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Volume 6  
 Issue 40  
 October 7  
 1999

The European  
 Music &  
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# MUSIC & MEDIA

Volume 6  
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The European  
Music &  
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## RTV To Broadcast In Four Languages

by Jon Henley

**Amsterdam** - Radio-Televisie Veronike (RTV), the Dutch commercial satellite channel due to go on air this week (October 2), has repositioned itself as a pan-European broadcaster. The station has announced it will broadcast programmes in English, German and French as well as Dutch.

Although RTV denies the move is a result of the Dutch Media Commission's current investigation of its "foreign broadcaster" status (M&M September 16), there is no doubt that multi-language broadcasting will strengthen RTV's case for being allowed onto the Dutch cable networks.

Dutch advertisers, who will initially provide the majority of RTV's revenue, see the change as an insurance policy. Wilma Van Opstal, Media Director of advertising agency FHV/BBD0:

"We're not particularly interested in the European angle. Pan-European advertising is very difficult to manage, as we found with Sky and Super Channel. Multi-language broadcasting is important if it guarantees RTV access to the Dutch cable, which is what counts for us."

Some 28% of RTV's programming will be Dutch and there is a high quota of music planned.

At press time, RTV was still facing legal action which could jeopardise its launch. A consortium made up of RTV and TV10 (the other commercial Dutch channel due to launch on October 28) is currently taking the Dutch Media Commission to court to force it to ban the stations pending a final decision on their legal status. □

See page 6 for more details.

## IFPI Management: Team For The 90s

by Hugh Fielder

While its DAT agreement with consumer electronics manufacturers is still playing to mixed reviews, the IFPI is reshaping itself for the 90s. The association will appoint a new president to succeed the late Nesuhi Ertegun later this month in Mexico City.

He will be voted for by a board comprising a significant number of new members, including CBS President Walter Yetnikoff and WEA International Chairman & Chief Executive Officer Ramon Lopez.

With Yetnikoff's arrival, the IFPI gains the skills of arguably the most powerful man in the recording industry, not to mention an executive with direct access to the world's most influential electronics company, Sony.

"The IFPI is now an even more powerful international body, which is vital if the record industry is to meet the challenges of new technological advances and the progress, towards a single European market. There are currently six different copyright agreements among 12

European nations which has to be resolved by 1992," says an IFPI spokesperson.

Yetnikoff and Lopez are among five new IFPI board members. The others are: Dag Haegqvist, head of Sweden's leading independent label Sonet; Manolo Diaz, Managing Director of CBS Spain; and Julio Saez of Capitol/EMI Mexico. □

## Music Video Awards

**Paris** - Following the UK's lead, SNEP, France's record industry body, has announced the creation of gold and platinum awards for music videos and CDs. SNEP says the move reflects the growth of France's music video market - which has seen sales jump to Fr 16 million (app. £ 1.6 million) in the first half of this year, compared to Fr 3 million for the same period in 1988. Videos will be certified gold for sales of 10,000 units and platinum for 20,000 units. In the UK, gold represents 60,000 sales and platinum 100,000. □



A storm of success - Norwegian duo *Avalanche* were in Paris recently to collect their first gold single for "Johnny Come Home" which reached no. 1 in France. Pictured from l to r: producer *Djunge*; band member *Krist Johansen*; Jean-Noel Ogouz, Label Mgr. WEA; band member *Kjetil Rosness*; and WEA Int. Mgr. Jean-Paul Commin.

(advertisement)

SELL-THROUGH

my  
MUSIC VIDEOS

See pages 20-25

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### SPER Launches New Music Show

Why are Italian listeners connecting chocolate to pop?

### Cutbacks Prompt BR1

Ad: Retnik

### Wahlberg Leaves Electra

Head of A&R quits Swedish company to start his own label

### CD Retailing

CD-Only Retailers Are Thriving

### Sell-Through

Music Video 20-25  
UK leads music video boom but Europe's catching up quickly

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## extra

Brian Yates will join CBS in London as Director of Marketing, CBS label, replacing Alan Phillips who has been made VP Marketing & Sales CBS Europe. Currently Director of Operation at A&M Int. in Paris, Yates started his career at CBS in '74 and was previously MD at Ariola UK and Director of Operations at Capitol Int.

★ ★ ★  
Dag Haegqvist, head of Sweden's leading indie Sonet, says he will "fight for the survival of independent labels" in his new role as an IFPI board member (see front page). Haegqvist says he considers himself to be Scandinavian rather than Swedish, and adds "Scandinavia is becoming more and more of a world force". Meanwhile, fellow board member, CBS Spain MD Masolo Diaz, says he wants to draw attention to piracy, which costs the Spanish music industry some Pta 60 million each year.

★ ★ ★  
Virgin France chief Patrick Zelnik has been appointed interim president of French industry body SNEP, following the resignation of EMI's Guy Deutz. SNEP's new board will be elected in the spring.

★ ★ ★  
Robert Hersant's fate at La Cinq is to be settled by the Paris Tribunal Of Commerce which is to rule on whether shareholder Chargeurs SA has the right to increase its stake in the private TV channel by 16.83%. Chargeurs is led by Jerome Seydoux and supported by Silvio Berlusconi. If the group gets the go-ahead, it is likely that Hersant will lose the presidency to Seydoux.

★ ★ ★  
This summer's launch of Radiotrust, a UK investment company aiming to profit from the current boom in radio revenue, has provided investors with a 50% profit in less than two months. Surprisingly, only one company holds more than a 5% stake - Associated Newspapers with almost 40%.

★ ★ ★  
Ron White, MD of EMI Publishing UK until his retirement in 1986 has died, aged 67. He had worked for EMI since 1941 and was appointed MD in 1972. Said also to report the death of Oscar, who set up the international department at the UK indie rhythm King/Mute earlier this summer. He died in an accident at his London home. Oscar, whose real name was Chris Heywood, was 31.

A.D.

## Worldwide Release For Mecano

by Mattheij Bakker

Madrid - For the first time in BMG Music International's two-and-a-half year history, a continental European act is to get a simultaneous worldwide release. BMG hopes *Descanso Dominical* by Spanish trio Mecano will break the band internationally.

Heinz Henn, Senior Vice President A&R/Marketing for BMG Music International, says the album - with a slightly different tracklisting - will be released worldwide within two months.

Henn: "Before this LP was even released in Spain in 1987 we were talking about exploiting the group outside their Latin-American base. A worldwide company cannot live on its Anglo-American repertoire only. You're only as strong as your local companies".

France and Italy - where the band's single *Figlio Della Luna* has already charted - will be BMG's first markets of attack, followed by West Germany, the Benelux, Scandinavia and the UK.

BMG held a party in Madrid on September 16 to coincide with the band's sellout show at the 60,000-seat Auditorium. Media from across Europe and the US attended, as well as company executives like Henn, President/

Chief Executive Officer Rudi Gassner, Co-Chairman Monti Luftner and RCA US President Bob Buziuk.

Signed to BMG Ariola in 1986, *Descanso Dominical* (Mecano's

second LP for BMG Ariola, which sold 1 million units) was released in 1987 and spent 30 weeks at no. 1 in the national charts and another 32 in the top 5.



Mecano - BMG hopes to break the band internationally

## EMI To Sign Bowie Back Catalogue Deal?

by Hugh Fielder

As US imports of David Bowie's *Sound + Vision* compilation reach Europe, there is still no news of a deal for Bowie's back catalogue rights outside the US.

EMI, which holds Bowie's current recording contract, is believed to be concluding an agreement to

distribute Bowie's classic 70s albums, which have been out of stock for several months after his contract with RCA expired at the end of last year.

Bowie signed a re-issue deal earlier this year with the specialist US label Rykodisc, which has a reputation for high quality re-mastering and pressing. The company has just launched a two-year re-release programme with a six LP (three MC/CD) deluxe box set containing 45 tracks.

The set includes his plus rare and unreleased tracks, such as the original demo of *Space Oddity*, a version of Bruce Springsteen's *It's Hard To Be A Saint In The City*, and a remix of *Heroes*, the German version of *Heroes*.

Import copies of the boxed set are already available in some London shops. Virgin Retail and Tower are shipping over copies.

## Turner To Appear On 30 Euro TV Shows

London - Tina Turner will appear on 30 TV shows in 14 European territories to promote her new EMI album *Foreign Affair*. And TV advertising for the album has been lined up in West Germany, Italy, France and Finland, with other countries expected to follow.

The TV promo tour started last month and runs until November 22. Shows include 'Wogan' (UK), 'Mensch Meier' (West Germany), 'Countdown' (Holland), 'Sabatier' (France), 'Rockopop' (Spain) and 'Domenica Inn' (Italy).

Meanwhile, EMI has produced promotional material including mobiles, logo boards, cut-out displays, fly posters, in-store posters, shirts, travel document wallets, press kits and passport-like CD packages. A 45-minute-interview is available on video and includes footage on the making of

two promo clips (*The Best and I Don't Wanna Lose You*).

Turner's last studio album, 1984's *Private Dancer*, sold 11 million copies worldwide. The first single from *Foreign Affair*, released worldwide on September 18, is *The Best*. It is currently no. 1 in the European Airplay Top 50. EMI will release a second single, *Steamy Windows*, in mid-October.

(advertisement)

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## VIDEO FAVOURITE

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Cape Cod, MA

## VIDEO HITS

**Kacma**  
Limbade - GUP Prod  
**Tears For Fears**  
Sowing The Seeds Of Love - Lightning  
**The Cure**  
Lovesong - G.O.  
**Queen**  
Invisible Man - Regime TV  
**Janet Jackson**  
Miss You Much - Prologa Film  
**Technozone**  
Pump Up The Jam - Harry Fire  
**Depeche Mode**  
Personal Jesus - Star  
**Madonna**  
Cherish - O-Frere  
**Prince**  
Furthest - Prologa Film  
**Neneh Cherry**  
Kiss On The Wind

## WELL AIRED

**Spandau Ballet**  
Be Free With Your Love - Vire  
**Bunny & The Masterminds**  
Swing The Mood - Music Factory  
**Tears For Fears**  
Sowing The Seeds Of Love - Lightning  
**S-Express**  
Matra Of A State Of Mind - Haza  
**Jive Bunny & The Masterminds**  
Swing The Mood - Music Factory  
**Rolling Stones**  
Mixed Emotions - Back & Forth  
**Malcolm McLaren**  
Something's Jumping In My Shirt - Tony Kaye Film  
**Eurythmics**  
Revel - O! Factory

## MEDIUM ROTATION

**Tina Turner**  
The Best - La-Corine Prod./Prologa Film  
**Marika**  
Toy Soldiers - Phase Pictures  
**Gloria Estefan**  
I Don't Wanna Lose You - Stereo Film  
**Lil Louis**  
French Kiss - Quis On The Draw  
**Jason Donovan**  
Every Day - Meah  
**Miki Vanilli**  
Mystery On The Beat - Stereo Film  
**Five Young Cannibals**  
Don't Look Back - Meah  
**Kylie Minogue**  
Word's A Changin' Thing - Regime TV

## FIRST SHOWINGS

**Gloria Estefan**  
Oye Mi Cancion (Hear My Voice) - Stereo Film  
**Sydney Youngblood**  
If Only I Could - Meah  
**Miki Vanilli**  
Girl In Green - Stereo Film

## Prime-Time Music Planned On RTV

By Jan Henley

RTV's announcement that it will broadcast in four different languages (see front page) means Dutch-language broadcasting will now make up just 28% of the station's total output although it will dominate music programming.

Music coverage on the channel will be considerable with independent producer Rob De Boer producing six evenings a week. 'Countdown', hosted by Wessel Van Diepen, will air on Mondays, Tuesdays, Thursdays and Saturdays. A golden oldies slot, 'Jukebox', will run on Wednesdays and a Dutch chart-based 'Top 20' will be shown on Fridays. All are Dutch-language and will be broadcast between 18.10 and 18.50 hours.

RTV will also air a Dutch charts show, 'Hits From Holland', on Thursdays and a concert programme, 'Live', on Sundays.

Jaqueline Stott, RTV Head Of Public Relations, says it is too early to be sure whether music will be included in RTV's other language programming, which will largely be provided by parent company RTL, a subsidiary of CLT. CLT operates the West German satellite channel RTL-Plus and the French-language station RTL in Luxembourg as well as having a major stake in France's music station M6.

"We will use programmes made for and in conjunction with RTL, RTL-Plus and M6. English-language programmes will be bought in and eventually commissioned from US and UK companies," Stott says.

RTV is confident of obtaining access to the Dutch cable network and claims to have already signed

## Mundovision Moves Into Europe

Amsterdam - Mundovision, the Canadian-based programme distributor, has opened a European division in Amsterdam. Initially operating as a branch office, the Dutch operation will become an independent European subsidiary towards the end of 1990. Founded in 1980, Mundovision is currently distributing the MIDEAM '89 Cannes Rock Festival, a concert series which it has sold in more than 20 territories including the UK, France, Italy, West Germany, Scandinavia and Portugal. □

contracts with operators giving it a potential audience of three million households. Even if the Media Commission takes the same view of RTV as it has of Cable One and bans it from the Dutch cable network, RTV Managing Director Lex Harding says the station will target satellite receiver owners across Europe.

He believes RTV has enough capital for five years and expects advertising income to be in excess of Dfl 130 million (app. £ 38 million) in its first year.

RTV says it will be on air 24 hours a day soon after its launch. Initial plans are to broadcast Dutch-language programming during prime-time slots.

Meanwhile, RTV's legal posi-

tion was still not certain at press time with two separate actions in the pipeline. TV10, the other commercial channel planning to go on air this month, is asking the Supreme Court to grant it access to Holland's cable network. The company's legal adviser, Andreas Overst, says: "We are bringing this case to test both our legality and the rights of the cable operators under Dutch law."

