion for both broadcasters before the end of this year. The new ruling came into effect on September 1.

The campaign aims to convince music retailers to operate more as entertainment shops, along the lines of outlets in the UK and the US. A promotion package containing brochures, in-store displays, window banners and dealer stickers will be presented to retailers at the industry's annual convention, 10 Days Of Records, which begins on September 17. Full-colour catalogues, listing 450 video titles, will also be available to stores placing firm orders. The initial cost of the campaign, put at between Dfl 200,000 and Dfl 300,000, will be spread equally among the 11.

New Music Shows On Dutch TV

Dutch broadcaster AVRO is to launch its chart TV show "Top-pup" in a new format on October 2 after a break of two years. The show is part of AVRO's policy to boost youth programming as set down by the channel's new Director Boudewijn Klap, who officially takes up the post on October 1.

'Toppop' will be aired twice weekly on Monday and Thursday at 17.30-18.00 hours. One spot will cover the current charts, the other will be a golden oldies format. The show will be hosted at different venues throughout the country and will be based on clips. Each programme will be co-presented by AVRO Djs Bas Westerweel, Rick Van Velthuisen, Hans Schrijvers and Robin Allen. The programme was pulled off the air two years ago during a reorganisation of the channel's

2M Viewers For VTM Music Shows

VTM, the Flemish commercial channel, claims about two million people watch its music shows weekly. The most successful programme is 'Tien Om Te Zien' with some one million viewers. Next is the 'Soundmix Show' with an audience of 600,000-700,000, followed by the 'Top 50 Chart Show' with 250,000-300,000.

Guido De Praeter, Head Of Programming, believes the three shows cover the most important aspects of music today: "Our

main objective is to act as an impetus for the Flemish record industry and to give Flemish artists renewed attention".

The final edition of 'Soundmix' will be shown on September 26 and VTM says an album featuring the 14 finalists, *Sound Mix Finale*, will be released by BMG Ariola Belgium on September 18. The album was recorded at the San Der Bos studios in Huizen, Holland, and was produced by Hans Van Eijk. The release will be supported by 15 advertising clips on VTM.

Francois Vaes, Label Manager Polydor Belgium: "VTM has had a great impact on sales of Flemish product - a market that has been neglected until very recently".

Meanwhile VTM has just released its autumn schedule and hopes to feature Flemish produced programmes at prime-time at least five days a week.

New Talent Promo

A new promotional tool for up-and-coming Benelux talent has been launched by MOT (Music On Top). Benelux Band Promotion is a catalogue of new talent printed in Dutch, French and English and distributed free of charge to the media, record com-

panies, publishers and concert promoters throughout Europe. MOT will print 2,000 copies of the catalogue at the end of the year. Bands that want to be included should contact MOT Band Promotion, Tervuursevest 23/26, 3030 Heverlee, Belgium.

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French Market Figures

Sales	Sales	% Change	Units	Units	% Change	
Jan-Jun 89	Jan-Jun 88		Jan-Jun 89	Jan-Jun 88		
(Fr million)	(Fr million)		(millions)	(millions)		
Singles	220.5	292.2	-24.6	16.1	21.1	-24.0
LPs	241.9	264.7	-8.6	7.9	8.5	-7.5
CDs	999.9	619.2	+61.5	16.9	10.1	+65.9
MCS	639.9	415.1	+54.2	18.3	12.7	+43.1
Total	2,102.2	1,591.2	+32.1			

Figures supplied by SNEP

SCANDINAVIA

AIR Music Celebrates 20 Years

by Chris Fuller

Stockholm - One of Scandinavia's leading independent publishing and record companies, AIR Music Scandinavia, celebrates its 20th anniversary this month. AIR is owned 50/50 by Chrystalis (which also owns the AIR studios and publishing group in London, headed by George Martin) and founder Sture Borgedahl, who is the company's President. AIR Music's 1988 turnover was around Skr 15 million (app. £1.4 million). Prior to AIR, Borgedahl was Managing Director at Sweden's Sonora (later Intersong), where one of his first signings was the Beatles. "It was then that I met George Martin and we hit upon the idea of founding AIR Scandinavia."

sheet music distribution and looked to producing records as a way of creating new publishing repertoire. This developed into the AIR record label in the early 80s, which has had success with Adolphson-Falk (three gold albums) and Monica Törnell (silver album).

During 1982-87 AIR also represented Mariann Records and Mariann Music for the world outside Scandinavia; this co-operation involved representing six consecutive Swedish Eurovision entrants. The latest signing to AIR, a Swedish band called Perssons Park, will perform at AIR's birthday party on September 20. □

During the 70s, AIR became a major publishing force in Scandinavia; it currently represents around 350 UK and US catalogues including Chrystalis Music, Double Virgo (Peter Cetera), TR0-Essex and Eater Music.

In 1973 AIR began its own

Finnish Radio Co-Operation

Co-operation has become the keyword for Finland's local independent stations, of which there are nearly 60, in a climate of increasing competition.

In Helsinki for instance, the

SPOTLIGHT

Dalton's Love Injection

by Chris Fuller

EMI Sweden's hard rock act Dalton turned down the chance to record a new song from Bon Jovi for their forthcoming album *Love Injection* (792 3981), so confident are the group in their own material.

Love Injection, due on September 6, follows Dalton's debut EMI LP *The Race Is On*, released in 1987 and featuring the hit single You Are Not My Lover, which was written by Bon Jovi. The title track of from the new LP has just been released in Sweden.

A&R Manager Leif Berggren: "This time around there was no need to search for the right musical party. They found it on their own." Dalton will be touring Sweden in support of the album.



Dalton are led by drummer Dalton Dahlberg, who formed the band after leaving Treat, widely regarded as Sweden's most successful rock band next to Europe. Guitarist Leif Westfahl, keyboard-player Ola Lindstrom, vocalist Bosse Lindmark and bassist Anders Lindmark complete the Dalton lineup.

For the new LP, recorded at EMI's Stockholm studios and produced by Per Blom, the band also rejected a song by American singer Michael Bolton (who wrote Dalton's first single *Can't Stop Loving You Now*). □

three rival stations - Radio Etran, Radio City and Radio Sylke - are now using the same recently built antenna tower which has boosted their signal, especially to the north. □

SPAIN & PORTUGAL

Coca-Cola Spends Pta 150M On Pop Sponsorship

by Cathy Inglis

Madrid - Coca-Cola Spain has invested almost Pta 150 million (app. £ 800,000) in the sponsorship of summer concerts by eight of the country's top groups - Mecano, Los Ronaldos, Alaska Y Dinara, Danga Invisible, La Unión, Un Pingüino En Mi Ascensor, Gabinete Caligari and Los Rebeldes. By the end of the season, around 400 gigs under the banner In Concert With Coca-Cola, will have taken place at hundreds of local fiestas, attended by millions.

Coca-Cola's involvement in music sponsorship has reached a peak in Spain this year. It began in February with an agreement with SER's Los Cuarenta Principales private radio network. The promotion deal ran until the end of July and involved sending in the pull-off tabs from Coca-Cola tins, some of which entitled the public to prizes. The station's logo was on all prizes (posters, T-shirts,

cassettes, wallmaps) and on all related advertising (press, magazines, TV). In exchange, SER carried Coca-Cola advertising spots every hour.

According to Rafael Revert, Director of Cuarenta Principales, the deal with Coca-Cola was worth around Pta 100 million in unsigned, bands. In Madrid, for example, the company sponsored the recent Anochecer Pop concerts, providing technical facilities for several groups to put on free concerts. These included Los Espontaneos, Di Que Si, Stock De Coque, Modestia Aparte, Los Limones and Dr Livingston

Coca-Cola's is also involved with pop sponsorship on a local level with unknown, and usually unsigned, bands. In Madrid, for example, the company sponsored the recent Anochecer Pop concerts, providing technical facilities for several groups to put on free concerts. These included Los Espontaneos, Di Que Si, Stock De Coque, Modestia Aparte, Los Limones and Dr Livingston

Suopog. In other regions such activities are undertaken with the co-operation of official organisations. In Granada, Coca-Cola worked with the regional government on a series of concerts from June to August, both sharing the costs of providing publicity and equipment while the local town halls pay the 30 acts which are taking part.

An LP will be released at the end of the Granada tour featuring a number of the participating groups, including 091, La Guardia and Sesión De Noche. The production of the LP will be paid for by the local government.

In Seville, sponsorship takes the form of Fiestas Coca-Cola in which promising young bands, such as Dulce Venanza and No Me Pises Que Llevo Chancas, are given the chance to perform in public.

Coca-Cola claims its early sup-

port for local bands, such as Valencia's Presets Invitados last year, is a stepping stone for wider success. The band has since signed to WEA Spain and release *Alma De Blues*, their debut album, for the company this month. They were previously signed to a small independent label, De Sol A Sol.

Meanwhile, SER is also supporting many of these local concerts by announcing gigs and giving national and increased regional airplay.

Coca-Cola's sponsorship series has not been restricted to Spanish acts. The company is also investing over Pta 150 million to sponsor major international acts throughout 1989. So far, these have included appearances by Michael John, Paul Simon, George Elton, Lou Reed, Simple Minds, Black and Europe. □

SPOTLIGHT

Elton John Strikes Back

by Sally Straton

'Sleeping With The Past' is Elton John's 26th studio album, in a career that spans 24 years. Just released across Europe, the LP pays tribute to the soul pioneers of the 60s and 70s.



Sleeping With The Past' (Rocket/Phonogram 838 839-) was recorded with producer Chris Thomas at Puk Studios in Denmark last winter, just before Elton John started his current world tour. "I felt that I wanted to go back in the studio and do an album quickly after *Reg Strikes Back*," he explains. "The momentum was there after playing with the new band. It is probably one of the quickest albums I have ever made!"

"It is much more classic Elton John," says Phonogram's Suzanne Catty, who looks after his international promotion. She makes comparisons with *Too Low For Zero*, *Captain Fantastic and Goodbye Yellow Brick Road*. A return to the past in terms of songwriting and style may be what is needed to get Elton's fans back into the record shops, following the disappointing sales of *Reg Strikes Back* last year.

It did "acceptably but not summingly," says Catty. However in Italy it was his first gold album. A return to the past in terms of songwriting and style may be what is needed to get Elton's fans back into the record shops, following the disappointing sales of *Reg Strikes Back* last year.

It will be interesting to see if these October repeats have any significant effect on sales of the new LP, as Elton's set on the European dates of this world tour concentrates on his rich back catalogue. It includes a refreshing selection of lesser-known songs from the albums of the early 70s, with Elton giving helpful hints like "this one is from *Tumbledown Connection*" to keep more recent fans informed.

Elton's US dates finish on October 22. Less than a month later he is due in Perth for the first of his Australian concerts.

Promotion during the US tour has been kept to a minimum due to the demands of a three-hour performance. He is returning to Europe during the four-week break to concentrate on television and radio specials for the pre-Christmas period. That will be supported by TV advertising campaigns in the UK, France, West Germany, Italy and possibly Spain, plus radio commercials in Italy and Scandinavia.

Once the current single, *Healing Hands*, has run its course, there will be one more single from the album before Christmas and another in the new year. The next will be one of the ballads, *Sacrifice or Whisper*, or the more up-tempo *Club At The End*

of *The Street*. Whatever the choice, Phonogram will release the same track right across Europe.

One interview that did take place in the US was broadcast recently on Roger Scott's BBC Radio 1 show; Elton is known to favour radio as a medium. That interview also featured Bernie Taupin, the lyricist who has been writing with Elton since 1967 and has co-written all 10 songs on this LP.

"This album is for you, Bernie," says the credit on the LP cover. "We have probably had our closest collaboration for many years," admits Elton. "I have never seen Bernie so excited!" On the inner sleeve they both write: "These songs were inspired by the soul pioneers of the 60s and 70s, whose music meant so much to us."

Taupin and John also talk

about their songwriting partnership in Phonogram's electronic press kit which is being serviced to its European companies for radio and TV promotion. The video takes a track by track look at *Sleeping With The Past* and Elton talks about his tour plans. These include a return visit to Europe in March/April 1990 for a handful of large concerts where the audience will have a chance to hear the new material.

Phonogram expects to run more promotion in conjunction with those dates but the agenda is yet to be decided. "Elton himself has very strong feelings about what he does and does not want to do," says Catty. "He is quite accessible considering the level he is at in his career!"

Management too, led by John Reid, have a strong say in how Elton's music is marketed. Catty maintains it is a team effort: "They are extremely well organised and co-operative," she says. As an example she points out how they were able to organise US concert tickets for visiting journalists in a matter of hours from their London base.

A list of Elton John's feats and achievements could go on for pages. *Sleeping With The Past* marks the latest stage in his continuing output of original songs, while on the road he still proves his tireless capacity for playing live. □

Discography

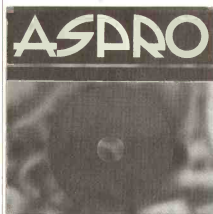
Empty Sky '69; *Elton John* '70; *Tumbledown Connection* '70; *Friends* '71; *17-11-70* '71; *Madman Across The Water* '71; *Honkey Chateau* '72; *Don't Shoot Me, I'm Only The Piano Player* '72; *Goodbye Yellow Brick Road* '73; *Caribou* '74; *Captain Fantastic And The Brown Dirt Cowboy* '75; *Rock Of The Westies* '75; *Here And*

There '76; *Blue Moves* '76; *A Victim Of Love* '79; *21 At 33* '80; *The Fox* '81; *Jump Up!* '82; *Too Low For Zero* '83; *Breaking Hearts '84*; *Ice On Fire* '85; *Leather Jackets* '86; *Live In Australia With The Melbourne Symphony Orchestra* '87; *Reg Strikes Back* '88; *Sleeping With The Past* '89.

(advertisement)

ASPRO MURRAY

ASPRO



Contact: Ala Bianca:
Toni Verona
tel. 3959.223897 fax 219218

MUSIC & MEDIA



Loveloy

Sweet Lullaby (CBS/Holland). Contact: CBS/Gerard Rute/ tel: 31.23.23233/fax: 292169

A Motown-esque dance number with enthusiastic vocals and hooks that count. Commercial stock. For licensing and sub-publishing details please contact CBS Holland.

Yardena

Ma Natata Lee (New Music Company/Israel). Contact: New Music Company/Moshe Morad/ tel: 972.3.800191/fax: 800195

First-rate ethno dance music re-mixed by Izhah Ashdot, the producer of *Im Ni'Alu* - the 1988 European no. 1 hit single by Ofra Haza. The wailing vocals of Yardena Azari, one of Israel's more popular female singers, combine well with the soaring guitars. The song has all the potential to become a huge international hit. Sub-publishing and licensing free for the world except Japan, France and Israel.

Club De Rome

TV Deus Rodeo (Lively Art/UK). Contact: Wayward/Chris Williams/ tel: 44.1.274.2025/fax: 249709

Swiss cult act with an intriguing, slow stepping number, that marries moody vocals and a finger-picking guitar to striking electronic arrangements. Echoes from Depeche Mode, The Cure and Yello. For licensing and sub-publishing details, please contact Wayward.

