

the voice

patricia kaas

France: 450 000 LP + 1 000 000 singles  
Belgium: 20 000 LP + 60 000 singles  
Switzerland: 35 000 LP + 40 000 singles  
Germany 22/06; Prime-Time TV Show "Der Grosse Preis"  
Japan: Promotion Tour in July

also released in Canada, Austria, Holland,  
Spain, Argentina, Finland and Denmark.

on tour in 1990

Polydor



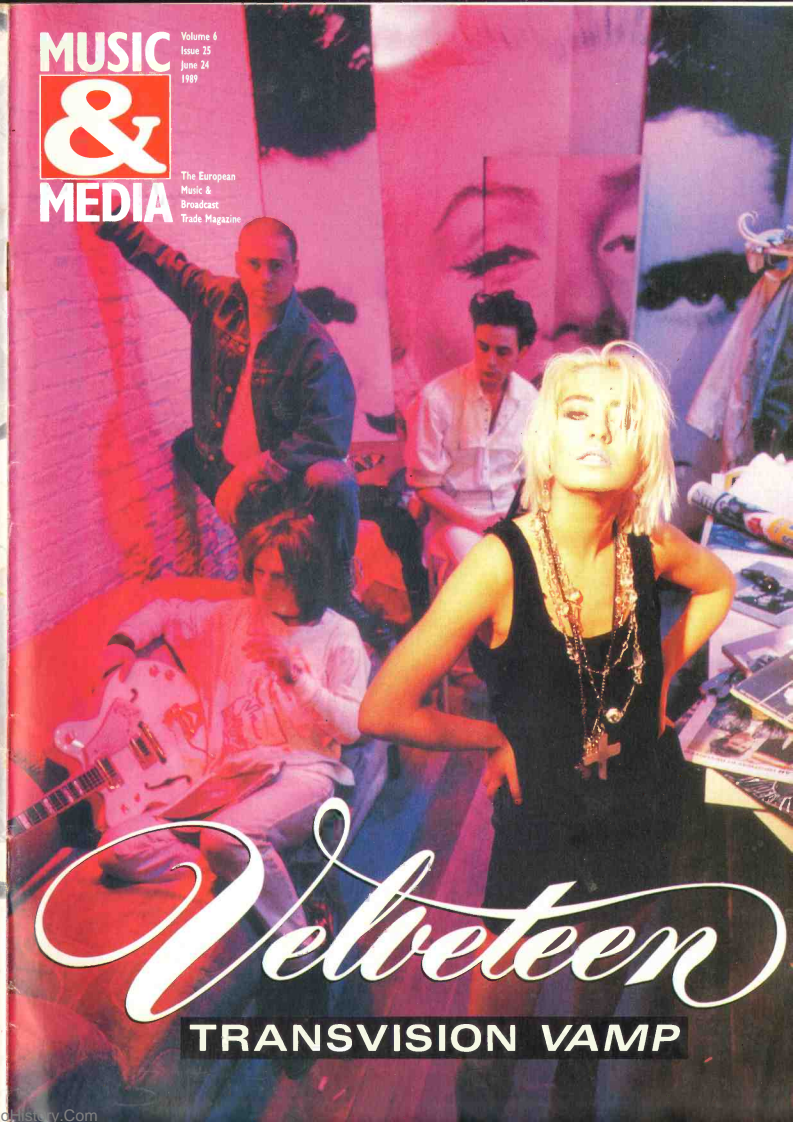
patricia kaas  
*mallemiselle chante...*

CD / MC / LP  
current singles: mon mec à moi / cabaret

MUSIC  
&  
MEDIA

Volume 6  
Issue 25  
June 24  
1987

The European  
Music &  
Broadcast  
Trade Magazine



Velveteen

TRANSVISION VAMP



ANDERSON BROTHERS  
WALKERMAN HOWE  
ON COMPACT DISC · ALBUM · CASSETTE

ARISTA

# MUSIC & MEDIA

Volume 6  
Issue 25  
June 24  
1989

The European  
Music &  
Broadcast  
Trade Magazine

## PolyGram's Bunders To Manage TV-10

Ben Bunders, President of PolyGram West Germany, has been appointed General Manager of Media Group 10, the Rome-based umbrella organisation that controls Dutch commercial radio station Radio 10 and the planned commercial channel TV-10.

Bunders, who founded

and ran WEA's operations in Holland, Belgium and Spain before joining PolyGram in 1984, starts at Media Group 10 in mid-September. He takes over from Joop Van Den Ende, who will become TV-10's Programme Director when the channel goes on air on October 28.

## Ertegen For President?

by John Carr

Athens - Delegates at the international IFPI meeting here were expected to change the organisation's constitution on June 15 to allow the re-election of Nesuhi Ertegen as its President.

Speaking on the eve of the two-day conference, Robert Summer, President of CBS International said: "Nesuhi Ertegen is a superior and dedicated person, we should continue to use his abilities." And IFPI Director-General Ian Tho-

mas added: "He is a tremendously effective person, we need him."