And a consortium consisting of state broadcaster NOS, state advertising sales organisation STER and the newspaper publishers' association, NDP, have asked the Supreme Court to force the Media Commission to ban RTV and TV10 before their launch. □

## MIPCOM Hosts Spanish TV Conference

Cannes - The centrepiece of MIPCOM '89 will be a conference entitled New Spanish Television: El Dorado Or Illusion? Spanish broadcasters will join advertising executives and audience researchers in the half-day event which aims to present to producers and

distributors Spanish TV's new business opportunities. MIPCOM runs from October 12-16 and will include presentations from the Walt Disney Company, Canal France International and Eutelsat. □

## RADIO OR RAP Classical Concentration

Radio stations must diversify formats to compete in a highly competitive market. The recent granting of a London franchise to Jazz FM highlights the need for specialisation.

The success of West German private Antenne Bayern (Bavaria), with its strict AC format, is another sign of this.

And West Germany's Radio Gong (DTH) receives a similar specialisation can be commercially successful and it will launch Bavaria's first state-wide private classical station, Belcanto, on November 27.

The station is scheduled to broadcast 24-hours a day and will be available on cable. Belcanto hopes to obtain a channel on



by Machiel Bakker

the West German Kopernick satellite, which would also allow direct-to-home (DTH) reception. About 200,000 West German households already own satellite dishes.

According to Belcanto MD Ulf Salam, programming will target the "educated market" in the 30-50 age bracket. Daytime output will consist of 20-minute stretches of classical music, magazine pro-

grammes and hourly news reports. Full-length symphonies and concerts will be broadcast without commercial interruption for 20.00 hours.

"There's definitely a market out there," says Editor Lutz Bormann. "A lot of people are bored listening to pop music all day. Our format will be less mainstream than similar formats in the US and will range from Beethoven, Mozart and Tchaikovsky to Schonberg and Philip Glass."

Dutch private cable station Radio 10 has been operating a computerised classical station since the beginning of August. Back-announcing is scheduled at a later date. □  
Research by Philipp Roser



POLYGRAM MUSIC VIDEO INTERNATIONAL

## CBS MD Defends Cassette Singles

by Hugh Fielder

Bournemouth - The future of the singles market is on the MC format, CBS UK Managing Director Paul Russell told delegates at the company's recent conference. Russell: "We keep hearing that the single is finished. Even people in the record industry say the single is dying. That is a grossly misleading over-simplification. "What is happening is that the vinyl format is decaying. It is old, tired and boring and modern hardware is not user-friendly to the format. New hardware is, however, totally user-friendly to the cassette and the record industry and retailers should recognise that it is still singles that break artists.

"You hear a track on radio or TV and you have to buy it today. You rush out and buy it and then

play it 27 times consecutively. That is the excitement of singles and that excitement is not dying." Russell admitted that there have been previous calls claiming the cassette as the saviour of the singles market, "but the timing was not right," he said. "We all understand the importance of timing in this business and the time is now right. The record companies and retailers should throw all their weight behind the format over the next 12 months and then see the fruits of our efforts."

Russell also warned radio and TV stations that CBS would be aggressively protecting its copyrights in the coming year. He pointed to the growth of television channels like Sky and Music Box and the rapidly increasing value

of shares in UK independent radio stations.

"Our market is not increasing



Paul Russell

at the same rate as the value of the radio companies whose basic programming comes from us. That is why we must get paid and get paid well for any use of our product," he said. □

## County Launches FM Service

County Sound, the first independent station to split frequencies 15 months ago, will launch a separate FM station to cover one of the smallest radio areas in the UK.

Delta FM will have a potential audience of 35,000 in the Haslemere area on the prosperous Surrey/Hampshire border. It will take County Sound's main FM station, Premier, for three hours during the day and will target the 35-45 age group with music picked by the Selector system. Delta will be on air daily from 06.00-19.00 hours and, as well as music, will offer a local news and travel service.

Meanwhile County's Premier service has been relaunched. The changes include a new breakfast show presented by Steve Collins, updated jingles and a complete revision of the station's computerised music policies. □

## S P O T L I G H T

### BAD Bounce Back

by Chris White

Big Audio Dynamite (BAD) return to the limelight with a new album *Megatop Phoenix* for CBS Records (CBS 465790). This is the band's first recorded work since singer Mick Jones - who originally co-founded The Clash with Joe Strummer back in the 70s - fell ill in 1988.



*Megatop Phoenix* was recorded at Konk Studios in London which is owned by Kinks frontman and songwriter Ray Davies. The album was co-produced by Mick Jones and engineer Bill Price. All the songs are band compositions with lyrics written mainly by Don Letts. The first single from the album, *Contact*, will be released in Europe at the beginning of October.

Mick Jones has described the BAD sound as "dance music that makes you think, with rock and roll guitar and my quirky voice on top". The new album continues like its predecessors to combine

beat-box rhythms and creative sampling.

CBS is currently finalising European promotion plans for *Megatop Phoenix*. The band have several UK live dates lined up including London's Town & Country Club on October 31 and November 1-2. No European tour

is planned at the moment although dates may be arranged for later this year or early 1990. BAD have just returned from the US where they have been promoting the album.

BAD's first album for CBS Records, *This Is Big Audio Dynamite*, was released in 1985, followed by *No. 10 Upping Street* which reunited Jones and former Clash colleague Strummer as co-producers and songwriters. The album included the singles *C'Mon Every Beatbox* and *V Thirteen* and went gold in the UK. The band's last album was *Tighten Up Vol '88*. □

### MCPS Pays Record Royalties

The UK copyright society MCPS paid out a record £7.3 million in mechanical royalties in August - more than it distributed for the whole of 1989.

The MCPS, the only European body to pay out monthly, is also negotiating new licensing schemes following last year's new UK Copyright Act. It has already announced its intention of coming into line with the BIEM/IFPI European contract when the UK statutory rate is abolished in April 1990. This will mean an increase in the current UK rate of 6.25% of retail price to the European standard of 7.4%. MCPS Managing Director Robert Montgomery has been elected a vice president of the BIEM management committee.

The MCPS recently reached an agreement with the TV companies to include a monitoring and roy-

alty collection service for production music libraries which offer specially written and recorded music for TV programmes. □

### City Talk On Air

Liverpool's private station Radio City has unveiled plans for its new split-frequency service. The new AM service is called City Talk and will be launched next month with a speech-oriented format rather than gold or MOR based like most of the other independent radio (IR) stations.

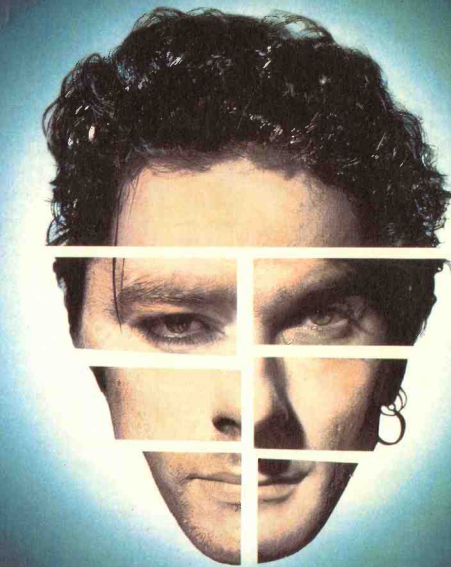
The FM service will continue with the station's existing hit music format but AM's City Talk will have a strong news bias, broadcasting up to 12 hours a day. City Talk will be the UK's first IR speech-based station outside LBC in London. □

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## Metro Pulls Out Of BMS Fox-FM Claims Flying Start

by Paul Easton

The Newcastle-based Metro Radio Group, which owns Metro-FM, TFM and Great North Radio, has made a surprise move by changing its sales house from Broadcast Marketing Services (BMS) to Independent Radio Sales (IRS).

Brian MacLaurin, Director Public Affairs for the Crown Communications Group, owners of IRS, says that next to Capital Radio, the Metro Radio Group represents the largest single account on the independent radio (IR) network. He claims that Metro will generate around £ 3 million in advertising revenue over

the next year, accounting for 5% of the IR turnover.

Metro has been with BMS since it began broadcasting in 1974. Managing Director Neil Robinson: "The time has come to change and we were looking for a different approach to national sales gathering. BMS has done well in the past but we feel that Metro is better placed for the future."

BMS is threatening the Metro Radio Group with legal action for breach of contract and refused to comment on the move. Metro now has to give up its 20% shareholding in BMS. □

Fox-FM, the latest commercial station to come on air in the UK, has received an encouraging response from listeners and advertisers. The 24-hour station broadcasts local programming, divided into three distinctive areas.

Classic Hit Radio is broadcast during the day with evening output, using the Red Fox label, being targeted towards the 15-24 year old listeners, while late night and overnight programming is identified as Gold Fox, with specialist shows and an oldies format.

Based in Oxford, Fox-FM broadcasts to Oxfordshire and

West Buckinghamshire, with a core target audience aged between 25 and 45, and 670,000 potential listeners.

Fox-FM Head Of Presentation, Steve Ellis, says response from listeners and advertisers has exceeded all expectations since the station's launch on September 15. On the advertising front, Fox-FM had around £ 150,000 of business booked before the station took to the air, with around 70% local advertising and 30% national. Ellis: "This is an excellent initial response for a station of our size. We are very optimistic for the future" □

### TOP 10 UK MUSIC VIDEOS

Rank	Title	Artist
1	Jason - The Videos	Jason Donovan (PWL)
2	The Wall	Peck Floyd (PWL/Channel 5)
3	In The Round In Your Face Live	Def Leopard (PWL/Channel 5)
4	Substance 1989	Queen (Virgin)
5	Rare Live	Queen (PWL)
6	Kylie - The Videos	Kylie Minogue (PWL)
7	Rattle And Hum	U2 (CIC/Screen)
8	Delicate Sound Of Thunder	Peck Floyd (PWL)
9	Immaculate	Erasure (Virgin)
10	In Concert	Roy Orbison & The Candy Men (Music Club)

© BPI. Compiled by Gallup for BPI, BBC and Music Week, based on sales.

### Oyston Under Investigation

Miss World Group's takeover of Manchester private Piccadilly Radio is being investigated by the London Stock Exchange's Insider Dealing Group and the Takeover Panel.

This follows allegations by the Sunday Times newspaper into

various deals involving Owen Oyston's Trans World Communications (formerly the Miss World Group) at the time of its Piccadilly bid. The allegations are dismissed by Oyston as inaccurate and "entirely without foundation". □

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MUSIC & MEDIA - October 7, 1989

## BMG/Ariola Is No. 1. Poor Listener Ratings Force SFB Changes

by Volker Schürbach

BMG/Ariola is West Germany's leading record company in terms of both album and singles, according to chart share figures for the three quarters from November 28, 1988, to August 28 this year.

Compiled by Media Control, the figures show that BMG/Ariola, which includes Ariola, Virgin, RCA, Chrysalis (for part

of the period) and independent labels such as Hansa and Coconut placed 79 singles and 82 LPs.

The inclusion of airplay in the compilation of the singles chart, which was introduced in August this year, came too late to be significant in the evaluation of the results. □

West Berlin's public broadcaster Sender Freies Berlin (SFB) is radically restructuring programming on all four of its radio channels following its poor showing in the recent Infotrust market survey.

The station's new Director, Guenter Von Lojewski, says he will split the station's four services into two music and two speech-oriented channels, following the example set by Hamburg's NDR. SFB 1 and 2, both of which carry commercials, will boost their music content to 65% and 70% respectively.

Von Lojewski says that from next spring SFB 1 will target into two music and one oldies channel with a soft MOR/schlager format. SFB 2 will programme more chart-based material to appeal to an audience below 45.

The broadcaster will not specifically target the under 20s because their tastes are "too extreme", according to Von Lojewski. The Infotrust survey shows

### Wonderful World - Again

Louis Armstrong's *What A Wonderful World* (A&M) has entered the West German Top 10, 21 years after its first chart entry. The track is used by motor manufacturers Opel in a current TV advertising campaign and since the spot was launched 115,000 copies of the single have been sold. □

### PolyGram Announces 25 Releases

Cologne - More than 25 new releases were presented to delegates from all over West Germany when the recent annual sales meeting of the PolyGram group held their annual meeting in Bad Honnef, near Cologne.

They included new singles and albums by Elton John, Nina Hagen, Can, Tears For Fears, Dan Reed Network, Max Q, a new Mark Knopfler soundtrack (*Last Exit To Brooklyn*), Curiosity Killed The Cat, All About Eve, Rush, Stephan Eichler, the anti-dm *Make A Difference* compilation and numerous hard rock acts.

Marketing Manager Juergen Wockert said the LPs by ABC, Elton John, Nina Hagen, Tears For Fears, Status Quo, Wet Wet Wet and Kiss are included in a joint marketing campaign between PolyGram Music Vertrieb and 150 retailers.

Other marketing measures noted at the meeting included a deal between Dan Reed and the C&A clothing department store chain. Wockert: "C&A will use Dan Reed's fashion advertisement which is broadcast on the private TV stations RTL, Plus and SAT 1. We are supplying video material" □

### Rockport & MMS Merge

Rockport Records, one of West Germany's leading independent producers, has announced a merger with Media & Music Service (MMS). The Rockport labels Powerline, Energy Lotus, Blubber Lips and Rockport will all now be taken over by MMS, a subsidiary of the Michael Berresheim-owned AVA Records.

Former Rockport Managing Director, Bernd Gruber, now part-owner of MMS, says the new company will continue to operate the Rockport Studio in Offenbach. □

### Chart Share - Singles

Record Company	No. of titles	% Chart share Nov '88 - Aug '89	% Chart share '88 - Aug '89	% Change from same period preceding year
BMG	79	27%	27%	+ 5.25%
PolyGram	74	18.5%	18.5%	+ 1.4%
WEA	39	15.8%	15.8%	+ 4.3%
EMI	59	14.2%	14.2%	+ 1.1%
CBS	34	9.6%	9.6%	- 1.8%
Teldec	26	9.8%	9.8%	+ 0.4%
Interdisc	15	3.2%	3.2%	- 1.5%

The following companies registered a chart share less than 1.5% - Raha/DA Music, Rough Trade, SPV and Koch.