Eric Franck

Les Filles De Ma Vie (Tremal/France). Contact: Tremal/Gerard Milet/ tel: 33.1.4256082/fax: 42252528

A very commercial disco number by a good-looking singer with an energetic voice. The beats are totally in the Stock, Aitken & Waterman mould. For sub-publishing details please contact Tremal.

Ragazza

I Believe In Miracles (Polydor/Holland). Contact: Europop/Gerrie Van Der Zwaard/ tel: 31.23.319333/fax: 328579

A female vocal quartet with a cheerful and brassy, light-weight disco tune in a Latin mould. Similarities with the Miami Sound Machine. For sub-publishing details please contact Polydor.

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 wishing 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 masterpublishing owners. Country of origin and contact numbers are listed as known. Those wishing to submit material to this section should send their records, biographies and photos to: Gary Smith, P.O. Box 50558, 1007 DS Amsterdam, Holland.

Talent Tracks
PROMISING ACTS WORTH WATCHING

UPDATE

by Diana Musy

Francois Elie Roulin

Disque Rouge (Opal/France). Contact: Taktic/Jean-Michel Reusser/ tel: 33.1.45224530/fax: 43879092

Not directly chart-bound material, but new age music of a high quality. With its intriguing arrangements and mysterious build-ups, this record does not know a weak moment. For sub-publishing and licensing details please contact Taktic.

Jack Miller

World Cries Out (Columbus/Holland). Contact: Columbus/Evert Wilbrink/ tel: 31.20.6622735/fax: 752906

A slow and poignant, heartfelt song from an artist with socially committed lyrics. A challenging combination of a scamed drum beat, harmonica, an acoustic guitar and a lot of reverb. Sub-publishing and licensing free for the world except France, Holland, Spain and the German speaking countries.

Louise Ferron

Ni Avec Toi Ni Sans Toi (Virgin/France). Contact: Virgin/Hirelle Roullet/ tel: 33.1.40290000/fax: 40290757

Apart from a floating synthesizer, this driving guitar-oriented pop song sounds a bit like US FM material. A country-rock guitar solo spices up a record that should be a hit everywhere. The licensing is available under certain conditions, please contact Virgin.

The Unersatzlichen

My House (Iux-Noise/Switzerland). Contact: Iux-Noise Prod./Michael Hedger/ tel: 41.64.228609/fax: 42.418008

Straightforward, raucous pop, very much in a street punk vein. The band's rebellious vocals and mild echoing guitars, combined with non-noise production, make for a refreshing sound. Sub-publishing and licensing free for the world except Switzerland.

Michael Vicino at CBS Italy says *Questa Sera* by Mark Boyce (Talent Tracks cassette no. 26) has been enthusiastically received in many European countries. Affiliates in Spain and France have already contacted him, and several others are still negotiating. Meanwhile his new single, *Hey Little Girl*, which will be backed by a video, and his debut LP *All Over The World* will be out in September 29.

Meanwhile the latest album by another Italian artist, **RAF** (cassette no. 24), is about to be released in Sweden, Benelux, West Germany, Spain, Austria and Switzerland. It is called *Coza Restera Degli Anni 80* and is currently no. 2 in the Italian charts.

Holland's **Valentine** (cassette no. 30) is also doing very well. His single *Corazon* (produced by Eddy De Clercq, the trendsetting club DJ from Holland) will be recorded in West Germany through BCM Records next week. According to Boudisque's Label Manager of the Dance Department, Fred Berkhout, negotiations are underway with several other record companies and positive responses are still pouring in. Anyone still interested should con-


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(advertisement)

YAM

"YOU TOOK MY HEART"



Contact: RBC - Gerry Radtstaal tel. (31)80.540697/fax 80.568433

tact Boudisque at 31.20.260311 and fax: 276310 (not 2474648 as we said in M&M September 2).



RAF

Austrian-based group **Espresso** (cassette no. 24) have no reason to complain either. After chart success in their homecountry, the single *Why Don't You Listen To My Music* has also been released in France where expectations are high. At the moment the band is in the EMI/Austria studio to record their new album, which is expected to come out in October.

(advertisement)

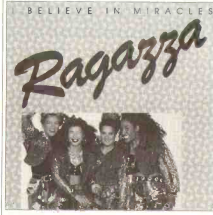
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RAGAZZA

BELIEVE IN MIRACLES



I BELIEVE IN MIRACLES
Debut single, climbing the Dutch charts very fast!

(advertisement)

YARDENA



"MA NATATA KEE"
Remix by Izhah Ashdot (im Nialu). THE NEW WORLD MUSIC HIT taken from the album "Desert Fantasy". Contact: Moshe Morad tel. 972.3.80019; fax 972.3.800196

Top 10 UK Independent Singles

1. <i>First Out Why</i>	Howard Cayton	(Ced)
2. <i>Hey DJ! Can't Dance To This</i>	Beatmasters	(Rhythm Grid)
3. <i>Love</i>	Learning Sixx	(Glam)
4. <i>Woman's Charge A Thing</i>	Kyle Pincus	(PWL)
5. <i>You Got To Know It Cause My Feet Burn It Out</i>	Hudboy	(Columbia)
6. <i>Don't Worry</i>	Timmy Car	(Red Cat)
7. <i>Mental Sex</i>	Lony D	(Big One)
8. <i>Backwards Day</i>	Shee Driggs	(New Tix)
9. <i>Overnight</i>	Signy Berglund	(Lenny Hill)
10. <i>She Bangs The Drums</i>	Stone Roses	(Gems)

Controlled by M&M

Going Independent...

by Karen Roloff

Manchester's **Inspirational Carpets** match the top slot from **The Beatmasters**, while **Doowutchyalike** by **Digital Underground** is this week's highest debut for **Tommy Boy Records** at no. 9.

Dance plays an important part in this week's chart - no less than 22 indie/dance singles are currently in the top 50. New entries include **Johny Roger's** cover of the **Timmy**

Thomas classic *Why Can't We Live Together* (Desire) at no. 22, **Bring Forth The Guillotine** by **Silver Bullet** (Tam Tam) at no. 28 and for **Republic Records** **Symphonia Can't Get Over Your Love**. **De La Soul's** highly acclaimed debut LP, *Three Feet High And Rising*, is still in the upper half of the album survey and the very groovy **EPMD** rise to no. 5 with *Unfinished Business* (Sleeping Bag).

Danielle Dax is reported to have parted company with **Awesome Records** and is currently involved in a project with ex-Smiths frontman **Morrissey** and pal, **Stephen Street**. The **Sugarbeats** have their first video collection scheduled for release before Christmas. Currently without a title, the video will consist of live footage from their previous London dates together with interviews and promo video clips. The group are due to follow their UK dates with a tour of mainland Europe before travelling to Japan. Lastly, after 52 consecutive weeks on the survey, **House Of Love's** *Destroy The Heart* finally exits the indie top 50.

(advertisement)

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PREVIEWS

SINGLES



SINGLE OF THE WEEK

Gloria Estefan
Oye Mi Canto - Epic
There are two distinct sides to the Gloria Estefan/Miami Sound Machine phenomenon - the ballads and the dance stuff. This song falls into the latter category. A bouncy salsa feel and a tough dance beat combine to support Estefan's voice. Latin music has never been a big commercial proposition in Western Europe but songs like this could change all that. Radio-friendly production by Emilio Estefan, Jorge Casas and Clay Ostwald.

High Harris

Alice - Capitol



Strong guitar-based pop, produced by Andy Cox and David Steele of the Fine Young Cannibals. More of an album track than a single but still a promising debut.

Ian McCulloch

Proud To Fall - WEA

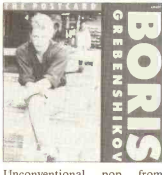
McCulloch's songwriting style is as strong as ever but the music lacks the variety and depth that made The Bunmeny so strong.

Cher

If I Could Turn Back Time - Geffen
A well-produced FM single along that is already a hit in the US.

Boris Grebenshikov

The Postcard - CBS



Unconventional pop from Russia. A moody, low-pitched

ALBUMS



ALBUM OF THE WEEK

Hoodoo Gurus
Magnum Cum Louder - RCA/BMG
On the evidence of this, their fourth LP, there is no doubt that they are one of the best bands to come out of the highly productive Australian scene. The irreverent humour and musical skills of these garage rockers make them a monument to pop fidelity. There are 11 equally recommendable songs here. All are economically arranged and performed with commanding wholeheartedness. A must for progressive radio.

Cutting Crew

The Scattering - Siren
A strong FM album from this British/Canadian four-piece. The material is highly accessible, the songs being characterised by driving beats and blatant commercial hooks. Highlights: *Between A Rock And A Hard Place*, *Everything But My Pride* and the title cut.

Enuff Z'Nuff

Enuff Z'Nuff - Atco



This talented four-piece make hard-hitting, guitar-based rock. The gutsy solos, Beatle-style vocals and their ability to deliver unexpected and attractive hooks are the band's strongest points. Best: *She Wants More*, *Fly High Michelle* and *New Thing*.

Big Audio Dynamite

Megatop Phoenix - CBS

This quintet always manage to do something weird and interesting. The new stuff combines disturbingly muddy beats, sampled snippets of speech and all sorts of Western and ethnic riffs. Such a varied album that each track would require a separate review. Try *Contact* and *The Green Lady*.

Nina Hagen

Nina Hagen - Phonogram
The veteran punk stressness has come up with a very commercial pop/rock LP (her first

Phonogram release). Gutsy rhythms are matched with sophisticated arrangements but, as always, the flamboyant vocal style is the icing on the cake. Do not miss *Michaël*, *Michaël (Gorbachev Rap)*, *Only Seventeen* and *Move Over*.

The 4 Of Us

Songs For The Tempted - CBS
A good, if somewhat patchy debut from this Irish band. The better numbers are punchy, post hip-hop soul workouts dominated by Brendan Murphy's distinctive voice. Definitely worth checking out are *Drag My Bad Name Down*, *Mary, Jolene* and *I Just Can't Get Enough*.

Daniel Lanois

Acadie - WEA
A mixed bag of blues, gospel, folk and country music from the man who has produced U2, Peter Gabriel, The Neville Brothers, Brian Eno and Bob Dylan. The songs are largely acoustic based, melodic and pleasant and show that there is more to Lanois than production skills. A subtle and masterful debut. Try: *Julie Louise*, *White Mustang* and *Silvius Hill*.

Ten Years After

About Time - Chrysalis
After nearly a 15-year break, Alvin Lee's band are back and in good form. Lee's playing and singing are still as good and the band sound as if they have never been away. The music is a mix of blues and boogie best described as the European equivalent of ZZ Top.

Editor Gary Smith
Contributors Pieter De Bruyn Goss, Diana Mous and Mchajgel Bakker

radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

IT'S NO ! ▶

SINGLES

Kaoma Airplay
Jive Bunny Sales

ALBUMS

Rolling Stones Airplay
Jive 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.

Gloria Estefan - Oye Mi Canto (Epic)
The Mighty Lemon Drops - Into The Heart Of Love (Chrysalis)
Thomas Dolby - My Brain Is Like A Sieve (EMI USA)

SURE HITS

Deacon Blue - Love And Regret (CBS)
Ian McCulloch - Proud To Fall (WEA)
Cher - If I Could Turn Back Time (Geffen)
W.A.S.P. - Forever Free (Capitol)
Ramones - Pet Semetary (Chrysalis)

EURO-CROSSOVERS

Continental records ready to cross-over

Joelle Ursull - Mysel (CBS)

EMERGING TALENT

New acts with hot product.

Boris Grebenshikov - The Postcard (CBS)
Workaholic - You're The Summer (WEA)
High Harris - Alice (Capitol)
Manic MC's - Mental (RCA/BMG)

ENCORE

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

Lisa Lisa & Cult Jam - Just Git It Together (CBS)
Melissa Etheridge - No Souvenirs (Island)
Adeva - Warning! (Chrysalis)
Bliss - How Does It Feel The Morning After (Parlophone)
Ziggy Marley - Look, Who's Dancin' (Virgin)
Arthur Baker - Arthur Baker & The Backbeat Disciples (A&M)
Ted Hawkins - I Love You Too (Indec)

ALBUMS OF THE WEEK

Hoodoo Gurus - Magnum Cum Louder (RCA/BMG)
Cutting Crew - The Scattering (Siren)
Elton John - Sleeping With The Past (Rocket/Phonogram)
Enuff Z'Nuff - Enuff Z'Nuff (Atco)
Big Audio Dynamite - Megatop Phoenix (CBS)
Nina Hagen - Nina Hagen (Phonogram)
The 4 Of Us - Songs For The Tempted (Chrysalis)
Daniel Lanois - Acadie (WEA)
Ten Years After - About Time (Chrysalis)

YESTER HITS

the Eurochart top five from five years ago.

SEPTEMBER 16 - 1984

Singles

Laura Branigan - Self Control (Atlantic)
Frankie Goes To Hollywood - Two Tribes (ZTT/Island)
Stevie Wonder - I Just Called To Say I Love You (Motown)
Herb Parker Jr. - Ghostbusters (Arista)
Alphaville - Big In Japan (WEA)

Albums

Mike Oldfield - Discovery (Virgin)
The Jacksons - Victory (Epic)
Elton John - Breaking Hearts (Rocket/Phonogram)
Brus Springsteen - Born In The USA (CBS)
Julio Iglesias - 1100 Bel Air Place (CBS)

CHART ENTRIES

Airplay Top 50

Richard Marx - Right Here Waiting (4/24) (EMI USA)
Aerosmith - Love In An Elevator (28) (Geffen)
Prince & Partyman (31) (Warner Brothers)
Cher - If I Could Turn Back Time (40) (Geffen)
John Donovan - Every Day (I Love You More) (41) (PWL)
Francis Cabrel - C'est Ecrit (43) (CBS)

Hot 100 Singles

Jason Donovan - Every Day (I Love You More) (11) (PWL)
Rolling Stones - Mixed Emotions (35) (Rolling Stones/CBS)
Philippe Lafontaine - Coeur De Loup (48) (Vogue)
Depeche Mode - Personal Jesus (51) (Polygram)
Kriss Kross - Honesty 69 (59) (BCH)

Top 100 Albums

Rolling Stones - Steel Wheels (7) (Rolling Stones/CBS)
Westernhagen - Halleluja (10) (WEA)

FAST MOVERS

Airplay Top 50

Madonna - Cherish (4-10) (Sire)
Elton John - Healing Hands (5-18) (Rocket/Phonogram)
Cliff Richard - I Just Don't Have The Heart (12-29) (Epic)
Liza Minelli - Losing My Mind (18-27) (Epic)
Fine Young Cannibals - Don't Look Back (21-31) (London)

Hot 100 Singles

Tina Turner - The Best (5-24) (Capitol)
Yours For Me - Healing Hands (5-18) (30) (Fonsona/Phonogram)
Richard Marx - Right Here Waiting (32-82) (EMI USA)
Nina Hagen - Cherish (37-69) (Sire)
Guns N' Roses - Nightrain (43-76) (Geffen)

Top 100 Albums

Bernard Lavilliers - If (45-68) (Nord Sud/Berlay)
Richard Marx - Repeat Offender (59-93) (EMI USA)