Some 120 people gathered in Athens where the main topic of discussion was the worldwide problem of audio and video piracy on which Ertegen has been a longtime - and successful - campaigner.

Ertegen, who has been President of IFPI for four years, was not in Athens due to sickness.

## Newcomers Crack The Charts

by Machgiel Bakker

In the last 12 months, no less than 10 debut LPs from the five major labels have broken into the top 10 of the European Top 100 Albums.

WEA has been particularly successful in breaking newcomers - Tracy Chapman, Tanita Tikaram, Enya, and Guns 'N Roses all cracked the top 10. Although they cannot really be classed as new talent, The Traveling Wilburys have also seen their debut LP high in the European chart.

CBS managed to get

### Introducing Master Chart

To improve our service to readers, Music & Media presents a new chart section - MASTER CHART. This separate eight-page pull-out includes all our regular European charts, Hot Breakouts, Playlist Reports, Top 3 In Europe and the Radio Active page.

three debut LPs in the top 10 (Bros, Terence Trent D'Arby and George Michael), followed by BMG with two (Rick Astley and Fairground Attraction).

Although EMI and PolyGram did not break any new artists into the top 10, they were successful with established acts and are market leaders when it comes to breaking continental European talent.

EMI can boast six top 10 LPs by European-signed acts including Johnny Clegg & Savuka (two LPs), Herbert Groenemeyer, Scorpions, BAP and Jeanne Mas. Four LPs by continental PolyGram artists (Jean-Michel Jarre, Jacques Brel, Mylene Farmer and Munich Symphonic Sound Orchestra) and two by CBS artists (Europe and Aertze) made the top 10 list.

The countdown for titles in the top 10 over the last year is as follows: WEA 15; CBS 10; PolyGram 10; EMI 9; BMG 5.

## INTRODUCING GREECE

SEE PAGES 17-20

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An EMR publication in partnership with

Billboard



**Ancient Gold** - WEA artist Tanita Tikaram is presented with a gold award for sales over 100,000 units in France of her debut LP 'Ancient Heart'. From l. to r. Jean-Noël Oque, Label Mgr. WEA France; Paul Charles (Tikaram's Mgr.); Tikaram; Jean-Paul Commin (Int. Dir. WEA France).

(overzoomed)

patricia kaas

Polydor

# PolyGram Int Reports Best Year Ever

## Company Report

David Fine, President of PolyGram International, has told the company's managing director conference that it posted a 16% increase in sales and revenue in 1988 - making it the best year ever for the company.

Fine said 11 PolyGram artists sold more than a million units each in 1988, led by Def Leppard's *Hysteria* LP. Together, they marked up more than 28 million sales. Fine: "I am completely bullish about the record industry now and we at PolyGram are out-performing the business."

The CD boom figured prominently in corporate debate at the conference. PolyGram pioneered the format in 1982, and last year

CDs accounted for 45% of its total music sales in value terms. Fine: "In Europe we have our greatest strength and we will be a major beneficiary of the single market of 1992."

Product to be released later this year includes Elton John's *Sleeping With The Past* LP and a new album from Tears For Fears in September. □

# EMI Music Turnover Up 18%

## Company Report

EMI Music's performance in the year to March 31 was its best ever, with turnover up 18% at £ 765.9

million and profit up to £ 53.5 million from £ 38.2 million the previous year.

Jim Fifield, President and Chief Executive Officer of EMI

Music Worldwide, says he is sure the Music Division's progress will continue throughout the current fiscal year. "And we will also benefit this year from the contributions of Chrysalis, SBK and Enigma," he said.

Fifield stresses that most of EMI Music's 37 affiliates contributed to the success, with "substantial" contributions from West Germany and France. In the US, the company moved into profit after many years of adverse trade results. Fifield says EMI is on course to reach its goal of being one of the top three music companies in the world.

International pop repertoire accounted for 62% of global record sales, compared to EMI Music's figure of 36%. "We will increase that this year, but not at the expense of national repertoire which makes an important contribution to our profits." □



Pictured after Arista's recent presentation of forthcoming releases to European licensees and the UK company. From l. to r.: Heinz Henn, VP A&R/Mark. BMG Int; Roy Lott Sen, VP Arista US; Rudi Gassner Pres. & CEO BMG Int; CIVE Denis Pres. Arista US; John Fresson Chair. BMG Records UK; Roger Hanson MD Arista UK.

# RADIO RECORD

## The Ideal Promo Package

Are record companies always aware of what the media needs? With each new release, the media is flooded with press announcements, biographies, pictures and different formats - often all in one go.

The record companies usually service all media with the same promo packages. Although this is sensible in terms of efficiency, it does not always serve the right purpose.

Perhaps the music industry should make a clearer distinction between the press and on the one hand and radio and TV on the other. Press people require detailed information on an artist's background while a radio jock would be



by Machiel Bakker better suited with concise and easily digestible information.

Most record companies have changed their servicing practices from vinyl to CD. However, a lot of media continue to receive both vinyl and CD pressings of new releases. Apart from filing getting more problematic than ever, would it not be more economical for the industry to make CD the

standard? It is clear that radio especially would be better off with CD quality.