### Chart Share - Albums

Record Company	No. of titles	% Chart share Nov '88 - Aug '89	% Chart share '88 - Aug '89	% Change from same period preceding year
BMG	82	26.9%	26.9%	- 0.5%
PolyGram	61	19.2%	19.2%	+ 5%
WEA	34	10%	10%	+ 5.3%
EMI	45	14.8%	14.8%	- 4.4%
CBS	39	11.7%	11.7%	+ 6%
Teldec	17	3.6%	3.6%	- 0.6%
Interdisc	8	2.1%	2.1%	+ 0.2%

The remaining 2.7% chart share was divided between Dms, EEA, SPV, Rough Trade, Koch, Bellaphon and Raha/DA Music.

Figures compiled by Media Control for Der Musikmarkt & BPW

### SPOTLIGHT

#### 3rd Solo Release For Bukowski

by Robert Lyng

An established performer in his native Austria, EMI is hoping for continued success for the third solo album by singer/songwriter Boris Bukowski.

Bukowski recorded *100 Stunden Am Tag* (EMI 066-791107) in Graz's Magic Sound Studio and Pilot Studio in Munich. The album includes contributions from friends like drummer Curt Cress and guitarist Robert Mussenbichler, who co-founded the Austrian group Magic with Bukowski in the 70s.

As a performer Bukowski has been compared to Lou Reed. *Tag, Meine Liebe Wie Einen Mantel* (Wear My Love Like A Coat), a powerful mid-tempo offering on love and human relationships, is the album's first single. A video for the single



filmed in Vienna's Pi disco by Rudi Dolezal and Hannes Rossacher, is being aired regularly on national TV and Bukowski is currently on a two month Austrian tour.

EMI Austria A&R Manager, Regina Petersell: "The media response was fantastic for his two earlier albums and we are hoping for similar coverage this time" □

Australia 02/970 6066. Austria 0222/587 38 38. B & L Lux 021/425 65 90. Canada 800/454/7777. Denmark 42/117671. Finland 013/23744. France 04867980. Germany 040/2913118. Greece 01/6270206. Hong Kong 3/735 6010. Israel 723/5612376. Italy 031/40294. Japan 03/4770956. Netherlands 04302/49800. Norway 021/11041. Portugal 351/27 65118. Spain 15/640423. Sweden 06748070. Switzerland 01/8214711. UK 0753/888120. USA 201/945/8700.

## Island Takes Over Virgin Megastore

by Emmanuel Legend

Paris - The Virgin Megastore will be taken over for a one-week campaign by Island this month (October 10-18), in what is believed to be the first time a retail outlet has dedicated all in-store promotion to just one label.

In-store concerts will be given by Kevin MacDermott, Webb Wilder, Saïf Keita, Les Garçons Bouchers and Oerlando X, and the Megastore's radio and video system will give extensive airplay

to Island acts. Tickets to U2's two forthcoming shows at Paris' Bercy (capacity 15,000) will only be available at the Megastore.

Some 1,000 copies of special CD and vinyl samplers - with tracks by Womack & Womack, Dino, Paul Rutherford, Tone Loc and Mica Paris - will be given away during the promotion week, as well as 1,400 T-shirts. Posters and stickers will also be available. The Megastore and Island have

jointly bought advertising in the Liberation and Express newspapers to publicise the event.

Sponsored by the private FM radio network Europe 2, the promotion will focus on current Island releases (Melissa Etheridge, Ray Lema, Webb Wilder), plus extensive back catalogue (Bob Marley, Traffic, Free, Robert Plant) and new vinyl and CD (Charlie Couture). Titles not available or hard to find on the

French market will be imported.

The Megastore has made what Jean-Pierre Weiler, Island General Manager, calls an "historic" order for one year: 15,600 CDs, 7,800 MCs and 6,000 LPs.

Weiler: "We are a newly established company on the French market and thought it would be interesting to show the diversity of the label in a retail outlet." □

## SPER Launches New Banned Music Show

by David Starsfield

Programme syndicator and advertising agency SPER is launching a new music show called "Connection" this week (October 9). It will include interviews, competitions and reviews, and will be presented by some of Italy's best music critics, such as Gino Castaldo, Stefano Manucci, Fabrizio Zampa and Carlo Massarini.

Studios in Rome and Milan will link up for the show, 60% of which will be music. Sponsored by Raiders chocolate bar, "Connection" will be syndicated to 80 local

radio stations throughout Italy, with a potential audience of two million.

SPER has declined to reveal the cost of the deal with Raiders. The show will be broadcast every Monday to Saturday at 16.00-16.40 hours. It will be produced by the Padoa-based company Push Pull and directed by Eddi Bernie.

The first series is scheduled to run until March 1990. The only other music programme to be syndicated by SPER is "Rock Café", sponsored by Nescafé. □

## Virgin Showcases Italian Acts

Edoardo Bennato, CCCP, Alberto Solfirini, Elite and Gianni Nocenzi were among the Italian acts who performed at Virgin's international conference at Lake Maggiore recently. The showcases were attended by managing directors and promotion managers from all over Europe, the US, Japan, Canada, Australia and New Zealand.

Virgin Italy's Rossella Leonardi says it was the first time that the

## Pankow's White Vinyl Retailers At US\$ 500

A special limited edition of the new LP by Pankow has been released - printed on white vinyl and packaged between two pieces of top quality marble weighing 7.5 kilos. Retailing at US\$ 500, the 100 numbered albums in the series also feature the band's logo in 18 carat gold, weighing 3.5 grammes.

Independent label Contempo released the LP, *Gisela*,

worldwide on September 18 - along with a bonus album featuring unreleased tracks. International manager Francesco Alaimo says 70 of the 100 have already been sold. He adds that Pankow - Italy's top suppliers of hard-edged dance music - are keen to break the US market, where presale figures for the standard *Gisela LP* have reached 5,000. □

## Lambada Controversy Continues

The CBS hit single *Lambada* has become the subject of two controversies - one involving Polydor over claims of "unfair competition", the other stemming from reports in the French newspaper *Le Monde*.

CBS France is suing Polydor for releasing a cover of the single by a band called Karokka, which entered the French top 50. CBS claims the name of the band, the logo and the visual image on the record sleeve were so close to the original that it could confuse retailers and consumers. The trial will take place in mid-October.

The newspaper controversy is more complicated. It began when *Le Monde* revealed that Chico De Oliveira, the composer of the *Lambada* song, is no other than Olivier Lorsche, who produced the record with Jean Karakos.

Another report claimed that the song was actually composed in 1981 by Ulises Hermosa and his brother Gonzalo. *Le Monde* said

it was published by a company in Bolivia called Lauro, and was a South American hit under the name *Llorando Se Fue*. The paper said it was later recorded in Brazil and sung by Marcia Fréira. Karakos replied to the report by saying that he was cheated by the Brazilian publisher of the song.

According to *Le Monde*, Hermosa and the Bolivian performing rights society have lodged a complaint in West Germany against Karakos and Lorsche's company BM Productions for "illegal appropriation of rights". Hermosa's lawyer says that the two producers have offered the Hermosa brothers US\$ 60,000 to settle the case if fraud is proved.

It is believed that *Lambada* will generate more than Fr 10 million (app. £ 970,000) in France alone for the co-producers and publishers. The song was named the Eurochart Hot 100 Singles at press time. □

## Phonogram Promotes Back Catalogue

Phonogram France has launched two major campaigns to promote back catalogue by Georges Brassens and Serge Gainsbourg.

To mark the 10th anniversary of Brassens' death, a compilation called *Les Copains d'Abord* has been released and is available as a 19-track double LP, MC/CD, or as a 4-track double CD. The title cassette has also been released as a single and is backed by a video featuring old footage, made by Philippe Worms.

The TV marketing campaign

began on September 23 and runs to October 13. It includes 25 TV spots on TF1, 20 on Antenne 2 and 15 on Canal Plus. RTL has allocated 150 radio spots to the campaign in exchange for use of the logo on promotional material.

All of Gainsbourg's recordings (CD/MC) over his 30-year career or as 4-track double CD. The title cassette has also been released as a single and is backed by a video featuring old footage, made by Philippe Worms.

The TV marketing campaign

## Island & Boucherie Sign Deal

Island has signed a three-year licensing deal with one of France's leading independent rock labels, Boucherie Productions. Boucherie was previously distributed by Musidisc.

Island will handle record and sleeve manufacturing for Boucherie, and distribution - in France through its deal with BMG, and via Island's affiliates elsewhere.

Boucherie will retain complete artistic, marketing and promotional control but the two labels will work together in these areas. For example, the band Les Garçons Bouchers will appear at the Virgin Megastore during the Island promotion, and Stella, a Canadian band signed to Boucherie, will be the opening act at Ray Lema's next Paris concert.

Island General Manager, Jean-

Pierre Weiler-Letourneur, says the company's distribution contract with BMG still has six years to run in France and that the new PolyGram deal has not changed the way the label is working.

Weiler: "We are a young company in France and it is interesting for us to be linked with a creative label which is connected with the new generation of French acts. We will leave Boucherie as much autonomy as possible."

Boucherie, founded by Francois Hadji-Lazarro, has been a leader of the indie movement in France. Its roster includes three bands featuring Hadji-Lazarro (Les Garçons Bouchers, Pigalle and Los Carayos), as well as groups such as Parabellum, Roadrunners, Bebedoc and Chihuahua. □

## SPOTLIGHT

### Desireless Breaks Pop Mould

Desireless' long-awaited first album, *Francois* (CBS 465 902), reinforces her style - distinctive vocals over a strong pop beat, with lyrics going beyond the standard pop mould.

Released throughout the Continent on October 3 (the UK release date has not been confirmed), the LP features the single *Qui Sommes Nous*.

Annick Geisler, CBS International Promotion Co-ordinator: "It is an important album and one that Desireless has been working on for a long time - almost two years. At the promotion level the album will be supported by an intensive publicity campaign on several television channels (details not yet known). We are also very pleased with the video clip for the single, which was made by Pierre Prividic. It will be shown exclusively on La



Cinq during the first month of release."

The album was produced by Jean-Michel Rivat, who wrote and composed Desireless' previous hits - *Voyage Voyage* and *John*. *Voyage Voyage* topped the UK charts for three weeks in 1988 and reached no. 17 in the Eurochart Hot 100 Singles.

*Francois* was recorded at ADS Colour in Ivry-Sur-Seine, near Paris, and mixed at the Digital Studios in Pigalle. □



Edoardo Bennato is presented with a double-platinum award for his 'Abbi Dubbi Lupi' (1989), platinum for 'Ok Italia' (1987), a gold disc for the live double LP 'Edoardo' (1987) and silver for his single 'Viva La Mama'. From l. to r.: Richard Branson, Chairman Virgin Group; Bennato; Pope; Luigi Mantovani, MD Virgin Italy.

## Telegatto Awards Announced

PolyGram artist Zucchero has won the Vota La Voto prize for male artist of the year at the 1989 Telegatto awards, which were screened recently on the Berlusconi channel Canale 5.

Other awards were presented to CBS's Anna Osa (female artist of the year), CGD's Pooh (best group) and EMI's Ladri Di Biciclette (best newcomers). Tina Turner was given a special award for a life dedicated to music, and

three-day convention was held in Italy and that the national company used the occasion to present its roster to international colleagues.

The label's international hopes include Edoardo Bennato's *Abbi Dubbi Lupi*, which is set for worldwide release. Gianni Nocenzi's new age product is to be released in Japan on Virgin's classical label.

## SPOTLIGHT

### International Hope For Alice

by David Starsfield

EMI Italy is confident that Alice's new LP, *Il Sole Nella Piegia* (7925204), will exploit her international potential - she is already acclaimed in Italy, West Germany and Switzerland, and the new album should broaden her appeal. Alice's last album, *Melodie Passate*, featured the songs of classical composers but now she has embarked on a new style of music.

Producer Francesco Messina has worked with Alice since 1986 and chose some fine musicians to work on the new LP: Jon Hassell, Steve Jansen and Richard Barberi (Dolphin Brothers), Dave Gregory (XTC), Jan Mайдman (Penguin Cafe Orchestra), Peter Hamill, Paolo Fresu and Kudu Erguner. The result is often haunting, atmospheric music, recorded at the new Conducler Studio in Venice and Logic Studio in Milan.

Most of the writing credits for the new album go to Juri Camisaca. Peter Hamill contributed to the English-language track, *Closer Now And Forever*.

EMI Managing Director



Roberto Citterio says Alice's sophisticated makes for long-term exploitation. Italian promotion will be kept mainly to press interviews and radio airplay. Marketing Manager Franco Cabrini says Alice's up-market style is not appropriate for most TV shows.

Two promotional singles - *Viviani* and *Il Sole Nella Piegia* - have been distributed to radio stations and Alice will embark on a nationwide tour in November. Next year she will tour Europe with promotional support from EMI. □

## Cutbacks Force BRT Ads Rethink

by Marc Maes

The Belgian government's decision to cut funding of the Flemish state broadcaster, BRT, by Bfr 500 million (app. £ 7.8 million) in 1990, is forcing it to look to other sources for income.

The 13% cutback has prompted Cas Goossens, BRT Administrator General, to announce: "We intend to use all financing methods as far as legally possible. Although many companies have already booked up their advertising budgets for next year, I think we can double our income on TV by using sponsored programmes and co-productions with private companies and possibly by accepting commercial advertising on radio."



Tania Tikaram receives a gold award for more than 25,000 sales in Belgium and Luxembourg of 'Ancient Heart'. From l. to r. Tikaram; Ted Sirkim, GM WEA Benelux; and Paul Charles, Tikaram's Mgr.

## Holland Pioneers CD Greetings Cards

by Mark Fuller

CBS Holland expects several European affiliates to follow its launch of the CD Greeting Card Collection (see Extra! September 2). "Belgium and Sweden are already preparing similar projects and they will be joined by many others after the Dutch venture takes off," says CBS Holland Marketing Director Joost Ter Waarbeek.

CBS Holland is introducing an initial range of 30 cards, retailing at Dfl 14.95 (app. £ 4.40) each, in 450 outlets nationwide - 150 are card shops and the rest record stores. A further 12 titles will be launched on January 1, and another 30 next spring.

The overall Dutch greeting card market is worth to Dfl 200 million (app. £ 59 million) annually with deluxe cards, like the CD version, accounting for about 25% of that total.