HOT ADDS

Breaking Out On European Radio

Janet Jackson - Miss You Much (A&M)
Queen - The Invisible Man (Parlophone)

playlist

REPORT

THE MOST PLAYED RECORDS IN EUROPE

JANET JACKSON

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

1. Jason Donovan - *Swan Dive*
2. Elton John - *Healing Hands*
3. Tears For Fears - *Sowing The Seeds Of Love*
4. Madonna - *Cherish*
5. *Eurythmics - Saved*
6. Cliff Richard - *I Just Don't Have The Heart*
7. Shakespeare's Sister - *You're History*
8. Rolling Stones - *Head On*
9. Kylie Minogue - *Wishy Washy (Cherish A Thing)*
10. Black Box - *Big On You*
11. Alice Cooper - *Heads*
12. Lisa Stansfield - *This Is The Right Time*
13. Maritka - *Toy Soldiers*
14. Theo Jackson - *Sugar Sex*
15. The Call - *Let The Day Begin*
16. Fine Young Cannibals - *Don't Look Back*
17. Aerobically - *Love Is An Answer*
18. Big Fun - *Share It On The Beach*
19. Janet Jackson - *Man's Best Friend*
20. Richard Marx - *Right Here Waiting*

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

1. Tina Turner - *The Best*
2. Stefanie Woger - *Firenze Torino*
3. Richard Marx - *Right Here Waiting*
4. Simply Deep - *A New Taste*
5. Madonna - *Express Yourself*
6. Kavetie - *Dressed For Success*
7. Kassia & The Waves - *That's The Way*
8. Elton John - *Healing Hands*
9. Jason Donovan - *Swan Dive*
10. Milli Vanilli - *Back On The Run*
11. Gloria Estefan - *Don't Wanna Lose This Love*
12. Lucy "Bones" Blanton - *A Cry In The Night*
13. Wolfgang Ambros - *Seig Heil*
14. Eduardo Bannato - *Viva La Mama*
15. Queen - *Breakers*
16. Camouflage - *Love Is A Shield*
17. Neneh Cherry - *Head On*
18. Rod Stewart - *Crazy About Her*
19. Paul McCartney - *This One*
20. Kassia - *Lambada*

Holland
Airplay checked on Radio 2 and 3, the Dutch national pop stations. For info contact: Sixtythree Nederlandstalig Top 40, PO Box 706, 1200 AG Hilversum, tel (0)35 - 231647.

1. Margaret Singara - *He Ain't Coming*
2. Rod Stewart - *Crazy About Her*
3. Rolling Stones - *Head On*
4. Tears For Fears - *Sowing The Seeds Of Love*
5. Aerobically - *Love Is An Answer*
6. Prince - *Parade*
7. Tina Turner - *The Best*
8. Diana Ross & The Supremes - *Reflections*
9. Madonna - *Express Yourself*
10. Lisa Minelli - *Long My Mind*
11. Madonna - *Cherish*
12. B.B. King - *Let's Try Love*
13. Jive Bunny & The Masterminds - *Save The Heart*
14. Koolhaas - *Lambada*
15. Ziggy Marley - *Love's Making A Difference*
16. Eurythmics - *Saved*
17. BZN - *It's Only Half A Circle*
18. Confit's - *C Day*
19. Lo Lewis - *Heaven On*

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

1. Kassia - *Lambada*
2. Don Johnson - *Tell Like It Is*
3. Jive Bunny & The Masters - *Save The Heart*
4. Paul McCartney - *This One*
5. Mike Clifford - *Success*
6. Tina Turner - *The Best*
7. Madonna - *Cherish*
8. Fret Shop Boys - *Paraphrase*
9. Elton John - *Healing Hands*
10. Gladys Knight - *Lonely To Kill*
11. Beautiful South - *Song For Whoever*
12. Louis Armstrong - *What A Wonderful World*
13. Don Henley - *The End Of The Innocence*
14. Rolling Stones - *Head On*
15. Roy Orbison - *California Babe*
16. Richard Marx - *Right Here Waiting*
17. Cliff Richard - *I Just Don't Have The Heart*

Italy
Most played records as compiled from RAI Stereo Due.

1. Tears For Fears - *Sowing The Seeds Of Love*
2. Elton John - *Healing Hands*
3. Rolling Stones - *Head On*
4. Tina Turner - *The Best*
5. Zucchero - *Ballata In Tre Milianni*
6. Jody Watley - *Eric B. & Rakim - Friends*
7. Spandau For Ever - *Dismania*
8. Lisa Minelli - *Long My Mind*
9. Matis Bazar - *Parade*
10. Shakespeare's Sister - *You're History*
11. Blow Monkeys - *Class*
12. Lucif Di Briccolite - *Do You Like To Funk*
13. Don Henley - *The End Of The Innocence*
14. Jovanotti - *Sagui Con Me*
15. Paul McCartney - *This One*
16. Madonna - *Cherish*
17. Neneh Cherry - *Head On*
18. Rod Stewart - *Crazy About Her*
19. Eurythmics - *Saved*
20. Tamarit - *No Se Pa Tu*

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

1. Prince - *Parade*
2. The Refractors - *Apuntes Para Un Proyecto*
3. Fine Young Cannibals - *Don't Stop*
4. Lugano I - *Los Trogloditas*
5. Calisto Tanzi - *Calisto Tanzi*
6. Humberto G - *Claro Teme Que Cuadras*
7. Tame-Lac - *Everybody's Forgetting*
8. Tame-Lac - *Lucky Gold Medals*
9. Miguel Balle - *Why It's Not Time Yet*
10. Orquestra Mendocino - *I Have A Dream*
11. Kylie Minogue - *Head On*
12. Bangles - *Love Me Like You Do*
13. Sinitta - *Right Back Where We Started From*
14. Jason Donovan - *Swan Dive*
15. Don Henley - *The End Of The Innocence*
16. Loco - *Melo La Lo*
17. Wiley Lanza - *La Bala Del Fero*
18. Milli Vanilli - *Back On The Run*
19. Eddie Grant - *Body Cont*
20. Complexes - *Corre De Lupa*

Switzerland
Most played records as checked by Media Control on the national station DRS 3, Colson 1 and 4 private stations. For more info please contact Media Control, Post Passage 2, Basel 4002, tel 61 - 228989.

1. Kassia - *Lambada*
2. Elton John - *Healing Hands*
3. Rolling Stones - *Head On*
4. *Cry Before Dawn* - *Whores For The World*
5. *Beautiful South* - *Song For Whoever*
6. Eurythmics - *Saved*
7. Don Henley - *The End Of The Innocence*
8. Maritka - *Toy Soldiers*
9. Cher - *It's So Real (Fun But True)*
10. Joe Jackson - *Don't Be Lonely*
11. Paul McCartney - *This One*
12. Richard Marx - *Right Here Waiting*
13. Eduardo Bannato - *Viva La Mama*
14. Kassia & The Waves - *That's The Way*
15. Don Johnson - *Tell Like It Is*
16. Roy Orbison - *California Babe*
17. Tina Turner - *The Best*
18. Neneh Cherry - *Head On*
19. Rod Stewart - *Crazy About Her*
20. Tears - *Everybody Now*

France
From the airplay hit parades provided by Media Control of France. For more info please contact Media Control France, 29 Boulevard, 67000 Strasbourg, France - tel (88)366580.

- Radios Peripheriques (AM Stations)
1. Kassia - *Lambada*
 2. Francoise & Jacques Janssen - *Jive Fun*
 3. Johnny Yekani - *Heaven On*
 4. Francis Cabrel - *C'Et Le Cin*
 5. Philippe Lafontaine - *Coeur De Lion*
 6. Prince - *Parade*
 7. Tears For Fears - *Sowing The Seeds Of Love*
 8. Mylene Farmer - *A Qui Se Ser*
 9. Michael Jackson - *Sherrie*
 10. Jason Pierre Franciosi - *A Qui Se Ser*
 11. Madonna - *Cherish*
 12. Michel Polonski - *Goodbye Harlem*
 13. Bangles - *Love Me Like You Do*
 14. Francois Valery - *Amour Sans Paroles*
 15. Rolling Stones - *Head On*
 16. Les Innocents - *A 100 Mille De Paroles*
 17. Giggy Kiki - *Soy*
 18. Gerard Blanc - *Temps Reves*
 19. Raffi - *Les Sais Si Bien*
 20. Patricia Kaas - *En Vague Couleur*

Radios FM

1. Francoise & Jacques Janssen - *Jive Fun*
2. Mylene Farmer - *A Qui Se Ser*
3. Michael Jackson - *Sherrie*
4. Kassia - *Lambada*
5. Prince - *Parade*
6. Roy Charles De La Rue - *Big Brother - Precious Thing*
7. Anggun - *Magical*
8. Soul II Soul - *Keep On Moving*
9. Francis Cabrel - *C'Et Le Cin*
10. Jason Donovan - *Swan Dive*
11. Kylie Minogue - *Head On*
12. Philippe Lafontaine - *Coeur De Lion*
13. Roaz - *Free Time*
14. Zazette - *The Look*
15. David Lauger - *I Love My Heart*
16. Paul McCartney - *This One*
17. Paula Abdul - *Straight Up*
18. Sandra - *Around My Heart*
19. Don Johnson - *Tell Like It Is*
20. Phil Collins - *In The Air Tonight*

MUSIC & airplay

EUROPEAN RICHARD IS ON 24

TOP 50 MEDIA

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	1	8	Lambada	Kassia (BMG)	BWBH Productions		26	11	14	Licence To Kill	Gladys Knight (MCA)	SBK (Sarg)	
2	3	2	Mixed Emotions	Rolling Stones	Rolling Stones/CBS (Promopu)		27	22	5	You're History	Shakespeare's Sister	London (Orca/Warner)	Chappell
3	4	3	The Best	Tina Turner	Capitol (Zomba Music)		28	NE		Love In An Elevator	Aerobically	Epic (Sarg)	Phonoc
4	10	2	Cherish	Madonna	Sire (Various)		29	46	2	That's The Way	Shakespeare's Sister	SBK (Screen Gems)	EMI Music
5	18	2	Healing Hands	Elton John	Rockef/Phonogram (Big Pig Music)		30	30	5	Sugar Box	Thin Herico	London (Then Son)	Demosia Ltd.
6	5	3	Sowing The Seeds Of Love	Tears For Fears	Fonit/Phonogram (Virgin Music)		31	NE		Partyman	Prince	Warner	Brothers (Contemporary Music)
7	13	3	Revival	Eurythmics	ACA/BMG (DNA/RMG Music)		32	25	16	Express Yourself	Madonna	Sire (Various)	
8	2	5	Swing The Mood	Jive Bunny & The Masters	Musica Factory Dance (Copyright Control)		33	36	3	This Is The Right Time	Lisa Stansfield	Arista/BMG (Big Life Music)	
9	15	13	Batdance	Prince	Warner	Brothers (Contemporary Music)	34	39	3	Blame It On The Boogie	Big Fun	Jive (Global/EMM)	
10	7	11	Tell It Like It Is	Don Johnson	Epic (Arista/Beechwood/EMI)		35	34	3	Crazy About Her	Rod Stewart	Warner	Brothers (Intersong/Hutchings/BMG)
11	6	8	This One	Paul McCartney	Parlophone (MPL)		36	38	3	Be Free With Your Love	Spandau Ballet	CBS (Reformation)	Parlo. Ca. Co.
12	9	13	I Just Don't Have The Heart	Cliff Richard	EMI (All Boys Music)		37	41	2	Coeur De Loup	Phillipe Lafontaine	Vege	(Lafontaine/Douleurment)
13	12	14	Sealed With A Kiss	Jason Donovan	PWL (Warner)	Chappell	38	28	13	Be With You	Bangles	CBS (EPIC/Relief)	Phonoc
14	6	7	Toy Soldiers	Maritka	CBS (Fonit/Warner)	Chappell	39	32	10	Mirador	Johnny Halliday	Polygram	(Veranda/Disperado/Martiz)
15	13	5	Song For Whoever	Beautiful South	God Discs/Christy's (God Disc Music)		40	NE		If I Could Turn Back Time	Cher	Geffen	(Redempt)
16	7	19	Innocent	Mike Oldfield	Virgin (Oldfield/Virgin)		41	NE		Every Day (I Love You More)	Jason Donovan	PWL (All Boys Music)	
17	20	6	The End Of The Innocence	Don Henley	Geffen (Cass County/Zappo Music)		42	45	2	Honey Be Good	The Bible	Christy's (Various)	
18	27	4	Losing My Mind	Liza Minelli	Epic (Carlin Music)		43	NE		C'Est Ecrit	Francis Cabrel	CBS (Warner)	Chappell
19	8	6	Wouldn't Change A Thing	Kylie Minogue	PWL (All Boys Music)		44	NE		Ride On	Black Box	DE/Conquest	(Intersong/Copyright Ctrl)
20	21	7	Joe Pas	Francis Feldman & Jon Jameson	Polydor (Big Bang)		45	43	4	A Qui Je Sers	Mylene Farmer	Polydor (Bertrand)	LePaga/PolyGram
21	31	4	Don't Look Back	Fine Young Cannibals	London (Virgin Music)		46	44	10	Liberian Girl	Michael Jackson	Epic (MCA)	Warner)
22	23	4	Blame It On The Rain	Felix Van Groenou	BMG (Arista)		47	26	11	The Second Summer Of Love	Dannity Wilson	Virgin	(Virgin)
23	11	11	It's Alright	Fret Shop Boys	Parlophone (EMI Music)		48	NE		Poison	Alice Cooper	Epic (SBK/ETA/Desmodelle)	K & M
24	NE		Right Here Waiting	Richard Marx	CBS (Various)		49	NE		Let The Day Begin	The MC - MCA	(Warner)	Chappell/Innes
25	8	8	Viva La Mamma	Eduardo Bannato	Virgin (Cinqsaints/Cinq)		50	24	5	Kisses On The Wind	Neneh Cherry	Circus/Virgin	(Virgin/Copyright Ctrl)



