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Volume 6
Issue 17
April 29
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The European
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THE SOUND OF TOMORROW...



AT THE SUNSET MARQUIS HOTEL AND VILLAS

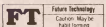
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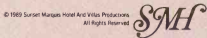
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MUSIC & MEDIA

Volume 6
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The European
Music &
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France's Canal Plus Bids For Spanish TV

by Jacqueline Facort

Paris - French cable TV company Canal Plus has announced that it will be involved in a bid for one of the three private TV channels due to go on air in Spain next year.

Canal Plus has taken the maximum stake allowed by a foreign company, 25%. The Spanish group Prisa, which publishes Spain's leading daily newspaper El Pais, has also bought a 25% interest in the project and several Spanish banks and private investors are also involved.

Canal Plus is investing an initial Pta 1 billion with a further Pta 3 billion to follow if the bid is given the go-ahead by the Spanish government.

According to a Canal Plus spokesperson, the new channel will take the Canal Plus name and the Canal Plus concept - 365 films annually, music clips, sports

and childrens' programmes, plus limited advertising. Canal Plus has had previous TV involvement in Spain as a shareholder with the Channel 10 satellite service which went into liquidation. The spokesperson said: "Channel 10 did not work because there were no programmes and no commercial structure." □

Euro Rock Awards At IM&MC

Amsterdam - The global 'Rock Over Europe' telecast from IM&MC, co-produced by BETA, Veronica, Super Channel and teams from Scandinavia, Spain and the US.

Special events at the IM&MC include a concert in celebration of the 50th anniversary of the jazz label Blue Note, an appeal for the Rainforest Foundation by Sting and special presentations from the Spanish radio network SER, US syndicator Westwood One, Swedish Music Information Centre, Dutch copyright body BUMA/STEMRA and the CMA.

For full details and profiles on some of IM&MC's key speakers, turn to our IM&MC SPECIAL, pages 39-46. □

Eurochart On Super

Music & Media's Coca-Cola Eurochart Hot 100 has made its first appearance on Super Channel. The pan-European broadcaster will run the show three times a week, initially until the end of December.

The Coca-Cola Euro-

chart Hot 100, which was first aired on Sky Channel, has "attracted a big following over the years and marks an important addition to our programming," says Janet Greco, Super Channel's Head of Publicity.

The 52-minute programme is produced in Holland by Rob De Boer Productions. As well as the chart itself, the Eurochart show features artist interviews and stars introducing their own clips. William Lynn, Vice President Coca-Cola said: "We are confident this show will fulfil the growing demand for high quality European youth music programming." The show has a potential audience of 40 million. □



Cross Talk - Howard Jones discusses his new WEALP 'Cross Talk' line with MTV Europe presenter Steve Blane.

(advertisement)

FYC

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THE NEW SINGLE

GOOD THING

FROM THE ALBUM "THE RAW AND THE COOKED"

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RECORDING
STUDIOS
DENMARK

Stand No. 5 at IM&MC, that's who

CONTENTS

WEA's Tony McGuinness Talks About Marketing 8

He once marketed cream crackers, now he markets Simply Red

West Germany's Private TVs Increase Turnover By 300% 12

RTL Plus leads the pack

France's Antenne 2 & FR3 Keep Advertising 15

The funding debate is settled

Rossi Close To Outselling Madonna 16

His new LP for EMI Italy has reached up sales of 400,000

Stig Anderson Revives Polar Music 20

ABBA's old record company is back in action

IM&MC Special

IM&MC

39-46

A Taste Of What's To Come, Ed Buckles At The Microphone, Performance Rights & Wrong, Artist Exploitation - How Far Should It Go? Music - The Greatest Growth Industry In The World, Music TV In The '90s - Jane Szece-Porter, Paul Burger - Marketing The Music

Hot Releases 48

Release Schedules Heat Up For Summer

An EMR publication in partnership with

Billboard



READ ALL ABOUT IT

A decision on who would win the TDFI transponders in France was still being postponed at press time but the CSA did admit that Euro-music was a hot contender for one of the five channels. The allocation was originally planned for the first week in April.

★ ★ ★
BBC Radio 2's Network Programme Editor David Vercoe is more concerned with maintaining credibility with the record industry than with trying to play the music their listeners want. He was speaking at the recent UK Music Radio Conference in London.

★ ★ ★
VTM, the very successful new commercial broadcaster in Belgium, has won exclusive rights to broadcast a Flemish version of Holland's popular "Soundmix Show". The show is hosted in Holland by Henrie Huisman. The Belgian host has not been decided yet but the first sessions will be recorded in June.

★ ★ ★
Pirate radio ship Laser 558 could be back on air shortly. The station is said to have the backing of a consortium of UK radio companies and to have recruited three top DJs for its 24-hour dance music format. The ship, the "Communicator", has two powerful 25,000 watt MW transmitters on board and three specialty hit studios.

★ ★ ★
NRJ has announced a net profit of Fif 65 million for 1988 - an increase of 107% over 1987. And Europe 2 continues its growth by adding a new station in Toulouse with Jean-Pierre Aulax as manager.

★ ★ ★
Chemical laboratory, Pierre Fabre, which already owns 25.5% of Sud Radio, has taken a 15% share in Aloette FM, one of the most powerful independent FM stations in Brittany.

★ ★ ★
Four FM radio stations in the Yvelines and Eure region of France have been temporarily closed by the CSA for various technical offences. Val FM for not broadcasting, Radio Mercure for excessive power, Degegne FM for broadcasting Kiss FM programmes, and Skyrock Beauvais for excessive power and for broadcasting Fun FM programmes.

★ ★ ★

A.D.

Lor-Disc Manufactures Double-Sided CD

by Machiel Bakker

Although the CD is superior to the album in all respects, it has one disadvantage: it is only playable on one side - so far. According to French CD manufacturer Lor-Disc, the double-sided CD has a fair chance of becoming the new configuration for the 90s.

Lor-Disc has pressed a limited edition of six double-sided CDs of live recordings of Wagner's *The Ring* for the Italian classical label Hunt. Although the CDs are just stuck together manually (with a numbered label in the centre of each side), Lor-Disc is currently working on an

automatic device for joining CDs together.

According to Hunt's Managing Director Nicolas Velissiotis, the release is just an experiment at the moment but he expects the new format to be operational next year.

"We're only using 10% of the CD offers us. This is one application that is offering the consumers more value for money." In the UK, the CD package - distributed by Target Records - is on sale for £ 100.

European CD manufacturer PDO in Holland dismisses the

double-sided CD as a "non-item" which does not comply with internationally agreed specifications.

"A very bad and impractical idea," says Han Tendeloo, Applications Manager at PDO. "It will not be compatible with a lot of CD players, and there will be a much higher percentage of natural wastage. And this will cause the price to rise. If a consumer wants to play two CDs - or more - then the CD-changers that are currently on the market are a much better solution." □

Waterman Initiates Hillsborough Single

by Diana Musu

London - Two years after Ferry Aid, Stock, Aitken & Waterman are behind the controls of another charity record, this time for the victims of the tragedy at Hillsborough football stadium in Sheffield.

May 2 will see the release of *Ferry Across The Mersey*, originally a hit for Gerry & The Pacemakers in 1964. Performing the song are Paul McCartney, Gerry Marsden (from Gerry & The Pacemakers), the Christians and Holly Johnson, all Liverpoolians. It is believed that Pete Waterman, who organised the

whole project, had many offers from other artists but he wanted to make it a strictly Liverpoolian affair. Waterman has a show on Radio City in Liverpool.

Most of the profits will go to relatives of the Hillsborough victims while the rest will be used to help improve other stadiums. □

RADIO RAP The Computerised Playlist

More and more European radio stations are starting to use a computer for the compilation of their playlists. This can get rid of a lot of time-consuming paperwork and it gives the DJ more opportunity to concentrate on presentation.

A station that is taking this to the extreme is Sky Radio in Holland; no DJs, just a computer making a random choice out of these categories, there are certain limitations - for instance, after the up-tempo track, another up-tempo one is taboo.

And two 'down' tracks are never played one after the other.

In this way, a playlist can be produced for two weeks although 'The Manager': "No, you can make it be whatever you want. We feed the computer with several categories like tempo, mood, type, single/duo or group, English or non-English lyrics,



By Machiel Bakker

mas & The Papas' *California Dreamin'*, The Kinks' *Sunny Afternoon* or Bobby Goldsboro's *Summer The First Time*."

Each record falls either in the A, B or C category. 'A' hits are played once every four hours, 'B' every five-and-a-half hours and 'C' every eight-and-a-half hours. The station also works with the 'Classic Gold' category, the well-known hits from the past like *Yesterday* or *Nights In White Satin*; these are played three to four times a week.

"Our format is Mel-broad Adult Contemporary," says Lathouwers. "The calm hits for people in the age bracket of 25-40. That means you can start with for instance Dusty Springfield's *Nothing Has Been Proved* followed by Buffalo Springfield's *Expecting To Fly* and Roy Orbison's *You Got It*." □

(advertisement)

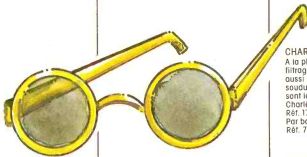
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AMERICAN RADIO HISTORY

EUROCLIPS

The most aired music video clips throughout Europe in the week prior to publication. It includes more than 50 video-trip programmes and other to-be-shown jury-siting videos from 14 European countries.

VIDEO FAVOURITE

★ **Madonna**
Like A Prayer (Pezco)

VIDEO HITS

- Simple Minds**
This Is Your Land (vid)
- Roxette**
The Look (vid)
- The Cure**
Lullaby (MGM)
- The Bangles**
Eternal Flame (MGM)
- Jason Donovan**
Too Many Broken Hearts (Shon Stars)
- Wendy & Lisa**
Lolly Lolly (vid)
- Paula Abdul**
Straight Up (Paragrade Films)
- Roy Orbison**
She's A Mystery To Me (Paragrade Films)
- U2**
When Love Comes To Town (Hedge Film)
- Guns N' Roses**
Paradise City (Paragrade Film)

WELL AIRD

- Donna Summer**
The Time Know It's For Real (M)
- Los Red**
Dirty Boulevard (Not Red)
- Gloria Estefan**
Anything For You (AWG)
- Depeche Mode**
Everything Counts (Pezco/As)
- Tanita Tikaram**
World Outside Your Window (vid)
- Simple Minds**
Ballist Chik (vid)
- The The**
The Sirens Generation (MGM)
- Holly Johnson**
Americano (Hum Cap)

MEDIUM ROTATION

- Bananarama**
Help (vid)
- Living In A Box**
Bow The House Down (H-Ocean)
- Simply Red**
If You Don't Know Me By Now (vid)
- Fine Young Cannibals**
She Drives Me Crazy (Promo Palace)
- Rayonade Girls**
I'd Rather Jack (AWG)
- Rachford**
Family Man (M-Globe)
- Bon Jovi**
I'll Be There For You (Not Red)
- The Cult**
Fire Woman (Not Red)

FIRST SHOWINGS

- De La Soul**
Me, Myself & I (Shon Stars)
- Jody Watley**
Real Love (Paragrade)
- Transvision Vamp**
Baby I Don't Care (vid)

New Music Programmes At MIP

by Jon Henley

A 78-minute documentary featuring Boris Grebenshikov, the Soviet rock star who last year signed worldwide with CBS in New York, is one of the new music programmes on offer from international production companies and distributors at the MIP-TV trade fair in Cannes this week (April 21-27).

The film is distributed by Granada International, which also has worldwide TV and video rights to two Doors specials. Head of TV Sales, Stephanie Neville, "The Doors In Europe" and "The Open Doors" both contain exclusive footage never released before. We expect plenty of interest for both them and the Soviet feature."

London-based PMI is concentrating on its world music series 'Big World Café' which has already attracted considerable attention (see Music & Media issue 16). The company is also present-

ing two new live concert videos: The Temptations at the Hammer-smith Odeon in 1988 and Brother Beyond, filmed during their recent UK tour.

Radio Vision International (RVI) has "two or three big live projects" which would be finalised at MIP-TV. RVI also said it expected to be heavily involved in last-minute negotiations for the Elton John concert in Verona on April 26, for which it has worldwide rights.

Virgin Vision is offering a string of premier concerts including Bryan Ferry's 1988 world tour, Depeche Mode at the Rose Bowl in Pasadena, Belinda Carlisle, T'Pau and The Pogues. And UK production company Music Box is presenting eight different weekly programmes and over 200 specials.

The company's major new specials include 'Transmission', a showcase featuring UK indepen-

dent artists, 'The Global Chart', which runs through top-selling artists from around the world, and a co-production called 'Sounds Of The Russian Underground'.

VIDEO NEWS Innocents

One of the most successful directors at the moment is MGM's Tim Pope, who used to work for GLO. He is responsible for three videos in this week's Euroclips: **The Bangles' Eternal Flame**; **The The's Beaten Generation**; and the brilliant, (and expensive - £80,000) promo **The Cure's Lullaby**. Lisa Bryer is Pope's permanent producer. The best promo on European TV is still **Madonna's Like A Prayer**.

PMI has released a longform called 6 x 3, which features the clips of **Duran Duran's** six latest singles including: **Notorious**, **Skin Trade**, **All She Wants Is** and the current single, **Do You Believe In Shame**. The directors were Peter Kagen, Dean Chamberlain, The Molotov Brothers and Chen Kaige.



The cover of Mute Film's video for Erasure, 'Innocents'.

Mute Film has released a longform of Erasure called **Innocents**, a live concert shot in November last year by David Croft at the NEC in Birmingham. The video shows the duo performing their greatest hits including **Chains Of Love**, **Stop!** and **Sometimes**. Virgin Music Video is responsible for the distribution.

Another interesting longform released by Virgin Music Video is of the reunion concert by punk band **Stiff Little Fingers**, called **See You Up There!** The film was shot at London's Brixton Academy in March 1988.

EC Ruling On TV

The EC has finally agreed on a convention which will govern cross-border television following derogation of broadcasting in 1992. Broadcasters are free to transmit programmes across national borders provided they observe minimum advertising and moral standards and that they carry a majority of EC-originated material wherever possible.

West Germany and Denmark expressed resentment at the fact

that national broadcasting is to be governed by the EC while Belgium wanted a levy on foreign television shows.

But all objections were overruled by a majority of the EC members although Denmark has said it will not respect the regulations. The convention will now go before the European parliament for ratification, probably within the next few weeks.

M O V I E S

Media: Sky Television has appointed Mark Wilson as Gen. Mgr. of its Amsterdam office.

The new Radio-France Dir: Information is Ivan Leve; he replaces Michael Meyer.

SMS has appointed Alain Hétu as Sales & Mark Mgr. (UK).

Jose Fernandez Delgado has been named Dep. Dir.

Radio Madrid and Lala Barranco is Dir. Radio Corazon.

Klaus Kogler has been re-elected as Chairman Media Board Bavarian State Media Authority.

Héinz Fellbauer has stepped down as Gen.

Dir. of Cologne-based DeutscheWelle, his successor is **Friedhelm Ost**.

Industry: M&M has appointed **Jane Van Den Ende** as its UK Marketing & Sales Exec; Van Den Ende previously worked for Virgin, CBS and Carrere.

★ Peter Reichardt, ex-MD SBK Songs UK, is the new MD EMU Music Publ. UK.

★ Peter Price has been appointed MD A&R Mgr. at Polydor Holland, filling the vacancy left by Frank Records Europe.

★ Wisse, the new GM of PolyGram Music Publ. Holland.

★

pointed **Special Mark**. Mgr. Polydor Belgium; he is replaced by **Steve Boone**.

★ Peter Cornish MD of Lorram Music in London has now joined Complete Music as GM & Head Of Business Affairs.

★ Marc Thonon Prom. Virgin Benelux has been appointed Artistic Dir. with Editions Virgin Musique in France.

★ Paul Brinks is the new A&R Mgr. at Polydor Holland, filling the vacancy left by Frank Records Europe.

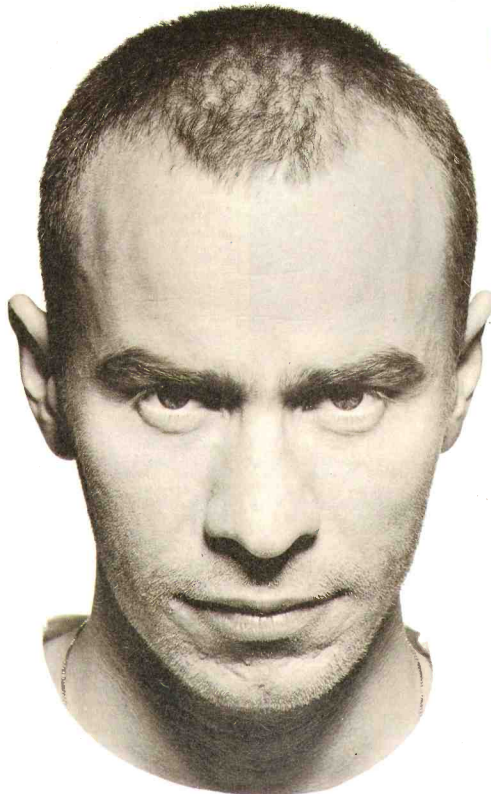
★ Wisse, the new GM of PolyGram Music Publ. Holland.

★

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THE BEAT(en)-GENERATION



WEA's Tony McGuinness Talks About Marketing

by Mike Nicholls

London - For a man who has only been in the record industry for a year, Tony McGuinness has a remarkable amount of influence. McGuinness is Marketing Manager for WEA's UK roster, which includes Simply Red, Aztec Camera, Echo & The Bunnymen, The Jesus & Mary Chain and Everything But The Girl.

This time last year, McGuinness was working for the advertising agency Boase, Massimi & Pollitt (BMP), his accounts included Sony, Hellmann's mayonnaise, Jacobs cream crackers and Mazola corn oil.