The cards have been designed by the state broadcasting facilities

Goossens continues: "These new financial limitations are another blow in what has been a difficult year. The launch of VTM, the loss of key personnel and the raising of prices for programmes bought on the international market have all caused problems. We are going to have to look at more ways of generating income and this could mean that the media laws will have to be changed."

But BRT's attempts to attract funds from the private sector are being challenged by the private Flemish TV channel, VTM. At the moment, only VTM is licensed to accept advertising and the channel has warned that any at-

tempts to change the law will meet with strong opposition.

Carlo Gepts, Chief Executive Officer VTM, is rejecting all attempts to re-open talks on state broadcasters being allowed to sell advertising. "When we launched our channel in February, our founders supported us because of the media laws in Flanders. There have been no amendments to these and our 18-year licence is based on them. We will legally fight any moves made by BRT to sell advertising."

VTM has already passed its Bfr 2 million income target for the year and its first six months have exceeded the expectations of the company's backers. □

## S P O T L I G H T

### Human Electrics Charged For Success

by Mark Fuller

Dureco has pulled out all the stops for the Dutch trio Human Electrics' debut album *Under The Stars* (1 50861), which has just been released in the Benelux.

The LP/CD was produced by top US producer Tom Salisbury (Boyz Scaggs, the Pointer Sisters) and has been sponsored by Roland Benelux, which provided samplers and drum machines free of charge in return for credits on the album sleeve.

Roland's US representative Efran Toro, who made the percussion samples for the soundtrack of the film 'Dirty Dancing', also came over to Holland to perform and arrange percussion for the album.

Human Electrics' debut album *Under The Stars* (1 50861), which has just been released in the Benelux.



Dureco Label Manager, Henk Voortman, says the investment in Human Electrics, who joined the record company at the beginning of this year from indie New Nova, runs to several tens of thousands of guilders - high for a new Dutch band.

Marketing will be limited to advertisements in music magazine

## Antler Opens NL Office

The release of the compilation album *The World Of Electronic Body Music* marks the launch of the Dutch subsidiary of Antler, the Belgian independent which also moved in to the UK market earlier this year. The new company, known as Antler Subway Nederland, will be based in Naarden and Sjoen Martens and Ad De Feyster will work together as joint Managing Directors. The Belgian company takes care of all manufacturing but the Dutch will have their own promo division which will concentrate on new talent. □

VIP Records has set up several international deals for the current Baltimore and Glory albums (*There's No Danger On The Roof and Danger Is Their Game*, respectively). The LPs will be released through Link Records in France, Belgium and Holland and Loop Records in the UK, with further deals still being negotiated.

Oor and chart publication Dutch Top 40 Foundation. The band have already done extensive press interviews, including a four-page spread in *Viva* magazine and were recently featured on AVRO's new talent radio show 'Hollandse Glorie'.

However, the fact that Human Electrics' vocalist Hanneke Kappen is a well-known TV presenter for VARA has led to a cool reception from many radio and TV stations. "They are so desperate not to show any form of favouritism to the product that it has limited the airplay given to the first single *Understand*, which was released in May," says Voortman. A second single, *Oh Baby Be Mine*, has just



come out and a third, *Sunshine*, may be released before Christmas. Voortman claims there is interest in the band from Scandinavia and Spain.

Human Electrics have a form of 'new soul music' which is an appealing quality mix of jazz, funk and soul. □

## Wahlberg Leaves Electra

by Chris Fuller

Stockholm - Events at Sweden's troubled Gramofon Electra Gramofon (formerly Mariann Distribution) have taken a new turn with the departure of Ulf Wahlberg, the company's Head Of A&R and in-house producer. Wahlberg has bought the rights to three Electra signings, whom he produced, and has taken them to his own label, the newly-established VIP Records.

Wahlberg now owns the rights to the back catalogue, current and future product of rock bands Baltimore and Glory, and vocalist Monica Tornell. He would not disclose how much he paid for the three acts but says the whole project (including setting up VIP) has cost around Skr 3 million (about £ 290,000).

VIP Records has set up several international deals for the current Baltimore and Glory albums (*There's No Danger On The Roof and Danger Is Their Game*, respectively). The LPs will be released through Link Records in France, Belgium and Holland and Loop Records in the UK, with further deals still being negotiated.

In Scandinavia, VIP product will be distributed by Scandinavian Gramofon (formerly Mariann Distribution).

Commenting on his departure from Electra, Wahlberg says: "There have been a lot of financial problems there since they stopped distributing BMG last

autumn. It was like being on a merry-go-round that never stops. A situation developed which made it impossible to work with any of my artists. I had to leave otherwise all the interest we achieved with Baltimore and Glory at this year's MIDEM would have been lost." □

## Persson Forms NEW Company

Roffe Persson, former Managing Director of EMI Music Publishing in Sweden, has launched a new venture called NEW (Northern Europe & The World) Music. Persson left EMI in July following the company's merger with SBK.

Persson is sole shareholder and President of NEW Music, which he describes as a management, production and publishing company. Initial projects include managing two Stockholm bands, Peter's Pop Squad who are recor-

ding a debut album at Dierks Studios in West Germany, and Virgin Scandinavia signings The Visitors, whose third LP is due in the spring. Both bands are signed to EMI Music Publishing.

On the publishing side, NEW Music represents West Germany's Breeze Music for Northern Europe, including copyrights by rock bands the Scorpions, Accept and UDO. Persson says he is in discussion with other publishers but wants to keep the operation small and personal. □

## Sorensen Goes Platinum

Copenhagen - Danish singer Lis Sorensen has passed platinum status with her fourth solo album *Hjertenes Sang*, which is approaching domestic sales of 125,000 units. The album was released in April and is the first put out by a national artist for



BMG Denmark, which was set up in January. Sorensen has also struck gold in Sweden with the single *Mine Øjne De Skal Se* (25,000 units sold). She is currently touring Denmark and Sweden with her band. □

## SPAIN & PORTUGAL

### TVV - 1st Music Show

A music show, 'Tal Com Show', is to be launched by TV Valencia (TVV) during the independent regional station's first week on air. The 90-minute show will be hosted by Salvador Barber, a well-known journalist and TV personality. Broadcast every Thursday 21.30-23.00 hours, the show will feature live concerts and interviews with local and international artists.

TVV is expected to go ahead with its October 9 launch, despite protests by the public, antenna

equipment manufacturers and Catalonia's TV3 (M&M September 23). TV3 claims to have lost two million viewers when its frequency was allocated to TVV, and now hopes to gain another frequency.

At one stage in the dispute, civil guards were used to seal off repeater facilities illegally used by TV3 to reach the Valencian region. TVV will initially broadcast for 45 hours a week, but plans to double its airtime by February 1990. □

## TeleMadrid Launched

Independent Madrid TV channel TeleMadrid (TM3) was due to begin regular programming last week (October 2) following test transmissions since May 2. The launch has been brought forward by several weeks and it is believed the station is trying to secure an audience before the three national

private channels go on air. The station has slowly increased its transmission hours since May 2, programming a mix of films and sport. □

## G R E E C E

### Greece Launches Album Charts

by John Carr

Popular track from each album issued (there is no real singles market in Greece). The chart shows will be presented by Petros Koutsouli (national) and Michalis Tsalaoutos (international).

The first charts, released on September 21, saw Kaoma's *Lambada LP* and *San Trelio Fortigo* by veteran ballad singer Yannis Parios' at no. 1 in the international and national charts respectively. □

## 2 MDs For EMI Greece

Roberto Citterio, Managing Director of EMI Italy, has been appointed Managing Director EMI Greece as an additional responsibility. Citterio will work with Tony Salter, who also has the title Managing Director EMI Greece and is based in Athens.

Citterio: "I will help Tony to co-ordinate promotional visits by international artists. Greece is a market dominated by local pro-

duct. Our aim is to increase the percentage of international sales (48%) and at the same time, strengthen the links between Italy and Greece."

Meanwhile, Neil Sarsfield, Regional Director EMI Music Greece, Middle East & North Africa has returned to London as Director Licence Development for the Middle East & North Africa.



# CD-Only Retailers Are Thriving

by Chris White

**The soaring sales of CDs throughout Europe has prompted a number of enterprising retailers to specialise in this field by opening CD-only shops. In most Central and Northern European markets, CD-only shops are thriving.**

An exception to this is France, where, in general, the amount of specialised retail outlets is much lower than in the rest of the major European markets.

France has about 3,000 stores selling CDs, of which only 250 are targeted music shops. The rest of the CD market is channelled through supermarkets, hypermarkets and department stores. And although CD unit sales over the first half of 1989 surpass those of LPs (respectively 26 million and 19.4 million), this trend has developed despite the absence of CD-only shops.

In terms of population, Sweden - with 8.5 million inhabitants - is small compared to France (55.7 million). Yet, it can boast 11 CD-only shops from a total of 800 retail outlets. In contrast to France, CD sales have not overtaken that of LPs. Sales over 1988 show CDs to have reached the 2.5 million mark while LPs sold 8 million.

Holland has 10 specialised shops. With 1150 outlets, the Dutch retailing situation is very healthy. Nowhere in Europe is CD penetration as strong. This year, CD formats have increased their share of total turnover to 80%.

Yet, it seems that it is not so much CD penetration that determines the amount of CD-only shops, rather the overall retailing structure. The more specialised retailers there are in a particular market, the more chances there are of finding CD-only shops.

Most shops have good relationships with the record companies; it is still the size of the shop and its importance for the region that determines a company's willingness to invest itself in special in-store campaigns.

Many people quick to catch on in the CD-only area are new to retailing, like Roland Demoo,

owner of Discompact in Brussels. It was his enthusiasm for the quality of CD sound that encouraged him to start his own shop 12 months ago.

"I am a CD fan and I decided to go into business for my own pleasure," says Demoo. "The first year has been very good, probably because we lack any competition and I would say that our customer profile is quite varied. I estimate that 40% of our product is bought by the over-40s, a similar figure is bought by the very young and the remainder is taken up by the all-age group classical market."

The Brussels store stocks a broad range across the entire music spectrum. Demoo: "We do a certain amount of local newspaper advertising supported by in-store and window displays. Our presentations are mainly in-lay cards and are changed regular-



CD shops - the way ahead in retailing (photo supplied by Frejo Soest, Holland)

ly whenever new releases come in. We have a good relationship with the record companies, particularly the majors, and they back us up with promotional material."

Peter Tabernal, of Pro CD in Amsterdam, together with his brother Wouter, opened their CD shop only six months ago. "Neither of us had a retailing background but we both worked as DJs," confesses Tabernal. "We investigated a variety of possibilities for music retailing and decided that CD was right for us. In Holland there is a high penetration of CD players and we feel that the market has a future, particularly when we hear that companies like Deutsche Gramophon are not intending to release any more vinyl."

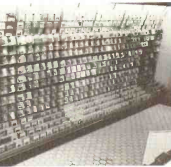
"It has been a good move for us and we are looking forward to the expected competition. We

have heard that one of the big Dutch retail chains might soon be adopting a CD-only policy.

"We stock many kinds of music but we specialise in film soundtracks and original cast recordings. We also heavily promote titles from all over the world. Our relationship with record companies is good although in Holland the point of sale material has to be bought and is not offered free"

An advantage of running a CD-only shop, claims Tabernal, is that theft is not a problem. "Only the CD boxes and in-lay cards are displayed, the actual products themselves are kept safely behind the counter. Sometimes the in-lay cards are stolen but they are cheap and easy to replace."

The Tabernals began their business almost three years after Jaap Van Buchem launched his Compact Disc World in Haarlem,



Holland. Van Buchem, one-time Artist Marketing Manager with CBS during his 17 years at the company, has seen business grow by about 20% every year.

"Initially we did quite a lot of advertising to get the word around about us," says Van Buchem. "Now it is restricted to local newspapers. Although we work closely with the record companies it isn't possible to do many in-store displays, because space is at a premium."

Covent Garden Records, in London's West End, claims to be the oldest CD-only retail outlet in the UK. The two-floor shop stocks more than 8,000 classical titles upstairs and concentrates on selling hardware downstairs.

Owner Howard Woo chose his sight carefully when the store was opened in 1979. "We are right next door to the underground and



only yards away from the Royal Opera House so when we started we knew much of our business would be classical. We sold cassettes and vinyl until the launch of CDs in 1983," remembers Woo. "Six years ago I approached Sony, Philips, Moritz and Toshiba in an attempt to stock their hardware systems but only Sony agreed. Then we sold it on a 30-day approval system so if the customer decided against buying the product he only had to pay £ 25.

"In 1984," says Woo, "we decided to go CD-only and have not regretted it one bit. We sell about 2,000 players annually and have CD sales in excess of £ 1 million a year."

Alto is a seven strong mini-chain in the UK which originally started in 1986 with CD-only shops in Berkhamsted, just north of the capital and in the City of London. Since then it has opened other outlets in Maidstone and Colchester, London's Victoria and Carnaby Street and its seventh branch is now at Heathrow Airport.

Managing Director Steven Grundy: "It was quite a bold step when we began to open a CD-only outlet but we felt that it was the right concept for the 90s. The market for us was rapidly expanding all the time and we have been helped by advertising in consumer magazines such as Q.

"Our policy is to stock everything from chart material through to classical - everything from Madonna to Mozart. We do not stock obscure items but we will order for a customer who wants something that we do not have in the shop. Discounting on certain titles is also an important part of our strategy."

People like the Tabernal brothers and Howard Woo are pioneers in the CD-only retail market but it looks inevitable that they will be joined by many more as manufacturers increasingly cut back on vinyl production. □

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## S I N G L E S     A L B U M S



## SINGLE OF THE WEEK

**The Incredible E.G.O'Reilly**  
The Birth Of Maude - CBS  
By now everyone must have noticed that this is Terence Trent D'Arby. A basically simple record with a highly original tune, recalling the traditional era of Irish folk, is set against a relentless waltz-time beat and a traditional feel, provided by piano and violin. The vocals are all the whole thing is written and produced by the artist. A note on the sleeve warns that "there is no forthcoming album - just this!"