hot 100



SINGLES

THIS WEEK					LAST WEEK					THIS WEEK					LAST WEEK					THIS WEEK					LAST WEEK				
	WKS ON CHARTS	TITLE		ARTIST - ORIGINAL LABEL - (PUBLISHER)			COUNTRIES CHARTED		WKS ON CHARTS	TITLE		ARTIST - ORIGINAL LABEL - (PUBLISHER)			COUNTRIES CHARTED		WKS ON CHARTS	TITLE		ARTIST - ORIGINAL LABEL - (PUBLISHER)			COUNTRIES CHARTED						
1	8	Swing The Mood		UKGBH A C L S W D N F I Jive Bunny & The Mastermixers - Music Factory Dance (Copyright Control)			UKGBH S W I R N	35	NE	Mixed Emotions		UKGBH S W I R N Rolling Stones - Rolling Stones/CBS (Fransaph)			UKGBH S W I R N	69	49	Innocent		G Mike Oldfield - Virgin (Oldfield/Virgin)									
2	7	Lambada		FG B H S p C h P b Kaoma - CBS (H&LO BWM Productions)			UK P	36	43	Numero Uno		UK P Starlight - Citybeat (Warner Chappell)			UK P	70	63	We Are Growing		B H Margaret Singana - Masters Records (Cleo Music)									
3	7	French Kiss		UKGBH S p Lil Louis - London (PolyGram Music)			GB H D	37	69	Cherish		GB H D Madonna - Sire (Various)			GB H D	71	71	Viva La Mamma		I Edoardo Bennato - Virgin (Cinquantequatre)									
4	12	Licence To Kill		GB C L S W D N Gladys Knight - MCA (SBK Songs)			UKGBH S W I R N	38	33	Kisses On The Wind		UKGBH S W I R N Neneh Cherry - Circa/Virgin (Virgin/Copyright Ctrl.)			UKGBH S W I R N	72	56	Manchild		G A C L F I Neneh Cherry - Circa/Virgin (Virgin/Copyright Ctrl.)									
5	3	The Best		UKGBH S W I R N Tina Turner - Capitol (Zomba Music)			UK S W I R	39	53	Revival		UK S W I R Eurythmics - RCA/BMG (DNA/BMG Music)			UK S W I R	73	80	I Want It All		G S A C L F I Queen - EMI (Queen Music/EMI Music)									
6	5	Ride On Time		UK P Black Box - DE/Construction (Intersong/Copyright Ctrl.)			FG S p A C h P b Gr	40	44	Like A Prayer		FG S p A C h P b Gr Madonna - Sire (Various)			FG S p A C h P b Gr	74	45	Don't Wanna Lose You		UKGBH Gloria Estefan - Epic (Foreign Imported Product)									
7	16	Das Omen (Teil I)		G A C L Mysterious Art - CBS (CBS Music)			FG I	41	41	I Drove All Night		FG I Cyndi Lauper - Epic (B. Steinberg/D. Barry)			FG I	75	68	Love's About To Change My Heart		UK P Donna Summer - Warner Brothers (All Boys Music)									
8	6	Toy Soldiers		UKGBH C L S W I R N F Martika - CBS (Famous/Warner Chappell)			UKGBH S W I R N F	42	39	Ain't Nobody (Remix)		UKGBH S W I R N F Rufus And Chaka Khan - Warner Brothers (Warner Chappell Music)			UKGBH S W I R N F	76	66	My Brave Face		FG I Paul McCartney - Parlophone (MPL)									
9	12	Batdance		UKFG S A C h P b D I Prince - Warner Brothers (Controversy Music)			UK P	43	76	Nightrain		UK P Guns N' Roses - Geffen (Intersong/Guns N' Roses)			UK P	77	55	Jardin D'Enfants		F Debut De Soiree - CBS (CBS Music)									
10	14	Back To Life		UKGBH A C L S W I R N F Soul II Soul/Caron Wheeler - 10 Records/Virgin (Virgin Music)			FG N	44	22	Johnny Johnny Come Home		FG N Avalanche - WEA (Warner Chappell)			FG N	78	75	Warning!		UK Adeva - Cooltempo Chrysalis (MCA Music)									
11	NE	Every Day (I Love You More)		UKGBH S W I R N F Jason Donovan - PWL (All Boys Music)			UK	45	48	I Need Your Lovin'		UK Alyson Williams - Def Jam/CBS (Island Music)			UK	79	86	Patience		UKGBH C L F I Guns N' Roses - Geffen (Intersong)									
12	9	Je Te Survivrai		FG B Jean Pierre Francois - Pathe/EMI (Zone Music)			FG B	46	40	Megamix		FG B Imagination - BMG Ariola (Red Bus Music)			FG B	80	NE	Miss You Much		UK H D Janet Jackson - A&M (Fyte Tyne Music)									
13	9	Blame It On The Rain		GB H S p A S w Milli Vanilli - Hansa/BMG Ariola (Realsongs)			G	47	46	What A Wonderful World		G Louis Armstrong - A&M (Harold Square Music)			G	81	32	Losing My Mind		UK B P Liza Minelli - Epic (Carrin Music)									
14	6	Joue Pas		FG B Francois Feldman & Joni Jameson - Polydor (Big Bang)			F	48	NE	Coeur De Loup		F Philippe Lafontaine - Vogue (Lafontaine/Doutremont)			F	82	72	Breakthru		GH C L F b Queen - Parlophone (Queen Music/EMI Music)									
15	25	Eternal Flame		FG A C L S W P b Bangles - CBS (Various)			UK B H	49	67	Pump Up The Jam		UK B H Technotronic - ARS/CNR (Bogam/BMC Publishing)			UK B H	83	52	Don't Look Back		UKGBH Fine Young Cannibals - London (Virgin Music)									
16	5	Blame It On The Boogie		UK P Big Fun - Jive (Global/GEMA)			UK	50	87	The Time Warp		UK Damian - Jive (R. O'Brien/Duodrest)			UK	84	92	I Don't Want A Lover		F Texas - Mercury (10 Music)									
17	24	The Look		FG S A C L P b D I Roxette - Parlophone (Jimmy Fun Music)			UKGBH S W I R N F	51	NE	Personal Jesus		UKGBH S W I R N F Depeche Mode - Mute (Grabbing Hands/Sonnet)			UKGBH S W I R N F	85	42	You're History		UK Shakespeare's Sister - London (Orca/Warner Chappell)									
18	2	Sowing The Seeds Of Love		UK H P Tears For Fears - Fontana/Phonogram (Virgin Music)			FG B H	52	51	C Day		FG B H Confetti's - USA (EMI Music)			FG B H	86	95	A Quoi Je Sers		F Mylene Farmer - Polydor (Bertrand LePage/PolyGram)									
19	3	I Just Don't Have The Heart		UK P Cliff Richard - EMI (All Boys Music)			FG B D	53	58	Summer Megamix		FG B D Boney M. - Hansa/BMG Ariola (FAR Music)			FG B D	87	90	Song For Whoever		G P b Beautiful South - Go! Discs/Chrysalis (Go! Discs Music)									
20	10	Mirador		F Johnny Hallyday - Philips/Phonogram (Veranda/Desperado/Martiz)			UKGBH S W I R N F	54	31	Too Much		UKGBH S W I R N F Bros - CBS (EMI/Graham/Intersong)			UKGBH S W I R N F	88	NE	We Could Be Together		UK Debbie Gibson - Atlantic (EMI Music)									
21	6	Wouldn't Change A Thing		UKGBH S W I R N F Kylie Minogue - PWL (All Boys Music)			UKGBH S W I R N F	55	34	It's Alright		UKGBH S W I R N F Pet Shop Boys - Parlophone (EMI Music)			UKGBH S W I R N F	89	61	Straight Up		FG R Paula Abdul - Virgin (Virgin Music/Wolff Music)									
22	11	Tell It Like It Is		FG B C L Don Johnson - Epic (Andromore/Beechwood/EMI)			G C L I	56	54	Dressed For Success		G C L I Roxette - Parlophone (Jimmy Fun Music)			G C L I	90	NE	Something's Jumpin' In Your Shirt		UK H Malcolm McLaren & The Bootzilla Orch. - Epic (McLaren/Kilgore/SBK)									
23	14	Sealed With A Kiss		GB A C L S W I R N F Jason Donovan - PWL (Warner Chappell)			FG C L F I	57	36	Liberian Girl		FG C L F I Michael Jackson - Epic (Mijac/Warner Chappell)			FG C L F I	91	64	This Is The Right Time		UK Lisa Stansfield - Arista/BMG (Big Life Music)									
24	28	Too Many Broken Hearts		FG B G Jason Donovan - PWL (All Boys Music)			G A	58	60	A Cry In The Night		G A Lory "Bonnie" Bianco - WEA (Bohnen/Hanseatic)			G A	92	93	Love Is Free		A Bilgeri - BMG Ariola (Profile Promotion)									
25	21	Lullaby		FG S A P b I The Cure - Fiction/Polydor (Fiction Songs)			G	59	NE	French Kiss		G Honesty - BCM (PolyGram Music)			G	93	59	Friends		UKGBH Jody Watley With Eric B & Rakim - MCA (EMI/Warner Chappell)									
26	15	Express Yourself		G S A C L S W P b D G r I Madonna - Sire (Various)			UK B P	60	NE	Partyman		UK B P Prince - Warner Brothers (Controversy Music)			UK B P	94	NE	Lovesong		UKGBH The Cure - Fiction/Polydor (Fictionsongs)									
27	4	Hey DJ. I Can't Dance To.../Ska Train		UK H P b I Beatmasters Featuring Betty Boo - Rhythm King (Rhythm King Music)			UKGBH S W I R N F	61	50	On Our Own		UKGBH S W I R N F Bobby Brown - MCA (Chappell/Copyright Ctrl.)			UKGBH S W I R N F	95	RE	Soy		FG C L Gipsy Kings - P.E.M./CBS (P.E.M./Vanessa)									
28	29	Help		FG B G Bananarama/Lananeeneenoonoo - London (Northern Songs)			UK P	62	65	Lay Your Hands On Me		UK P Bon Jovi - Verigo (Various)			UK P	96	RE	This One		UKGBH S W I R N F Paul McCartney - Parlophone (MPL)									
29	19	Hand On Your Heart		FG S p A C h P b G Kylie Minogue - PWL (All Boys Music)			G A	63	47	Love Is A Shield		G A Camouflage - Meronome (Blue Box/Virgin Music)			G A	97	77	If You Don't Know Me By Now		G A S W I Simply Red - WEA (Highly Three/Island)									
30	13	Hotel California		F The Eagles - Asylum (Long Run/Runners/Warner)			UK H	64	57	Do The Right Thing		UK H Redhead Kingpin & The F.B.I. - 10 Records/Virgin (Cal-Gene/Virgin Music)			UK H	98	73	Ti Pretendo		I Raf. CGD (Sugar Music/Biglioli)									
31	7	Poison		UK B P Alice Cooper - Epic (SBK/Ezra/Desmobile/K & M)			B H	65	84	Dance Classics		B H The Mix - Arcade (Various)			B H	99	62	The Invisible Man		UK P Queen - Parlophone (Queen Music/EMI Music)									
32	2	Right Here Waiting		UKGBH S W I R N F Richard Marx - EMI USA (Various)			F	66	79	Aimons Nous Vivants		F Francois Valery - WEA (Franceval)			F	100	NE	Lambada		F Carioca - Polydor (Copyright Control)									
33	14	Marina		FG I Rocco Granata & The Carnations - Cardinal/ZYX Records (Nasada Music)			UKGBH S W I R N F	67	96	London Nights		UKGBH S W I R N F London Boys - Telesec/WEA (Telesec)			UKGBH S W I R N F														
34	10	You'll Never Stop Me Loving You		UKGBH C L F I Sonia - Chrysalis (All Boys Music)			S W D	68	70	Mine Ojne De Skal Se		S W D Lis Sorensen - RCA/BMG (Nor Listed)			S W D														

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

THE BEAUTIFUL SOUTH

New Single
You Keep It All In

From the forthcoming Album 'WELCOME TO THE BEAUTIFUL SOUTH'



hot BREAKOUTS NATIONAL HITS READY TO EXPLODE!

MUSIC & MEDIA top 3 SINGLES IN EUROPE

uk & ireland

- Jason Donovan
Every Day (PWL/UK)
Depeche Mode
Personal Jesus (PeteUK)
Marillion
Hooks In You (EMI/UK)
New Order
Run 2 (Factory/UK)

germany, austria switzerland

- Westernhagen
Sexy (WEA/Ger)
Bayernpower
Funky Cold Media (BMG Analo/Ger)
Blackfoot Foeros
Maeurer (EMI Electrola/Ger)
Blue System
Maga: Symphony (Hansa/BMG Analo/Ger)

france

- Francis Cabrel
C'Est Ecrit (CBS)
Melody
Y A Pas Les Les Grands Qui Revient (Carmé)
Corrine Hermes
Dessine Moi (PolyGram)
Michel Polnareff
Goodbye Marilynou (BASF)

italy

- Zuccherò Fornaciari
Diamonds (Polyder)
Matia Bazar
Scrivimi (GIA)
Belen Thomas
Survivor (BMG Analo)
Gianna Nannini
Voglio Fare L'Amore (Polyder)

spain

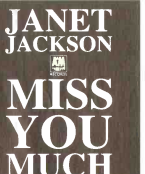
- Orquestra Mondragon
I Wanna Dance (EMI)
Loco Mia
Loco Mia (Hispan)
Complices
Cartas De Fuego (RCAB/MG)
Mecano
Bl Blues Del Eclivo (BMG Analo)

scandinavia

- Dag Vag
Du Far Aldrig Nog (MNV/Swe)
Thastrom
Karensin (Mitra/Swe)
MC Einar
Carolina In Our Eyes (CBS/Den)
Sterk Naken Og Biltyvenn
Sommerlykke (Mega/Nor)

benelux

- Technotronic
Pump Up The Jam (CNR/Hol)
BZN
If I Only Had A Chance (Photogram/Hol)
Bassline Boys
On Sa Cime (DG Records/Bel)
Danny Fabby
C'Est La Vie (Diamond/Bel)



MUSIC & MEDIA

EUROCHART hot 100 SINGLES

Rank	Song	Artist
1	A Cry In The Night	French Kiss
2	Love Is Free	French Kiss
3	I Quee Je Sers	French Kiss
4	Love's About To Change My Heart	French Kiss
5	Amazing News	Alexi Nomos (Remix)
6	Back To Life	Ba Da Bird
7	Back To Life	Ba Da Bird
8	Blaise R On The Boogie	Ba Da Bird
9	Blaiss R On The Run	Ba Da Bird
10	Breakin' It	Cherry
11	Cherry	Cherry
12	Cherry	Cherry
13	Cody De Loop	Cherry
14	Dance Classics	Cherry
15	Don't Over Do It	Cherry
16	Don't Let Me Be Misunderstood	Cherry
17	Don't Let Me Be Misunderstood	Cherry
18	Don't Let Me Be Misunderstood	Cherry
19	Don't Let Me Be Misunderstood	Cherry
20	Don't Let Me Be Misunderstood	Cherry
21	Don't Let Me Be Misunderstood	Cherry
22	Don't Let Me Be Misunderstood	Cherry
23	Don't Let Me Be Misunderstood	Cherry
24	Don't Let Me Be Misunderstood	Cherry
25	Don't Let Me Be Misunderstood	Cherry

MUSIC & MEDIA

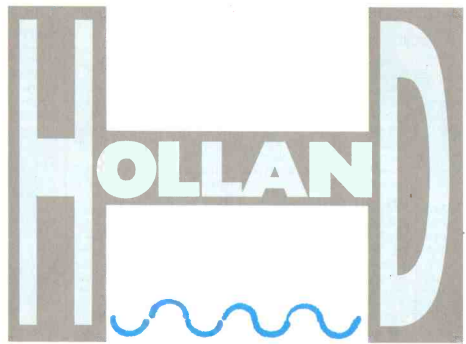
EUROPEAN top 100 ALBUMS

Rank	Album	Artist
1	Ades	Ades
2	Album	Album
3	Album	Album
4	Album	Album
5	Album	Album
6	Album	Album
7	Album	Album
8	Album	Album
9	Album	Album
10	Album	Album
11	Album	Album
12	Album	Album
13	Album	Album
14	Album	Album
15	Album	Album
16	Album	Album
17	Album	Album
18	Album	Album
19	Album	Album
20	Album	Album
21	Album	Album
22	Album	Album
23	Album	Album
24	Album	Album
25	Album	Album