After the amount of effort put into the marketing of these sorts of objects by the advertising industry, McGuinness was amazed at how little thought appeared to be going into promoting an artist:

"When I was at BMP we used to try and establish the personality of a product as if it were an actual human being."

"So a Jacobs cream cracker, for example, was identified as an old, mature, cultured English gentleman. The music business, on the other hand, takes something which is living and reduces it to a bit of tape and vinyl."

"Someone like Tanita Tikaram hardly needs any packaging at all because her music and appearance almost speak for themselves. Everything But The Girl needed bringing out a little more so I got Ben Watt to write about himself. The result was very pretentious but also very thing!"

McGuinness' most extensive project to date has been the current Simply Red campaign. "We started off by researching exactly



Tony McGuinness

who was buying their records. Rather than being the 18-30 age group, we discovered that Simply Red fans are mainly album buyers aged between 20-40.

"Only two singles from the previous album were hits so clearly something had to be done about the marketing of the ones from the new album. The research also revealed that, in visual terms, Mick Hucknall is the essence of Simply Red - but not as Mick Hucknall. His voice transcends that. I mean, he's not Jason Donovan!"

"So the band have to be marketed through him but without promoting him as a face. So what we did was just put him on the front and back (the rest of the band are only to be found on the inner sleeve) with his features obscured by his hair. The photographs were taken by Juergen Teller. In order to associate the singles with the album we will use similar pictures for all the singles from the album, posters, adverts and so on."

McGuinness decided to cast Hucknall in the role of classic chanteur and package the singles to look like old 78s. "It took a lot

of effort to find someone who could produce the right thing but I think it's been worth it. Both *It's Only Love* and *If You Don't Know Me By Now* were released in a limited edition of 5000 and took the singles into the upper reaches of the chart."

For Simply Red fans of a more hi-tech frame of mind, both singles were released as 3" CDs with extra tracks and in special swivel packs which made good counter and shelf displays in shops. The album, *A New Flame*, was released on Valentine's Day - media folk received their copies in a box tied with pink ribbon.

All this only accounted for a small part of the £150,000 campaign allocated to the LP and first single, *It's Only Love*. There were also full page advertisements in life style magazines (Q, The Face, Sky and Blitz), national newspapers (The Independent, Guardian, Observer, Today and Sunday Times) and trade magazines including Music Week and Music & Media. This was all in the first week of release and *A New Flame* entered the charts at no. 1 where it stayed for five weeks.

The following week saw a co-operative advertising campaign with *Our Price* which cost WEA £60,000. *Our Price* also handed out one million carrier bags featuring the album sleeve. The campaign will probably continue, via future single releases, until Christmas.

Simply Red's last album *Men And Women*, sold 660,000 copies in the UK. So far *A New Flame* has shipped around half-a-million. □

(advertainment)

PMV Launches New Initiative

Chris Johnson, Head Of Production at PolyGram Music Video (PMV), has set up a new venture called Control which will make music-oriented programming with an emphasis on breaking new creative talent. The company aims to make both pop promos and television programmes. Johnson retains his position at PMV, which will fund the initiative.

Johnson is keen to recruit relatively unknown directors and says that Control will set as a "breeding ground" for new talent which he believes will help break the mould of current music programming. Among those already signed to Control are director Dominic Allan and Howard Wolfenden and Rick Elgood.

Johnson was formerly head of Polydor's video department and clips he has commissioned include promos for Tom Jones, Art Of Noise and Siouxsie & The Banshees. □



New on air... Great North Radio's team of preservers, from 1 to 9, top to bottom: Paul Baldwin, Roger Kennedy, Ray Daniels, Freddie Allen, Tony Adams, Steve Tong, Cameron Smith.

New Radios Cannot Be Sold

The IBA has ruled that new IR franchises cannot be sold until two years after they are granted, or until three months after the formation of the new UK Radio Authority.

The decision was originally included in the IBA's specifications for its new community station franchises to prevent these "becoming pawns in a commercial game," says Stuart Patterson of the IBA.

The IBA has now extended the

ban to cover all new IR franchises because it "recognised that all new stations can be vulnerable, and because we don't want successful applicants to see their franchises purely and simply as a way to make quick money," he added.

Patterson said that provision has been made for relaxing the ban under exceptional circumstances - such as a new station falling into severe financial problems. □

SPOTLIGHT

Helen Watson - Lyrics Play Important Role

by Diana Mues

If there is one remarkable song title around at the moment it is *Hanging Out The Washing In A Small Back Yard* by EMI-signed Helen Watson (and Andy Fairweather Low). The track is taken from Helen Watson's recently released LP, *The Weather Inside* (cat. no. 064-731833).

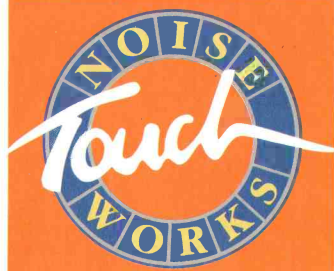
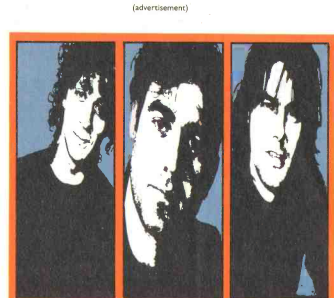
Watson's music is often compared to that of Joan Baez and Joni Mitchell: laid back, adult-orientated material with a folksy edge where the lyrics play an important role.

Watson's career kicked off five years ago when she sang background vocals for Cufflinks. She made demo tapes, which reached the ears of top producer Glyn Jones (Joan Armatrading, Eric Clapton) who wanted to start recording her first LP *Blue Slipper* straight away with all sorts of well-known musicians - including members of Little Feat who feature on both albums. Jones also produced the second LP *The Weather Inside*.



Mike Heatley, Marketing Manager at EMI UK, thinks that Watson's career will develop slowly but steadily: "We do not want to hurry Helen's career. She is a very talented artist whose writing and performing talents are of a high quality. We are primarily concerned with developing a long-term career."

The future looks bright for Watson; at the moment she is supporting Black on his European dates and there might be a European solo tour later this year. □



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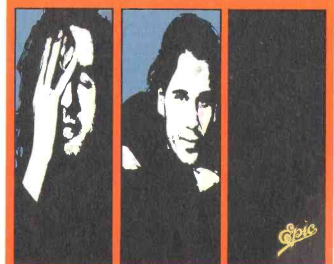
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 - Simple Minds**
This Is Your Land (Virgin)
 - Beatmasters Feat. Merlin**
Which Is The House (Rhythm King)
 - Duran Duran**
Do You Believe In Shame? (EMI)

3rd Irish TV

The Windmill Lane consortium has been awarded the franchise for Ireland's third TV channel, TV3, a commercial service, will initially broadcast on cable networks in the Dublin and Cork area. Output will include music programming with details to be unveiled during the MIP-TV fair in Cannes this week. The successful consortium's backers include Ossie Kilkenny and Paul McGuinness (both involved with the management of U2), Ulster Television and the UK's TVS. □



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Brixton Academy MDs To US

According to the management team running the newly-renovated Brixton Academy in south London, there is an "in-built prejudice" against the hall among some sections of the UK music business.

The venue is in an area where

PLAYLIST REPORT

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

1. *The Bangles - Eternal Flame*
2. *FYF - Good Thing*
3. *U2 - Where Love Came To Town*
4. *Midnight Oil - Back In Business*
5. *Madonna - Like A Prayer*
6. *INXS - People*
7. *Coldcut - Freaky Funk On*
8. *Ken Kesey - This Year For Your Fun*
9. *Yaz - Where Not All The Love Goes*
10. *Dionna Summer - This Time I Know*
11. *1027 - That's What I Think Of You*
12. *Yello - Of Course You're Lying*
13. *Simple Minds - This Your Last*
14. *Holly Johnson - Americanos*
15. *Transmission Wamp - Baby Don't Care*
16. *Kirsty MacColl - Free World*
17. *The T. The - The Backlog Generation*
18. *Swing Out Sister - You Can't Hold*
19. *Freebirds - International Music*
20. *Paula Abdul - Straight Up*

there is a large black population and has often attracted hostile publicity. So now joint Managing Directors Simon Parkes and Johnny Lawes are off to the US to persuade big names to include the Academy in tour schedules.

About £2.4 million was spent rebuilding the hall which has 964 seats and standing room for more than 3,300. □

Golden Apple Radio

Golden Apple Radio will be the new IR station for the Yeovil-Taunton region in the southwest of England. The IBA has awarded the franchise to *SomerSound* whose board members include the Managing Directors of the two IR stations which are backing the company - David Cousins of *DevonAir* (Exeter) and David Lucas of *Ocean Sound* (Plymouth). The contract will run until the end of 1994. □

ROCK OVER LONDON

Globe Theatre, Shaftesbury Avenue, London W1, tel 1-4944513
The environmental group Ark are planning to release a series of records under the banner of 'Ark Landbank Singles' with the ultimate goal of releasing an album of specially written or donated tracks. Erasure have already composed a song for the project and *Womack & Womack* and *S'Express* will also be involved. Ark's music, film and special events department, led by ex-BBC member Kevin Godley, would like artists and record companies to contact their London office if they are interested in taking part.



Kevin Godley leads environmental group Ark's singles series.

The *Wilburys* are yesterday's news - long live the *Traveling Winkles*! A group made up of battered British stars of the 60s like *Reg Presley* of the *Troggs* and the *Brian Poole* of the *Tremeloes*. They are recording a version of the *Showstoppers*' 1968 hit *Ain't Nothing But A Houseparty*.

Billy Bragg has received his Utility record label, last seen when he released his debut album *Life's A Riot With Spy Vs Spy* in 1983. Bragg himself is the A&R man, offering the label as a vehicle "for artists who have something to say or play but have not had the opportunity to put their music on vinyl!" The first three releases are by a Buckingham

Phil Collins was on stage at London's Theatre Royal recently. He was top of the bill at the benefit gala for the thoroughly British comic actor *Terry Thomas* who is crippled by *Parkinson's Disease*. Collins described Thomas as "one of those people who touched my life as a child" and alone with his piano, performed a ballad version of *Two Hearts and In The Air Tonight*. □

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

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PRO-MOTION

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promote [prɒ'məʊt] *vt.* 1. (VP 1, 8, 19) give (sb.) higher position or rank: *He was ~d sergeant* (~d to be a sergeant, to the rank of sergeant). 2. (VP 1) help to organize and start; ~ a new business company; ~ a bill in Parliament; try to ~ good feelings (between . . .). **promoter** *n.* (esp.) person who ~s new trading companies.

promotion [prə'məʊʃn] *n.* 1. [U] promoting or being promoted; win (gain) ~. *Ought ~ to go by seniority or by merit and abilities?* 2. [C] instance of promoting or being promoted: *He resigned from the firm because ~s were few and far between.*

prompt [prɒmpt] *adv.* acting, done, seen, without delay: a ~ reply. *They are ~ to*

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Private TVs Increase Turnover By 300%

by Peter Woelke

Frankfurt - West Germany's leading private TV stations, RTL Plus, Sat 1 and Tele 5, have reported an increase in turnover of more than 300%. In comparison, the results of public broadcasters ARD and ZDF are very moderate.

The total turnover for the private broadcasters rose from DM 87 million to over DM 250 million from 1987 to 1988. Meanwhile, ARD TV advertising increased by 28.2% to a total of DM 943.6 million, while ZDF's revenue climbed by only 0.9% to DM 619.7 million.

After doubling its advertising rates at the beginning of 1988, RTL Plus leads the pack with a 260% rise from DM 48 million to

StarSat Plans Holiday Radio

by Volker Schnurbusch

Munich - West Germany's only private satellite radio broadcaster, StarSat 2000, plans to provide German-language programs to tourists in southern Europe throughout the summer holiday season.

According to Jo Lueders, Managing Director of the Munich-based satellite broadcaster, talks are being held with national and regional stations in Italy, Greece and Spain. Lueders: "There is considerable interest in

these countries for our German-language programme. A number of foreign station managers have already offered to co-operate."

Millions of German tourists travel south in Europe annually and StarSat's chart oriented programme could provide an enormous increase in advertising revenue for stations in popular vacation areas. StarSat 2000 is already broadcast on cable in Alicante, Spain. □

Programme Change At RB

by Philipp Roser

Bremen - After four years, public broadcaster Radio Bremen (RB) has cancelled its live nationwide ARD TV show 'Extraktur' - one of the last avenues for pop and rock groups to appear on national television.

Diana Ross - One Gig Only

Frankfurt - Diana Ross has cancelled four concerts in West Germany next month. A spokesperson for Mama Concerts & Lippmann & Rau, West Germany's largest concert promotion company, says only one gig will be held now, at Hamburg on May 19. Ross' cancellation is because her new LP, which was originally planned for release in March, is not yet finished. □

'Extraktur' was directed by Mike Leckebusch ('Eurotops') and presented by Margarethe Schreinemakers and Stefan Viegling. It was first screened in January 1985 and averaged a respectable 20% viewer rating. RB's Jochen Mangels: "It is necessary to look for new programme formats. The 'Extraktur' concept has grown old."

He says RB plans to begin a new entertainment magazine show by the end of the year. Under the working title 'Total Normal', the show will include a mixture of music, cabaret and entertainment.

And from October, RB will introduce another music and entertainment show to be screened on ARD's prime-time slot. 'Stimm's!' will be hosted by East German presenter Juergen Lippert. □

BMG Ariola & Musikvertrieb Rule Swiss Market

by Markus Ganz

IFPI Switzerland, whose 26 members represent 80-90% of the national market, has just announced its 1988 turnover which reached £ 76.5 million, up by about £ 5 million on the preceding year.

Analysis of the charts showed stunning growth by distribution partners BMG Ariola and Musikvertrieb (distributor of the WEA labels), who together hold 60% of the vinyl market.

Paul Fischli, Head Of Promo-

tion at Musikvertrieb: "Our enormous success is due mainly to big names like Lou Reed and Phil Collins, but also to the astonishing rise of young talents such as Enya, Guns' N' Roses and Tracy Chapman."

Only Musikvertrieb increased its market share of album sales, moving from 27% to 40%. The chart shares held by CBS (15-7%) and EMI (16-10%) dropped considerably. □

Teldec Signs Retail Deal

Hamburg - Teldec Record Service and Miller International Schallplatten have signed a distribution deal for low price CDs and cassettes.

Teldec's General Manager, Juergen Osterstein: "Our agreement with Miller International puts Teldec in a position to con-

centrate on the acquisition of repertoire, new productions and the marketing of these recordings. Miller International, with its experience and expertise in the distribution of low-price products, will provide us with the optimal retail distribution system." □

S P O T L I G H T

Silly - Calm, Cool Voice

by Volker Schnurbusch



The sixth album by East Berlin's Silly, *Februar*, is the group's second LP to be released in the West. It was produced by West Berliner Uwe Hoffmann (The Other Ones, Aetrex) in co-operation with Munich-based BMG Ariola and East Germany's Amiga.

Ariola's Product Manager Thomas Wolf says that while radio airplay is a little disappointing, television and the press have responded well to the first single, *Verloren Kinder* (Lost Children).

Stern magazine gave the group five pages in a recent issue and the band have appeared on shows such as ZDF's 'Tele-illustrierte' and 'So Isses', on which the single was debuted. Silly are currently touring West Germany.

Carried by the funky foundation laid down by the freilless bass (Jaeki Resznick) and drums (Herbert Juck), each track is animated by the voice of Tamara

Farian Switches To Polydor

Hamburg - Internationally respected West German producer Frank Farian, who launched such acts as Boney M, Far Corporation and Milli Vanilli exclusively on Hansa/BMG Ariola, has switched his new IMP label to Polydor.

The new deal takes in all future Farian product but not back catalogue material. Goetz Kiso, Polydor's Managing Director in West Germany: "I'm optimistic

that we cannot only match Farian's earlier triumphs but go on to even greater success."

First releases under the deal include a new version of the Rick James song *In My House* by London-based singer Lane, with an album, *Amush In The Night*, to follow. There is also a remake of the Bill Withers' number *Two Of Us* by LA Nese. Polydor is releasing both singles in regular, CD and 12" formats. □

PLAYLIST REPORT

Media Control Germany

From the airplay hit parade from Media Control including 29 radio channels. For more info please contact Media Control, Postfach 625, D-7570 Baden Baden, tel (0)721-23066.

1. Soulister - The Way To Your Heart
2. Madonna - Like A Prayer
3. David Hasselhoff - Loving For Freedom
4. Bee Gees - Outrageous
5. Bananarama - Help
6. Diana Summer - The Time I Saw
7. FFC - Six Orms Me Crazy
8. Womack & Womack - Celebrate The World
9. Robbie Back - Give Us All Your Tears
10. M. Almond - Something's Gonna Hold
11. Roy Orbison - You Got It
12. Texas - Don't Wait & Leave
13. J. Donaghy - You May Break My Heart
14. Roazette - The Look
15. MikeMechanics - The Living Years
16. Holly Johnson - Love Train
17. The Jeremy Days - Road And Toy
18. Paula Abdul - Straight Up
19. T. T. Turner - World Outside Your Window
20. Baglites - Eternal Love

Media Control Switzerland

Most played records as checked by Media Control on the national channel DRS 3, Couleur 3 and 4 private stations. For more info please contact Media Control, Postfach 289, Basel 4002, tel 61-228989.