## The Word

Kiss The Ground - *Mothor*  
A dark-edged rock song complete with drumming guitars and real drums from this new Irish four-piece band.

## Cry Before Dawn

Last Of The Sun - *Epic*  
Some clever guitar work on this mid-tempo rock song. Radio-friendly.

## Syd Straw

Future 40's (String Of Pearls) - *Virgin*  
Warm, semi-acoustic material from this promising singer/songwriter. Co-written by REM's Michael Stipe who also joins in on vocals on this beautiful, laid-back and honest record.

## Billy Joel

We Didn't Start The Fire - *CBS*



An up-tempo number with a distinct Randy Newman lyrical approach. A seriously addictive chorus that marks a definite return to form.

## Zenya Hamilton &amp; Tommy Nilsson

Time - *Sony*  
The title song from the new teenage film "Time" is a sentimental but somewhat pompous mainstream duet.

## FM

Somedy (You'll Come Running) - *Epic*  
This is musical and melodic

hard rock; a hook-heavy record with dramatic vocals and no-nonsense guitars.

## Max Q



Max Q is of course Michael Hutchence, lead singer of INXS and Ollie Olson. A serious piece of work with a powerful chorus.

## Clara

Gimme Little Sign - *EMI*  
First-rate Italian Euro-disco. A good bet for the clubs.

## Barry White

Follow That And See - *ABM*  
Characteristic White material. Lots of Philadelphia-style strings and a big production.

## Kate Bush

The Sensual World - *EMI*  
Not as commercial as 1985's *Big Sky* or *Running Up That Hill* but still a powerful, emotional song. Pop music with integrity.

## Sueno Latino

The Latin Dream - *BMG*  
Probably the next big thing from Italy. A hip/house beat with a rumba feel and lots of heavy breathing. Good stuff.

## Roger Christian

Take It From Me - *Island*  
A great debut in a Motown style, very like The Drifters around the time of *Under The Board Walk*.



## ALBUM OF THE WEEK

**Shakatak**  
Turn The Music Up - Polydor  
A fresh and charming LP from the British jazz-funk quintet, full of vitality and love to vie. Their basic formula remains much the same; cool female vocals, funky guitars, jazzy piano riffs and plenty of brass to spice it all up. The main difference is that now the material has more sophisticated tracks like *Back To The Groove* and *Like A Nobody*, the atmospheric *For Give And Forget* and *Alien's Fool*.

## Tina Turner

Foreign Affair - *Capitol*  
With the help of friends like Mark Knopfler, Rupert Hine, Dan Hartmann and Albert Hammond, Turner has made a LP that must rate alongside her best. Perfect AC pop complete with an inspired vocal performance. Try *Steamy Windows*, *You Can't Stop Me Loving You* and *Falling Like Rain*.

## Art Of Noise

Below The Waste - *Polydor*  
Although Art Of Noise's music is often complex it is never "difficult." Some of this LP sounds like music from a 60s film soundtrack and the rest is characteristic quirky pop. A group that have consistently provided something a little different without losing sight of the need for a good tune.

## Nanci Griffith

Stomachs - *MCA*



This outstanding singer/songwriter has delivered a much more basic LP than her previous material. Orchestral accompaniment has been restricted to a minimum and the recordings, produced by Glyn Johns (The Who, The Eagles, Joan Armatrading), were performed live in studio. This provides an immediacy and intimacy that fits perfectly with the artist's warm contemplative folk songs.

## Jaki Graham

From Now On - *EMI*  
The third album by this UK singer is a fashionable soul/disco set, written and produced by a variety of hit-craftsmen. The material is a mixture of dance and ballads, the best being the duet with Phillip Ingram (*I Still Run To You*) and the cover of Brenda Holloway's *Every Little Bit Hurts*.

## Mental As Anything

Cyclone Raymond - *CBS*  
Although the new material generally does not sound as inspired as their previous LPs, this Australian five-piece still make solid, 60s style songs. There are a few strong moments that save the set, such as the vocal harmonising and spiky guitar work on *Baby You're Wild*, *Some Feelings* and *Ours*.

## Bonham

The Disregard Of Timekeeping - *Epic*  
Hard-hitting rock from this promising four-piece. Massed, metal-style vocals are combined with raunchy guitars and roosty rhythms. All this is finished off by a symphonic production by Bob Ezrin (Alice Cooper, Kiss, Peter Gabriel), on a record that is guaranteed to sell.

## Melissa Etheridge

Brave And Crazy - *Island*  
A consistent set of songs that are largely acoustic-based, giving ample space for Etheridge's direct and emotional vocals. The arrangements are modest, tasteful and sympathetic to her rootsy style.

Editor Gary Smith  
Contributors Dieter De  
Bruyn Kops, Diana Mus  
and Maghje Bakker

## radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

## IT'S NO !!

SINGLES  
Tears For Fears Airplay  
Kaoma SalesALBUMS  
Tina Turner Airplay  
Tina Turner 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.

E.G.O'Reilly - The Birth Of Maude  
Max Q - Way Of The World  
Billy Joel - We Didn't Start The Fire

(CBS)  
(Mercury)  
(CBS)

## SURE HITS

Kate Bush - The Sensual World  
FM - Someday  
Sueno Latino - The Latin Dream  
Roger Christian - Take It From Me

(EMI)  
(Epic)  
(BMG)  
(Capitol)

## EURO-CROSSOVERS

Continental records ready to cross-over

Clara - Gimme Little Sign

(EMI)

## EMERGING TALENT

New acts with hot product.

Ruthy - Don't Push It  
The Wonderstuff - Don't Let Me Down, Gently  
Cry Before Dawn - Last Of The Sun  
The Call - Kiss The Ground  
Syd Straw - Future 40's (String Of Pearls)

(MCA)  
(Polydor)  
(Epic)  
(Mothor)  
(Virgin)

## ENCORE

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

Jesus Jones - Bring It On Down  
Pop Will Eat Itself - Very Metal Noise Pollution  
Jesus & Mary Chain - Blues From A Gun  
Bonfire - Hard On Me  
The Call - Let The Day Begin

(Food/Epic)  
(RCA/BMG)  
(Blanco Y Negro)  
(MCA)  
(MCA)

## ALBUMS OF THE WEEK

Shakatak - Turn The Music Up  
Tina Turner - Foreign Affair  
Art Of Noise - Below The Waste  
Nanci Griffith - Storms  
Jaki Graham - From Now On  
Mental As Anything - Cyclone Raymond  
Bonham - The Disregard Of Timekeeping  
Melissa Etheridge - Brave And Crazy

(Polydor)  
(Capitol)  
(Polydor)  
(EMI)  
(EMI)  
(CBS)  
(Epic)  
(Island)

## YESTER HITS

the Eurochart top five from five years ago.

OCTOBER 7 - 1984

## Singles

Stevie Wonder - I Just Called To Say I Love You  
Ray Parker Jr. - Ghost Busters  
George Michael - Careless Whisper  
David Bowie - Blue Jean  
Evelyn Thomas - High Energy

(Motown)  
(Arista)  
(Epic)  
(EMI America)  
(Record Shack)

## Albums

Mike Oldfield - Discovery  
Iron Maiden - Powerslave  
Bob Marley & The Wailers - Legend  
Stevie Wonder - OST - The Woman In Red  
Julio Iglesias - 1100 Bel Air Place

(Virgin)  
(EMI)  
(Island)  
(Motown)  
(CBS)









# The Music Video Boom

## Will UK success be repeated on the Continent?

by Mike Nichols

**Latest statistics confirm the ever-upward trend of music video sales in the UK, but the theme is not repeated throughout Europe. While many companies remain optimistic, potential market development is being held back by numerous barriers on the Continent.**

fast. Major companies like Warner, CBS/Fox and Vestron have already released most of their libraries' stock and there are insufficient new movies being produced to satisfy the demand for feature films on video. However, a few of the larger



Gordon Mackenzie - optimistic about UK future

record companies, like WEA and MCA, have not yet launched their own video labels. When they do, the influx of old and new catalogues will raise the market share of music videos.

The sell-through market is also making in-roads in continental Europe. In France, sales soared to 200,000 units for the first half of 1989, far in excess of the 40,000 figure recorded for the same period last year. In cash terms this represented a jump from Fr 3 million (app. £ 290,000) in 1988 to Fr 16 million (app. £ 1.5 million) by June of this year.

At FNAC, France's largest music retail chain, Manager **Claude Cappuzzo**, says the jump is due to lower prices, increased penetration of video players and catalogue development. Cappuzzo says FNAC's sales of music videos - which represents about 4% of the chain's total sales last year and he expects that to be repeated in the next 12 months. But he adds: "It is still a small market here compared to the UK - we have to do a lot of business before we catch up!"

Meanwhile, Italian distributors have revealed figures showing that

the country's four million VCR owners - one machine for every five households - are beginning to buy music videos. After marketing its catalogue in Italy for only eight months, Marketing Manager **Alberto Crippa** says CBS Music Video (CMV) sold 12,000 units of Bruce Springsteen's 'Video Anthology 1978-88', its best seller. The current fastest seller is Prince's 'LoveSexy', which has sold 8,000 units in the five months since its April release.

Crippa expects the present pattern of growth to continue, but is doubtful that the Italian sales will ever match those in the UK.

Like Italy, Spain is a difficult market to penetrate because of the lack of multiple retail outlets. Until recently, almost all business was rental but now a wholesale structure for getting videos into shops has been introduced and this should improve opportunities for music video sales.

The absence of multiples, along with the mixture of imports and home-produced videos, make it difficult to estimate total sales in Italy, Spain and West Germany. However, **World of Music (WOM)**, which has 11 stores in West Germany and claims to be the country's leading retailer for sell-through videos - says the market is changing so rapidly that accurate figures do not exist.

**"In Europe people see so many videos on TV, that in the end fewer people want to buy them,"**

**Gordon Mackenzie, PMI**

WOM believes West Germany is catching up with the French market and anticipates increasing its shelf space considerably during the next six months. Prince, Pink Floyd and John Lennon's 'Imagine' have proved to be summer favourites; most titles on the national market are UK imports.

In Holland, **Juan Da Silva**, Commercial Director of the **Free Record Shop** which has more than 70 outlets, says: "Sales have grown, but not as fast as I would like and certainly not as fast as we predicted early in the year. We sell

**mv**  
MUSIC VIDEOS

a broad range of titles, with our biggest stores stocking 2,500 titles, 1,500 of which are music videos. But only a small handful, like Springsteen, U2 and Pink Floyd, sell in large numbers.

"The market is quite volatile and what is a good seller one week may do nothing the next. A good example of this is the summer sales of the Pink Floyd video. We were selling up to 400 units a week until their concert in Italy but as soon as that was shown on TV we couldn't sell more than 50 a week and sales have not picked up since."

De Silva continues: "I buy most of our videos from the UK, through Lasgo and Caroline, and because of this it is difficult for us to offer any kind of price reductions. I think that there will still be growth for us in this area, but it may not be very fast until prices come down. I can see no chance of that happening in the short-term!"

The Stockholm-based **Virgin Vision**, a division of Virgin Records, leads the market in sell-

through music videos in Scandinavia over rivals WEA, PolyGram and Sonet. Virgin Vision's Managing Director, **Anne Marie Ekfeldt**, estimates the company will sell around 100,000 units in Sweden in 1989, 10,000 in Norway and 20,000 in Finland. The company is seeking a distributor in Denmark.

Ekfeldt: "The market for music videos across Scandinavia has shown encouraging growth,

**MUSIC VIDEOS**  
continues on page 23 >>

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## SELL - THROUGH MUSIC VIDEO

### MUSIC VIDEOS

continued from page 20 ▶

particularly over the last year? Development within Sweden is hindered, however, by a Skr 15 (app. £1.45) tax imposed on each video which, when added to VAT rate of 23%, makes videos in Sweden among the most expensive in Europe at Skr 149 (app. £14.40).

Gordon Mackenzie: "We are pinning our hopes on two flagships - Iron Maiden's 'Maiden England' and 'Pet Shop Boys Live'. Iron Maiden haven't produced a video for two years and our research shows that as many as 50% of their fans who buy albums also buy their videos."

For distribution, PMI has its own sales force with up to 90% of its stock being sold through

**"We were selling up to 400 units a week of Pink Floyd until their concert in Italy but as soon as it was on TV we couldn't sell more than 50 a week,"**

**Juan Da Silva, Free Record Shop**

Virgin, which has around 150 titles on catalogue, sells through record and department stores and, a new development, bookshops. But around 20% of annual turnover is through mail-order companies such as Melody Line and Stivor & Band.

Virgin's priority release for October is 'The Ultimate Event', a concert featuring Liza Minelli, Frank Sinatra and Sammy Davis Junior.

chains like WH Smith, Our Price and Woolworths. Together they have about 20% of the market share each; 25% is taken up by HMV, Virgin, Boots and Menzies, while 15% belongs to the independent record and video shops.

Mackenzie: "It's these independents who are really able to get behind the product because they have a more intimate relationship with the customer and they are exclusively concerned with selling music. The multiples sometimes seem to see videos as just another avenue for profit and regularly complain about lack of racking space."

WH Smith's Marketing Manager, Tim Forrester, admits there are occasional "conflicts." "Although we might sell more music videos than other multiples, music is not our strongest format. Feature films have to take priority and now and then, so do children's and special interest programmes."

"This year, we have been able to increase the amount of space we can allocate to the music sector in most of our 300 branches but we are rapidly approaching saturation point. In our biggest stores we can rack 2,000 titles but, from what I can gather from the suppliers, that number will need to be doubled by the new year."

"If that is the case, we'll be forced to switch titles round every couple of weeks to make way for the blockbusters, something which will not go down at all well with the newer and less well-known artists. There are independent chains like Hollywood Nites

and Ritz but currently they specialise in movies with much of their business coming from rental rather than sales. It should be in this area that music video companies look for expansion."

In 1985, The Video Collection introduced its first range at the psychologically important price of £ 9.99. It was followed within six months by Channel 5, a joint venture between international property company Heron and PolyGram. Originally, the company operated under two labels - Channel 5 and PolyGram Music Video - but now products sell under the PMV/Channel 5 banner.