Country	1	2	3
UNITED KINGDOM	Ride On Time Black Box (PolyGram)	Swing The Mood Jan Barry & The Pastemans (Music Factory/Dance)	Every Day (I Love You More) Jan Dorron (PWL)
GERMANY	Swing The Mood Jan Barry & The Pastemans (EVA/MG)	French Kiss Jan Barry (Phonogram)	Das Omen (Teil 1) Mecano (PolyGram)
FRANCE	Lambada Karna (CBS)	Joe Pa Folopi Folopi & Jan Pastemans (Polyder)	Joe Pa Folopi Folopi & Jan Pastemans (Polyder)
ITALY	Marina Karna (CBS)	I Drove All Night Curtis Taylor (CBS)	Viva La Mamma Amor Pastemans (Polyder)
SPAIN	Lambada Karna (CBS)	The Look Karna (CBS)	Loco Mia Loco Mia (Hispan)
HOLLAND	Swing The Mood Jan Barry & The Pastemans (Polyder)	French Kiss Jan Barry (Phonogram)	We Are Growing Folopi Folopi (Phonogram)
BELGIUM	Lambada Karna (CBS)	Swing The Mood Jan Barry & The Pastemans (Polyder)	French Kiss Jan Barry (Phonogram)
SWEDEN	Licence To Kill Gipsy Kings (WEA)	Mine Opje De Skal Se Li-Sonora (PolyGram)	Back To Life Li-Sonora (PolyGram)
DENMARK	Tarzan Mamma Mia Jan Lunen & Belam (Phonogram)	Swing The Mood Jan Barry & The Pastemans (Polyder)	Licence To Kill Gipsy Kings (WEA)
NORWAY	Bombadilla Life Mecano (PolyGram)	Swing The Mood Jan Barry & The Pastemans (Polyder)	Two Soldiers Jan Barry (Phonogram)
FINLAND	Swing The Mood Jan Barry & The Pastemans (Polyder)	London Nights Linda & Raj (Phonogram)	Ehtaa Tarvata Bos & Raj (Phonogram)
IRELAND	Lion In A Cage Jan Barry & The Pastemans (Polyder)	Nightrain Curtis Taylor (Polyder)	Right Here Waiting Richard Durand (Polyder)
SWITZERLAND	Lambada Karna (CBS)	Licence To Kill Gipsy Kings (WEA)	Das Omen (Teil I) Mecano (PolyGram)
AUSTRIA	A Cry In The Night Jan Barry & The Pastemans (Polyder)	Das Omen (Teil I) Mecano (PolyGram)	Love Is Free Mecano (PolyGram)
GREECE	Rock On Michael Danar (Cypress)	Hand On Your Heart Kato Hrisa (PWL)	Sleep Talk Amor Wilson (CBS)
PORTUGAL	Lambada Karna (CBS)	Like A Prayer Madonna (MG)	Eternal Flame Ringo Starr (CBS)

MUSIC & MEDIA top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	Cuts Both Ways Jan Dorron (Polyder)	Ten Good Reasons Jan Dorron (Polyder)	A New Flame Jan Dorron (Polyder)
GERMANY	Steel Wheels Rolling Stones (WEA)	Steel Wheels Rolling Stones (WEA)	Earth Moving Jan Dorron (Polyder)
FRANCE	Batman - Soundtrack Various Artists (Polyder)	Sarbacane Folopi Folopi (Polyder)	Madeiroiselle Chante Folopi Folopi (Polyder)
ITALY	Oro Incenso E Birra Zuccherò Fornaciari (Polyder)	Abbi Dubbi Zuccherò Fornaciari (Polyder)	Liberi Liberi Zuccherò Fornaciari (Polyder)
SPAIN	Raices Jan Dorron (Polyder)	Descanso Dominical Mecano (Polyder)	A For Ellos Que Son Pocos Y Cobardes Mecano (Polyder)
HOLLAND	Cuts Both Ways Jan Dorron (Polyder)	The Miracle Jan Dorron (Polyder)	Avdon Sunset Jan Dorron (Polyder)
BELGIUM	Steel Wheels Rolling Stones (Polyder)	Hijerternes Sang Li-Sonora (BMG Analo)	No More Brother's Jan Dorron (Polyder)
SWEDEN	Sanne (1989) Jan Dorron (Polyder)	Steel Wheels Rolling Stones (Polyder)	Drap (PWL)
DENMARK	The Premier Collection Various Artists (Polyder)	Sanne (1989) Jan Dorron (Polyder)	Hijerternes Sang Li-Sonora (BMG Analo)
NORWAY	Soul Provocator Mecano (Polyder)	Steel Wheels Rolling Stones (Polyder)	Boulevard Of Broken Dreams Mecano (Polyder)
FINLAND	Sanne (1989) Jan Dorron (Polyder)	Steel Wheels Rolling Stones (Polyder)	Erasmus Ona Jan Dorron (Polyder)
IRELAND	Yoyage Curtis Taylor (Polyder)	No Frontiers Jan Dorron (Polyder)	Songs Of The Tempted Jan Dorron (Polyder)
SWITZERLAND	Oro Incenso E Birra Zuccherò Fornaciari (Polyder)	No Frontiers Jan Dorron (Polyder)	One Night Of Sin Jan Dorron (Polyder)
AUSTRIA	Disintegration Jan Dorron (Polyder)	The Raw And The Cooked Jan Dorron (Polyder)	Appetite For Destruction Guns N' Roses (WEA)
GREECE	Raices Jan Dorron (Polyder)	Roberto Carlos Roberto Carlos (Polyder)	Like A Prayer Madonna (Polyder)
PORTUGAL	Raices Jan Dorron (Polyder)	Roberto Carlos Roberto Carlos (Polyder)	Classique New Pastemans (Polyder)



The Dutch music and retail industries are lining up for a unique event - the ninth edition of 10 Days Of Records (Platen 10 Daagse). From October 4-14, consumers will be reminded of the value of music via heavy advertising on TV, radio and in the press. Music & Media talks to the organisers of this event and presents a comprehensive overview of the autumn priority releases from the Dutch record companies.

THIS WEEK LAST WEEK NEW/OLD	ARTIST TITLE - ORIGINAL LABEL	COUNTRY ORIGIN	THIS WEEK LAST WEEK NEW/OLD	ARTIST TITLE - ORIGINAL LABEL	COUNTRY ORIGIN	THIS WEEK LAST WEEK NEW/OLD	ARTIST TITLE - ORIGINAL LABEL	COUNTRY ORIGIN
1	Prince & The New Power Generation - Soundtrack: New Artist	USA	35	Max Bygraves - Suspended Animation	UK	69	Malcolm McLaren - Walk Darling	UK
2	Queen - The Miracle	UK	36	Vangelis - Themes	UK	70	Gloria Estefan & Miami Sound Machine - Anything For You	UK
3	Jason Donovan - Ten Good Reasons	UK	37	Cyndi Lauper - A Night To Remember	UK	71	Noir Desir - Voulez-Vous Rendre L'Amour	F
4	Simply Red - A New Flame	UK	38	Jean-Jacques Goldman - Traces	F	72	Swing Out Sister - Kaleidoscope	UK
5	Simple Minds - Street Fighting Years	UK	39	Tracy Chapman - Tracy Chapman	UK	73	Tone-Loc - Locked After Dark	USA
6	Madonna - Like A Prayer	USA	40	Iethro - Till	UK	74	Anna Oxa - Toni Envald Del Mondo	UK
7	Rolling Stones - Steel Wheels	UK	41	Roxette - Look Sharp	UK	75	Guns N' Roses - G N' R Lies	USA
8	Gloria Estefan - Cuts Both Ways	USA	42	Depeche Mode - 101	UK	76	Jacques Higelin - J'entre De Ici	F
9	Alice Cooper - Youth	USA	43	Shakepear's Sister - Sacred Heart	UK	77	Lis Sorensen - Hjerternes Sang	DK
10	Westernhagen - Halleluja	GER	44	Bobby Brown - Don't Be Cruel	USA	78	Deacon Blue - When The World Knows Your Name	UK
11	Paul McCartney - Flowers In The Dirt	UK	45	Bernard Lavilliers - Soul Province	FR	79	Michael Bolton - Soul Provider	USA
12	Joe Cocker - One Night Of Sin	UK	46	Debut De Soiree - Jardins D'Enfants	FR	80	Original Naaflat Duo - Patrona Bavariae	UK
13	The Cure - Disintegration	UK	47	Camouflage - Methods Of Silence	UK	81	Beastie Boys - Paul's Boutique	USA
14	Mike Oldfield - Earth Moving	UK	48	Hyelne Farmer - The Song	UK	82	Fruitzbox - Big Bang	UK
15	Neneh Cherry - Raw Like Sugar	UK	49	The Pogues - Peace & Love	UK	83	Mecano - Descanso	UK
16	Guns N' Roses - Appetite For Destruction	USA	50	Alain Souchon - Ultra Moderne Solitude	FR	84	Serge Gainsbourg - Le Zinzin De Gainsbourg	UK
17	Soul II Soul - Club Classics Vol. One	UK	51	Tom Petty - Full Moon Fever	USA	85	Holly Johnson - Blast	UK
18	Francis Cabrel - Sarbacane	FR	52	Donna Summer - Another Place And Time	USA	86	Bees Gees - One More Broken	UK
19	Fine Young Cannibals - The Raw And The Cooked	USA	53	Van Morrison - Another Success Story	UK	87	Kasav - Magnetic Zouk	F
20	Patricia Kaas - Mademoiselle Chante Apeur	FR	54	Roy Orbison - Mystery Girl	USA	88	Kool & The Gang - Sweet Love	UK
21	Texas - Southside	USA	55	Vasco Rossi - Liberi Liberi	IT	89	Herbert Groenemeyer - On Ice	UK
22	Don Johnson - Let's Roll	UK	56	Soundtrack - Dirty Dancing	USA	90	Jeanne Mas - C'est Celine De L'Amour	UK
23	Imagination - Imagination	USA	57	La Compagnie Creole - Cayenne Carnaval	UK	91	Hanne Haller - Mein Lieber Mann	UK
24	Milli Vanilli - All Or Nothing	USA	58	Tanita Tikaram - Ancient Heart	UK	92	Michael Jackson - Bad	USA
25	Johnny Hallyday - Chances Aupres	F	59	Richard Marx - Repeat Offender	USA	93	Raf - Cosa Restera Degli Anni 80	UK
26	Transvision Vamp - Velveteen	UK	60	Stevie Nicks - The Other Side Of The Mirror	USA	94	Le Grand Merchant Zouk - Le Grand Merchant Zouk	UK
27	Zucchero Fornaciari - Otro Incesto: E Birra Apeur	UK	61	Pink Floyd - Delicate Sound Of Thunder	UK	95	Gerard Joling - No More Tears In Heaven	UK
28	Adeva - Adeva	UK	62	Don Henley - The End Of The Innocence	USA	96	Inner City - Paradise In Heaven	UK
29	Bangles - Everything	UK	63	Sanne Salomonson - Sense (1989)	UK	97	Loquillo Y Los Trogloditas - Live	UK
30	Blow Mokeys - Choices Aupres	UK	64	Den Harrow - The Best Of Den Harrow	UK	98	Sandra - A Little Secret	UK
31	Nichal Sardoou - Berry 89	F	65	Original Naaflat Duo - Ein Bischen Zouk	UK	99	Coneti's - Love	UK
32	Julio Iglesias - Faces	UK	66	Edie Brickell & New Bohemians - Crossing Rubenbands At The Stars	UK	100	Testament - Practice What You Preach	USA
33	Eduardo Bennett - My Darling	UK	67	Landon Boys - The Three Commandments Of Disco	UK			
34	Black Foceest - Black Foceest & Friends	UK	68	Kylie Minogue - Kylie - The Album	UK			

STATISTICS HOLLAND

Population: 14.6 million
 Music Industry: About 50 record and distribution companies
 Trade: Deliveries By Value: (1987 figures supplied by Dutch branch of IFPI, NVPI) CDs 8.8 million, LPs 12.3 million, MCs 5.2 million
 Repertoire Share: Pop art. 14%, pop int. 62%, classical 12%, other 12%
 Awards: Singles & LPs: 100,000 (platinum); 50,000 (gold); 25,000 (silver)
 VAT: 18%
 Collecting Societies: BUMA (performing); STERMA (mechanical)
 Retail: NVGD is the Dutch record retailers organisation with 1,100 members. There are around 1,150 outlets and five major chains, plus a national record token organisation: CD Plans/Vinyl Pressing: CBS Manufacturing, Cotytag, Doreco Manufacturing, Eonika, EMI Services Benelux, Europe Optical Disc, PDD, PolyGram Record Services, Sonopress: CDV; Philips Int. Tape Manufacturing: Philips Int. Tape Manufacturing; Reproduction: AGFA, Gevaert, Ampex, BASF, Duplucan, Eastman Cassette, PD Magnetics, RBS, Sainbury Sound, Sony, SM
 Survey/Rating: Intomart is the official audience surveying organisation.
 Television: Government has three national channels divided among the nine broadcasters.
 Radio: Government operates five channels divided among nine broadcasters: NOS, TROS, Veronica, AVRO, VARA, KRO, NCRV, VPRO, EO; all have different political or religious views. Despite restrictive laws, three commercial stations (with technical facilities based abroad) compete with the public network: CBS, Euro 100 and Sky Radio.
 TV: There are 45 major cable operators in Holland, all members of VECI (Cable Operators Association). Some 3.75 million homes are connected to a cable network.
 HOLLAND SPECIAL continues on page 22

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Boosting The Image Of The Soundcarrier

Music industry & retailers gather for a unique event

by Machgijl Bakker

Nowhere in the world is the cooperation between the music industry and retailers as strong as in Holland. Since its humble beginnings in 1981, the annual 10 Days Of Records (Platen 10 Daagse) event has developed into full-fledged consumer campaigns to boost the sales of recorded music.

Holland's retail structure has two distinct features. Compared to the country's size, Holland's retail organisation, the NVGD, boasts a high membership (1,100). Secondly, it maintains a specially open communication with the music industry. The 10 Days Of Records is a prime example of the unique interaction between the retail and music industry. From October 4-14, the consumer is reminded of the value of music via regular and frequent TV, radio and press advertising campaigns combined with extended in-store material. TV shows and the chance of a free CD.

The event is organised by Holland's joint music and retail industry group, the Foundation For The Promotion Of Soundcarriers (Collectieve Geluidsdragers Promotie). Its steering committee consists of three record company executives, three retailers and one member of BUMA/STEMRA, Holland's copyright body. The collective is headed by Direc-

tor Jan Gaasterland, a former EMI Bovema Holland executive.

Gaasterland: 'Everybody loves music but consumers are not always thinking about buying records. Music is able to cross age groups, time, and income and is part of a person's life-style. Our campaign is aimed at increasing this awareness and to get people into the shops.'