1. Soulister - The Way To Your Heart
2. Madonna - Like A Prayer
3. FFC - Six Orms Me Crazy
4. Bee Gees - Outrageous
5. Texas - Don't Wait & Leave
6. The Bulls - Stars In Her
7. The - Baddest
8. The - Baddest
9. Howard Jones - Swearing Love
10. Paula Abdul - Straight Up
11. Roy Orbison - You Got It
12. The Black Sorcerers - The Crown One
13. MikeMechanics - The Living Years
14. J. Donaghy - You May Break My Heart
15. Stray Cats - Back In A Big
16. M. Almond - Something's Gonna Hold
17. T. T. Turner - World Outside Your Window
18. Bananarama - Help
20. The Outfield - Vices Of Babylon

(advertisement)

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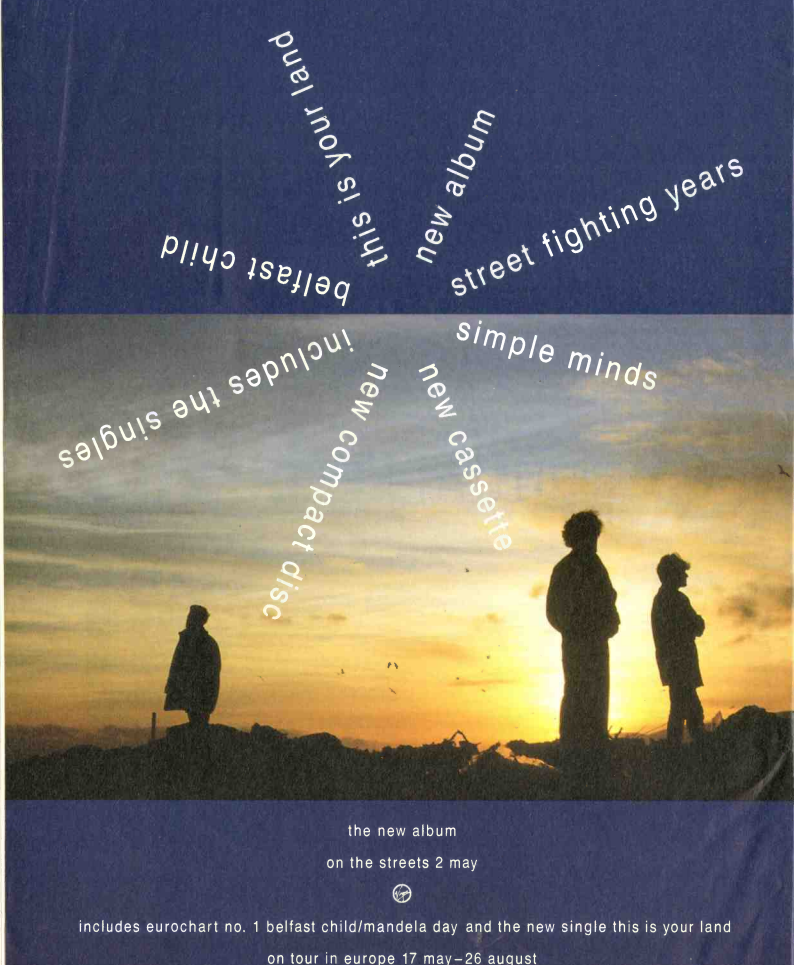


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Antenne 2 & FR3 Keep Advertising

After months of mounting pressure from commercial broadcasters, the French government has decided to maintain advertising on the public channels Antenne 2 and FR3. The announcement by Catherine Tasca, the Minister Of Communication, ends the debate about how TV should be funded.

Commercial broadcasters, mainly TFI and M6, had argued that public channels should rely on income from commercial advertising. They protested against the fact that over 50% of Antenne

2's income came from advertising, limiting their own profits. Advertisers, on the other hand, were in favour of the current situation, fearing that a reduction of advertising on public TV would lead to a price rise on commercial TV.

Meanwhile, Catherine Tasca has also announced that the government is considering a merger of Antenne 2 and FR3. This would see the two channels operating under a single leadership banner but with their own identity. A decision is unlikely to be made before May 9.

Album Chart Extended

The two-weekly French Top 30 album chart has been extended to include 50 listings (see Extra! issue 16). And the separate compilation chart now includes 15 albums instead of 10.

Broadcasters Canal Plus, Europe 1 and TV magazine Tele 7 Jours, who sponsor the charts, will meet the cost of the changes.

Singles and albums charts are believed to cost sponsors some FFr5 million a year in France.

Europe 1's Sophie Guerche says the changes, long-awaited by the music industry, were taken "to acknowledge the change in the record market with increasing albums sales and lower singles sales!"

Nagui Plans To Conquer Europe

by Jacqueline Escott

Nagui is one of France's youngest and most well-known personalities; at the age of 27, he presents shows on M6 television and RTL radio and has high hopes to move into a European venture.



Nagui

And Nagui's ambitions include yet another show. "I would like to make a TV show that is a mixture of everything I do at the moment. It will happen soon, but I cannot say with whom yet. I am interested in everything that is new and I want my job to include something that is new in the European landscape... If the music is good, it does not matter what language it is sung in."

Nagui has built up quite a following with his quick wit and love of double meanings. It is a style that often has his audience laughing at, rather than with, the unlucky target, however famous he or she is. Nagui: "I just want them to have fun. I am only 27, perhaps when I am 37 I will be different."

At RTL, he presents a Saturday night show called 'Studio 22' and hosts 'Satell Hit' on weekday evenings, reporting on the international music scene.

On M6's weekday afternoon programme 'Quizz Coeur' Nagui

S P O T L I G H T

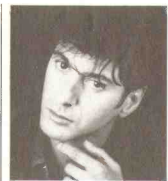
Etienne Daho - Big Hope For 1992

by Diana Mus

Although a megastar in France, Etienne Daho has yet to achieve that status in the rest of Europe. On the eve of the release of his LP *Pour Nos Vies Maritimes* (70616 PM262) and the single *Stay With Me* in the UK, the time is right to introduce him to audiences throughout Europe.

Virgin International General Manager, Chris Griffin: "Etienne Daho is our big hope for 1992... he has the talent to be one of the pan-European pop stars who breaks all barriers."

Daho is a multi-talented artist. Apart from writing, performing and producing his own material, he has produced LPs for other people including Bill Pritchard. His music is atmospheric plus with a cult feel (he obviously admires the Velvet Underground), carried by intelligent lyrics, mainly in French, but sometimes in English.



October will see the release of a live LP. After that, Daho has no concrete plans although there is a chance that he might start working with Carly Simon whom he met last summer.

P L A Y L I S T R E P O R T

New M6 Clip Rates

M6 and the two performing rights societies SPPF (major companies) and SPPF (independent producers), have renewed contracts for the payment of videos broadcast by the channel.

According to the new rates, each showing of a video will cost FFr 750, so long as the channel broadcasts more than 2,000 videos each month. Contracts for the co-production of videos by the channel have also been renewed for a year. M6 dedicates 40% of its programming to music, mainly via clip programmes. □

Media Control France
From the airplay hitparades provided by Media Control France. For more info please contact Media Control France 29 Blvd Taulier - 67000 Strasbourg - France - tel (88)366580.

Radios Peripheriques (AM Stations)

1. Sam Brown - Sing
2. JJ Goldmann - Pour De Rien Plus
3. Madonna - Like A Prayer
4. Michel Serrault - Antonio Les Enfants
5. Alain Souchon - Quand Je Sers Ka
6. Francis Cabrel - Surcoube
7. Laurent Voulzy - Si Small Dream
8. Mylene Farmer - Sans Logue
9. PFC - She Drives Me Crazy
10. Sting - Rags
11. Jeanne Mas - Tu De Rien
12. Yves Simon - Hello France
13. Michel Jaccard - Laisse Me Aller
14. Niagara - Femme De L'enfer
15. Roy Orbison - You Got The Love
16. France Gall - La Chanson D'aimé
17. P.Bacheval - Tu Es La Au Tender Voice

18. Womack & Womack - Celebrate The World
19. Stevie Wonder - Free
20. Leopold Nord - Des Fleurs Et Du Rock

Radios FM

1. Madonna - Like A Prayer
2. Beach Boys - Kaula
3. Mylene Farmer - Sans Logue
4. Tania Takaram - Tu es In My Sobriety
5. Jeanne Mas - Tu De Rien Plus
6. Phil Collins - Tu Hears
7. Kylie & Jason - Special For You
8. Michael Jackson - Leave Me Alone
9. Bobby M - Negress
10. Mille Franck - Tu n'Es Pas Un Number
11. Womack & Womack - Celebrate The World
12. Sam Brown - Sing
13. Sandra - With You Together
14. Francis Cabrel - Surcoube
15. Simple Minds - Heaven Dig
16. Anouchka - J'aimé Comme Before
17. A.Hip - You Are The One
18. JJ Goldmann - Pour De Rien Plus
19. Niagara - Femme De L'enfer
20. Marc Layraine - C'est La Vie

Rossi Close To Outselling Madonna



Liberi Liberi, the new album by EMI star Vasco Rossi, is close to outselling Madonna's latest album in Italy. Rossi's album was released on April 21 and, according to EMI's Marketing Manager in Italy, Franco Cabrini, has already notched up sales of 400,000.

Cabrini: "It is going to be one of the albums of the year and will be released throughout Europe from June to September." Meanwhile, WEA Italy's Label Manager, Elena Zannoni, says *Like A Prayer* has sold 430,000 copies in Italy.

Rome's Dischi Ricordi record store manager, Bonaldo Tancini, confirms that the record is moving well. A nationwide store

poster campaign announced the release date of the album and this is now being followed up by a TV promotion campaign on the state broadcaster RAI.

To coincide with the release, journalists in Milan and Rome were shown a video of Rossi talking about the making of *Liberi Liberi* at a press conference. Rossi will tour Italy from June to September. The concerts are intended to be special events and each date will have an operating cost of L 120 million.

Liberi Liberi is Rossi's debut album for EMI. He was previously signed to Carleso (CEMED) in Milan. □

Radio Dimensione Airs 'Disco Doc'

Rome - The Radio Dimensione Suono network has snapped up the services of International Doc Club presenter Gege Telesforo. 'Doc' is RAI 2's live music show which is also hosted by Renzo Arbore and Monica Nannini.

On Dimensione Suono, Telesforo

VideoMusic - A Really European Identity

VideoMusic, Italy's only 24-hour TV music channel, is celebrating its fifth birthday this month. And the station's annual income has risen from an initial L 1.5 billion to L 2.2 billion in 1988. This year, L 36 billion has been guaranteed by the Supra advertising agency.

Director General, Pier Luigi Stefani: "The fact that we were the first specialist TV music station is obviously important. But perhaps more important was our 1988 screening of important events like the Human Rights Now concert, the Mandela Day concert and the Atlantic Anniversary celebrations. Those programmes gave VideoMusic a real

international flavour. And of course we must not forget the acquisition of Super Channel."

The station covers 83% of Italy and has more than three million daily viewers - 8.3% of the national share. Peak viewing times are from 14.30 to 16.00.

Director General, Pier Luigi Stefani: "The fact that we were the first specialist TV music station is obviously important. But perhaps more important was our 1988 screening of important events like the Human Rights Now concert, the Mandela Day concert and the Atlantic Anniversary celebrations. Those programmes gave VideoMusic a real

flavour hosts 'Disco Doc', a 10-minute slot broadcast every Monday to Friday at 13.45 hours. Telesforo plays one of his favourite jazz or blues records and gives news and gossip about RAI's 'Doc' show. 'Disco Doc' is expected to run until the summer.

Dimensione Suono's Music Director Carlo Mancini: "We chose Telesforo because of his popularity and because he is an expert in his field of music." □

Mecano Go Italian

Top Spanish group Mecano have released an Italian version of their best selling album *Descanso Dominical*. BMG Italy Promotion Manager, Michele Mondella: "The cultures of our two countries are very similar and we are convinced that Mecano will be very successful here."

The Italian album is called

Figlio Della Luna and was translated by the respected Italian songwriter Marco Luberti.

Mecano recently visited Rome to appear on state broadcaster RAI's Saturday variety show 'Europa Europa'. They also hosted a press lunch where their manager Rose Lagarrigue confirmed that the group will return in May for further TV appearances. They will also participate in some of Italy's summer festivals.

Mecano aim to release an English version of the LP later this year. □

PLAYLIST REPORT

RAI - Italy
Most played records as compiled from RAI Stereo Dues.

1. *F.Y.C. - She Doves Me Crazy*
2. *Stingy Red - It's Only Love*
3. *Sam Brown - Soap*
4. *Dubble Gibson - Love Is Your Enemy*
5. *Paul Collins - Ten Hours*
6. *Madonna - Like A Prayer*
7. *Wendy & Lisa - Are You My Baby*
8. *Billy - When Your Call*
9. *Sabrina - Super Santa (E7)*
10. *C.S.N. & Y - American Dream*
11. *Fairground Attraction - A Sneeze*
12. *Vaya Con Dios - Soul My Soul*
13. *Roxette & Boyz II Men - I'm A New Girl*
14. *Travis Wileburys - Bad On The Line*
15. *Mike & The Mechanics - Long Fears*
16. *Frankie - Another Century Is Upon Us*
17. *Gino Paoli - Aquino Di Sparda*
18. *Eden - Club Hanging*
19. *Ornella Vanoni - Io Come Fero*
20. *Mietta - Canone*

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SPOTLIGHT

Mirella Felli - Modern Passion

by David Stansfeld



Hot and sensual is how one critic describes the voice of Mirella Felli whose new album *Carnale* (INTL 874) certainly serves up two sides of modern passion.

Felli is signed on the Interbeat label which is distributed by Dischi Ricordi in Italy. *Carnale* was recorded at Rome's Yeah Studio and produced by Luigi Piergianni who also arranged and wrote some of the album's 10 tracks as well as playing piano.

Sophisticated keyboards and computer programmes dominate the production but the inclusion of guitar and saxophone add some excellent touches of colour.

Felli appeared at this year's San Remo Festival with the song *Killer D'Amore* which has been released as a single (ILP 872) and is accompanied by a video directed by Francesco Abbonati. There are some prestigious TV promotional appearances lined up for Felli including spots on the RAI shows 'Domenica In' and 'Mai Dire Mai'.

In My she starts an Italian tour and which could include some Swiss dates. Her record company is obviously confident about her chances of success. Interbeat's Federico Faa: "Mirella will be as big as Alice. We believe she is Italy's Guesch Patti." □

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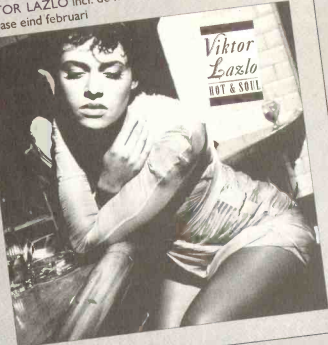
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Roadrunners Man Launches New Labels

Provgue Music Productions, launched in Holland recently by industry veteran Jan Van Der Linden, will specialise in African music and heavy metal through two new labels, Provgue and Barricade respectively.

Marketing and distribution for the Benelux will be through Bertus, the company Van Der Linden set up in 1971 and left 13 years later to establish Roadrunner Records, one of Europe's leading heavy metal labels.

Van Der Linden off-loaded his Roadrunner shares to finance his new company. First releases for Provgue this summer are by Juby specialist Chief Ebenezer Obey and Babatunde Olatunji. Both are licensed from Rykodisc in the US. A release from King Sunny Ade is also scheduled along with a European tour which is likely to include the African Music Festival in Tilburg on June 17.

First Barricade material includes *The Night Of The Lusty Queen* by Polish heavy rock band

Destroyers and *Ample Destruction* by Canadian group Jag Tanzer. These bands are signed to Provgue Music Productions for the world except East Europe (Destroyers) and North America (Jag Tanzer).

Jingle Producers Confront Radios

by Marc Maes

About 85% of Flemish studio owners and advertising clip producers met in Antwerp recently to discuss ways of stopping radio stations from producing their own jingles.

Erk Hoffmann, from the production company Hoffmann Henneken, told the meeting: "We are trying to protect our trade. You cannot just produce a top quality jingle in your garden shed. We are also planning a 'blacklist' of stations who pay their invoices late.

"At the moment, too many stations just leave their accounts unbalanced and head for another supplier, who is only too happy with a new client. The list will be circulated to all important studios and eventually leave that particular radio without the necessary supplies and less advertising."

Hoffmann also stressed the fact that advertisers expect top quality for their money, with professionals doing voice-overs and recording.

Danny Naejaert, Programme Director with Radio Express in Antwerp: "Sometimes we are forced to look for other solutions. Today jingle producers, and also our regular supplier, take on too much work so that urgent jingles for immediate broadcast are faced with a delivery time of three weeks.

"This is bad service for the radio and the advertiser, and stops us from airing urgent advertising. I think it is time that radio stations established a blacklist of producers who are late delivering their jingles."

PLAYLIST REPORT

Stichting Nederlandse Top 40 Airplay checked on Radio 2 and 3, the Dutch national pop channels. For info contact: Stichting Nederlandse Top 40, PO Box 706, 1200 AS Hilversum, tel (0)35- 231647.

1. The Bangles - Bewildered
2. DJ Dijk - Ik Kan Niet Alleen
3. René Froger - Alles Kan Een Venn
4. Robi B - Alles Maar Het Beste
5. Donna Summer - This Time I Know
6. Madonna - Like A Prayer
7. Soul II Soul - Keep On Moving
8. Jason Donovan - Too Many Broken Hearts
9. G2 - When Love Comes To Town
10. Another - Het Zou Je Zijn
11. Roxette - The Look
12. Paula Abdul - Straight Up
13. Simple Mind - This Is Your Last
14. Rocherline - Kies Jouw Liefste
15. Rene Schuurman - Laat Me V.E.L.S.
16. Beach Boys - Kalena
17. Jan Treas Henipen - Je Breekt Uit
18. Average White Band - Jaws Of Love
19. FYC - Good Thing
20. Stevie Wonder - What Am I For

Sky Radio Leads

Amsterdam-based pan-European satellite station Sky Radio continues to overtake rivals Radio 10 and Cable One, according to a recent Intomart survey carried out in Holland. Sky has a daily reach of 16% in the areas where all three stations can be received, while Radio 10 has 6% and Cable One 4%.

The figures indicate Sky's audience has increased since the Intomart survey in February which put daily reach for the three stations at 10% (Sky), 3% (Radio 10) and 5% (Cable One).