Kim Hawson, Head of Marketing at PMV/Channel 5, believes the music video phenomenon is a natural progression from the audio format. "Fans were used to seeing visual images on TV and became good consumers when record companies tried to recoup their high investment in promotional videos. Almost every set will have some sort of compilation tape in the shops at some time or another. "Although sell-through has been successful in the UK for four years, it was actually the Australians who were first off the mark eight years ago."



Kim Hawson - music videos a natural progression from audio formats

Channel 5's hopes for the Christmas boom period include 'The Raw And The Cooked' from Fine Young Cannibals, Swung Out Sister's 'Kaleidoscope World' and new products from Level 42, Lloyd Cole, Tears For Fears, Def Leppard and Pink Floyd.

Through PMV, Channel 5 looks after its own distribution in Europe. PMV Managing Director, Geoff Kempin, believes that distribution is the key to its com-



Geoff Kempin - distribution is key to success

pany's success. "In March of this year, David Fine, PolyGram's International President, decided that video distribution would become a core activity so I set about doing two things. The first was to acquire licences to enable us to release the company's products in Europe and then I had to organise central distribution.

"In terms of product we've picked up Prince's 'LoveSexy' from Palace and the A&M catalogue, plus one-offs like Sinead O'Connor from Chrysalis, who are only just starting off in the UK.

"As far as distribution is concerned, we have a centralised setup in Hanover so that we can co-ordinate simultaneous cross-Europe releases. This hasn't been greeted warmly by exporters like Lasgo and Caroline, who have so far placed virtually all UK pro-

MUSIC VIDEOS  
continues on page 25 ▶

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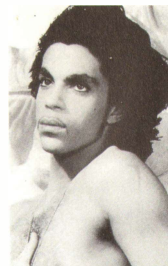
## MUSIC VIDEOS

continued from page 23 ▶

duct with European wholesalers, but it will give us some kind of price control. For example, the Dutch equivalent of the UK's £ 9.99 would be about £ 12.99. Fixing that sort of price could put West Germany, for instance, on the road to being a major video market."

Kempin continues: "We are very keen to be able to release locally as opposed to importing. This will enable countries like Italy, France and West Germany to develop their own repertoire. France has artists like Johnny Hallyday and Mylene Farmer, who, thanks to their country's tradition for film-making, have been able to produce first-class products."

This move could be a decisive factor in determining the number of units sold in France. According to Oliver Montfort, Marketing Director of the Virgin Megastore in Paris, this has already had a substantial effect on the market. Predicted sales figures of £ 15 million for the year are five times higher than 1988.



The cover for Prince's popular 'LoveSexy'

"At the Megastore, 10% of our sales are now videos with around half of that total being music videos," says Montfort. "The biggest selling acts have been U2 and Pink Floyd but just as with records, if an artist is in town, sales go up. We import virtually everything from Lasgo and Caroline."

Unlike most of Europe, France is tuned into SECAM as opposed to the PAL TV standard. This, Kempin believes, presents no problem for PMV now it has its Hanover base. His views are back-

ed up by figures which show his company sold £ 1.2 million worth of product in France during the past nine months compared to Virgin Vision and Channel 5 selling only a fifth of that figure.

"Our sales would be higher if it wasn't for the amount of red tape," Angus Margerison, Deputy Managing Director of Virgin Vision, points out. "In order to sell in a hypermarket we need to have a letter of introduction so that the appropriate body can issue us with an authorisation certificate. This process is then repeated for every shop in the chain."

"We're doing quite well in West Germany, although there are no figures to hand, and it is artists like Genesis, Peter Gabriel and Depeche Mode who are our best sellers. Sam Fox has done quite well in Italy, although as a company we do better in Spain. Our sales figures are three times what they were last year and we expect the total to peak at around £ 100,000."

Between them PMV/Channel 5, PMI and Virgin Vision account for around half of the UK music video sell-through market. Another player is the £ 9.99 price pioneer Video Collection which every now and then creates a ripple with mega-sellers like

Michael Jackson - The Legend Continues which has notched up sales of more than 300,000. At the beginning of 1989 the company introduced a £ 4.99 series with music titles from the likes of Elvis Presley.

A latecomer on the scene is

**"Our old attitude of 'pile them high, sell them cheap' has been modified because of the competition for space,"**  
**Ivor Schlosberg, Pickwick**

CBS Music Video (CMV) which entered the market last Christmas with releases from George Michael ('Faith') and Bros. Since then the company has produced 25 more videos featuring artists such as Terence Trent D'Arby, Gloria Estefan, Leonard Cohen and The The. Before CMV emerged, the label's artists had to rely on CBS/Fox for product release. Early titles like 'Paul Young - The Video Singles' and Meatloaf's 'Bat Out Of Hell' are due out this autumn.

"We had a slow start but our

market share will grow as we keep releasing current and back catalogue. We are now working towards putting out a definitive Michael Jackson collection," says General Manager Gayle Holman.

With WEA having no plans to start a video operation, it was felt to feature film specialists Palace to release Prince's 'LoveSexy' and 'Sign O' The Times' - the latter has so far sold more than 100,000

cent past as well as the present.

Chrysalis' General Manager John Cokell: "We can hardly claim to be a major but work is progressing on a couple of important projects, including a video compilation in conjunction with Smash Hits magazine. We are also pleased to be putting out releases in our own right as opposed to licensing through Pickwick which is how we began."



Pink Floyd - responsible for one of this summer's best-sellers

copies. Other best-sellers include titles by New Order, Talking Heads ('Stop Making Sense') and The Cure ('Starting At The Sea') although Palace General Manager Mike Fello says there will be no more music titles before the end of the year.

Two companies now committed to regular video releases following internal changes in their record divisions are BMG and Chrysalis. Headed up by former PMV executive Adrian Workman, BMG

The Pickwick record label has existed for years, specialising in producing budget compilations of licensed product for the less up-market retail chains like Woolworths. So far their video activities have been limited but this looks set to change, especially with the announcement of next month's priority release - Paul McCartney's 'Put It There'.

With McCartney still recording for EMI it may come as surprise that his video should arrive courtesy of PMI but it was sold to the highest bidder. Pickwick believes the current struggle for retail shelf space means that quality is as important as value for money.

"Our old attitude of 'pile them high, sell them cheap' has been modified because of the competition for space," says Ivor Schlosberg, Chief Executive for Pickwick. An indication that the video rights for 'Put It There' did not come cheap is its retail price in the UK, £ 10.99, the only sell-through of its type costing more than the £ 10 barrier.

Pickwick's concern about lack of retailing space represents the key to success or failure in the music video market. The potential of the medium to sell in ever-increasing quantities is not in doubt but retailers still have to be persuaded that music videos are cost efficient. □

my  
MUSIC VIDEOS

Q. How many hours a day does



play Music Videos?

Answer at bottom of page

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Issue 46

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**Sweet Honey In The Rock**  
*Breaths* (Cooking Vinyl/UK).  
Contact: Cooking Vinyl/Ruth Davey/ tel: 44.19606000/ fax: 9601120  
Sweet soul/gospel music performed live and a capella by these four talented American women. The group, who were formed during the civil rights demonstrations in Washington DC 15 years ago, were recently featured on *A Vision Shared*, the tribute to Woody Guthrie. Licence and sub-publishing free except Spain, Italy and West Germany.

### The Prodigal Sons

*Radio One* (Lux Noise/Switzerland).  
Contact: Lux Noise/Michael Hediger/  
tel: 41.64.22869/ fax: 418008  
Jangly, guitar-based pop rock with a pleasantly naive feel and strong assertive melody. Refreshing, easy-going pop in a Lloyd Cole/Housemartins style. Licence and sub-publishing free for the world except Switzerland.

### Webstrarna

*Kyss Mig Som Ett Stalverk* (Sone/Sweden).  
Contact: Sone/Dag/ tel: 46.8.7670150/  
fax: 7670851  
A wild and uncompromising dance track with a distinctly off-the-wall approach. The title means 'Kiss Me Like A Steel Factory'. A number that could do well on the dance floor. Licence and sub-publishing free except Scandinavia.

### Cut The Q

*Crackdown* (Submission/UK). Contact: Submission/Tim Mould/ tel: 44.332.292667/ fax: 293238  
Hip-hop from the trending north of the UK. This group have proved themselves to be up among the best of the new dance scene makers. Good production by John Crossley. Licence and sub-publishing free except West Germany, the Benelux and France.

### Van Kampen

*Mosi Oa Tanya* (Tomato/Holland).  
Contact: Tomato/Evert Wilbrink/  
tel: 31.20.6622735/ fax: 6629580  
The only vocal track on the *Long Walk Off A Short Pieris* based on a traditional story rearranged by producer Willem Van Kruisdijk. Distribution free for Italy, Belgium, Austria, Greece, UK, Denmark and Finland. Sub-publishing will be available at MIDEM.

Records mentioned on this page are by promising acts which have potential for breaking into the pan-European market. The section is done by the editorial team of Music & Media. Radio & TV programmers wanting to play the material mentioned here should be aware that not all records are necessarily released in every territory. International A&R managers and music publishers on the look out for new deals should contact the original music-publishing 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: Music & Media, Goshy Smith, PO Box 50559, 1007 DR Amsterdam, Holland.

# Talent Tracks

PROMISING ACTS

WORTH WATCHING



## UPDATE

by Gary Smith

The excellent *Dancelot* by Dutch band The Security (Talent Tracks Cassette no. 29) has been picked up by Linx Records in Sweden and now has distribution through EMI for the whole of Scandinavia including Finland. The band, who have just finished a new single *Amunition*, have also had several promising reactions from Greece and the US. They will be appearing at the Berlin Independence Days festival on October 29 and there will be a new album before the end of the year.

Guitar playing duo *Chapter 2* who were featured on cassette no. 30 are presently being chased by major companies in Greece, West Germany and Holland. It seems that their jazz flavoured interpretations of classics such as *Rodgers & Hart's My Funny Valentine* and *Only Love Can Break Your Heart* by Neil Young will be gaining a wider audience in the near future.

### Plastic Bertrand

*Sex Tabou* (ARS/Belgium). Contact: ARS/Patrick Buschotts/ tel: 32.3.2161750/ fax: 2163597

From the company that brought you Hithouse and Technotronic comes the latest single from the original French punk. A fun record with risqué lyrics. Licence and sub-publishing free for the world except Belgium and Holland.

### Invisible Limits

*Golden Dreams* (Pop Factory/West Germany). Contact: Fun Factory/Alise Seitz/ tel: 49.251.788316/ fax: 7801874

Sophisticated, keyboard dominated pop with a very European feel - a sort of Depeche Mode with female vocals. This song will be the first single from the LPA *Conscious State*, due for release in October. Licence and sub-publishing free for most of Europe.

### Lauren Smoken

*Best Of Me* (Loop/France). Contact: Link/Dany Terbeche/ tel: 40.299111/ fax: 4029930

With a voice like Janis Joplin and an album full of good songs it should be only a matter of time before this woman becomes a major star. Licence and sub-publishing free in most territories.

### Walk On Water

*What's The Noise* (Record Station/Sweden). Contact: Record Station/Marie Ledin/ tel: 46.8.7335300/ fax: 294337

A truly unusual record by the normal standards of the Swedish music industry. Moody, powerful and uncompromising with great use of some off-the-wall samples. But with some licences are available if BMG affiliates turn down their option.

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(advertisment)

## PLASTIC BERTRAND

Camouflage will be touring West Germany in October/November and the rest of Europe and the US after that.  
Bruno Stettler of Zurich based label Kill Da



*Chapter 2 - guitar virtuosos on the way up*

Rock reports that the *Stop The Army* CD, featuring tracks from Andreas Wollenweider, Rams and many others, has sold 10,000 copies in two months and is now in the LP top 20. It looks like the anti-consumption sentiments of the recording are shared by many Swiss people. A second compilation is already in production and there will be tracks from Nina Hagen, Carlos Peron (ex-Dello) and East German star Wolf Biermann. The company has also arranged a free concert in front of the Swiss government buildings in Bern on October 21, featuring artists from the CD and Phil Manzanares (ex-Roxy Music). □



FROM THE ALBUM

## Top 10 UK Independent Singles

- |   |                    |
|---|--------------------|
| 1. <i>Personal Jesus</i> (Depeche Mode)             | (Poly)             |
| 2. <i>Regina</i> (Sugarcubes)                       | (One Little India) |
| 3. <i>Waters For A Day</i> (Mind Factory)           | (Virgin)           |
| 4. <i>Every Day I Love The World</i> (Elegance)     | (Popton Eng)       |
| 5. <i>Drama</i> (Erasure)                           | (Poly)             |
| 6. <i>Every Day I Love The World</i> (Mind Factory) | (Poly)             |
| 7. <i>Run 2</i> (New Order)                         | (Factory)          |
| 8. <i>Only A Power In Wholly</i> (Savage Lution)    | (Cap)              |
| 9. <i>Find Out Why</i> (Incap)                      | (Cap)              |

## Top 10 UK Independent LPs

- |  |            |
|--|------------|
| 1. <i>Primal Scream</i> (Primal Scream)      | (Crescent) |
| 2. <i>Stone Roses</i> (Stone Roses)          | (Poly)     |
| 3. <i>Edna Knap</i> (Newt Gosh)              | (Newt)     |
| 4. <i>Quadrance All</i> (James)              | (Laz)      |
| 5. <i>Lazy</i> (Laz)                         | (Laz)      |
| 6. <i>Sound Of Confusion</i> (Primal Scream) | (Primal)   |
| 7. <i>The Good Reasons</i> (John Peel)       | (Poly)     |
| 8. <i>Just High And Rising</i> (Big Life)    | (Big Life) |
| 9. <i>Remedy</i> (Happy Mondays)             | (Factory)  |
| 10. <i>Don't Die</i> (The Flies)             | (MAD)      |

## Going Independent...

by Karen Roloff

Synth-combo Depeche Mode take the top slot this week - not surprising considering the relative position of *Personal Jesus* on the Network chart (no. 15 at press time). Erasure's *Drama* makes an expected high debut at no. 5 ahead of the only other new entry on this week's top 50. *Barging Into The Presence Of God* (4AD) is the debut three-track 12" by Leeds-based the Pale Saints and enters at no. 17. The album chart is certainly more lively as Creation artists *Primal Scream* steal the no. 1 position with *Primal Scream* in its first week of release.