Widely Publicised

He continues: 'Over the years, we've always tried to find a common theme. Usually the marketing campaigns were planned ad-hoc and did not really change the attitude of the consumer. This year, with the help of an advertising bureau (Hettinga, De Lang, Pospel & De Boers), we have implemented a separate long-term theme campaign based on the slogan "Je Smaak Ligt In De Platenzaak" ("Your Taste Of Music Is In The Record Store"). So, unlike other years, an institutional campaign has been added to the 10 days of record promotion.'

Two different 30-second TV commercials have been produced; each spot features an emotion that listening to music can evoke. The spots will be shown 52 times in the period September 15 to February 1990, divided between STER (the Dutch agency responsible for distributing advertising airtime on the three state channels) and the new commercial station

TV10 which is due to go on air beginning in October.

The 10 Days Of Records campaign will be widely publicised by the Dutch media:

- Six TV commercials will be broadcast on STER and eight on the new commercial channel RTV.
- 12 radio spots per day are booked on the commercial cable stations Cable 1 and Radio 10.

The campaign will be advertised on 200 buses for two weeks.

As well as heavy advertising in national and regional newspapers, Holland's biggest daily, *De Telegraaf*, will carry a special colour supplement on the campaign on October 7.

A wide range of in-store material including posters, displays, flags, CD-dividers and window banners, will be available to retailers.

A free CD will be given away for anyone spending Dfl 49.50 (app. £14) on CDs or Dfl 27.50 (£8) on LPs or MCs. The free CD, *Warm Aanbevolen* (Highly Recommended), is a compilation of hits from the last 24 years of the Dutch Top 40 chart. It will also be available in LP/MC format. Gaasterland expects 325,000 copies of the CD and 200,000 LP/MCs to be handed out during the 10 days.

Vernonica TV will broadcast a TV gala based on the best of 25 years Top 40 on October 7.

On October 3, one day before the

start of the campaign, TROS TV will broadcast highlights from TV galas from previous years. And Veronica's 'Countdown' show will feature the event on October 4.

Continued Communication

The budget spend on the 10 Days Of Records is Dfl 950,000 (app. £280,000) and if you include the longer theme campaign, the total amounts to Dfl 3 million (app. £850,000). Gaasterland: 'The theme campaign is particularly expensive.



Jan Gaasterland

ve, but in order to guarantee continued communication with the consumer, we needed to raise more money than in previous years.'

The money has been raised by increasing record prices by 1% for the year from April 1989 to 1990. This increase will be divided between the record industry and retailers who will each contribute 0.5% of their turnover.

The concept for the 10 Days Of Records campaign was born in 1979 when Ruud Neerings, now owner of two record shops in Holland, and Hans Van Breeukhoven, Managing Director of the Free Record Shop chain, visited the NARM convention ▶

in the US. There they learnt of a retail-organised US campaign called The Gift Of Music. This eventually led to the idea of organising a 10-day record event in Holland.

'Although it did not have the same impact as what we are doing in Holland now, the whole idea of working collectively was very appealing,' says Neerings. 'And that is what makes the 10 Days Of Records such a unique event - participation is strictly on a voluntary basis and the ratio of record companies versus retailers is 50:50.'



Richard Denekamp

Like most retailers, Neerings feels the event contributes to overall turnover. Neerings: 'But a lot depends on the attitude of the individual retailer. The event should be seen as an instrument to achieve higher turnover over a long period of time.'

Unique Feature

Ben Veltkamp, Chairman of the Dutch retailers' organisation NVGD, has similar views. 'There is a clear rise in the number of consumers in the shops during the event. People actually want the free CD and do spend more money.'

Richard Denekamp, recently appointed Managing Director of CBS Holland, has been involved with the 10 Days Of Records event from the beginning and is a member of the group's steering committee. Denekamp: 'When the recession hit us at the end of the 70s, we all realised we needed to boost the image of our product. The 10 Days Of Records is the ideal way to differentiate our industry from other leisure products. ◻

by Mark Fuller

Dutch chart foundation Stichting Nederlandse Top 40 is celebrating its 25th anniversary this year with what it claims is a unique joint project with the music industry.

This autumn, the Foundation will release a series of eight double CDs/MCs and triple LPs, covering the best material from the charts since it was set up in 1965.

The first seven sets will be released on October 1, six of which will be devoted to the best singles over the past 24 years and the seventh to be the best Dutch-language product. It will include releases over 280 titles. The eighth release, which will be out at the end of November, will be the best Top 40 singles of this year.

The releases will be on the Edison label which belongs to the Dutch music industry's umbrella organisation of the same name and will be distributed by RSB in Breda. The cost of the project will be spread across the partners which include all the major record companies and the main independents. CBS Holland will press the albums and cassettes, Duraco the CDs and EMI Holland is handling the venture's legal and administrative affairs.

A campaign to advertise the releases will kick off in October with spots on state radio and TV and on the

privates Radio 10 and Veronica. A large pyramid-shaped display will be placed in 500 key retail outlets and there will be competitions linked to each series, with prizes including holidays and CD players.

Sieb Kroskie, Managing Director of the Foundation, would not disclose any financial details, the total production run or how profits will be distributed.

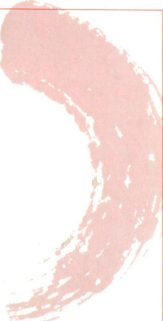
The venture is also being heavily supported by the record and music

retail industry's promotional body, Foundation For The Promotion Of Soundcarriers. The organisation's annual dealers convention (Nationale Platenbeurs), which takes place in Hilversum from September 17-19 and launches the 10 Days Of Records campaign, will concentrate on press of the series. ◻

HOLLAND SPECIAL continues on page 24 ▶

Tracklisting Free CD

- The free CD, *Warm Aanbevolen*, features 13 no. 1 hit singles from the 25 years of the Dutch Top 40:
- Trio *Hellénique - La Danse De Zorba* (1965)
 - Jane Birkin & Serge Gainsbourg - *Je T'Aime Moi Non Plus* (1965)
 - Sharif Dean - *Do You Love Me* (1973)
 - George Baker Selection - *Paloma Blanca* (1975)
 - Boney M. - *Ma Baker* (1977)
 - Kiss - *I Was Made For Loving You* (1979)
 - Abba - *The Winner Takes It All* (1980)
 - Campaign - *How 'Bout Us* (1981)
 - June Lodge - *Someone Loves You Honey* (1982)
 - Stars On 45 - *Prodigy Presents The Star Sisters* (1983)
 - Billy Ocean - *When The Going Gets Tough* (1986)
 - Piet Veerman - *Saba! Home* (1987)
 - Bangles - *Eternal Flame* (1989)



(advertisement)

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The Autumn Priorities

A guide to the main releases in Holland

On the eve of Holland's annual dealers convention, Nationale Dealersbeurs, Music & Media presents a comprehensive overview of the most important autumn releases which will be on offer.



ARCADE

Dance Africa Dance

Including Margaryt Singana's *We Are Growing*; Mory Kanté's *Yéké Yéké* and Lady Smith Black Mombaza's *Homeless*

● TV and radio campaign started on September 1 and will run until the end of October

Synthesizer Greatest Part 2

● TV and radio campaign started on August 10 and runs until the end of this year

● Released all over Europe
● The follow-up to the no. 1 Benelux hit album

Turn Up The Bass Part 2

● TV and radio campaign for this hip hophouse collection started on August 24 and runs until mid-November

Schlagfestival 1999

● TV campaign starts on September 15
● TROS TV in Holland, VTM in Belgium and RTL Plus in West Germany will broadcast the 18th edition of the Dutch festival

BMG

Eurythmics - We Too Are One (RCA)

● Marketing Phase 1: in-store dealer posters, fly-posters, logo-boards, window streamers and plastic carrier bags. During three consecutive weeks a window-dresser will tour Holland to create special Eurythmics window displays.

● Advertising in Veronica's TV guide, national daily *Telegraaf* and trade paper *MBI*

Dealer mailings

● Marketing Phase 2: TV commercials and advertising on public transport are being considered

Poco - Legacy (RCA)

● Release: mid-September
● Single: *Call It Love*
● One track, *Nothing To Hide*, produced by Richard Marx

Vicky Brown - Lady Of Time (RCA)

● Single: *If I Thought*
● Special posters will be designed as well as radio commercials
● Extensive tour of Holland between September 7 and December 10
● Producer: Tom Parker (New London Chorale); LP features Gary Moore on one track
● Previous album sold well over

50,000 copies (gold) in Holland

● Anita Meyer - *Close To You* (Ariola)
● Dutch MOR English-language vocalist
● Release: October 2, prior to three concerts at Rotterdam Ahoy on October 6-8

● TV campaign is being considered with 10-20 commercials on various Dutch channels

● Compilation of old and new Vuro Bacharach compositions

● Produced by Martin Duiser
● Letter in which Bacharach compliments both producer and vocalist is printed on sleeve/inlay



Frank Boeyen (BMG Ariola)

Frank Boeyen Groep - Een Zomer Aan Het Eind Van De 20e Eeuw (Ariola)

● Dutch language pop-band, usually good for platinum sales (100,000)

● Release: October 2
● Print advertising and in-store promotion

● Tour: from November

Melissa Etheridge - Brave And Crazy (Island)

● Print advertising in music press, Top 40 chart magazine and daily press

● In-store promotion: fly posters and name boards

Will Downing - Come Together As One (Island)

● Release: October 10
● Single: *Test The Time*
● European promo-tour end of October

● Concerts: beginning of 1999

● Sly & Robbie - *Silent Assassin* (Island)
● Release: October 3
● Single: *Dance Hall*

Chris Rea - *Under The Rainbow*, The

Road To Hell (Magnet)

● Concerts: beginning of 1999
● His last album for BMG; Rea is now signed to WEA

Other priorities: Wax - *A Hundred Thousand In Fresh Notes* (RCA); Bruce Willis - *If It Don't Kill You, It Just Makes You Stronger* (Motown); Buster Poindexter - *Hot Hot Hot* (Motown); Robert Palmer - *Best Of* (Island); Barry Manilow - *Barry Manilow* (Arista); Taylor Dayne (Arista); Jermaine Jackson - *Don't Take It Personal* (Arista)

BOUDISQUE

Les Negresses Vertes - MIAH

● In-store displays in the shape of green buses and posters

Candlemass - Tales Of Creation

● Heavy metal band, labelled as the new Metallica

Nuclear Assault - Handle With Care

● Heavy metal band
● European concert tours are being planned

Package Of Four New Dutch Dance Acts (hiphouse)

● Valentino - *Corazon*; King Bee - *Let's Take It Home*; Da Juice - *Hum-pin*; MC Extince - *Holland Is The Best*

● Promotional press, radio and TV campaigns

The Beatmasters - Anywaywanna (Tosco)

● In-store poster campaign
● Advertising in music press
● Intensive press, radio and TV promotion campaign

BR MUSIC

Nancy Boyd

● Belgian MOR English-language vocalist
● Release: probably in October/November

● In-store promotion: posters and window streamers

● Advertising in Top 40 chart magazine and pop magazines

● TV campaign is being considered
● Mini-CD will include a duet with Dutch vocalist Rene Shuman; first single will feature Dutch band Golden Earring

CBS

Budget for autumn campaign ex-

ceeds Dfl 1 million (£ 289,855)

Priorities: international artists

Toto; Barbra Streisand (produced by Narada Michael Walden, featuring a duet with Barry Gibb); Michael Jackson (triple greatest hits album - 2CD/MC - with three new tracks); Goya (project with Plácido Domingo and Gloria Estefan; promotion activities in co-operation with Spanish Tourist Board and sherry producers); Billy Joel - *Storm Front*; Terence Trent D'Arby - *NF/PJ*; Rolling Stones - *Steel Wheels*; Gloria Estefan - *Cuts Both Ways* (seven Dutch concerts all sold-out); Bros; Spandau Ballet - *Heart Like A Sky*; Midnight Oil; Julee Iglesias; Steve Lukather - *Lullabies*; Cock Robin; Basia and Lilying Colour.

Priorities: national artists

The Nits

● The Nits 10 is being considered as title of new LP
● Release: mid-October

● Full-fledged marketing campaign, to be planned in further detail in-store posters and stand-ups

● Print advertising
● TV commercials

● European tour kicks off in Olympia, Paris, in November and will hit most major European cities

● 3LP/2CD/MC and a video to celebrate The Nits 10th anniversary

● Available in a limited edition: 2CD box containing booklet
● European sales figures of last LP, *In The Dutch Mountains*, exceeded 300,000 copies



The Nits (CBS)

Piet Veerman

● Dutch MOR English-language vocalist
● Release: mid-October
● In-store posters and stand-ups
● Print advertising
● TV commercials

Fox The Fox - Diamonds

● Dutch dance act
● Release: end of September/beginning of October
● European promo-tour tba

De Sneeuwpop

● Dutch-language version of The

HOLLAND SPECIAL

continues on page 26

SYNTHESIZER GREATEST

DIGITAL TOP QUALITY ON CD, LP, MC

Antarctica / Oxygene / Crockett's Theme / Autobahn / Magnetic Fields / Pulsar / Moments In Love / Axel F. / To The Unknown Man / Equinoxe / Chase / Chariots Of Fire / Electricity / Fourth Rendez-Vous / Mammagamma / Hymne / Tubular Bells

DIGITAL RECORDING

ARCADE TV-LP

SYNTHESIZER GREATEST

THEME FROM "ANTARCTICA" • PULSAR • AUTOBAHN • MAGNETIC FIELDS • EQUINOXE • MAMMAGAMMA
MOMENTS IN LOVE • CROCKETT'S THEME • AXEL F. • OXYGENE • TO THE UNKNOWN MAN

ARCADE

MARKETING MUSIC IN *holland*

Snowman, a big annual event in the UK

- Campaign will include a line of merchandising products; details this month

CHRYSLIS

Jethro Tull - Rock Island

- Print advertising in trade paper MBI and music magazines (combined with other autumn priorities)
- In-store posters, displays and sleeves

Adeva - Adeva (Cooltempo)

- Print advertising in trade paper leaflet and Disco Dance magazine
- In-store fly-posters, various sleeves, free three-track 12" with first 1,000 albums sold featuring *Momie Love* and the hit single *Respect*
- Promo-tour is being planned for October

Ten Years After - About Time

- In-store shop posters, fly-posters, record sleeves and T-shirts
- Print advertising in trade magazine MBI and music magazine OOR
- European promo tour is scheduled for September
- European concert tour is scheduled for December/January '90

Deborah Harry - Deaf, Dumb & Blonde

- Release: October 16
- Various advertisements in pop magazines
- Promotion currently scheduled for November

The Mighty Lemon Drops - Laughter

- Release: September 25
- In-store fly-posters and displays
- A special promo-box will be available for radio, TV and press

Other priorities include: Paul Carrack - *Groove Approved* (release: October 9); Icehouse - *Great Southern Land* (compilation album including two new songs); Jellybean - *Spilling The Beans*; Sonia (release: October 23); Momie Love and Billy Idol - *The Charmed Life*

CNR

George Baker Selection - From Russia With Love

- Benny Neyman - *Tussen Rood En Smaragd*

(advertissement)

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Dutch theatre show starts in October

Andre Van Duin - Animal Crackers

- Holland's most popular comedian with imitations of singing animals
- Dutch-language versions of popular songs like *Blue Moon*, *Da Doo Ron Ron* and *Bird Dog*