The figures indicate Sky's audience has increased since the Intomart survey in February which put daily reach for the three stations at 10% (Sky), 3% (Radio 10) and 5% (Cable One).

SPOTLIGHT

De Dijk - Powerful, Honest & Passionate

by Mark Fuller



Dutch R&B/soul group De Dijk's recent LP release *Niemand In De Stad* (No-One In The City) on Phonogram Holland is definitely heading for gold, says the company's A&R Manager Herman Van Der Zwan.

"The Dutch market seems to be dividing into two sections: dance music and what I call real emotional music. De Dijk's music is Dutch-language texts are powerful, honest and passionate and fit perfectly into the latter section," says Van Der Zwan.

The album's single, *Ik Kan Het Niet Alleen* (I Can't Do It Alone), has already been a powerplay on Veronica radio and interest was boosted by the mid-April release of the CD-3 version of the single which also includes two live numbers. Meanwhile, the group are working their way through a sellout tour of Holland and are expected to complete

around 200 gigs by the end of the year.

The group's charismatic vocalist and songwriter Huub Van Der Lubbe: "Audience contact is the most important factor for De Dijk and that is why we use Dutch lyrics and play so many gigs. On the new album our playing is much more relaxed and there is real swing to it because we have used a horn section for the first time."

De Dijk were formed in 1981 and have built up an excellent live reputation. However, it was not until they joined Phonogram two years ago that they were able to translate that success into album sales. The first single on Phonogram, *Mag Het Licht Uit* in 1987, reached no. 20 in the Dutch charts and the album *Wakker In Een Vreemde Wereld* sold 20,000 units.

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HOT BREAKTHROUS

National hits bound to explode

- De Dijk** - *Ik Kan Niet Alleen* (Phonogram)
Patty & Shift - *Wonderful* (Quartet)
Golden Earring - *Turn The World Around* (Jaws/CNR)
Hithouse - *Have Your Feet* (CNR)

Stig Anderson Revives Polar Music

by Stuart Ward

Stockholm - Polar Music, AB-BA's old record company which is headed by Stig Anderson, is back in action (see Extra! issue 13).

Anderson hopes Polar's operations will include publishing, a production company and eventually a record company too. "Initially, Polar will work as a production company - something unique in Scandinavia - serving all the majors and independents. There is an obvious need for the larger companies to complement their own internal resources with outside help.

"In practical terms, we will work in the same way as a publisher, working for finders' fees, master deals etc. It will be important for us to find the right company for the artists in question. In the wake of Roxette's success, people realise once again that there is a wealth of talent in Scandinavia waiting to be tapped. We already have a wide network of contacts internationally so we will be working that market."

Anderson, whose publishing company Sweden Music is the largest independent publisher in Scandinavia, has recruited Leif Kack (Sweden Music) and Sanji



Stig Anderson (centre) with his new recruits Leif Kack (l.) and Sanji Tandan

Tandan to find and exploit new talent. Tandan, who was Head of A&R at WEA Sweden, leaves behind a local roster which is one of the most successful in the country.

Polar will work with both established and new artists but the accent will be on the latter. The company has been dormant since the establishment of Record Station, which was formed by Anderson's daughter Marie and her husband Tomas Ledin.

Anderson: "The fact that they sold Record Station to BMG recently has had a bearing on my decision to start up Polar again. However, we certainly do not rule out a working relationship with BMG and Record Station."

The first new project can be expected in the autumn although Polar has already been engaged by SF, Sweden's major film company, to help with the soundtrack to the biggest film venture it has ever undertaken, '1939'. Polar will be distributed by Sonet. □

SPOTLIGHT

Electric Boys To Go International?

by Ken Neprune

The Electric Boys' debut LP, *Funk-O-Metal Carpet Ride*, has been showered with praise by critics from all over Sweden. The album, on Polydot, went straight into the national chart at no. 14 and has sold 20,000 copies since its February 2 release.

A&R Manager To Berhagen says sales are being boosted by the band's current tour which runs until August 18 and includes 60 gigs throughout the country. He says Electric Boys may also appear at several summer festivals in the rest of Scandinavia.

And Berhagen says Vision Management in Los Angeles, with whom the band have a contract, will attend one of the group's gigs in Sweden next month to decide, together with PolyGram International, whether Electric Boys should go truly international. Meanwhile, he says the video for the single *Get Nasty*, which is being screened on MTV and Sweden's TV3, is attracting a lot of interest.

The Electric Boys were formed by singer/songwriter Conny Blomqvist and bassist Andy



Christell who have played together for 10 years. The current line-up includes guitarist Franco Santunione and drummer Niclas Siegevall.

The band's first single, *All Lips And Hips*, was released in October 1987 and gained interest when it was shown on the Swedish chart programme 'Listan'. A few months later, Blomqvist and Christell were on the way to the US to sign with Vision Management. A year later, *All Lips And Hips*, was included on the soundtrack to the film 'Feds'.

The Electric Boys' music is unconventional, a combination of rock, funk and African rhythms. Blomqvist: "This is funk-metal, hard rock music that you can dance to." □

New TV Show For Danish Rock

by Ebbe Rossander

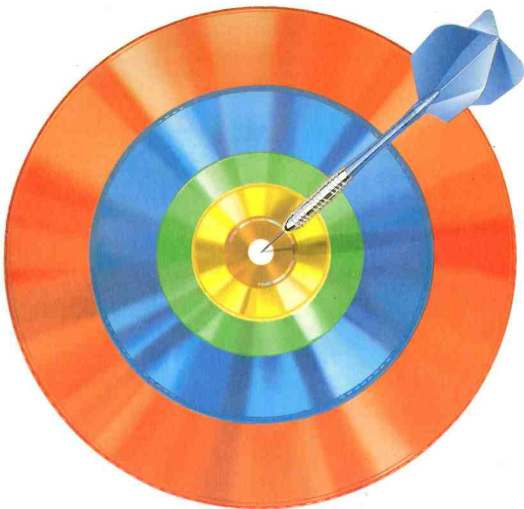
Copenhagen - A new rock show 'Lul Lul Rokken Gaar', presented by TV2, has been launched on music, has been launched on TV2, produced by the independent company Saks Film & TV.

Managing Director, Hans Erik Saks: "People are tired of the traditional way of doing rock interviews. The same people are asked the same questions over and over again by the same journalists."

The new show is presented by

drummer Sven Gaul, who happens to be in a group called TV 2 (CBS). Among the guests scheduled to appear on the programme are singer/actor Michael Falch, who has made hit albums for Medley Records, and Nanna, whose song *Buster* was the most popular single in the history of Danish pop music. Music journalists and record company representatives will also appear on the show. □

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SPAIN & PORTUGAL

'Plastic' - More Music On National TV

Madrid - A new pop show called 'Plastic' has been launched on Spain's nationwide public channel TVE 2 (see Music & Media issue 12).

PLAYLIST REPORT

SEI - Spain

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

1. La Guardia - Mi Cielo Llevo Hacia Ti
2. PFC - Sin Dime Ni Cosa
3. Los Románidos - Adios Fija
4. Rey Luis - Quiero Ser Como Tu
5. Heaven Club Selección - Sin Vacaciones
6. Ray Ordoñez - You Got It
7. Simply Red - It's Only Love
8. El Norte - Algo De Felicidad
9. Los Inhumanos - Una Parca Para Mí
10. Banzanamp - Gracias Mi Negrita
11. Depeche Mode - Everything Counts
12. Rafo Faura - Escusa De Color
13. Pasodoble - Pasado y Presente
14. Nacha Pop - Chica De Ayer
15. Gloria Estefanía - Mami Caribí Mi Amor
16. Alaska Y Dinarama - Mi Novio Es Un Zombi
17. Arango - Que Sera, Sera
18. Rosalinda - Caca
19. Gloria Estefanía - Can't Stay Any More
20. Los Limones - Te Voy Siguiendo

Directed by Ferran Armengol, 'Plastic' began on the Catalan regional service in January and proved to be a huge success with the 13 to 18 age group, overtaking ratings on the competing channels. The show already has a weekly audience of over half-a-million viewers and can now be seen throughout the whole country.

Armengol: "We wanted to give 'Plastic' a form which was unconventional in style and development, but with a strictly professional base. The show's free-spirited attitude and use of slang is quite rare and 'Plastic' is open to whatever new ideas come up from anyone or anywhere."

Video clips and performances, contests with heavy audience participation, and interviews make up the hour-long show which is presented by two young professionals, Tinet Rovira, formerly with the public radio service, and actor David Bages. □

Record Turnout For SGAE Elections

Recent elections within the Spanish performing and mechanical copyrights association, the SGAE, attracted a record turnout with 52% of the authors section and 92% of the publishers taking part.

The big attendance by the publishers stems from the fact that last December their own society, the Spanish Association Of Music Publishers (AEDEM), was rocked by internal disputes resulting in a faction breaking off to form another body, the Spanish Association Of Professional Music Publishers (APEEM). These rival organisations were forced to come together to elect the publishers' five representatives for the SGAE Administrative Council.

The results were the following: for the three performing rights representatives the votes were 383 for the AEDEM candidate and 287 for the APEEM

candidate, and for the two mechanical rights representatives, AEDEM had 273 votes and APEEM 242. Those representatives are: Alain Milhaud, Boccaccio Ediciones Musicales; Jesus Moll, Ediciones Musicales PolyGram; Luis Calvo, EGO Musical (EMI Music Publishing); Manuel Lopez-Quiroga, SEEMSA; and Bartolomeo Espadale, Sintonia Ediciones Musicales. □

HOT BREAKOUTS

National hits bound to explode

La Guardia

MI Cielos Llevo Hacia Ti (Zafiro)

Nacha Pop

Chica De Ayer (PolyGram)

Alaska Y Dinarama

Mi Novio Es Un Zombi (Hispanica)

(advertisement)



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Issue 27

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MUSIC & MEDIA



Rosie Patterson
Loving You Ain't Easy (Frontier/UK). Contact:Frontier/Dave Williams/tel:44.1.6683457/fax:6608895
This girl has what could be described as a classic voice, very much in the mould of early 60s soul singers. This is her second single which will be released in the UK at the end of this month. Licence and sub-publishing are free for the world except UK.

Gang Bang
Sado Beeper (Kill Da Rock/Switzerland). Contact:Gang Bang/Joseph Armao/tel:42.864828/fax:369771
Highly infectious dance music with a punch from the Kill Da Rock *Electric Dance* sampler. Echoes of Prince in the minimalist approach, a promising debut. Licence free except Switzerland and sub-publishing free for the world.

Janes Rejection
She's So Curious (It's Magic/Denmark). Contact:It's Magic/Ole Dreyer/tel:45.1.939383/fax:936586
The majors are showing interest in this man although so far none have committed themselves. This is a classy song with a charming, dreamy chorus. Licence available outside Scandinavia and sub-publishing free except Scandinavia and UK.

Big Money
One Two Three Four (Lynx/Sweden). Contact:Lynx/Maria Ulvinn/tel:46.21.351035/fax:301503
A strong debut single from this Swedish duo. A deceptively laid-back intro leads into a powerful, rocky conclusion. Licence free except for Scandinavia and Finland.

The Bank
Land Of Lies (Monopole/Belgium). Contact:Alain De Rauw/tel:32.91.307018
The Belgian renaissance goes on. This Ghent-based band have produced a sophisticated and professional single, they also have a good live reputation. Licence and sub-publishing free except for West Germany, Austria, Switzerland and Belgium.

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

Talent Tracks

PROMISING ACTS WORTH WATCHING

UPDATE



by Gary Smith

One of the best house tracks featured in recent months on the Talent Tracks is *Drop That Ghetto Blaster* by Mr Big Mouse (cassette no. 14). Marc Hollander of Crammed Discs in Belgium reports that the record has been released in Scandinavia by Sonet, in France by Polydor and will shortly be out in Canada and the US on the Network label. A video for the song has just been completed. It was directed by Frenchmen Eric Roussel and Philippe-Pierre Adolphe and features New York performer Karen Finlay. Finlay's voice is one of the most sampled since Ofra Haza's she is on records by Taste Of Sugar, Coldcut and S'Xpress, who dedicated a song to her on their new LP.

SSR, the dance subsidiary of Crammed, has just signed label deals with Pinnacle in the UK and Netwerk in the US. Its acts include Mr Big Mouse and Karen Finlay as well as + Positive and I Said Blew (featured on

Mello Colly Man
Don't Say Goodbye (Tam Tam/UK). Contact:Savage/Bernard Fain/tel:44.1.4901210/fax:2203186
A mellow number that combines a bass heavy reggae production with a hip-hop feel. Sweet vocals by James Harris and a serious hit potential. Rights free for the world except UK.

Close Lobsters
Nature Thing (Fire/UK). Contact:Dave Bedford/tel:44.1.3596141/fax:3599661
Another prime slice of indie pop rock from one of the UK's most happening labels. This is the first release from their forthcoming second LP, *Headache Rhetoric*. Licence and sub-publishing free except for UK, France, West Germany and Scandinavia.

The Glazz Boy
Wayki Wayki (Subway/Belgium). Contact:Subway/Maurice Engelen/tel:32.16.567666/fax:567670
Jokey and irreverent dance material from the forthcoming Mac Sample LP, *The Projects*. It is too fast to be new beat and it is not really house either - a hybrid. Licence and sub-publishing free except for Belgium.

Time Gallery
Valerie (Medley/Denmark). Contact:Medley/Michael Ritzotte/45.1.171411/fax:171766
The first single from the debut LP of this Keith Olsen (Fleetwood Mac) and Pat Benatar produced band is a melodic, radio-friendly number in the Steve Winwood/Toto mould. Licence and sub-publishing free for the world except Scandinavia and the US.

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Talent Tracks cassette nos. 19 & 20 respectively).

On a softer note, Norway's entry for the Eurovision Song Contest, *Jenners Naerhet*, is to be performed by 19-year-old Britt Synnove. Synnove appeared on Talent Tracks cassette no. 16 with her only previous solo, release *Reddar*.

The eagerly awaited Closters LP, *Headache Rhetoric*, is out this week on Fire Records. The London-based label has done a series of deals over the last few months and it seems that the company's name and identity is as important as the product. Wherever its records are released, the Fire logo is prominently displayed - the company says the public regards the label as a guarantee of quality. ■



Britt Synnove - Norway's Eurovision Entry

gaining credibility and, following an appearance on the French music show 'Rapido', have moved back up four places to no. 14 with *Never Stop* (RRE).

Ex-indies, The Swans, are expected to tour Europe this summer after the release of their first MCA single *Saved*. The track bears the stamp of producer Bill Laswell whose previous credits include PIL, Iggy Pop and Motorhead, no less. From Bechwood Records, the latest in the series of *Indie Top 20* compilations is now ready for release. Like previous editions, this sixth album in the series boasts an impressive line-up with tracks by Wedding Present, The Shamen, Loop, Sandie Shaw, Rapeman and Rose Of Avalanche.

Finally expect a cat fight for the top singles slot as Yazz and Kylie Minogue both release 45s in the next two weeks. Yazz returns with the fourth release from the LP *Wanted*, a remixed version of the up-tempo track *Where Has All The Love Gone* (Big Life). Ex-Neighbours' Minogue provides PWL fans with *Hand On Your Heart*, her first musical outing since the Christmas collaboration with Jason Donovan. ■

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S I N G L E S



the 4 of us *drag my bad name down*
 manage to pack so much nervous energy into three-and-a-half minutes. A sparkling dance/pop song with a tense and trebly production by Mark Ferla and the band.

Lois Lane

It's The First Time - Polydor
 Their first single for Polydor Holland is an easy-going semi-ballad featuring the soulful voices of sisters Monique and Suzanne Klemman. Good crossover potential.

Kirsty MacColl

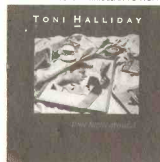
Free World - Virgin
 A pacey song that moves along nicely, supported by acoustic guitars and a typical Steve Lillywhite production. Great song, great voice.

The Jacksons

Nothing (That Compares 2 U) - Epic
 A very late 80s sub hip-hop beat supports a fairly standard disco/dance number.

Toni Halliday

Time Turns Around - Anxious/BMG RCA



More strong material from this singer/songwriter. A guitar-based number with very 60s harmonies in the chorus. The best song that The Bangles never wrote.

Waterfront

Broken Arrow - Polydor
 Smooth designer pop with more than a passing similarity to Wham! Big sound and a catchy chorus.

Carole King

City Streets - Capitol
 A medium-paced FM rock ballad with a heart-rendering vocal delivery.

SINGLE OF THE WEEK

The 4 Of Us

Drag My Bad Name Down - CBS
 Even better than their debut single *Just Can't Get Enough*. This song combines an Isaac Hayes guitar line with quirky, desperate vocals and an electronic salsa feel. The most inspiring and refreshing thing about this band's sound is that they

Centerfold

Play The Game - CBS



A big, bold and brassy record that should be a hit for this Dutch threesome. This is far more gutsy than the average Euro-disco number.

Village People

Megamix - Touch Of Gold/Polygram

A retrospective medley of their previous hits on top of a house beat. Produced by Jacques Morali, this is primarily a club record.

Pere Ubu

Waiting For Mary - Fontana
 Weird, hyperactive pop in a punk vein and with a touch of metal. Stephen Hague (Pet Shop Boys, Communards) produced.

Gloria Estefan & Miami Sound Machine

1-2-3 - Epic

Another up-tempo, carefree song with a definite "parteeeee" feel.

Golden Earring

Turn The World Around - Jaws/CNR
 A brooding, pompous, rather uneasy song. As usual, a rocking and dramatic effort from the Dutch veterans.

Inner City

Ain't Nobody Better - 10 Records/Virgin
 Cool, funky and irresistible dance music. Already doing well in the UK and a good bet for a major European hit.

A L B U M S



the LP does not really show any brilliant single *Lullaby*, the fans will love it. Recommended are: *Closedown*, *Fascination Street* and *Homesick*.