New Order release their hotly anticipated video 'Substance 1899' featuring seven promos, 'Confusion', 'The Perfect Kiss', 'Shell-shock', 'Bizarre Love Triangle', 'True Faith', 'Touched By The Hand Of God' and 'Blue Monday'.

Stone Roses, one of the biggest success stories of 1989, will release a new single for October *What The World Needs Now*. Meanwhile they are currently busy with their first series of live dates in mainland Europe. Ex-Indies The Primitives are to take a break to pursue solo projects after the release of their RCA distributed LP *Pure* in October. To mark this vocalist Tracy Tracy is to release her own single at the end of the year. □

## "PIX"

A.R.S. PRODUCTIONS BELGIUM

TEL: 32.3.216.1750  
FAX: 32.3.216.3597

# Janet Jackson's Rhythm Nation

by Chris White

**A&M Records has launched its biggest marketing campaign of 1989 for the new Janet Jackson album, 'Janet Jackson's Rhythm Nation 1814'**

**A&M is aiming for at least one million sales in Europe, building on the success of its predecessor 'Control' - which sold 300,000 this side of the Atlantic.**

The new album reunites Jackson with the Grammy award winning production team of Jimmy Jam and Terry Lewis, who also produced *Control*. Released in 1986, *Control* sold more than six million copies worldwide. It yielded seven hit singles in the US including *When I Think Of You*, *Nasty*, *What Have You Done For Me Lately*, *Control*, *The Pleasure Principle*, *Funny How Time Flies* and *Let's Wait A While*.

Brian Yates, Director Of Operations A&M Europe: "There are four or five phases to the campaign which will be spread over a long period, beginning with the first single, *Miss You Much*, which was released on August 21 and is available on 7", 12" and CD formats. The album has a black and white theme, and slides and copies of the logo were sent out to the press. At the same time

the 12" version of the single went out to radio dance programmes throughout Europe and also to



major clubs!"

A&M also flew out 52 "key radio programmers" from the UK, West Germany, France, Italy,

the Benelux, Scandinavia, Spain, Switzerland and Greece to California. They attended a special playback of the Jackson album at the Charlie Chaplin Sound stage studio, which is owned by the record company.

In keeping with the visual concept of *Rhythm Nation 1814*, the studio was decorated with black and white drapes. A tele-musical

*Black Cat*. And Jackson turned up to meet the media. "It cost us a pretty dollar," says Yates.

Special embossed envelopes were sent out to the European media and key dealers, and there were also insert cards for *Rhythm Nation 1814* in various trade magazines.

The second phase of the Jackson campaign promotes the September 11 release of the album and includes display material: mobiles, posters and flags. Yates: "Territories like Holland and Italy are doing TV campaigns while others are looking to do the same in the near future.

"We also have the 27-minute tele-musical which cost US\$ 1.5 million to make. It is a concept piece, shot in black and white, and reveals the meaning of 1814 - although the final interpretation is left very much to the viewer. It is one of the best music videos that I have seen for a long time and is being serviced to European television stations selectively - as well as MTV, Music Box and Sky. We are looking for a prime-time viewing slot!" The album shipped more than 200,000 units prior to release. □

## European Promotion For New Ofra Haza LP

by Robert Lyng

**Ofra Haza is now in Europe to help promote her new LP, 'Desert Wind'. The first single is 'Wish Me Luck' and Teldec believes there are three or four more singles on the album.**

In 1988 Ofra Haza scored the second best-selling single in West Germany with *Im Nirvana*. "It not only spent a solid eight weeks at no. 1 in the West German charts, but it was also the winning song at this year's Tokyo Song Festival!" says Teldec Product Manager Lothar Metz.

The single - from her first Teldec LP, *Shaday* - helped to establish ethno-pop as an internationally marketable product. In August 1988, it spent two weeks at the top of the Eurochart Hot 100 Singles. Meanwhile, *Shaday* sold over one million copies world-

wide. Some 100,000 units were sold in the US alone, while in Spain, Italy and Switzerland the album went gold.

It is no wonder, therefore, that Teldec's Warner partners around the world are anxiously awaiting the release of *Desert Wind*. It came out in most of Europe on September 29, with France and Scandinavia following last week. In the US, where *Desert Wind* will appear on the Sire label, and Japan (Warner Pioneer), fans will have to wait until November.

"The people at our partner companies are very enthusiastic about the record!" explains Herd. He adds: "In our opinion the LP contains four or five singles. "Ari! and Joe Mardin, who produced most of the songs, did a special disco-mix of *Wish Me Luck* for the 12" version. We have already tested the maxi-single in discos and with DJs throughout Europe and the UK. The response has been overwhelming!" Dietrich



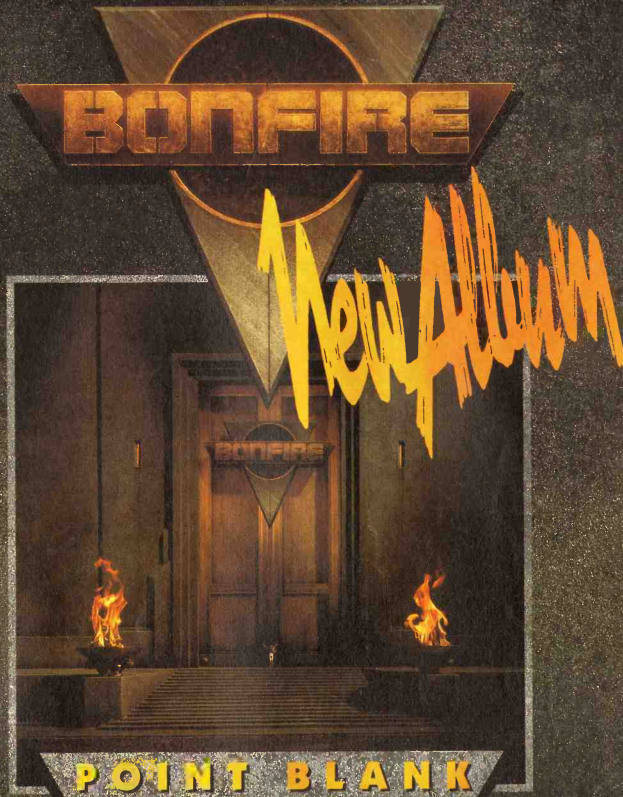
*Desert Wind* shows every sign of being launched then. And we will carry out a print advertising and national poster campaign. The posters are available to all of our partner labels worldwide."

Dietrich says the LP will receive a powerful promotion boost in December. "Two songs from *Desert Wind* and one song from *Shaday* have been included in the soundtrack of the film 'Wild Orchid'. The film will be released in Italy and France in December."

says *Ya Ba Ye* will be the first single in the US.

Lothar Metz says the company is "aggressively acquiring broadcasting time" and that the marketing machine will be in full swing this month. "Ofra came to Europe to promote the album on October 3 and will be here until October 20. She will do a number of big TV shows as well as hundreds of interviews. The video, which was produced in New York, will also be launched then. And we will carry out a print advertising and national poster campaign. The posters are available to all of our partner labels worldwide."

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30. 11. KEMPTEN WÄLTEN  
02. 12. NECKARSULM  
03. 12. AALEN

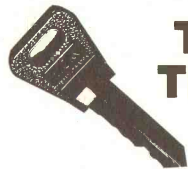
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11. 12. BERLIN  
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# THE KEY OF THE SPANISH MARKET



## THE PROFESSIONAL REVIEW FOR THE MUSIC INDUSTRY AND SHOW BUSINESS

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Send to: Subscription Department Music & Media, Schiedamschen 16, P.O. Box 156555, 1001 DR Amsterdam, The Netherlands.

Having recently cracked the UK charts for the first time ever thanks to the Pet Shop Boys and Losing My Mind, Liza Minnelli gets more success with her album *Results*, out next week. It will include her version of the Boys' *Rent* as well as her much anticipated version of *Tanita Tikaram's Twist In My Sobriety*.

Stock, Aitken & Waterman produce *Sonia* releases *I Can't Forget You*, the follow-up to her UK no. 1 hit *You'll Never Stop Me Loving You*. She is one of the guests on this autumn's Coca-Cola sponsored 'Hitman Roadshow', a countrywide traveling show of SAW acts charpered by Pete Waterman. Other chart successes on the bill include *London Boys*, *Smitta*, *Big Fun*, *Hazel Dean* and *Kylie Minogue*, whose album *Enjoy Yourself* was released on October 2.

Minoque, Sonia and London Boys are also performing along with *Neneh Cherry*, *Marika*, *Soul II Soul*, *Jason Donovan* and *Bros* at the Smash Hits (magazine) Fall Winners party on October 29. Held at Dockland's London Arena the party will be simulcast live by BBC TV and Radio 1. Smash Hits has a circulation of 800,000 and is the UK's ninth

## ROCK OVER EUROPE

highest selling magazine. **BB King** will support *U2* when they play their five Irish dates at Dublin's new venue, The Point, between Christmas and New Year. Aged rockers *Status Quo* return on October 16 with the UK single *Not At All*, a preview of their forthcoming album *Perfect Remedy*.

As *Squeeze* and their turtle crew play their Frank album, there is news of a surprising guest spot by keyboard man *Jools Holland*. He is on the new UK single by dance outfit *D-Mob* who are currently heating US dance floors in a big way with *It's Time To Get Funky*. The new one is *C'Mon Get My Lovin'*.

Level 42's forthcoming single, the one new track on their *Level Best* compilation, will be titled *Take Care Of Yourself*. *Rhythm King* are re-releasing *Zobi La Mouchie* by their French discovery *Les Negresses Vertes*. *Sam Brown's* mum *Vicki* (the wife of 60s British rock *Joe Brown*) has a new album out in Europe on *BMG/RCA* called *Lady Of Time*, UK soul pretender *Geoffrey Williams*, in addition to releasing his new Atlantic album *Prisoner Of Love*, has co-written and pro-

duced *I Was Born This Way* due to be the first single on *Dusty Springfield's* forthcoming LP. *Climie Fisher* have also been invited to the new single *This Waiting Heart*.



Jools Holland - the surprise guest keyboard player on D-Mob's new single.

Former Spider From Mars *Mick Ronson* has been working on more than just *YUI Orta* his new album with *Ian Hunter*. Ronson has also been in Switzerland producing the new album by Dutch outfit *The Fatal Flowers*.

**Chris De Burgh** has another greatest hits album on the way. *A&M* are preparing *Spark To A Flame* as another retrospective containing the new single *This Waiting Heart*.

Two of the men who used to play in *Pride*, who lead singer was *Sade*, are back in the new band *Halo James*. *Christian Sayer* and *Ray St John* carried on with *Pride* until two years ago, then went their separate ways for a while before reuniting for the new single *Wanted* on *Sade's* label. *Eric Surival* in the meantime was helped quite a bit by the fact that *St John* co-wrote some of her early 'solo' songs including *Smooth Operator*.

A 60-minute film of the 1988 tour of South America by *The Mission* - fascinatingly titled 'South America' is out on video this week featuring the band on and off stage in Brazil, Argentina, Uruguay and Paraguay.

**Rock Over Europe** is a service of *Rock Over London Ltd*, which produces the weekly radio UK music show *Rock Over London*, presented by *DI Graham Dene*, for international radio. Contact *ROL* at the Globe Theatre, Shaftesbury Avenue, London W1V 7HD, England. Tel: 1-494513, fax: 1-493537.

## STATION REPORTS

Updated reports and playlists additions from the major radio & TV stations from 16 European countries.

**PP** : Popplay  
**AD** : Additions to the playlist  
**LP** : Lips  
**LP** : Album of the week  
**CL** : Clip  
**ST** : Studio  
**IN** : Interview

### UNITED KINGDOM

**BBC RADIO 1** - London  
**Chris Lyckett** - Sen. Prod.  
**AD** *Belinda Carlisle* - Light On  
**B List**:  
**AD** *Chris De Burgh* - Heart  
Kirsty MacColl - Innocence  
Liza Minnelli - Bombs  
Marika - I Feel  
**LP** *Tears For Fears* - Sowing  
Janet Jackson - Rhythm Nation

**CAPITAL RADIO** - London  
**Richard Park** - Prog. Contr.  
**AD** *Climie Fisher* - Facts Of Love  
Living In A Box - Room  
Surface - Shower Me  
Cliff Richard - Lean On Me  
Double Trouble - Street Tuff  
Chris De Burgh - Heart  
Chaka Khan - I Feel For You

Curiosity K/T Cat - Name  
Billy Joel - We Didn't  
**LP** *Beach Boys* - Cruisin'  
Cuts  
Eurythmics - We Too  
Janet Jackson - Rhythm  
Elton John - Sleeping  
Tina Turner - Foreign Affair  
**GREATER LONDON RADIO** - London  
**Trevor Dinn** - Head Of Music  
**AD** *Tracy Chapman* - Crossroads  
Roger Christian - Take It  
Deacon Blue - Love & Regret  
Eurythmics - Angel

**CHILDREN RADIO & NORTHERN RADIO**  
**Paul Robinson** - Prog. Contr.  
**AD** *Billy Johnson* - Heaven's Here  
Billy Joel - We Didn't  
Chaka Khan - I Feel For You  
**B List**:  
**AD** *Huey & Cry* - Invisibly  
Shakespeare's Sister - Silent  
Tracy Chapman - Crossroads  
Cher - If I Could  
Rolling Stones - Terrifying

**RADIO HALLAM** - Sheffield  
**Dean Peppell** - Head Of Music  
**AD** *Billy Johnson* - Heaven's Here  
Billy Joel - We Didn't  
Bros - Chocolate Box  
Sintia - Mountain  
Shakespeare's Sister - Silent  
Vitamin Z - Burn For You  
Dion - And The Night