Yoop Van 'T Hek - Hand Op Het Ijs

- Dutch cabaret artist with a recording of a theatre show on double CD
- VARA TV to broadcast theatre show on October 26

Airwave - The Myth Of Er

- Synthesizer project by Lex Hakker and Hans De Vries
- Released in co-operation with production team of CAT Music

Skywalker

- Miami-based rap label featuring M.C. Sky D, Le Juan Love, The 2 Live Crew and Anquette on the double LP/CD *As Nasty As They Wanna Be*

Circuit Featuring Koffi 'Shelter'

- Via UK label Bite, the debut single *Shelter* by singer Koffi
- Produced by Circuit (Jolley/Harris/Jolley)

The Average White Band

- Famous 70s funk band, now signed directly to CNR
- Following the band's successful tour throughout the Benelux (to support new LP *Aftershock*), re-release of the band's backcatalogue: *AWB, Cut The Cake, Person To Person, Soul Searching, Benny And Us* and *Warmer Communications*

Bar Fever

- LP including Todd Terry & Little Louie Vega (*The Caped Crusaders*), Cool Syndicate (*Bar Kitz*) and Gotham City Rebels

DINO MUSIC

Berdien Stenberg & Richard Claydon - Romance

- A minimum of eight TV commercials between October and December, possibly increased to 12 or 14 depending on sales
- In-store: displays and posters

Koninklijke Taptoe

- Dutch military drum band with 28 world-famous marchers

A minimum of eight TV commercials possibly increased to 12 or 14, depending on sales

Abba - Love Songs

- A minimum of eight TV commercials, possibly increased to 12 or 14 depending on sales
- In-store sleeve mobiles
- Includes classics like *One Of Us*, *My Love*, *My Life*, *Eandante* and *Our Last Summer*

Die Flippers

- A minimum of eight TV commercials, possibly increased to 12 or 14, depending on sales
- First TV campaign in Holland as previous LP was a big success

Romantics Booket

- A joint venture with 'Booket Reeks' (a series of romantic novels) and Sighting Comas
- The best of Dutch talent on a romantic compilation CD. Also includes

Miami-based rap label featuring M.C. Sky D, Le Juan Love, The 2 Live Crew and Anquette on the double LP/CD *As Nasty As They Wanna Be*



Berdien Stenberg (Polydor/Dino Music) des the two winning songs of the 'Booket Pries', a prize installed by the 'Booket Reeks'

- Minimum of eight TV commercials, possibly increased to 12 or 14 depending on sales
- Advertising in 'Booket' novels

DISKY

Budget for autumn campaigns is about Dfl. 500,000 (£ 144,927)

Juke Box Hits

- Series of double CDs with golden oldies by original artists, retailing for Dfl. 29,90 (£ 8.70)
- Release: September 29

Full-fledged TV campaign with a minimum of 12 commercials on STER (Dutch agency distributing airtelne)

- 12 page advertisements in two major daily nationwide papers and regional daily press, especially in the south of Holland
- Commercials on various radio stations
- In-store: juke box display units

Children's Repertoire

- General marketing brochure with all children's repertoire will be distributed door-to-door through mailing agency
- M.C. Tom & Jerry, CD: Woody

Woodpecker, CD with Tom & Jerry, Woody Woodpecker and Ovide & Ziny Vriendjes

- Marketing: (CD) showboard; (MC) counter displays

Luisterstrips

- Three new volumes of popular comic, Suske & Wiske
- In-store leaflets and posters

Olympic Spreekjes & Liedjes

- Brand new versions
- In-store counter displays

Kindertoppers Op Video

- Video with Porfy Pig, Bugs Bunny, Daffy Duck, Donald Duck and Popeye

Woerd Nervalog

- Dutch cartoon TV programme. Cartoon heroes sung by well-known Dutch artists
- Release: mid-October

Marketing support through the TV programme, in which the songs will be featured, and on the so-called 'club-days' throughout the country

Mijn Eerste Keer

- Children's programme on the first time of various experiences. Each episode features a song by a popular Dutch vocalist, in Dutch, dealing with the experience shown in the episode
- 25 new episodes will be shown on TV plus a compilation show of the songs

De Beste Uit De Familie Oudenrijn

- TV series with traffic problems as its central theme
- Release: mid-October

Michel Sardou - Zijn Grootste Successen

- Release: September 29
- Six TV commercials on STER: 3 TV specials
- Front-page advertising in daily paper: Telegraaf

White Hall Mystery Orchestra

- Instrumental classical pieces in popular arrangements
- Release: last week of October
- 12 TV commercials on STER

Horizon Label (Gospel repertoire)

- Esther Tims - *Zomer In October*, *The Troubadour - Joy And Happiness*
- Release: October
- Full page advertisements in TV guides of evangelic broadcasting organisations, ECRV and NCRV

Conny Vandenberg - Wie Weet Wat Liefde Is

- Dutch language vocalist
- Advertising in various press, depending on success

Cabaret/Sweet Charity

- Two releases with Dutch language versions of these musicals, sung by local Dutch artists

HOLLAND SPECIAL continues on page 28

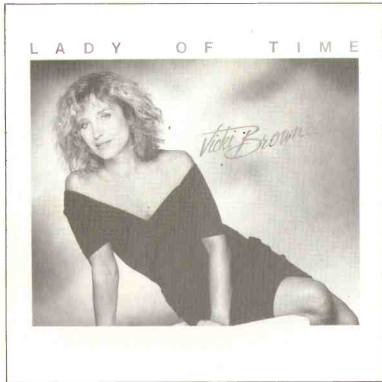


FIRST LADIES

Vicki Brown 'Lady Of Time'

With her first solo album already gold in the Netherlands, Vicki Brown now presents her second: *'Lady Of Time'*. A wide range of styles, varying from m.o.r. to pop, country and jazz, beautifully performed by Vicki, with guest appearance of a.o. Gary Moore. *'Lady Of Time'* was produced by Tom Parker (New London Chorale).

Available on Compact Disc, Album and Compact Cassette.



Anita Meyer 'Close To You'

Undoubtedly Anita Meyer is Holland's no. 1 female vocalist. Her new conceptual *'Close To You'* treats you to an excellent performance of carefully selected Burt Bacharach compositions; famous and less well-known songs, old as well as new ones.

This album gets so 'close to you', you can't resist it. Scheduled for release in October.

Available soon on Compact Disc, Album and Compact Cassette.



MARKETING MUSIC IN *holland*

(advertisement)

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BENELUX AND BEYOND BOTH INDEPENDENTLY OR
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THAT'S NO DOUBLE DUTCH... THAT'S BUSINESS!!!****boudisque**

RECORDS & VIDEO

41-43 DE RUYTERKADE 1012 AA AMSTERDAM, PHONE: (0)20-240311

DURECO**Human Electrics - Under The Stars**

- Debut LP by Dutch "honey soul" band featuring ex-White Honey vocalist Hanneke Kappen

Kajem - Kajem 3

- In-store: posters, CD ladders, leaflets in display units
- Advertising in TV guides of christian broadcasting corporations, EO and NCRV

Roxy Dean - Talk To Me

- New young female Dutch disco/dance act
- Discovered by producers Van Thijn & Fluitsma (Mai Tai)

Luv

- Re-union of popular female trio, with one original member
- Mini-album



Human Electrics (Dureco)

EMI

- Budget is about Dfl. 500.000 (£144.927)

Priorities: international artists:

- Tina Turner - Foreign Affair**
 - Release: September 18
 - Advertising in music press, sponsored music magazine Free and Top 40 leaflet
 - Shop-window material
 - Spectacular display for retailers
 - Turner will be in Holland at the beginning of September for one TV show and limited press interviews
- Kate Bush - Sensual World**
 - Release: October 16
 - Marketing: probably similar to Tina Turner

Priorities: national artists:

- Maarten Peters - White Horses In The Snow**

- Dutch pop vocalist; former member of Frank Boeijen Groep

- Presentation album for media and retailers

- Advertising in selected press
- In-store posters and stand-ups

Bart De Graaf - Bart Zingt Ze Beter

- Presenter of weekly children's TV programme
- Advertising in children's magazines

- In-store posters and stand-ups
- This release will be EMI's CD Of The Month, meaning a low introduction retail price

Robert Long

- Release: mid October
- About 12 TV commercials on STER and other broadcasters

Classical

- Two new budget-line series 'Meesterwerken' and 'Muzikale Momenten' are in the pipe line

- A special leaflet with stamp-card is stapled in a classical catalogue. With each purchase, customer gets one stamp; a full card entitles a free CD.

Compact Price

- 60 new titles with national and international stars in mid-price series
- 20 new titles in budget-price series

Blue Note

- To celebrate the 50th anniversary of this famous jazz label, five CDs will be released.

EVA

- Joint merchandising venture of EMI Boveina, Virgin and (BMG) Ariola

Play My Music

- Second series of 10 mid-price compilation CDs
- 10-15 TV commercials, starting September 16

- In-store: leaflets for retailers; counter display units for consumers; posters and shop displays
- Pure silver has been used on the CD inlay

Now This Is Music Vol. 11

- Hit compilation CD series
- Release: October
- 10-15 TV commercials

IMPORT MUSIC SERVICE (IMS)**PolyGram Music Video/IMS**

- VHS music video cassettes including Pink Floyd's *The Wall*, The Lepards' *In The Round In Your Face* and Sinead O'Connor's *The Value Of Ignorance*

- Full page advertisements in music magazine OOR, trade paper MBI and the N'G'VD (retailers) bulletin
- During the dealers' convention, there will be discounts for retailers on product from the following labels:
 - MA Music, the instrumental jazz label from Marion Kaempfert; saxophonist Lee Konitz will come to Holland for interviews
 - JVC - world music repertoire
 - Ottavo, the Dutch classical label

Independent Music Corporation**Kadanz - Blik Op Oneindig**

- Release: third week of September
- Radio and TV appearances and several advertisements

Italo Disco Connection

- 4LP/CD box featuring My Mine, Sabrina, Scotch, Valerie Dore, Koto and P Lion

Humanoid

- New LP via Westside label

INDISK

- Interest in the five to six priorities for the autumn campaign will be aroused through teaser mailings and advertisements. Details to be announced during the dealers' convention

MASTERS RECORDS**Kadanz - Blik Op Oneindig**

- New LP from this Dutch-language pop band to be released during the Platen 10 Daagse
- Supported by posters and advertising in music trade press

Ge Reinders - Homecoming

- Supported by posters and advertising in music trade press

Johnny Mars - Born Under That Sign

- New release promoted by a heavy touring schedule

Roy Orbison

- 3 CDs featuring the singer's greatest hits

MUNICH RECORDS

- Priorities: Rory Block - *Turning Point*; Bobby Bland - *Members Only*; The Jack Of Hearts - *The Jack Of Hearts* (new Dutch R&B band) and R&B six-page on the West label (owned by Willie Mitchell), including Ann Peebles, Lynn White, David

Hudson and Otis Clay

- Support through touring and radio, TV and press promotion

PHONOGRAM

- Budget for autumn campaign is about Dfl 1.5 million (£434.782)

Priorities: national artists

- Gerard Joling - No More Boleros**
 - Very popular Dutch MOR English-language vocalist
 - 12-20 second spots on STER from September 2-29
 - In-store material
 - Advertising in daily magazines
 - AVRO TV Special on October 23
 - Appearances in several TV shows
 - Title-track stayed at no. 1 in Dutch hit parade for six consecutive weeks and has already passed gold status with 115.000 copies sold
 - Excluding Italy, all European territories (plus Canada, Brazil, Australia and South-East Asia) will release title-track



Gerard Joling (Phonogram)

BZN - Crystal Gazer

- Highly successful Dutch MOR band, every album scores at least platinum

- Release: October
- TV Special on NCRV
- In-store: posters, displays and four-dimensional show-boxes with different cut-outs in a row

BZN - 'Christmas Album'

- Release: December
- TV special, in-store promotion and nine commercials on TV 10 one week before Christmas

Wim Sonneveld

- Late Dutch comedian
- 14 TV commercials on STER between October and December
- In-store displays
- Several advertisements in sponsored magazines and daily press
- Re-release on seven CDs in one box

Priorities: international artists

- Moody Blues - Songs In White Satin**
- Greatest hits compilation
- 15 TV commercials between October and special

HOLLAND SPECIAL

- continues on page 30

**DE NATIONALE HITPARADE
EN EUROCHART HOT 100****TOPPRODUKTEN
VAN BUMA/STEMRA**

De Nationale Hitparade bestaat inmiddels al weer zo'n 14 jaar. De lijst wordt wekelijks samengesteld aan de hand van de exacte verkopen van 200 Nederlandse platenzaken. Dit grote aantal verkooppunten en een uitgekende regionale spreiding garanderen een optimale rapportage. De Eurochart Hot 100 is een samenwerkingsverband van Buma/Stemra en EMR/Music & Media.

De samenstelling is gebaseerd op continue marktonderzoek in heel Europa. Omdat per land de platenverkoop drastisch verschilt worden de omzetcijfers gewogen. Door middel van die statistische methodiek worden ongewenste effecten, veroorzaakt door onevenredige marktgroottes en seizoensinvloeden geëlimineerd.

Kortom, dankzij betrouwbaar onderzoek staan de Nationale Hitparade en Eurochart Hot 100 al jaren wekelijks aan de top.

bumastemra

Buma/Stemra
Postbus 725, 1180 AS Amstelveen
Tel. 020-5407911.