ALBUM OF THE WEEK

The Cure

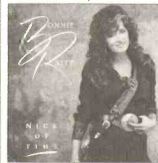
Disintegration - Fiction
 This eighth studio LP has much the same atmosphere as *Failures* from 1981. Familiar elements such as the melodic bass patterns played in a high range, Smith's complaining wails and the muffled, stilted rhythms, are all there. Although development (apart from the brilliant single *Lullaby*), the fans will love it. Recommended are: *Closedown*, *Fascination Street* and *Homesick*.

Sarah Jane Morris

Sarah Jané Morris - Jive
 The artist who shared the lead vocals on *The Communards' Don't Leave Me This Way* now goes confidently solo with an album of contemporary blue-eyed soul. Despite the rather ordinary production you should not miss *Me & Mrs Jones*, *She's Leaving Home* and *Sunny*.

Bonnie Raitt

Nick Of Time - Capitol/EMI



With her 10th LP (her debut for Capitol), this outstanding singer/guitarist looks set to break in a big way. The songs, composed by famous names such as John Hiatt and Jerry Williams, are a varied and rootsy bunch, sympathetically produced by Don Was. Highlights include *I Will Not Be Denied*, and *Too Soon To Tell*.

Cyndi Lauper

A Night To Remember - Epic
 Wayward, girlish pop aimed firmly at the charts. All tracks are produced by Lauper with the assistance of either Lennie Petze, Phil Ramone or Eric Thorgegren and the results are clever and sophisticated.

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

The Cure - Intimate Disintegration

by Sally Straton

The Cure are in demand. Polydor's international department in London wants the group to promote their new LP 'Disintegration' and their European tour, but time is short and the group has a reputation for being media-shy.



Dave Allen who has been involved with the group since 1983. Apart from the vocals, the music was virtually all recorded live.

The Cure clearly enjoy their work, but have a reputation for

doom and gloom. Smith: "The crux of this record is your increasing inability to feel anything really as you get older. That is what the disintegration is mainly about."

The album's sense of intimacy will be difficult to recreate live but the group view it as a challenge. The Prayer Tour, which starts in Copenhagen on May 1, will be based on the new LP but they have rehearsed 50 songs and will work out an appropriate 90-minute set on the night according to the country they are in.

Smith: "It started out as about five or six festival concerts in Europe in places where we have become established. But I really wanted to go with the group to some other places like Yugoslavia, Hungary and Portugal."

□ For an exclusive preview of the new album see page 27.

Joe Jackson - Blazing A New Trail

by Gary Smith

Joe Jackson's career has always been an up and down affair - hit singles and albums interspersed with periods of commercial suicide as he made forays into jazz, big band swing and other less mainstream forms. But his new LP 'Blaze Of Glory', his 12th for A&M, successfully combines all these elements.



Berit De Ruiter, PolyGram's Label Manager for the A&M catalogue: "This is a very important record for us because it is his first normal LP for some time. In the last five years we've had the three-sided *Big World*, the double *Live* and the Grammy nominated soundtrack to Francis Ford Coppola's film 'Tucker The Man And His Dream'."

Blaze Of Glory was produced by Jackson and was recorded at Bearsville Studios in New York state. Musically, the LP is the result of Jackson's considerable experience in the business, while the lyrics are largely autobiographical.

According to Jackson, this LP marks the start of phase two of his career, in which there will be a new emphasis on consolidating

everything he has done so far. Although the album is being marketed as a rock record it features a 16-piece band that includes long-time collaborator Graham Maby on bass, a brass section and percussionist Sue Hadjopoulos.

The styles range from the pop rock of *Fast And Loose* and *Nineteen Forever* (the first single, to be released on May 1), to *Sentimental Thing*, which sounds like theme music for a film. It is a six-minute epic that includes some sophisticated string arrangements and the almost classical lead vocals of Drew Barfield.

Acropolis Now is an instrumental track complete with balalikas and a traditional Greek tune, while the opening part of the next number, *Blaze Of Glory*, sees Jackson more as a 60s pro-

test singer. On *Evil Empire*, a song about the fear of terrorism, Jackson is accompanied only by an acoustic guitar.

Next up is *Discipline*, a modern dance number with an uncompromising introduction and some striking brass parts. The album closes on a more genteel note with *The Human Touch*, a slow, melodic number with a strong chorus and every chance of being released as a single.

The cover is made up of a series of photographs that start with the sleeve of *Telstar*, the first single that Jackson ever bought, and ends with the infamous Oliver North. De Ruiter says this powerful imagery will feature heavily in the promotional campaign which will include A1 posters, window displays and stickers.

Jackson started a month-long promotional tour of all major European territories on April 23. There will also be a European tour that will start on September 22 in the UK and will end with three nights in Paris on November 6-8.

Jackson will play at medium-size venues (2,000-3,000 seats) because he feels that he communicates and performs better when he has some contact with the audience. The tour will take in the UK, Benelux, France, Italy, West Germany, Switzerland and Scandinavia. □

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Top 3 SINGLES IN EUROPE

Country	1	2	3
UNITED KINGDOM	Eternal Flame The Bangles (CBS)	If You Don't Know Me By Now Simply Red (WEA)	Baby I Don't Care Shannon Noll (MCA)
GERMANY	Looking For Freedom David Hasselhoff (White Records/BMG Arista)	Like A Prayer Madonna (Sire)	Straight Up Paula Abdul (A&M)
FRANCE	Pour Toi Armenie Christophe Assens (Sire)	Megamix (Extended Version) Boney M. (Epic/BMG Arista)	La Fete Au Village Les Mecs (S.A.R.L. & EMI)
ITALY	Like A Prayer Madonna (Sire)	Esatto Francesco Sisti (Pine/CDD)	It's Only Love Simply Red (WEA)
SPAIN	Like A Prayer Madonna (Sire)	The First Time Boyz n the City (Prestige)	She Drives Me Crazy Four Seasons Central (Polygram)
HOLLAND	Eternal Flame The Bangles (CBS)	Like A Prayer Madonna (Sire)	Alles Kan Een Mens Gelukkig Maken Renee Fanger (CBS)
BELGIUM	Move Your Feet To The Rhythm The Bangles (CBS)	Like A Prayer Madonna (Sire)	Qui B.L.K. (Sound Of Belgium)
SWEDEN	Like A Prayer Madonna (Sire)	Did I Tell You Jerry Williams (Sire)	Straight Up Paula Abdul (A&M)
DENMARK	Like A Prayer Madonna (Sire)	En At Bil' Som Holeis (Kontor/Polygram)	Bring Me Edelweiss Edwina (Cap WEA)
NORWAY	Like A Prayer Madonna (Sire)	The Look Roanne (Pirlogram)	Straight Up Paula Abdul (A&M)
FINLAND	Like A Prayer Madonna (Sire)	Help Jouko-Pekka Luukkainen/Enonson (Lauri)	You Got It Bee Gees (A&M)
IRELAND	When Love Comes To Town U2 (Island)	Eternal Flame The Bangles (CBS)	Far From Home Daniel O'Donnell (Bert)
SWITZERLAND	Like A Prayer Madonna (Sire)	Something's Gotten Hold Of My Heart New Avenue (Sire)	Belfast Child Celine Dion (Sire)
AUSTRIA	She Drives Me Crazy Four Young Combs (London)	Like A Prayer Madonna (Sire)	Das Phantom Der Oper Lutz Hübner & Alexander Goebel (Polygram)
GREECE	Leave Me Alone Aminata (Sire)	Straight Up Paula Abdul (A&M)	Buffalo Spence Brenda Cherry (Cap)
PORTUGAL	Baby I Love Your Way/Freebird Will To Power (Epic)	Like A Prayer Madonna (Sire)	Especially For You Kylie Minogue & Jason Donovan (PWL)

Top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	When The World Knows Your Name Duncan Blue (CBS)	A New Flame Simply Red (WEA)	Sonic Temple The C.U. (Bigness/Banquet)
GERMANY	Like A Prayer Madonna (Sire)	Rivalen Der Rennbahn Sportplatz - Institut Der Rennbahn (Polar/BMG Arista)	Liebe Ist Ziggy (Sire)
FRANCE	Like A Prayer Madonna (Sire)	Traces Jean-Jacques Goldman (Epic)	Greatest Hits (Remix '88) Boney M. (BMG Arista)
ITALY	Like A Prayer Madonna (Sire)	Liberi Liberi Yanni (Pine)	A New Flame Simply Red (WEA)
SPAIN	Like A Prayer Madonna (Sire)	The Greatest Hits Collection Barbra Streisand (Columbia)	El Beso De La Luna Nina Di Mare (RCA)
HOLLAND	Anything For You Chris Brown & Pam-Tweed (Mercury/Epic)	Like A Prayer Madonna (Sire)	The Blues Brothers Sawyer & The Blues Brothers (Arista)
BELGIUM	Like A Prayer Madonna (Sire)	Traces Jean-Jacques Goldman (Epic)	Target's New Beat Story Virena (Target)
SWEDEN	Like A Prayer Madonna (Sire)	Absolute Music 6 Various (Epic/WEA)	Look Sharp Roanne (Pirlogram)
DENMARK	Like A Prayer Madonna (Sire)	Dansk Melodi Grand Prix 1989 Various (Pirlogram)	Tracy Chapman Tracy Chapman (Globe)
NORWAY	Like A Prayer Madonna (Sire)	Look Sharp Roanne (Pirlogram)	Solreign Age Aulander (Polarlogram)
FINLAND	Like A Prayer Madonna (Sire)	Fria Varden 1989 Eni Laiguan (Record Sireen)	Dance Hits '89 Various (Epic)
IRELAND	When The World Knows Your Name Duncan Blue (CBS)	Appetite For Destruction Guns N' Roses (Geffen)	Southside Yoni B (Prestige)
SWITZERLAND	Like A Prayer Madonna (Sire)	Dancing With The Lion Andreas (Schmieder/CBS)	A New Flame Simply Red (WEA)
AUSTRIA	The Raw And The Cooked Ron Young Combs (London)	Like A Prayer Madonna (Sire)	Traveling Wilburys Vol. 1 The Traveling Wilburys (Wildbiry Record Co)
GREECE	Like A Prayer Madonna (Sire)	A New Flame Simply Red (WEA)	Mystery Girl Roxanne (A&M)
PORTUGAL	Push Bora (CBS)	Like A Prayer Madonna (Sire)	15 Ans D'Amour Jacques Brel (RCA)

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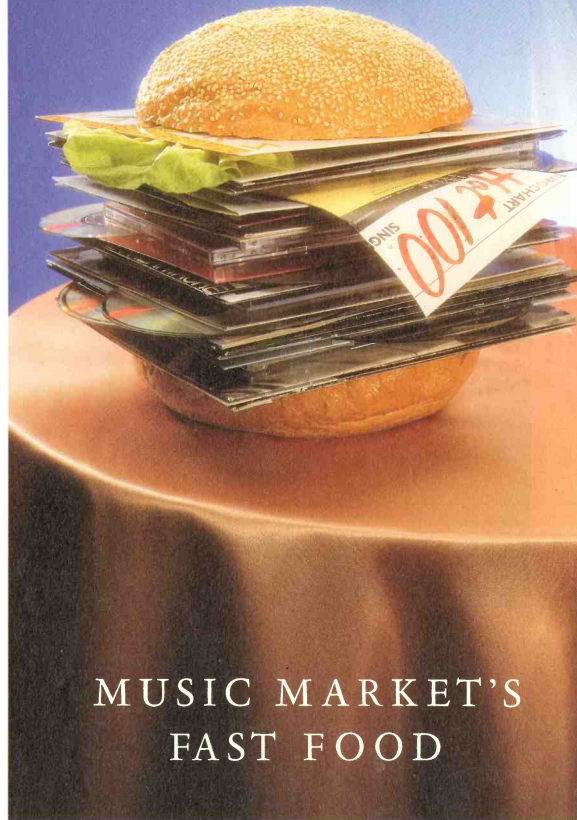
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Top 100 ALBUMS



THIS WEEK LAST WEEK POS. CHG.	ARTIST		COUNTRIES CHARTED	THIS WEEK LAST WEEK POS. CHG.	ARTIST		COUNTRIES CHARTED	THIS WEEK LAST WEEK POS. CHG.	ARTIST		COUNTRIES CHARTED
1	TITLE	ORIGINAL LABEL		1	TITLE	ORIGINAL LABEL		1	TITLE	ORIGINAL LABEL	
	1	Madonna	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	35	36	Bernard Lavilliers	FR	69	72	Soundtrack - The Blues Brothers	USA,UK
	2	Simply Red	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	36	37	W.A.S.P.	UK,NZ,FR	70	74	Then Jerico	UK,FR
	3	Tanita Tikaram	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	37	38	Duode Nougaro	FR	71	77	Toten Hosen	GER,USA
	4	Roy Orbison	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	38	39	Claro	CO,UK	72	78	Guns N' Roses	UK,USA,FR
	5	Fine Young Cannibals	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	39	40	Gary Moore	GB,USA,FR	73	24	Original Naabal Duo	GB,USA
	6	Guns N' Roses	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	40	41	Andreas Vollenweider	GB,NO,UK,FR	74	43	Patricia Kaas	FR,USA,NL,GB
	7	Depeche Mode	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	41	42	Soundtrack - Le Grand Bleu	FR	75	50	Lloyd Cole & The Commotions	UK,FR
	8	Deacon Blue	UK,FR	42	43	Lou Reed	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	76	71	Sandra	FR,UK,NZ,USA
	9	Tracy Chapman	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	43	44	Elton John	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	77	RE	Into A Secret Land	FR
	10	Dire Straits	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	44	45	Mike & The Mechanics	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	78	55	Rick Astley	GB,FR,UK
	11	Soundtrack - Rivalen Der Rennbahn	G	45	46	Kim Wilde	UK,FR,NL,UK	79	75	Eva Dahlgren	FR,UK,NL,BE,CH,SU,SP,FIN,NZ,ARG
	12	Jean-Jacques Goldman	FR	46	47	Jacques Higelin	FR	80	45	Bad Boys Blue	FR,USA
	13	Gloria Estefan & Miami Sound Machine	UK,FR	47	48	INXS	UK,FR,NL,UK	81	RE	Transvision Vamp	UK,FR
	14	Floppers	FR	48	49	Bananarama	UK,FR,NL,UK	82	83	Antonello Venditti	FR,UK,NL,BE,CH,SU,SP,FIN,NZ,ARG
	15	The Cult	UK,FR,NL,UK	49	50	Enya	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	83	61	Maxime Le Forsterier	FR,UK,NL,UK
	16	Paula Abdul	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	50	51	The Style Council	UK	84	94	Eksa	FR
	17	Soundtrack - Cocktail	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	51	52	Aerzete	FR	85	NE	Wendy & Lisa	FR,UK,NL,BE,CH,SU,SP,FIN,NZ,ARG
	18	Boney M	FR	52	53	Michel Sardou	FR	86	88	Roberto Vecchioni	FR,UK,NL,UK
	19	Bobby Brown	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	53	54	Minigolf Oil	FR	87	NE	De La Soul	FR,UK,NL,BE,CH,SU,SP,FIN,NZ,ARG
	20	Texas	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	54	55	Donna Summer	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	88	54	Dorothea	FR,UK,NL,BE,CH,SU,SP,FIN,NZ,ARG
	21	Jeanne Mas	FR	55	56	Def Leppard	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	89	45	Viktor Lazlo	FR,UK,NL,UK
	22	The Travelling Wilburys	UK,FR,NL,BE,CH,SU,SP,FIN,NZ,ARG	56	57	S-Express	UK,FR,NL,UK	90	80	Roachford	UK
	23	Soul II Soul	UK	57	58	Kylie Minogue	UK,FR,NL,UK	91	79	Edie Brickell & New Bohemians	UK,FR,NL,UK
	24	Rainbirds	FR	58	59	Soulisater	FR	92	61	Maria Del Monte	FR
	25	Francis Cabrel	FR	59	60	Marc Almond	FR,UK,NL,UK	93	NE	Goodbye Mr. Mackenzie	FR,UK,NL,UK
	26	Pink Floyd	UK,FR,NL,UK	60	61	Roxette	FR,NL,UK	94	64	New Order	UK,FR,NL,UK
	27	Mylene Farmer	FR	61	62	Gipsy Kings	FR	95	81	Veronique Sanson	FR
	28	Michael Jackson	UK,FR,NL,UK	62	63	Sam Brown	UK,FR,NL,UK	96	NE	Accept	FR,UK,NL,UK
	29	Bangles	UK,FR,NL,UK	63	64	Soundtrack - Dirty Dancing	UK,FR,NL,UK	97	99	Soundtrack - Buster	UK,FR,NL,UK
	30	Soundtrack - Rain Man	FR	64	65	Serge Lama	FR	98	89	Mia Martini	FR
	31	Womack & Womack	UK,FR,NL,UK	65	66	Chris DeBurgh	UK,FR,NL,UK	99	87	Elvis Costello	UK,FR,NL,UK
	32	U2	UK,FR,NL,UK	66	67	Fleetwood Mac	UK,FR,NL,UK	100	NE	Vasco Rossi	FR
	33	Munich Symphonic Sound Orchestra	FR	67	68	Etienne Daho	FR				
	34	Helloween	UK,FR,NL,UK								



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thomas forstner

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IM&MC - A Taste Of What's To Come

The fourth International Music & Media Conference (IM&MC) is about to begin. As delegates from around the world converge on Amsterdam, here is just a taste of what to expect...

Each day of the Conference, to be held in Amsterdam's historic stock exchange, will begin with a keynote address. On May 1, Ed Bicknell, the manager of Dire Straits, will present his speech on The Marketing Of A Super Act. David Fine, President of PolyGram International, will follow the next day with Music: The Greatest Growth Industry In The World. And on May 3 Joshua Simons, President of Entertainment, Marketing & Communications International,

will present his keynote speech on sponsorship.