**RADIO TROG GROUP**  
**Leo Grant** - Deputy Prog. Dir.  
**AD** *Shakespeare's Sister* - Silent  
Cuts  
Eurythmics - Heaven's Here  
Sintia - Can't Forget You  
Billy Joel - We Didn't  
**B List**:  
**AD** *Tracy Chapman* - Crossroads  
Cry Before Dawn - Last  
Wild Weekend - Ignition  
Dion - And The Night  
Wet Wet Wet - Surrender  
Wonderstuff - Don't Let Me  
Adventures - Washington  
Milli Vanilli - Girl  
Del Amiri - Stone Cold

**RED ROSE RADIO** - Preston/Blackpool  
**Paul Fairburn** - Head Of Music  
**AD** *Bros* - Chocolate Box  
Cry Before Dawn - Last  
Climie Fisher - Facts Of Love  
Billy Joel - We Didn't  
Marmes - Say Goodbye  
Poison - Nothing  
Primitives - Secrets  
Technocrone - Pump Up

**METRO FM** - Newcastle/Giles  
**Squire** - Prog. Contr.  
**AD** *Tracy Chapman* - Crossroads  
Shakespeare's Sister - Silent  
Liza Minnelli - Don't Brose  
Chocolate Box  
Deborah Harry - I Want

**RTL 206** - London  
**Jeff Graham** - Prog. Dir.  
**PP** *Deborah Harry* - I Want  
Holly Johnson - Heaven's Here  
One Nation - Love's Just  
**AD** *Sintia* - Mountain Top  
Sintia - Can't Forget You  
Tracy Chapman - Crossroads  
**LP** *Spandau Ballet* - Heart  
Janet Jackson - Rhythm Nation  
Ian McCallloch - Candeliant

**BRMB** - Birmingham  
**Robin Vail** - Head Of Music  
**AD** *Bros* - Chocolate Box  
Billy Joel - We Didn't  
Beautiful Soul - You Keep  
All About Eve - Road  
Kate Bush - Sensual World  
**B List**:  
**AD** *Holly Johnson* - Heaven's Here  
Hard Son  
Poison - Good Time  
Thompson Twins - Sugar Daddy  
Liza Minnelli - Bombs  
And Why Not - Restless

**RADIO CLYDE** - Glasgow  
**Alex Dickson** - Prog. Dir.  
**AD** *River* - Detectives - Saturday  
Technocrone - Pump Up  
Deborah Harry - I Want  
Tracy Chapman - Crossroads  
**B List**:  
**AD** *All About Eve* - Road  
Oh Well - Oh Well  
Oh Well - Oh Well

© continued on page 32



**RADIO CITY 103 • Gothenburg**  
**Margareta Anderberg • DJ**  
*PP* Tommy Ekman • Hanger  
*AD* Billy Ocean • Licence  
 Cutting Crew • Scattering  
 Johnny Hates Jazz • Turn  
 SOS Band • I'm Still  
 Sarah Morris • Loving  
 Sanna Salomonsen • Kaerlighed  
 The Real Thing • Crime  
 Eurythmics • Don't Ask  
 Climie Fisher • Facts  
 Tracy Chapman • Crossroads

**N O R W A Y**

**RADIO ONE • Oslo**  
**Bjorn Faurlund • DJ**  
*AD* Kaoma • Lambada  
 Johnny Hates Jazz • Turn  
 Magnus Uggla • Jag Mår  
 Black Box • Ride On Time  
 Gloria Estefan • Oye  
 Wankin' Heaven  
 N.Kids O/T Block • Hangin'

**RADIO VEST • Stavanger**  
**Bjarne Tjostheim • Head Of Music**  
*PP* Tracy Chapman • Crossroads  
 Kate Bush • Sensual World  
 Grayson Hugh • Talk It Over  
 Climie Fisher • Facts  
 Dion • King O/T NY Streets  
 Billy Ocean • Licence  
 Holly Johnson • Heaven's Here  
 Poco • Call It Love  
 Anchors Aweigh • Wax  
*LP* Tears For Fears • Sowing

**D E N M A R K**

**DENMARK'S RADIO • Arhus**  
**Leif Wivelsted • Head Of Progr.**  
*LP* Tina Turner • Foreign Affair  
 Gnags • Swing King

**UPTOWN FM • Copenhagen**  
**Niels Pedersen • Head Of Music**  
*PP* Lars HUG • Danseise  
 Tracey Chapman • Crossroads  
 Johnny Hates Jazz • Turn  
 Great Whites • Once Bitten  
 Billy Ocean • Licence  
 Erasure • Drama  
 Melissa Etheridge • Souvenir  
 S.Salomonsen • Kaerlighed  
 Transvision Vamp • Landslide  
 Ziggy Marley • Look Who's  
 Efy/Witlen • Sig Nu Noget  
 Dion • And The Night

**SLR • Slagelse**  
**Michael Hansen • Head Of Music**  
*PP* Johnny Hates Jazz • Turn  
 Sally Dworsky • What Am I  
*AD* Tracy Chapman • Crossroads  
 Sydney Youngblood • If Only  
 Sanna Salomonsen • Kaerlighed  
 Billy Ocean • Licence

**RADIO ROSKILDE • Roskilde**  
**Morten Bune • DJ/Prod.**  
*PP* Eurythmics • Revival  
*PP* Max Q • Way Of The World  
*AD* The 4 Of Us • Drag Geoffrey  
 Williams • Lipstick  
 Sam Sam • Move  
 S.Salomonsen • Kaerlighed  
 Ziggi Marley • Dancing  
 Thompson Twins • Sugar Daddy  
 Edelweiss • Can't Get  
 Aerosmith • Elevator

**AARHUS NAERADIO • Aarhus**  
**Frankie Fever • Head Of Music**  
*AD* Prince • Partyman  
 Joyce Sims

Little River • Band Listen  
 Akasia • One Night  
 B.B.King • Ain't Nobody  
 Kaoma • Lambada  
 Eagles • Hotel California  
 Edelweiss • Edelweiss  
 Slam Slam • Move  
 Transvision Vamp • Landslide  
 Yellow • Blazing  
 Paul Anka • Steel Guitar  
 Rainbirds • Not Exactly  
 Thompson Twins • Sugar Daddy  
 LP Lauren Snounen  
 IN Razz And Trouble

**F I N L A N D**

**DISCOPRESS • Tampere**  
**Pentti Teravainen • Progr. Dir.**  
*AD* Prince • Partyman  
 Black Box • Ride On  
 Starlight • Numero Uno  
 Jason Donovan • Every Day  
 Cliff Richard • I Just Don't

**RADIO ONE • Helsinki**  
**Jay Jay Leskinen • DJ/Prod.**  
*PP* Michael Bolton • Soul  
 Skid Row • 18 And Life  
 Jerry Lee Lewis • Balls  
 Lewis/Quaid • Crazy Arms  
 IN Geoffrey Williams  
 Tina Turner  
 Jim McBride  
 Alyson Williams

**P O R T U G A L**

**RFM Lisbon**  
**Pedro Tojal/Marcos Andre • DJ/Prod**  
*AD* ABC • The Real Thing  
 Curiosity K/T Cat • Name  
 Elton John • Healing  
 Jaki Graham • Better Part  
 Madonna • Cherish  
*PP* New Order • Run 2  
 Prince • Partyman  
 Queen • Invisibile Man  
 Rolling Stones • Rock  
 Tears For Fears • Sowing

**G R E E C E**

**ANTENNA 97.1 FM • Athens**  
**Joseph Avramoglou • DJ/Prod.**  
*PP* Kaoma • Lambada  
 Black Box • Ride On Time  
 Jive Bunny • Swing  
 Janet Jackson • Miss You  
 Prince • Party Man  
 Rolling Stones • Emotions  
 Jason Donovan • Everyday  
 Starlight • Numero Uno  
 Big Fun • Blame It  
*LP* Rolling Stones • Wheels

**WIGR JERONIMO GROOVY • Athens**  
**Andrew Papadopoulos • DJ**  
*PP* Miles Jaye • Heaven  
 Richard Marx • Satisfied  
 Soul II Soul • Back To Life  
 L.L.Cool J • Type Of Guy  
*AD* Heavy D • We're Gonna Do  
 Skipworth/Turner • Cash  
 Gladys Knight • Licence  
 Prince • Batman  
 Donna Allen • Joy  
 Adera • Respect  
 Guy • I Like  
 Soul II Soul • Keep On  
 Love & Rockets • So Alive  
 Surface • Closer  
*TP* Prince • Partyman  
 Joyce Sims

**E U R O P E**  
**BBC WORLDSERVICE/BBC 648 • London**  
*TP* Erasure • Drama  
 Beautiful South • Keep It  
 Elton John • Sleeping  
 Tina Turner • Foreign Affair  
 Janet Jackson • Rhythm Nation

**Cable Programmes**



**ST** Max Q • Way Of The World  
 Technomic • Pump Up  
 Gloria Estefan • Can't Stay  
 Living I/A Box • Room  
 Curiosity K/T Cat • Name  
 Milli Vanilli • Girl  
 Tears For Fears • Sowing  
 Melissa Etheridge • Souvenirs  
 Gloria Estefan • Oye  
 Paula Abdul • Straight Up



**MTV**  
**Powerplug:**  
*CL* Aerosmith • Elevator



**CL** D.A.D. • Rim Of Hell  
 The The • Gravitate  
 Gloria Estefan • Oye  
 Spandau Ballet • Be Free  
 Madonna • Cherish  
 FYC • Don't Look Back  
 Tears For Fears • Sowing  
 Carmel • Tombe  
 Aerosmith • Elevator  
 Underworld • Stand Up



**CL** S-Express • Mantra  
 Gloria Estefan • Oye  
 Janet Jackson • Miss You  
 Aerosmith • Elevator  
 Michael Jackson • Liberian  
 The Cure • Lovesong  
 Prince • Partyman  
 Sidney Youngblood • If Only  
 Depeche Mode • Jesus  
 Technomic • Pump Up  
 Madonna • Cherish  
 Kaoma • Lambada

**T V P r o g r a m m e s**

**UNITED KINGDOM**  
 Top Of The Pops  
 Paul O'Ni • Prod  
*CL* Sydney Youngblood • If Only  
 Kate Bush • Sensual World  
 Beautiful South • You Keep  
 Technomic • Pump Up

Wet Wet Wet • Surrender  
 Erasure • Drama  
 Gloria Estefan • Oye  
 Black Box • Ride On Time  
 Kuryn White • Rencoreous  
 Sinitta • Mountain Top

**GERMANY**  
**ARD • Formel Eins**  
**Andreas Thiesmeyer • Prod.**  
*CL* Technomic • Pump Up  
 The Cure • Love Song  
 Jason Donovan • Every Day  
 Honey 69 • French Kiss  
 Jerry Lee Lewis • Balls  
 Expose • What You Don't Know  
 Elton John • Healing  
 Climie Fisher • Facts  
 Big Fun • Blame It

**BR • Clip Tic**  
**Juergen Barco • Prod.**  
*ST* Gavin Friday/Mian Seltzer  
 Erasure • Drama

**HOLLAND**  
**VERONICA • Countdown**  
**Rob de Boer • Prod.**  
*ST* Jason Donovan • Every Day  
 Maarten Peeters • Way Of  
 Milli Vanilli

**VERONICA • De Top 40**  
**Rob de Boer • Prod.**  
*CL* Richard Marx • Night Here  
 Sydney Youngblood • If Only  
 Milli Vanilli • Girl  
 Gloria Estefan • Oye  
 Alice Cooper • Poison  
 Aerosmith • Elevator  
 Tina Turner • The Best  
 Tears For Fears • Sowing  
 Lambada • Kaoma

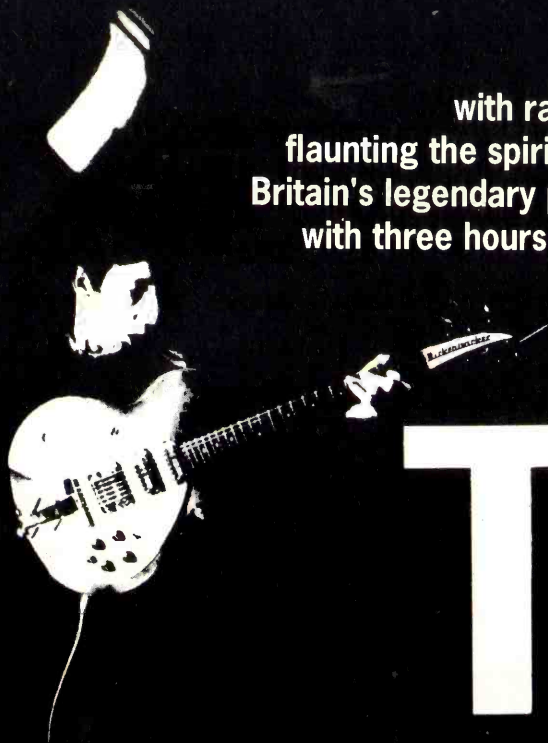
**BELGIUM**  
**THE MUSIC HOUSE**  
**Jos van Oosterwijk • Prod.**  
*CL* Gloria Estefan • Oye  
 B 52 • Channel Z  
 Marika • Toy Soldiers  
 Blackbox • Ride  
 Richard Marx • Night Here  
 Joe Smooth • Promised  
 Sugar Hill Gang • Rappers  
 Sandra Kim • Malaguena

**SPAIN**  
**FM-2 Diego**  
**A. Manrique • Prod.**  
*CL* Les Negresses Vertes  
 The Lightning Seeds

**FINLAND**  
**JUKEBOX CHART SHOW**  
**Jouko Konttinen • Prod.**  
*CL* Lapinlahden • Emma  
 Tina Turner • The Best  
 Clifferters • Elektiela  
 Bangles • Eternal Flame  
 Queen • Breakthru  
 Avo Heiskanen • Antakaa  
 Sleepy Sleepers • Turtti  
 Bon Jovi • I'll Be There  
 Tom Petty • I Won't Back  
*TP* Tears For Fears • Sowing

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# The who



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1964 - 1989**

←-----→  
**"TOMMY"**