Coca-Cola**DE EUROCHART HOT 100 WORDT GESPONSORD DOOR**

MARKETING MUSIC IN *holland*

ber 1 & December 15
 ● Advertisements in sponsored magazine Free and daily press
Elton John - Sleeping With The Past
 ● In-store displays, posters, cubes and shop-window competitions for retailers

● Advertisements in sponsored music magazine Free, pop magazine *Hitkrant*, Veronica TV guide and cultural magazine *Preview*

Tears For Fears - The Seeds Of Love
 ● In-store promotion: shop-window competition for retailers, posters, displays, name-boards, mobiles, sleeves, fly-posters

● Full page advertisements in pop magazine *Hitkrant*, Veronica TV guide, OOR music magazine and a spread in sponsored music magazine *Free*

Wet Wet Wet
 In-store and print-advertising in pop magazines are included. Further details of campaign depending on success of the first single



BZN (Photogram)

POLYDOR

Level 42 - Best Of
 ● Includes new single *Take Care Of Yourself*

● Campaign will be supported by personal TV appearances by Mark King and Mike Lindup; TV spots on various stations and advertising and point of sale material

James Last - Silver
 ● Specially compiled 2 CD/LP/MC edition celebrating his 25th anniversary as a performing artist
 ● TV spots, personal appearances,

a concert tour, point of sale material and advertising



James Last (Polydor)

Vangelis

● Continuation of TV campaigns which began in August

More TV advertising for the following releases: Toni Wille (ex Pussy-cat); Het Goede Doel (new LP and single); Herman Van Veen (*Rode Wangeren*); Janet Jackson's *Rhythm Nation* and Chris De Burgh's *Best Of*

QUALITEL

Willeke Alberti
 ● Release: October
 ● 12 TV commercials spread over STER, TV10 and RTV
 ● In-store posters
 ● Advertising in Top 40 chart leaflet

Denny Christian
 ● German Dutch-language vocalist with 25th album

● Release: October
 ● About 12 TV commercials spread over STER, TV10 and RTV
 ● In-store posters
 ● Advertising in Top 40 chart leaflet
 ● A German-language album is scheduled for September

Procul Harum - Treasure Album
 ● Greatest hits album
 ● About 12 TV commercials spread over STER, TV10 and RTV
 ● Advertising in Top 40 chart leaflet
 ● In-store posters, displays and special polystyrene all-weather posters (50x70 cm)

Sandra Reemer - Unforgettable
 ● Dutch MOR, English-language vocalist

(advertisements)

**EXPO-HAL, Hilversum
 17 - 18 - 19 - Sept. 1989**



STAND NR. 39B

● Single: *Someone Out There*
 ● About 12 TV commercials
 ● In-store posters, displays and special polystyrene all-weather posters
 ● Advertising in Top 40 chart leaflet

Budget of above-mentioned campaigns amounts to Dfl 150,000 (€ 43,478)



Sandra Reemer (Qualitel)

Music Twins

CD and MC blister-packed together for the price of one

● About 12 TV commercials
 ● In-store posters and displays
 ● Advertising in Top 40 chart leaflet
 ● About 20 commercials spread over Radio 1, 2, 3 with possibly 60 reminders during the campaign, depending on sales
 ● Budget amounts to Dfl 300,000 (€ 86,956)

ROADRUNNER

King Diamond - Conspiracy
 ● In-store posters and sleeves
 ● Advertising in hardrock magazines

● Exclusive T-shirts for retailers
 ● Heavy press until November with covers in 30 Aardschok and Meltdown

● LP/MC/Picture CD plus limited edition Picture Disc available

Phantom Blue - Phantom Blue
 ● In-store posters and sleeves
 ● Advertising in September issue of Aardschok magazine

● European tour from beginning of September until mid-October

The Nylons - Rockapella
 ● In-store posters and sleeves
 ● Back catalogue campaign for retailers between September 3 - October 10

● New single *Wild Fire* (release September 25), is cover of a Time Bandits track written by former front-man Alides Hidding

● Band is possibly back in October for further concerts and promotion

Greg Howe & Howe 2 - High Gear

● Release: end of September
 ● In-store posters and sleeves
 ● Advertising in hard rock magazines Aardschok and Meltdown

● Several interviews planned with hard rock magazines and musicians'

magazine Music Maker

DR1 (Dirty Rotten Imbeciles) - Thrash Zone
 ● Underground hardcore band
 ● In-store posters and sleeves
 ● Advertising in hard rock magazines

● Probably a third European tour in the autumn

SOUND PRODUCTS

● A new label with pop and classical music
 ● Introduction letter to retailers
 ● Further details not available at press time

Several new 'classic' series planned as well as a series of Double CDs (original albums in two-pack CD)

STAR RECORDS

All campaigns are supported by a TV campaign consisting of eight commercials, possibly increased to 16, depending on sales. Also: window displays in prominent classical and non-classical record shops and full-page advertising in semi-classical magazine. Total campaign costs Dfl 500,000 (€ 144,927)

The Greatest Tenors Of The World - Vol. 2

● Material by Pavarotti, Placido Domingo
 ● Vol. 1 sold over 30,000 copies

The Greatest Sopranos Of The World

Carreras - His Personal Selection
 ● Personal selection by Carreras of his favourite arias, sarzaelas, Neapolitan songs and film themes (including *Maria* from West Side Story)

● Similar album by Pavarotti three years ago sold over 100,000 units

Two more popular compilation CDs are planned

VRGIN

Priorities:
Julia Fordham - Porelain
 ● Release: September 25

The Blue Nile - Hats
 ● Release: October 9

Lenny Kravitz - Let Love Rule
 ● Release: mid-September

Pandora's Box
 ● Release: mid-October

Roy Orbison & Friends
 ● Album of the video

● Release: end of October

● Single is remixed version of *Pretty Woman*

Other priorities: Johnny Hates Jazz (release mid-October); Belinda Carlisle

● Several interviews planned with hard rock magazines and musicians'

HOLLAND SPECIAL
 continues on page 32

DUTCH TREAT

LOÏS LANE

'Lois Lane' Mini CD



IT'S THE FIRST TIME LOIS LANE HAS EVER BEEN IN THE TOP 7 OF THE DUTCH POP CHARTS



● Holland's most successful band ● Their 6-track mini CD is considerably over the 'Gold' status ● The mini-CD reached nr. 1 in the album charts ● The single entitled 'It's the First Time' was Top 7 ● Their previous single 'My Best Friend' became an enormous hit and was chosen as best single of the year 1988 ● Fantastic videos of the singles 'Amsterdamned' and 'It's the First Time' ● Releases already in Germany, U.K., Sweden, France, Greece, Austria, etc.

WHAT MORE IS THERE TO SAY!!!

TAMBOURINE

'Flowers In September'



● Their music is a combination of contemporary pop music and a clearly recognizable influence from the sixties ● The album contains eight own songs and two covers of Gerry Goffin and Carole King, namely 'Pleasant Valley Sunday' - 'The Monkees' - and 'Don't Forget About Me' - Dusty Springfield - ● A typical sixties video is available of 'High Under The Moon' ● Tambourine are: Saskia VanOrly - vocals / Bart van Poppel - guitars & keyboards / Jac Bico - guitars & sitar

MARKETING MUSIC IN *holland*

lisle (release beginning of October); UB40 (*Labour Of Love Part Two*; release end of November); The Bad Brains (*With the Quickness*); eight Dutch concerts in October); Ziggy Marley & The Melody Makers (*One Bright Day*)

- Marketing: radio commercials for some acts
- Advertising in daily press and selected magazines
- Various in-store promotion activities

Forthcoming new releases on Peter Gabriel's Real World label

- Virgin takes part in BMG mid-price CD campaign

WEA

Priorities:

Ian McCullough (*Candlelane*; release September 22); Linda Ronstadt (*Cry Like A Rainstorm, How Like The Wind*; release September 29); Rickie Lee Jones (*Flying Cowboys*; release September 22); DAD (*No Fuel Left For The Pilgrims*; formerly Disneyland After Dark); Neil Young (*Freedom*; release end of September); Thompson Twins (*Big Thrash*; release September 15); Daniel Lanois (producer of U2, Peter Gabriel, Robbie Robertson; release end of September); Aerosmith (*Pump*); Motley Crue (*Dr Feelgood*); ZAPP (Z); John Hiatt (*Y'awl Caught*; Best Of; release September 22); Randy Crawford (featuring the single *Knockin' On Heaven's Door* with Eric Clapton from *OST/Leal Weapon 2*)

Tracy Chapman - Crossroads

Release: September 29

- Extensive tease campaign prior to release in ad trade magazine MBI

● 60 radio commercials on cable stations

- On day of release, LP will be advertised in daily papers (Telegraaf, AD), bi-weekly music magazine OOR and some weekly news magazines

Planned Campaigns
Supporting new singles by major artists:

Madonna - Like A Prayer

- TV commercials later this year

Simply Red - A New Flame

- Radio commercials on cable stations
- Possible TV commercials on STER

New single in October

Batman - Soundtrack
Extensive campaign on the release of the Batman film via a joint promotion with the film company

- Extra in-store activities with posters and sleeves
- Advertising in daily nationwide magazine Telegraaf (plus others)
- various follow-up singles

WETON/WESGRAM

Specialised in compilation albums and single artists' long gone oldies albums. Budget for autumn campaign is between Dfl. 250,000-300,000 (€ 72,463-86,956). General marketing activity: info sheets to dealers

All Time Music

● Series of 50 CDs/MCs in five different music genres: 'Jazz', 'Love Songs', 'Country & Western', 'Memories' and 'Rock 'N Roll'

- Full-colour catalogue for retailers
- Advertising in business magazines MBI and NVGD Nieuws

Sixteen Catalogue
25 CDs/MCs, including Roy Orbison, Freddy Fender and Charlie Parker

Silver Classics
● Series of 31 classic CDs, DDD recordings of (ao) The Four Seasons and Bolero

- Full-colour catalogue for retailers
- In-store displays

Golden Melodies
Series of 18 budget-price instrumental MCs

- Full colour catalogue for retailers
- In-store displays

Gino Marinello
Seven new releases in a series of 25 chromedioxide cassettes with instrumental romantic melodies by this Italian orchestra leader

- Full-colour catalogue for retailers
- In-store displays, stand-ups and counter displays

Children's Repertoire
● Sesamstraat: on books, MCs and CDs

● Appie & Flappie (2 clowns)
● Footfar (children's TV series)
● All available on MC/CD
● New childrens CDs with St Nicholas and Christmas songs

● Full-colour 24-page catalogue for retailers

- In-store counter displays and stand-ups

ZOMBA

Jonathan Butler - Introducing Samantha Fox - Touch Me
Both releases are part of BMG's Mid-Price CD/LP campaign

● Advertising booked in bi-weekly music magazine OOR, sponsored magazine Free and national trade pa-

per MBI

Doctor Ice - The Mic Stalker
● Advertising in Disco Dance magazine

Word 4 - Various Artists
● Compilation CD featuring rap/house artists like Kool Moe Dee, Doctor Ice, DJ Jazzy Jeff, Boogie Down Productions and Wee Papa Girl Rappers

- Advertising in Disco Dance magazine
- Competitions in pop magazines
- Double CD/LPMC for the price of one

Tangerine Dream - Best Of (Jive)
Advertising in music press

Loudon Wainwright III - Therapy (Silvertone)

- Advertising in business magazines and other press

Billy Ocean - Greatest Hits (Jive)
● TV album, marketed by Dutch joint merchandising venture EVA (EMI, Virgin, Ariola); other European territories will also market the LP with TV commercials

- In-store posters and sleeves
- Advertising in business magazines and other press

JJ Cale - The Travel Log (Silvertone)
John Lee Hooker & Friends - The Healer (featuring Carlos Santana and Bonnie Raitt)

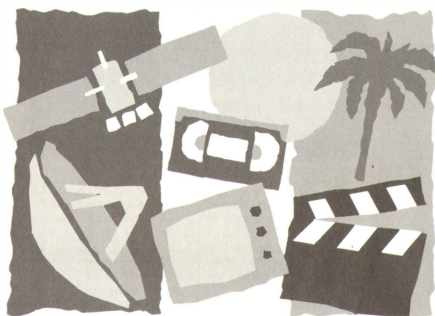
Release: October
Advertising in trade papers MBI, music magazine OOR and sponsored magazine Free

DJ Jazzy Jeff & The Fresh Prince
● Release: October

Research by Marjolijn Rotsteeg

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EUROPEAN BUSINESS AS USUAL

COMING IN OCTOBER



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"DIAMONDS"
INCLUDING THE SINGLE
"ROCK THE POP"

PIET VEERMAN

"CRY OF FREEDOM"
INCLUDING THE SINGLE
"CRY OF FREEDOM"



(advertisement)

STATION REPORTS

FLY: Don't Look Back
Eurythmics-Revival
Beatmasters-Hey DJ
Boozing Bang-Do You Wanna
Li'l' Louis- French Kiss
Bros- Too Much
Confetti- C Day
LP London Boys
Vangelis- Themes
Milli Vanilli- All Or
Alice Cooper- Trash

EUROPE

BBC WORLDSERVICE/BBC 448 - London
Nick Reynolds - Prod.
77 The Rolling Stones- Emotions
Madonna- Cherish
Depeche Mode- Personal
Prince- Paryman
LP Stakepiper's Sister- Sacred
Allyson Williams- Raw

Cable Programmes



Powerplay: Elevator
Aerosmith- Elevator
Heavy rotation:
Gloria Estefan- I Don't
Big Fun- Blame It
Jive Bunny- Swing The Mood
Rolling Stones- Emotions
Queen- Invisible Man
Madonna- Cherish
KoaMa- Lambada

Active rotation:
Gladys Knight- Licence
Tina Turner- The Best
Janet Jackson- Miss You Much
Guns 'N Roses- Patience
Double Trouble- Keep Rockin'
Li'l' Louis- French Kiss
Kylie Minogue- Wouldn't
Neneh Cherry- Kisses
Tina Turner- The Best
Cliff Richard- I Just Don't
Martika- Toy Soldiers
KoaMa- Lambada
Jive Bunny- Swing The Mood

VIDEO MUSIC

Giancarlo Trombetti - Prod.
CL Rolling Stones- Steel Wheels
Cher- If I Could
The Ramones- Pat Semetary
Alice Cooper- Poison
KoaMa- Lambada
Cindy Lauper- First Night
Eurythmics- Revival
Zucchero- Il Mare



ST Living In A Box- Room
Holly Johnson- Atomic City
Tears For Fears- The Seeds
Jason Donovan- Everyday
Exposé- What You Don't Know
Tina Turner- The Best
Swing Out Sister- Where
Melissa Etheridge- Souvenirs

EUROCHART ON SUPER-CHANNEL
CL Madonna- Cherish
Bon Jovi- Lay Your Hands
Eurythmics- Revival
Bobby Brown- On Our Own
Imagination- Hegamig
Jason Donovan- Too Many
Tears For Fears- The Seeds
Tina Turner- The Best
Cliff Richard- I Just Don't
Martika- Toy Soldiers
KoaMa- Lambada
Jive Bunny- Swing The Mood

TV Programmes

UNITED KINGDOM
Top Of The Pops
Paul O'Connell - Prod.
ST Marillion- Hooks In You
Allyson Williams- I Need Your
Jason Donovan- Everyday
Black Box- Ride On Time
CL Richard Marx- Right Here
Sairlight- Numero Uno
Prince- Paryman
Depeche Mode- Personal Jesu

HOLLAND
VERONICA - Countdown
Rob de Boer - Prod.
CL Aerosmith- Elevator
Redhead Kingpin- Right
Jive Bunny- Swing The Mood
Rolling Stones- Emotions
Malcolm McLaren- Something's
Prince- Paryman
ST Melissa Etheridge- Souvenirs
Tina Turner- The Best

VERONICA - De Top 40
Rob de Boer - Prod.
CL Janet Jackson- Miss You Much
BZN- If I Had Only A Change
Rod Stewart- Crazy About Her
Rolling Stones- Emotions
Madonna- Cherish
Tears For Fears- The Seeds
KoaMa- Lambada
Redhead Kingpin- Right Thing

BELGIUM
VTM - The Music House
Jos van Oosterwijk- Prod.
CL KoaMa- Lambada
Jive Bunny- Swing The Mood
Milli Vanilli- Blame It
Li'l' Louis- French Kiss
Technotronic- Pump Up
Helmut Lotti- Kom Niu
Madonna- Cherish
Luc Steeno- Eens Was Ik
Kylie Minogue- Wouldn't
Eurythmics- Revival

ITALY DEEJAY TELEVISION

Claudio Cecchetto- Prod.
CL Alice Cooper- Poison
Bros- Too Much
Eddie Brickell- Love Like
Single Minds- Kick it In
Love & Rockets- So Alive
Ziggy Marley- Look Who's
Kon Kan- Harry Houdini

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