Among the international music, media and marketing executives who will attend the IM&MC are: Paul Burger (CBS Records Int.), Alan Levy (PolyGram Int. UK), Stuart MacAllister (HMV), Alexander Chechetkin (Melodia), Monti Luefner (BMG), Harvey Goldsmith (Alied Entertainment), John Brooks (PPL), Urs Kamber (Swatch), Bill Roedy (MTV), Kate Mundie (Music Box), Janet Street-Porter (BBC TV), Guy Deluz (EMI France), David Hepworth (Q Magazine), Stuart Watson (MCA Int.) and Ben Bunders (PolyGram West Germany).

As well as the various panels and workshops, the IM&MC marketplace has attracted many leading firms including Radio Contact (Belgium), Star Corporation (US), MCM (UK),

Stagacompany (Holland), Radio Computing Services (US) and record companies such as PolyGram, WEA, EMI, CBS, Virgin, Chrysalis and MCA.

Not to be missed at the marketplace is the spectacular Blue Note - 50 Years Of Jazz on May 1 and the European premiere of the rock opera "Which Witch" on April 30 at the Nicolaas Church.

One of the highlights of the Conference will be the "Rock Over Europe" shows which will feature international superstars and outstanding European talent over two nights. On May 2, Gianna Nannini, Swing Out Sister, Living In A Box, Brother Beyond, Holly Johnson, Jason Donovan, Paula Abdul, Sheena Easton and Stevie Nicks will take to the stage. On May 3, the line-up will include The Bangles, Wendy & Lisa, Roxette, Da-

ran Duran, Joe Jackson and The Jacksons.

As far as artists' press conferences are concerned, confirmed to date are Sting, Tom Petty, Sheena Easton, Jewel, Michel Jarre and Animal Logic.

As usual, business will be mixed with pleasure with several showcases planned at Amsterdam's famous nightspots. On April 30, Johnny Diesel & The Injectors (Australia) play the Paradiso 21.30 hours followed by Fanal Flowers (Holland) at 23.00. On May 1, King Kong Come are at the Paradiso and Diesel Park West (UK) are at The Roxy. On the following evening, King Swamp (UK) perform at the Paradiso and The Indigo Girls (UK) and Black Sorrows (Australia) share a gig at The Roxy. On May 3, Herman Brood (Holland) and Noiseworks (Australia) are on stage at the Paradiso.

Ed Bicknell At The Microphone

by Mike Nichols

As the manager of Dire Straits, the group responsible for Britain's biggest-ever selling album, "Brothers In Arms," Ed Bicknell is one of the top managers in pop. He will deliver the first keynote address at the IM&MC and his speech is bound to contain a few surprises.

Music & Media asked Bicknell for his thoughts on...

New Music

"The TV exposure given to events like the Amnesty Tour and the Nelson Mandela concert, where 50% of the artists were Afro-Caribbean, must influence listening tastes. Then there is world music, championed by DJs like Charlie Gillett at London's Capital Radio, so basically we must look outside Europe in terms of new sounds evolving.

Venues

"As far as Dire Straits are concerned, there are no plans to play stadiums. You can get trapped by success because if you like touring, which they do, the only alternative is multiple nights where it is very difficult to keep perform-

ances fresh. In 1985 we did 13 consecutive nights at Wembley Arena. There were enough ticket requests for 28 shows - and Brothers In Arms hadn't even been released.

"Bearing in mind the fact that stadiums are not the sort of places to hear music - the concert becomes more of a social event - the alternative is to do something wacky like Sting did with his jazz tour. He took a risk and it came off. U2 are an interesting case in that they've peaked half way through their career. Rather than trying to better what they've already done, they should try and do something off the wall. Maybe they already have with their films."

TV Music Shows

"The alternative to keeping a high profile by touring is to spend as much time as possible on television. That might entail spending weeks standing neck-deep in dry ice in TV studios in places like Belgium - a proposition Dire Straits have always found to be anything less satisfactory. Apart from anything else, it seems that the more pop TV shows there are, the worse they get. Satellite TV will only make the problem worse, diluting anything which is worth seeing.

"Let's face it, pop TV is cheap programming and I can't think of a single one that's ever been presented in a proper manner. I think the older producers must regard the viewers as mental retardards. At first, stations like MTV were welcomed for filling a big demand but watching it now is like driving past posters on a bus; there's so much of the same that the mind can't take it in."

Music Videos

"My videos seem to have lost all their charm too. At one point they seemed to be built around storylines but now it's just like being hit with a random collage of images.

"Then again how are you supposed to present a five-piece group making a song? Some directors have good ideas but let's face it, you're hardly going to get David Lean making a video for Black Sabbath. I think the same guy must have made the promos for Anthrax, Guns 'N Roses and Whitesnake - they all have the same 'Close Encounters' lighting rig and models strewn across car bonnets. The artist has been reduced to the level of a cereal or washing powder: different packaging masking the same product."

Record Companies

"People in record companies tend to have an approach which is very safe, very dull and very corporate. They're like worker bees, really, and unless you use, say, an outside plunger, a manager will never be able to get his hand to rise above the mass. Personally if I was trying to break a new band now I wouldn't bother with marketing or A&R - I'd go straight to the MD.

"The worst thing is, record company thinking is very short term. A lot of records get broken but not careers. I suppose at the end of the day, everything boils down to songwriting potential. If the artist doesn't write, then somebody around him or her must know where to find the appropriate material. No marketing in the world can beat the right artists performing the right song.

"Take Tina Turner. She called her first album after a song Mark Knopfer had written, *What's Love Got To Do With It*. He didn't want to record it himself but her manager realised it would be perfect for Tina. That, in a sense, is the most brilliant form of marketing - getting the artists to sell purely him or herself!"

IM & MC SPECIAL
continued on page 40

Performance Rights & Wrongs

More music on TV and radio, technology that does not respect national borders and the move towards a single European economic market are making broadcasting rights for music an increasingly important issue for the whole industry.

IM & MC

Mike Hennessey, who has specialised in international copyright issues during his 20 years with Billboard, will moderate the panel Performance Rights & Wrongs which - as the title sug-



Huub Terheggen

gests - is certain to evoke some heated discussion.

Hennessey: "The current explosion within broadcasting should be a big bonus for creative people but this is dependent on their ability to protect their rights. To benefit from the increased use of their copyrights, composers, songwriters, publishers, producers and musicians need to make sure that there is satisfactory legislation and efficient systems to collect and distribute performance fees."

Hein Endlich, Assistant General Manager of the Dutch rights organisation BUMA/STEMRA, says it is possible that

soundcarrier producers could limit broadcasters' access to parts of their repertoire.

Endlich: "I can imagine a situation which might parallel the film industry, which decides when certain markets will be developed for specific products - licensing first to cinemas, then for use on video and finally for broadcasters. This system could be applied to records as well."

For Huub Terheggen, Director of Music Affairs CLM/KM in Belgium, the question of unlimited access to music for broadcasters has to be seen the other way round too.

"The record companies must sell records, while broadcasters must win the broadest possible audience. In other words, who needs who in the music industry? The right balance between supply and demand constitutes a healthy

more a question of when, and not if, European copyright legislation will be harmonised. I can envisage one European market and one European authors' rights society with branches in what were national organisations."

Endlich goes on: "The authors' rights organisations have not proven very effective in co-operating with one another, especially when it comes to pan-European broadcasting. For example, the satellite broadcasters still have to negotiate with each national society separately."

Both Terheggen and Endlich feel that public and private broadcasters should be treated equally and pay the same rates. Terheggen: "The notion of public broadcasters is becoming obsolete so they should pay the same rates as private. It would perhaps be more logical to base these

tries which accord similar protection and financial payment to UK records in their territories.

Gordon: "There are so many difficulties to be overcome with the European single market. For instance only seven of the 12 EC countries have signed the Rome Convention and of those, only four accept the 'first fixation' principle at the moment."

Like his fellow independent radio broadcasters in the UK, Gordon regards the level of UK performance fees far too high and likely to be totally unacceptable in other EC countries. He hopes they will be reduced as part of a general harmonisation process for 1992.

At US law firm Cohen & Lachenbacher, attorney Jeffrey Graubart represents clients in the music publishing, recording and film/video industries. They include screen writers, music publishers, songwriters, film composers, recording artists, directors, producers, personal managers and record companies.

Among them are Boy George (US only), Ornette Coleman, Concrete Blonde, Crusaders, The Dick James Organisation, Little Big Apple Music, George Duke, ORF (Austrian Television) and PolyGram Records.

"In my view, and from an American perspective only, I believe the performing societies in the US are not being restrictive enough. For example, with respect to compelling compliance from the network broadcasters to insure correct and complete logging information is provided, the US rights organisations do not have the government legislation or other legal sanctions necessary to compel such compliance and are relegated in some instances, to voluntary compliance which has been proven to be ineffective."

John Brooks, Chairman of Phonographic Performance Ltd (in the UK) and Paul Adler, Director of Membership at ASCAP were also confirmed as panelists at press time. □



Jimmy Gordon

relationship free from any blackmail. Both parties need each other."

Neither Endlich or Terheggen find record manufacturers or authors' rights societies too restrictive in licensing their repertoire to broadcasters. Endlich could indeed imagine a situation in which broadcasters had to pay more for repertoire played at prime times, although he does not agree with such practices.

On the topic of the harmonisation of national copyright legislation throughout Europe, Endlich says harmonisation is necessary in light of the emerging single European market. "It is



Hein Endlich

rates on the operating budget rather than on income."

Technology will also play an increasingly important role in both the music industry and in broadcasting. But as Terheggen notes: "What is really needed is creativity, which can never be replaced by technology."

Meanwhile, Jimmy Gordon, Managing Director of Glasgow-based Radio Clyde, one of the UK's most successful independent local radio stations since 1973, is a firm believer of 'first fixation'. This is the principle of only giving copyright protection and broadcast performing fees to records originating from coun-

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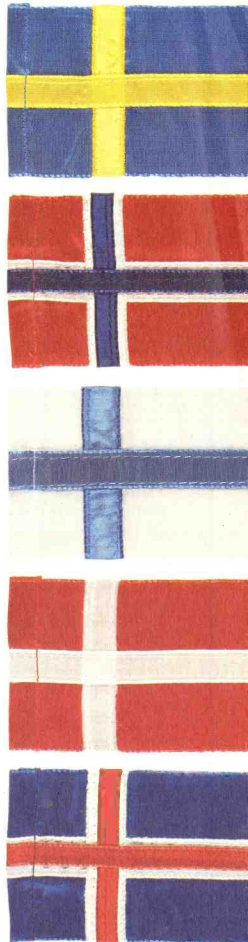
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IM & MC SPECIAL
continued on page 43 ▶



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Artist Exploitation - How Far Should It Go?

by P'tachgeij Bakker

With the European media industry booming, the possibilities for promoting an artist have increased. And as media outlets compete for artist coverage at the same time, the issue of overexposure emerges.

However, according to the moderator of the panel Artist Exploitation - How Far Should It Go? Monti Lueftner, Co-Chairman of BMG, timing makes all the difference.

"Maximum exposure at the time of a release is what we all want in this industry; we will always aim for more than less. If we take advantage of all the possibilities that the new media offer us, then it is not a question of overexposure but of timing: lining up the right promotion and marketing with the right media at the right time."

On a more negative note, Lueftner warns of the saturation of the top 40 format, a hotly debated topic within European music industry circles. Many people feel that with the singles market declining, alternative radio formats are needed more than

ever. "A lot of the new radios that have sprung up in the last few years have created an overexposure of the top 40 format. A variety of formats - like there is in the US - has not developed enough in Europe."

Another topic which will probably fuel the panel discussion is "tying". Although not many are likely to admit it publicly, the techniques of tying are very common in the music industry. To what extent is this an essential part of today's marketing and can we live without it?

Lueftner stresses the aspect of credibility. "It is our job to be aggressive; it is part of our commit-

ment to the artist. You have got to have credibility in everything you do. Hype can never replace talent. Also, you just cannot treat the consumer as a fool. In the end, they will always decide whether they like an act or not."

But breaking artists is not confined to the record company alone. Corporate sponsorship is slowly changing the face of the music industry. Who is it benefiting: the artist, the product or both?

"This is a very sensitive issue," says Lueftner. "It depends on how it is conducted, controlled and co-ordinated. I could go on, but one thing is sure - sponsorship must always respect the creativity of the artist. Artist exploitation is a two-way street. We can only go for maximum success if we combine the efforts of the artist and the industry."

Lueftner made a strong plea for this co-operation at BMG's press conference in New York at the end of January: "The de-



velopment of an artist's career is a long-term task. It is important to achieve an optimum balance between the full scope of artistic creativity and the self-image of the artist on the one hand, and the requirements of the market and consumer demand, on the other. Reaching this balance is one of the most important tasks of our A&R people." □

IM & MC SPECIAL
continued on page 45 ▶

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RECORDS

Music - The Greatest Growth Industry
In The World

by David Fine, President Of PolyGram International

I am aiming to give a bullish, optimistic address to IM&MC because we are working in a great industry - and there is no reason why that should not continue in the 90s.

I don't like people who feel negative about the industry and are always waiting for it to collapse. We have everything going in favour of our industry and I feel strongly about its great potential in the future.

The industry went through a bad time in the late 70s and early 80s, but there were various factors which forced this situation. There was an enormous world-wide recession and a sense of irresponsibility was allowed to be built up.

Many people believed that the music business could not be affected by economic recession and so, for a long period, no attempts

were made to improve the industry. It had become extravagant and bloated. What disposable income was around had other industries competing for it. This was about the time of the rise of the video and video games industries, and consumers suddenly had other forms of entertainment that they could buy, at the expense of the traditional pre-recorded music market.

become an accepted part of the marketplace. There is no longer the euphoria that usually greets a new product and they have found their rightful place in the entertainment marketplace. The music industry has begun to fight back.

And the personal stereo has also boosted interest in pre-recorded music - you can listen to music while jogging, lying on the beach or commuting. The poten-



There are better artist managers, better venues for the artists to appear in. And the deregulation of broadcasting can only be a big boost for music.

How can people say that we have already reached our full potential when only 15% of households have a CD player? This is a tremendous growth industry with a great future. □
David Fine was interviewed by Chris White

The deregulation of broadcasting can only be a big boost for music.

The industry aggressively restructured itself, reducing staff levels and making changes in management. Then along came the compact disc which was new, exciting and different.

At the same time, the videos and computer games have now

tial for enjoying music is greater than ever before.

Against that background, why should we not view the future of our industry with optimism? There are a lot of talented people out there - not just the musicians, songwriters and performers.

IM & MC SPECIAL
continued on page 46 ▶

(advertisement)

On behalf of more than
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in Amsterdam

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and in cooperation with European Music Report by, Europe's leading chart:

The Coca Cola Eurochart Hot 100

Music TV In The 90s - Janet Street-Porter

by Mark Fuller

"The industry continues to delude itself into thinking that music is a big ratings puller. It isn't. Music is, and will remain, an important factor in people's lives, but it has now moved from the centre to the edge of things. Music TV in the 90s will have to take this into account," says Janet Street-Porter, Head of BBC Youth Programming.

Before launching into her TV manifesto for the 90s, Porter is at pains to make the distinction between music television and music channels. "I'm not particularly interested in music channels which just rotate clip after clip. The satellite channels have to appeal to many different countries and usually end up with a bland nothingness. I call it non-programming. It's self-defeating."

Porter, who is known for being outspoken, began her media

career as a journalist. Since joining the BBC at the beginning of 1988 she has been responsible for introducing a string of innovative and successful music-related youth programmes such as 'Subb', 'Reportage' and the 'Rough Guide' series.

Porter's strategy for the 90s is based on the format of these programmes which use music and a good journalistic approach to explore life style, fashion and semi-political issues.

"We want to offer a complementary service to mainstream programmes such as 'Top Of The Pops', aiming at smaller segments of the market. Programmes providing a wide range of music, background information and interviews which will stretch people's minds a bit."

"Pop now appeals to people up to 50 years old and not just the usual 16-25 target group. The consumer is also more knowledgeable and wants information about the industry itself!"

Another important trend, says Porter, is the strong marketing



link which has developed between films and music. "Feature films have struck a chord with the youth market. In films like 'Top Gun', the success of the film and the soundtrack are interdependent and the soundtrack sold a lot of different music styles to the consumer."

Porter believes that the record industry "hideously misunderstands" the demands of a TV audience by continuing to invest heavily in promotional videos which are not interesting and

often unsuitable for modern music programmes.

She is also sceptical about pan-European music TV and the crossover potential of Continental artists into the UK. "Music channels such as MTV Europe will find it hard to fund real programming and will need sponsors to provide bigger budgets. Any channel using videos as a prime source of programming has an uncertain future."

"The UK audience is interested in European artists but more as phenomena. We featured Jovanotti in 'Reportage' but he will not make it in the UK charts because we have our own harder type of rappers. Belgian new beat is highly rated on the street but it hasn't broken into the charts."

Nevertheless, Porter says she introduced the French pop show 'Rapido' to BBC viewers to give her programming a foreign perspective and she is currently working on a global rock show 'Go Global', which was due to be launched at MIP television market (April 21-25). □

Paul Burger - Marketing The Music

by Chris White

Commercial broadcasting versus state stations and pan-European music retailing are two of the key topics Paul Burger, Vice President Marketing & Sales CBS Europe, expects to be covered in the panel Marketing.

The Music which he will moderate. And he anticipates a stimulating debate.

"There will be as many opinions in the room as there will be people. And because the European music industry is in such a state of transition, with new technology that will affect the ways that music is marketed, I'm confident that we are in for a very good debate."

Some of the other subjects likely to be covered are CD versus vinyl, interactive phone-ins, pan-European TV and radio, and the future of the 7" single and CD-3. And Burger has his own opinions on these. Talking about

pan-European retailing he says: "It is not an issue, it is a reality. We are already beginning to see various retail groups - in the UK, Holland, France, Spain and West Germany - who are all interested in, or have already started to expand into, other European territories. An increasing concentration of business is being handled through very largely influential retailers."

"Whether it is HMV in the UK or FNAC in France, many chains are looking beyond their own national boundaries and this is bound to have certain repercussions within the European record industry."

"There will very probably be changes in trading policies - for example, at the moment some countries operate sale or return terms, others don't. Record company marketing campaigns will also be affected. Most of the majors have marketing campaigns for their top artists which are operated on a pan-European basis but for certain repertoire that does not make sense. New



marketing activities may have to be adopted or existing ones fine-tuned."

Burger says pan-European TV has already become a reality with MTV and Sky Channel. "There is never a week that goes by without some group announcing plans for a new broadcasting venture, and to a great extent music's going to be an important part of these plans because it is a universal language."

"Satellite TV has not yet moved into profitability but with the rate at which subscription

bases are rising, it can only be a couple of years before that happens. We will also see satellite and cable TV marketing itself in a much more aggressive way in the future."

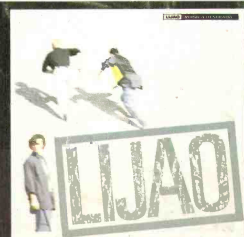
Burger is also confident about the CD-3. "Along with WEA, we have been actively involved with CD-3 at CBS. All our singles are now released in the format. At the end of the day it will be the consumer who will make the final decision. It is interesting to note that across the Atlantic, it is actually the cassette single which is doing better - a reversal of the situation in Europe."

"All record companies need a marketing vehicle and the single will continue to be that - it will continue to promote the album. Singles are particularly important with TV and radio but that won't preclude album artists from developing. Record companies will continue to sign acts who are not necessarily top 40 material but who are still creatively and artistically very interesting to the consumer." □

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Release Schedules Heat Up For Summer

by Gary Smith

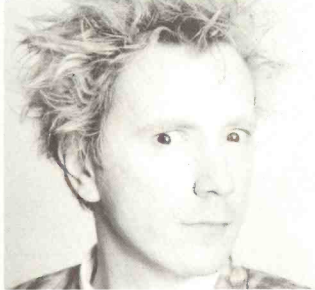
The extended period of stripped-down release schedules is finally over.

Although none of the companies are as busy as they were last summer, there will be plenty of releases by major artists over the next two months. And as the touring season approaches more are bound to follow.

AM&M is launching yet another heavy metal act on rock-hungry Europe. Extreme, who have won the Boston Music Awards' "Best Rock Group" title for the last two years, are widely tipped to reach the top. Their debut LP was produced by Mack who has worked with Queen. The new LP by The Neville Brothers, called *Yellow Moon*, has a political slant on some tracks. *Sister Rosa* is about Rosa Parks, the first black woman to sit in the section of a bus reserved for whites in the US before the race laws were abolished. The album was produced by U2 and Peter Gabriel's producer Daniel Lanois. Meanwhile, the soundtrack to the film "Mighty Quinn" includes *I Gotta Keep Moving On* by UB40, the old Manfred Mann track *Mighty Quinn*, performed by Cheryl Lee Ralph (with Sharon and Cedetta Marley on backing vocals), and *Guys Who's Coming To Dinner*, sung by Michael Ross, ex-lead singer with Black Uhuru.

Over at the mighty BMG headquarters, *Wedding Present* are about to release a mini-LP of traditional Ukrainian material. The album was put together from sessions recorded for the John Peel show on BBC Radio 1. There will also be a best of LP from Clannad which includes *Robin Of Sherwood*, *Something To Believe In* and two new tracks. And a "best of" album by Five Star will be released in May or June.

CBS is very excited about the new Malcolm McLaren LP, *Waltz Darling*. For this latest project McLaren teamed up with Jeff Beck, Dave Stearn and Bootsy Collins. The result is spectacular.



Johnny Rotten - produced by Stephen Hague

Chrysalis is finally releasing the *Living In A Box* LP. It was first delayed to finalize new artwork and then again so that it would coincide with the next single *Gatecrashing*, which the band will perform at the IM&MC gala in Amsterdam.

EMI has a star-studded lineup. *Queen's* new LP, produced by resident engineer David Richards and Brian May, is their first ever co-written effort. The first single *I Want It All* will be released next week. *Diana Ross's* new LP is described as a thoroughly modern dance record. It was produced and largely written by Nile Rogers (ex-Chic) and Ross will tour extensively in Europe to promote the record. *Stevie Nicks's* latest solo album *The Other Side Of The Mirror* features guest appearances by Tom Petty's guitarist Michael Campbell among others, and a duet with Bruce Hornsby. Production was by Rupert Hine and the first single, *Rooms On Fire*, was released on April 24. And there is the debut album by Tin Machine, featuring David Bowie on lead vocals. All the material was co-written by Bowie and the members of the band.

Island is releasing an LP of remixed numbers by Sly & Robbie, *Awake and Waiting Souls*. The remixing was done by Shaka and the LP will be in the mid-price range because all the tracks are from earlier albums. *Wally Badarou*, who played keyboards on Grace Jones' Island LPs and

more recently has produced *Level 42* and *Talking Heads*, will release a solo album. A solo LP by John Martyn's bass player, *Danny Thompson*, is also expected.

After a busy time last month MCA has only two releases in May. *The Swans*, who were on an independent label, have a well established fan club who will be glad to hear that the band are touring Europe extensively in May. And *Reba McEntire*, who is already very popular in the US, is also touring in May as the support act for Johnny Cash.

A&M

- The Neville Brothers - *Yellow Moon* - May 8
- Extreme - *Extreme* - May 15
- Cann - *Saving On The World* - May 8
- Gregg Alexander - *Michigan Rain* - May 15
- Al Green - *I Get Joy* - May 15
- OST - *The Mighty Quinn* - May 15

BMG/RC

- Wedding Present* - Ukrainian Mini LP - April 17
- Clannad - *Past & Present* - April 24
- Pop Will Itself - *This Is The Day* - May 1

CBS UK

- The The - *Mind Bomb* - May 3
- Malcolm McLaren - *Waltz Darling* - May 3

Chrysalis

- The Seaghs - *The Seaghs* - May 2
- Living In A Box - *Gatecrashing* - May 15

EMI

- Richard Marx - *Repeat Offender* - May 8
- Natalie Cole - *Good To Be Back* - May 8
- Diana Ross - *Works! Overture* - May 15
- Queen - *The Miracle* - May 22
- Tin Machine - *Tin Machine* - May 22
- Stevie Nicks - *The Other Side Of The Mirror* - May 29

Phonogram's dance subsidiary label, FFRR, has some of the most happening acts in dance right now. The label is releasing a double LP of special mixes featuring D-Mob, Frankie Knuckles, Richie Rich, Jim Montana, Salt 'N' Pepa, Cookie Crew and Eddie Grant's *Walking On Sunshine '89*, the latter remixed by Arthur Baker.

Virgin has a fairly busy schedule as usual which includes a few major releases. *Kirsty MacColl's* return to the music scene has been a success with *Free World* shaping up to be a hit and the LP *Kite*, produced by her husband Steve Lillywhite, about to be released. *Soho*, who were the subject of massive media attention a year ago, around the time of their first single, have finally come up with their debut LP *Noise*, produced by noted dance music producer Pascal Gabriel. Alan Rankin, who used to be a member of The Associates, has been busy in the studio with various artists and co-produced the new *Paul Haig* LP. Meanwhile *Deja's* debut album was produced by Teddy Riley who has worked with Kool Moe Dee, Keith Sweat, Johnny Kemp and The Wee Papa Girl Rappers. Meanwhile, the new *PIL* album was produced by Stephen Hague (Communards, Pet Shop Boys). □

Island

- Danny Thompson - *Whatever Next* - May 2
- The Kevin McDermott Orchestra - *Mother Nature's Kitchen* - May 2
- Various Artists - *Quinquages* - May 8
- Wally Badarou - *Words Of A Mountain* - May 8
- Jim Capaldi - *Some Come Running* - May 22

MCA

- The Swans - *The Burning World* - May 8
- Reba McEntire - *Sweet Surreen* - May 8

Phonogram

- Ondalught - *Search Of Sanity* - May
- Various - *Silver On Black* - May 15

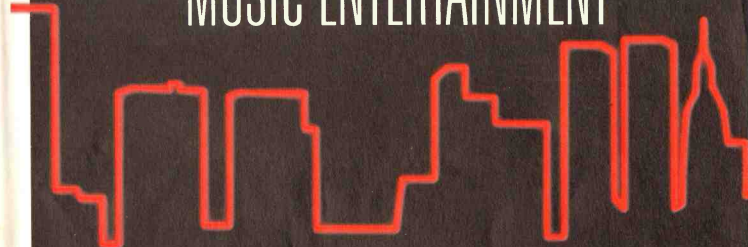
Virgin

- Kirsty MacColl - *Kite* - May 2
- Simple Minds - *Street Fighting Years* - May 2
- Soho - *Noise* - May 2
- Frazier Chorus - *See* - May 8
- Inner City - *Paradise* - May 8
- Paul Haig - *Chain* - May 15
- Pili - *Music To Be Together* - May 15
- Pili - *9* - May 22

WEA

- 10,000 Maniacs - *Blind Man's Zoo* - May 12
- Todd Rundgren - *Nearly Human* - May 19
- Miles Davis - *Amans* - May 19

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STATION REPORTS

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

PP : Powerplay
AD : Additions to the playlist
TP : Tips
LP : Album of the week
CL : Clip
ST : Studio
IN : Interview

UNITED KINGDOM

BBC RADIO 1 - London
Chris Lyckett - Sen. Prod.
A List:
AD Kylie Minogue - Hand
B List:
AD Archa & Elton: The Storm
Bon Jovi - I'll Be There
Cherelle - Alfaz
Rod Stewart: My Heart
LP Goodbye Mr Mackenzie
Joe Jackson - Blaze Of Glory
Deacon Blue - The World
Phoenix Snow - Something Real

CAPITAL RADIO - London
Richard Park - Prog. Contr.
AD Midnight Oil - Beds
Tom Jones - Move Closer
Yaz - Where Has All The Love
XTC - King For A Day
Kylie Minogue - Hand On Your
Archa & Elton: The Storm
Blow Monkeys - Your Life
Reid: Good Times

GREATER LONDON RADIO - London
Trevor Dann - Head Of Music
AD Michael Johnson - A Bitch
The Bangles - Eternal Flame
Melanie - Ruby Tuesday
Rod Stewart: My Heart
Lucinda Williams - Wanted
Deon Estus - Heaven Help Me
LP Gypsy Kings

RADIO CITY - Liverpool
Tony McKenzie - DJ/Prod.
AD Yaz - Where Has All The Love
Poison - You Mama Don't
Poison - Your Mama Don't
Jody Watley - Real Love
Natalie Cole - Miss You
Deon Estus - Heaven Help Me
Paula Abdul - Forever
Madonna - Express Yourself

RADIO HALLAM - Sheffield
Beverly Chubb - Head Of Music
AD Yaz - Where Has All The Love
Luther Vandross - Come Back
Rod Stewart: My Heart Can't
Poison - Your Mama Don't
Tom Jones - Move Closer
Living In A Bow - Gate
Bryan Ferry - He'll Have To
Bon Jovi - I'll Be There

RADIO TRENT GROUP
Len Grant - Deputy Prog. Dir.
PP FYC - Good Thing
The Beat - Generation
Helen Watson - Hanging Out
AD Bryan Ferry - He'll Have To
Mike & Mechanics - Nobody
Frazier Chorus - Typical
Yaz - Where Has All The Love
LP Joe Jackson - Blaze Of Glory

RED ROSE RADIO - Preston/Blackpool
Paul Fairburn - Head Of Music
AD Yaz - Where Has All The Love

Tone Loc - Funky Cold Medina
Archa & Elton: The Storm
Morrise Raitt - Nick Of Time
Morrisey - Interesting Drug
LP Jarsals - Ball Of Confusion
Outfield - Voices Of Babylon
Luther Vandross - Come Back
Gerald Alston - Activated

GWR - Swindon
Dave Bowen - Head Of Music
AD Then Jerico - What Does It
Carole King - City Streets
Natalie Cole - Miss You
Outfield - Voices Of Babylon
Frazier Chorus - Typical
Yaz - Where Has All The Love

METRO FM - Newcastle
Giles Squire - Prog. Contr.
AD Bryan Ferry - He'll Have To
Yaz - Where Has All The Love
Rod Stewart: My Heart
Mike/Mechanics - Nobody
Living In A Bow - Gate
Archa & Elton: The Storm

JFL 208 - London
Riff Grant - Prog. Dir.
AD Rod Stewart: My Heart
Pretenders - Windows
Etenne Daho - Switch With Me
LP Morrison - Interesting Drug
Deon Estus - Heaven Help Me
Bon Jovi - I'll Be There

AD Morrison - Interesting Drug
Deon Estus - Heaven Help Me
Bon Jovi - I'll Be There
LP The Cult - Sonic Temple
Deacon Blue - The World
Various - Bob Dylan

BRMB - Birmingham
Robin Valk - Head Of Music
AD Inner City - Ain't Nobody
Simple Minds - Your Land
De La Soul - Me, Myself & I
Beatmasters - Who's In The
Mike/Mechanics - Nobody
Jody Watley - Real Love

SWANSEA SOUND - Wales
David Thomas - Head Of Music
AD Tom Jones - Move Closer
Yaz - Where Has All The Love
Jammy & Dawn - I'll Be
Waterfronts - Broken Arrow
Frazier Chorus - Typical
Durandane - Do You Believe
Kirsty MacColl - Free World

DOWNTOWN RADIO - Belfast
John Robinson - Head Of Prog.
AD Debbie Gibson - Electric
Rod Stewart: My Heart
M. Etheridge - Some Water
Mark Garnomo - Lowenstein
Yaz - Where Has All The Love
Kirsty MacColl - Free World
Bryan Ferry - He'll Have To
Bonnie Raitt - Nick Of Time

GERMANY

SWF - Baden Baden
Ulfr Frank - DJ/Prod.
AD P5mpson/Adova - Musical
Animal Logic - There's A Spy
Tom Petty - I Won't Back
Swing Out Sister - My Mind
Clity Lauper - I Drove All
LP Stray Cats - Blast Off
Sarah Jane Morris

NDR - Hamburg
Reinhold Kujuwa - DJ/Prod.
PP Marc Almond - Only The
Moment
TP FYC - Good Thing
AD UK: Dr No

WDR - Cologne
Buddah Kraemer - DJ/Prod.
TP Hello Trouble - Till I
Short Romans - September
Jeremy Days - Brand New Toy
AD Depeche Mode - Everything

WDR - Cologne
Werner Hoffmann - DJ/Prod.
AD Debbie Gibson - Electric
FYC - Good Thing
Tone Loc - Funky Cold Medina
Simple Minds - Your Land
Simply Red - If You Don't
AD Yello - Of Course I'm Singing
Roachford - Family Man
Sandra - Around My Heart

RIAS - Berlin
Rik De Lisle - DJ/Prod.
AD Bobby Brown - To Roni
Holly Johnson - Americanos
Simply Red - If You Don't
Sandra - Around My Heart
Pat & Mike - I Haven't Stop

SDR - Stuttgart
Hans Thomas - Prod.
PP Simply Red - If You Don't
TP FYC - Good Thing
LP Bee Gees - One

SDR - Stuttgart
Michael Dorika - DJ/Prod.
AD Playhouse - I Want Your Soul
Vision Fields - Sad Song
Toten Hosen - Thousand Good
LP Sarah Jane Morris

SFB - Berlin
Juergen Juergens - DJ/Prod.
AD Simple Minds - Belfast
Madonna - Like A Prayer
Tanita Tikaram - Twist
Die Aerzte - Teenager Liebe
Paula Abdul - Straight Up
Depeche Mode - Everything

HR 3 - Frankfurt
Marcus Hertle - DJ/Prod.
AD Simply Red - If You Don't
INXS - Mystify
Then Jerico - What Does It
Ten City - Devotion
Aswad - Beauty
Archa & Elton: The Storm
Beatmasters - Who's In The

BFBS - Cologne
Nedja Buchholz - Prod. Ass.
LP Deacon Blue - The World
TP Jody Watley - Real Love
UD - When Love Comes To Town
Holly Johnson - Americanos
FYC - Good Thing
The Cure - Lullaby

RTL - Luxembourg
Honey Bee Benson - DJ/Prod.
PP Then Jerico - What Does It
Strangeways - Every Time
LP Julian Lennon - Mr Jordan

RTL - Luxembourg
Lilian Ulechowski - Prod.
PP UD - When Love Comes To Town
LP Howard Jones - Cross That

RTL - Luxembourg
Ernst Greinert - Prod.
PP Lloyd Cole - Forest Fire
Then Jerico - What Does It
LP Johnny Diesel
Julian Lennon - Mr Jordan

SREURO/ÄWELLE SAAR
Adam Hahne - DJ/Prod.
TP Tone Loc - Funky Cold Medina
AD UK: Dr No
Clity Lauper - I Drove

Swing Out Sister - My Mind
Buddah Kraemer - Baby I
Beatmasters - Who's In The
LP The Cult - Sonic Temple
Sarah Jane Morris
Gotte Gottschalk

SFB - Deutsche Welle/NDR
Horst Hartwich - DJ/Prod.
PP Nicki - Vasoldir
Engelbert - I Can Never Let
Nino De Angelo - Fieger
AD SO 36 - I Don't Wanna
Parnish & Turnon - Turn It
Carly Simon - The River
LP Grant Stevens
Nino De Angelo - Samurai
Mandy Winter - Age Of Romance

UFH - Hannover
Ulfi Kniep - DJ/Prod.
TP 3 playlists
Frazier Chorus - Dream
Jason Donovan - Too Many
Elton John - Town Of Plenty

RSH - Kiel
Sabine Neu - Head Of Music
PP FYC - Good Thing
AD Marc Almond - Only The
Moment
Mike/Mechanics - Living Years
Fieger - Nino De Angelo
Deborah Sasson - Passion
TP Durandane - Do You Believe
Holly Johnson - Americanos

RADIO GONG 2000 - Munich
Walter Freiwald - Music Dir.
PP Blue System - Love Suite
Jason Donovan - Too Many
AD Donna Summer - This Time
LP Jeremy Days

RADIO GONG - Nuremberg
Arno Mueller - Music Dir.
PP Grunwald - Springtime
A Batten - Talk It Over
AD Coldcut - People Hold On
Rick Astley - Giving Up
Paul Rutherford - I Want Your
TP Then Jerico - What Does It

RADIO REGENBOGEN - Mannheim
Markus Wahl - Music Dir.
AD Desire - Shell & The Ocean
Handling - Ajib
Nik Kershaw - Elisabeth's
Cyndi Lauper - I Drove
Tim Finn - In A Gonna Sleep
Tim Finn - In A Gonna Sleep

RADIO NI - Nuremberg
Nick Vogelstein - Prog. Dir.
PP Steve Winwood - Hearts
TP Archa & Elton: The Storm
Clity Lauper - I Drove
Jim Capaldi - Dancing 'On
AD Marc V. Cops & Robbers
LP Strangeways - Walk In

RADIO XANADU - Munich
Armin Kessler - Head Of Music
AD Four Tops - Change Of Heart
Carly Simon - The River
Soul II Soul - Keep On Moving
Simply Red - If You Don't Know
Jim Capaldi - Dancing
LP Sideway Look - Taming

FRANCE

RTL - Paris
Monique Le Marcis - Head Of Prog.
TP F. Francos - Simple Histoire
Preface - Un An, Un Jour
Phillippe Russo - Emmenez-Moi
Patricia Kaas - Elle Youdait

continued on page 52

Eurofile. Another of Music & Media's services. The complete source book for the European music and broadcasting trade. Published yearly, Eurofile offers you easy access to thousands of business contacts in all relevant areas of the industry. Record companies, publishers, radio, television, cable, satellite, and many others. It contains more than 7,500 companies, complete with addresses, phone numbers and names of key personnel and more than 12,000 individuals. In short, all the business contacts you need when you're cooking something special. Eurofile, one of the activities of Music & Media, the only weekly pan-European trade magazine, which also offers you the Eurochart Hot 100, Talent Tracks and the yearly International Music Conference (IM&M). To order your personal copy, complete and return the coupon today.

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BANCA MUSICA

Sandra - Around My Heart
The Jacksons - Nothing

SAF - Stockholm

Jonas Sandberg - DJ
AD White Lion - The Children
P Abdul - Forever Your Girl
FYC - Good Thing
Cee Jay - He's So Divine
Gerald Alston - You Lay

NORWAY

NRK P2 - Oslo
Vidar Lonn-Arnesen - Prod.
AD Return - We All Have A Future

NB RADIO - Trondheim
Endre Solbakken - Prod.
AD Lili & Sussie - Okey Okey
Daryl Braithwaite - Summer
Delux De Soiree - A Nut
TP New Order - Round & Round
Kon Kan - I Beg Your Pardon
Bobby Brown - Roni
LP S'Xpress - Soundtrack
Paula Abdul - Forever Your
Madonna - Like A Prayer

DENMARK

DANMARK'S RADIO - Aarhus
Leif Wivelstedt - DJ/Prod.
Top 5 LPs:
Madonna - Like A Prayer
Roy Orbison - Mystery Girl
Traveling Wilburys - Vol. 1
Nattergale - Na Ka
Hanne Boel - Black Wolf

RADIO VIBORG - Viborg
Hemming Kristensen
PP Cetera & Cher - After All
AD Lars Muhl - Tekno Love
Four Tops - Change Of Heart
Fuzzbox Inc. - Rescue
Simply Red - If You Don't
Holly Johnson - Americanos
Pix & Mick - Haven't Stopped
New Order - Round & Round
Nathalie Cole - Miss You

RADIO HERNING - Herning
Ulrik Hyldgaard - DJ/Prod.
AD Inner City - Ain't Nobody
Animation - Room To Move
Kasper Winding - Come Back
Roy Dee - Ohh - Mandags
LP Madonna - Like A Prayer
Carmen Kane

RADIO ROSKILDE - Roskilde
Jesper Stecher Jensen - DJ/Prod.
PP Radio Roskilde - Stationen
TP De La Soul - Plug Tunin
LP Roy Dee - Ohh
AD Three - Turn Up
Rainbirds - Sea Of Time

RADIO VOICE - Copenhagen
Bo Berg - Prog. Dir.
AD Animation - Room To Move
I DeBarges - Real Love
Curt Cobain - Feelin' Special

UPTOWN FM - Copenhagen
Niels Pedersen - Head Of Music
PP Holly Johnson - Americanos
Lars Muhl - Tekno Love
AD U2 - When Love Comes To Town
Blue Isis - Ichi
Reynolds Girls - I'd Rather
Nathalie Cole - Miss You
Simply Red - If You Don't Know
Bobby Brown - Roni
Kym Mazelle - Got To Get

STATION REPORTS

FINLAND

YLEISRAADIO/ROCKRADION
Jukka Haarma - DJ/Prod.
PP The Tea - The Beat Generation
IN The Gits
TP Throwing Muses
U.D.O.
Kata Kärkkäinen

POLAND

POLSKIE RADIO - Warsaw
Bogdan Fabianski - DJ
PP Alphaville - Romeo's
Selena - Time Bomb
Jason Donovan - Too Many
Ciao Italia - Top One
Lian Ross - Feels So Good
Bea Gees - Ordinary Lives
LP Simply Red
Depeche Mode - 101
Hazel Dean

EUROPE

VOA EUROPE
June Brown - Music Dir.
PP Roy Orbison - You Got It
Madonna - Like A Prayer
Deon Estus - Heaven Help
Roxette - The Look
FYC - She Drives Me Crazy
The Bangles - Eternal Flame
REM - Stand
Milli Vanilli - Girl

BBC Worldservice - BBC 448 - London
Nick Reynolds - Producer
LP Deacon Blue - The World
Goodybe Mr Mackenzie - Rattler
TP Jody Watley - Real Love
Wendy & Lisa - Lolly Lolly
Mike/Mechanics - Nobody

Cable Programmes



Powerplug:
Wendy & Lisa - Lolly Lolly

A List:
Simple Minds - Belfast
Madonna - Like A Prayer
Simply Red - If You Don't Know
TK+Sarama - World Outside
Depeche Mode - Everything
Roy Orbison - She's A Mystery
Paula Abdul - Straight Up
Gloria Estefan - Anything
FYC - She Drives Me Crazy
Lou Reed - Dirty Boulevard
Donna Summer - This Time
Roxette - The Look
Rainbirds - Sea Of Time
The Bangles - Eternal Flame
Bob John - I'll Be There
Bailey/Lichard - Twins



ST Jason Donovan - Too Many
Jody Watley - Real Love
Paula Abdul - Straight Up
Donna Summer - This Time
FYC - She Drives Me Crazy
Rochford - Family Man
Jon Jon - I'll Be There
Living In A Box - Blow

S'Xpress - Hey Music Lover
Kylie Minogue - Locomotion
Reynolds Girls - I'd Rather
Monie Love - I Can Do This
Swing Out Sister - My Mind
Alan Souchoan - Quand Je
Simple Minds - Mandela Day
Jason Donovan - Too Many
Paradinas - Tribute
Sam Brown - Stop

TV Programmes

UNITED KINGDOM
Top Of The Pops
Paul Ciani - Prod.
CL Simple Minds - Your Land
De La Soul - Me, Myself & I
London Boys - Requiem
Metacite - One
Beatmaster - Who's In
Transvision Vamp - Baby Can
Inner City - Ain't Nobody
Holly Johnson - Americanos
The Cure - Lullaby

CHANNEL 4 - Chartshow
Philp Davey - Prod.
CL FYC - Good Thing
Danielle Dax - White Knuckle
The Pixies - Monkey Gone
Poison - Your Mama
Wendy & Lisa - Lolly Lolly
Beatmasters - Who's in
Commanders - There's More
Jim Jimmy - Town & Country
The Cure - Lullaby
Duranduran - Do You Believe
Cookie Crew - Got To Keep
Tom Jones - Move Closer

GERMANY
ARD - Formal Eins
Andreas Thiesmeyer - Prod.
CL Transvision Vamp - Baby I
Boys From Brazil - Perfect
Dobrotari - Saison - Passion
Donna Summer - This Time
Jason Donovan - Too Many
Blue System - Love Suite
Black Sabbath - Headless
The Cure - Lullaby
Coldcut - People Hold On
Tone Loc - Funky Cold Medina
ST Mandy Winter - He's A Man
Alphaville - Romeo's

BR - Clip Tip
Juergen Barro - Prod.
ST J Stewart is It Really
Monkey De Monkey - Crash
Concert:
The Project



TELE 5
Joerg A. Hoppe - Prod.
CL Paul Kelly - Daring It
Inner City - Ain't Nobody
Alphaville - Romeo's
Jan Hammer - Too Much
New Order - Round & Round
Guetsch Patti - Anniversaire
Unknown Cases - Masimba Belle
Paula Abdul - Straight Up
Rainbirds - Sea Of Time
Pop Will Itself - Can U Dig

FRANCE
M6
Thierry Chaptain - Prod.
Clips Des Clips:
Fracs Cabril - Sarbacane

Pierre Bachelet - Tu Es La
I Perassi - Circumstance
Yes - We Was - Wishing I Was
Bibi Flash - Ca Suffit
Pierre Perret - Rz Pile
Alan Souchoan - Quand Je
Simple Minds - Mandela Day

HOLLAND
VERONICA - Countdown
Rob De Boer - Prod.
CL Kon Kan - I Beg Your Pardon
Roxette - The Look
The Bangles - Eternal Flame
The Cure - Lullaby
Richieken - Are You Just Using
Simple Minds - Your Land
ST Swing Out Sister - My Mind
Nadieh - Turn Me Loose
Ben Joniv - I'll Be There

VERONICA - De Top 40
Rob De Boer - Prod.
CL Selena - Time Bomb
Gloria Estefan - I,2,3
Golden Earring - The World
Paul - The Shifts - Wonderful
De Dijk - Ik Kan Het Niet
Beach Boys - Kokomo
Jason Donovan - Too Many
Roxette - The Look
The Bangles - Eternal Flame

SWITZERLAND
BAROCK - Tippardae
Bruno Bieri - Prod.
CL Roschford - Family Man
Darling Buds - Hit The Ground
The Tea - The Beat Generation
Gaudi - Can't Take Saturday
REM - Stand
Zed Yago - Black Bon
Buggles - Video Killed
David Bowie - Ashes To Ashes
Michael Jackson - Beat It

SSR - Perokstroika
Patrick Allenbach - Prod.
CL Nik Kershaw - One Step
Tone Loc - Funky Cold Medina
The Cure - Hot Hot Hot
Mammouth - Can't Take
Kruze - In Flames
Scandal - Spend The Cash
Concert - Previews
Brazzina Teens - Moscow
I Start Counting - Rawhide



CLAUDIO DE TOMMASI - Prod.
CL Madonna - Like A Prayer
Thy Gals - Fire Woman
Bea Gees - Ordinary Lives
Living In A Box - Blow
Duranduran - Do You Believe
Simple Minds - Mandela Day
Deacon Blue - Wages Day
Then Jerico - Big Area
Chris Brinkel - What I Am
Little Steven - Revolution

POLAND
Flash
Bogdan Fabianski - Prod.
CL Simply Red - It's Only Love
Paula Abdul - Straight Up
Donna Summer - This Time
Michael Jackson - Leave Me
The Bangles - Eternal Flame



Why know a little
when you can know everything?

For those working in the fields of communications, information, advertising, radio and TV it may be of particular interest to have data on the world of music quickly at hand - who was the publisher of Madonna's latest best-seller, who wrote the winning song at Sanremo, which might require long and laborious research to find. To meet these needs, "Musica e Dischi" (the most authoritative specialized monthly magazine in the Italian music field) has created BancaMusica, a special data bank service which offers the most up-to-date music scene: 1. Up-to-date catalogue of CD, records and cassettes available in Italy - 2. List of artists and trade operators - 3. Copyright pieces; authors, publishers, year of production - 4. Complete and up-to-date sales charts. An indispensable work tool for every professional in the music trade: BancaMusica is its history.

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EUROPE'S MOST

Radio Active

HIT MATERIAL

IT'S NO 1!

SINGLES

Madonna *Airplay*
Madonna *Sales*

ALBUMS

Madonna *Airplay*
Madonna *Sales*



EXPLOSIVES CHART BUSTERS

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

SINGLES OF THE WEEK

Vital for your play list.

Kirsty MacColl - Free World (Virgin)
Toni Halliday - Time Turns Around (Anxious/BMG RCA)
Pere Ubu - Waiting For Mary (Fontana)

SURE HITS

Gloria Estefan & Miami Sound Machine - 1-2-3 (Epic)
Village People - Megamix (Touch Of Gold/Polygram)
Carole King - City Streets (Capitol)
Inner City - Ain't Nobody Better (10 Records/Virgin)
The Jacksons - Nothing (That Compares 2 U) (Epic)

EURO-CROSSOVERS

Continental records ready to cross-over

Coitelford - Play The Game (CBS)
Lois Lane - It's The First Time (Polydor)
Golden Earring - Turn The World Around (Jaws/CNR)
Nino De Angelo - If There Is One Thing That's Forever (WEA)
Nadieh - Turn Me Loose (Mercury)
U.D.O. - Mean Machine (RCA/BMG)

EMERGING TALENT

New acts with hot product.

The 4 Of Us - Drag My Bad Name Down (CBS)
Waterfront - Broken Arrow (Polydor)

ENCORE

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

Hernandez - All My Love (Epic)
H.Watson/A.Fairweather Low - Hanging Out The Washing (Hit Or Miss/EMI)
Stone Roses - Made Of Stone (Silverstone)

ALBUMS OF THE WEEK

The Cure - Disintegration (Fiction)
Joe Jackson - Blaze Of Glory (A&M)
The Outfield - Voices Of Babylon (CBS)
The Cure - Sonic Temple (Beggars Banquet/Virgin)
Bonnie Raitt - Nick Of Time (Capitol/EMI)
Bill Pritchard - Three Months, Three Weeks (Play It Again Sam)
Helen Watson - The Weather Inside (Hit Or Miss/EMI)
Sarah Jane Morris - Sarah Jane Morris (Jive)
Cyndi Lauper - A Night To Remember (Epic)

Chart Busters is a quick reference to this week's Hot 100 Singles/Albums and the European Top 50 charts. Chart positions are indicated where appropriate.

CHART ENTRIES

Airplay Top 50

Tanita Tikaram - World Outside Your Window (44) (WEA)
Midnight Oil - Beds Are Burning (45) (CBS)
Yello - Of Course I'm Lying (46) (Fontana)
INXS - Mystify (47) (Mercury)
Blow Monkeys - This Is Your Life (48) (RCA/BMG)
J.J. Goldman - Peur De Rien Blues (49) (Epic)
Robin Beck - Save Up All Your Tears (50) (Mercury)

Hot 100 Singles

Simple Minds - This Is Your Land (30) (Virgin)
The Cure - Lullaby (36) (Fiction/Polydor)
Nino De Angelo - Samurai (44) (Hansa/BMG Ariola)
Metallica - One (54) (Vertigo)

Top 100 Albums

The Cult - Sonic Temple (15) (Beggars Banquet/Virgin)
Soul II Soul - Club Classics Vol. (23) (10 Records)
Soundtrack - Rainman (30) (Capitol)

FAST MOVERS

Airplay Top 50

Fine Young Cannibals - She Drives Me Crazy (2-6) (London)
Roxette - The Look (5-8) (EMI)
Donna Summer - This Time I Know It's For Real (8-12) (Warner Brothers)

Hot 100 Singles

Boney M - The Megamix (7-25) (Hansa/BMG Ariola)
Transvision Vamp - Baby I Don't Care (9-24) (MCA)
Holly Johnson - Americanos (10-29) (MCA)
Fine Young Cannibals - Good Thing (28-62) (London)
INXS - Mystify (38-52) (Mercury)

Top 100 Albums

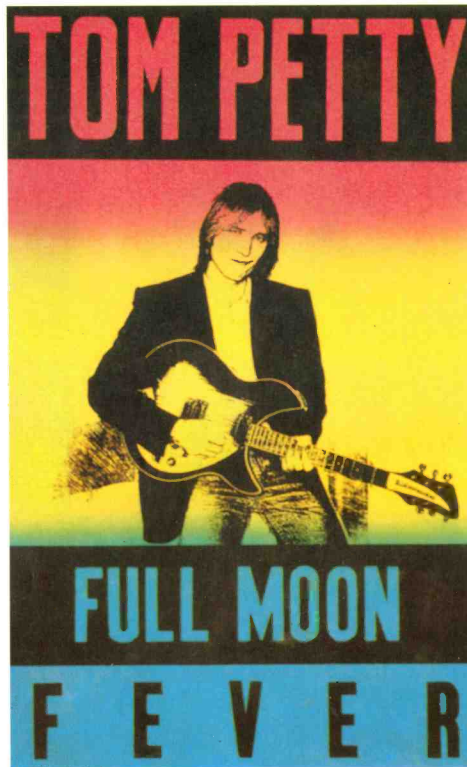
Soundtrack - Rivalen Der Rennbahn (11-22) (Hansa/BMG Ariola)
The Bangles - Everything (29-77) (CBS)
MSSO - Pop Goes Classic Vol. 2 (23-54) (Polystar)

HOT ADDS

Breaking Out On European Radio

The Cure - Lullaby (Fiction/Polydor)
Yazz - Where Has All The Love Gone (Big Life)

SOLO - BUT NOT ALONE



FEATURING

I WON'T BACK DOWN
RUNNIN' DOWN A DREAM
AND FREE FALLIN'

ON MCA CD'S, CASSETTES AND ALBUMS