Another problem is that of biographies. In the old days the A4-size sheets easily fitted into album sleeves; now in the age of CDs, the bio is impossible to fold into jewel boxes. This often results in them getting lost. Which record company will be the first to do something about these reviewer problems?

In the weeks to come we will take a closer look at the industry's servicing of the media. We will also try to find out what the media feels an ideal promo package should contain. □

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# Super Channel Plans In-House Programmes

by Chris Fuller

Simon Woodroffe, newly-appointed Director Of Programme Development at Super Channel, has revealed that the pan-European station is to produce in-house programmes in three languages - German, Dutch and English. Details of the shows, together with a new autumn schedule is to be announced shortly.

The announcement follows the purchase of London's leading facilities house Doublevision earlier this month by Super's parent company Beta Television. Woodroffe, who joins Beta

from music programme syndicator Radio Vision International (UK), will also be a consultant to VideoMusic in Italy.

Woodroffe: "Super Channel offers one of the biggest opportunities for TV in Europe but also

one of the most difficult. But if the differences in culture and language can be properly addressed, what results is an enormous advertising base and viewing audience." □

# SES To Launch 2nd Satellite

Societe Europeenne Des Satellites (SES), the Luxembourg-based company which financed the Astra TV satellite, plans to launch a second bird in October 1990.

Like the first Astra satellite

which broadcasts services including MTV Europe and Rupert Murdoch's Sky Television channels, the second satellite will be capable of transmitting 16 channels. □

## EUROCLIPS

The most aired music video clips through Europe in the week prior to publication. It includes more than 50 video programmes and either shows partly or in full 14 European countries.

### VIDEO FAVOURITE

★ **Madonna**  
Capes 'You're!' *Progresso Film*

### VIDEO HITS

- U2**  
I Want It All - *Wooded Lane*  
The Cure  
Lullaby - *Moxy*  
De La Soul  
Mr. Myers II - *Live Peaces*  
Living In A Box  
Gisela - *Moxy*  
Cyndi Lauper  
I Dream Of A Night - *Culture Prof.*  
Joe Jackson  
Nineteen Forever - *Progresso Film*  
Jason Donovan  
Saskia Wild A Kiss - *Short Stories*  
Neneh Cherry  
Phish - *Band*  
Patsy Cline  
Forever Your Girl - *Progresso Film*  
Malcolm McLaren  
Waiz - *Darling - Ten Eye Film*

### WELL AIRED

- Queen  
I Want It All - *Moxy*  
Simple Minds  
This Is Your Land - *Wood*  
The Jacksons  
Nothin' That Compares 2 U - *Progresso Film*  
Holly Johnson  
America - *Moxy - Harry Clips*  
Sintisa  
Right Back Where We Started From - *Las Vegas*  
Rowette  
The Look - *How West & Grog*  
Glady Knight  
Licensed To Kill - *How West*  
Paul McCartney  
My Brave Face - *Change*

### MEDIUM ROTATION

- Kylie Minogue  
Hand On Your Heart - *Short Stories*  
Simply Red  
If You Don't Know Me By Now - *Wood*  
Fire Young Cannibals  
Good Thing - *Las Vegas*  
Wendy & Lisa  
Lily - *Wood*  
The Bangles  
Eternal Flame - *Moxy*  
Steve Nicks  
Rooms On Fire - *Change*  
Chaka Kahn  
I'm Every Woman - *Moxy & Moxy UK-40*  
I Would Do For You - *Moxy*

### FIRST SHOWINGS

- The Bangles  
So With You - *Change*  
Holly Johnson  
Acacia - *Cap - Radio Film*  
M  
Pop Music - *Feature Film*

the cd · mc · lp

Living Colour

the cd · mc · lp

europa tour

paris · lyon · zurich · vienna · munich  
stuttgart · kiel/woche festival · hamburg  
lovely festival · the hague/park pop festival  
ghent · berlin · roskilde festival

## Murdoch Delays MPI Fund

by Neil Watson

Media Partners International (MPI), a US\$ 5 billion acquisitions fund to be controlled by Rupert Murdoch, has delayed its launch which was originally planned for the end of this month.

Murdoch, who wants to retain a 20% stake in the venture, has had difficulty attracting partners to help fund MPI, which plans an initial capital of around US\$ 1 billion. MPI plans to acquire media companies worldwide. It is thought that continental Europe,

where Murdoch's interests are small, would be of particular interest.

As an interim measure Murdoch will form a smaller joint venture with investment bank Credit Suisse First Boston to absorb his book publishing interests. MPI was designed to help Murdoch expand his empire at a time when his master company, News Corporation, carries a heavy debt. □

## 'Kazuko's Karaoke Club' Aims For Euro Audience

by David Stansfield

The makers of 'Kazuko's Karaoke Club' say it has enormous potential in Europe. The show has just returned to the UK's Channel 4 and is hosted by Frank Chickens leader Kazuko Hohki.

Peter Jenner and Charlie Hanson's Monkey Games Productions are behind the series which features interviews with actors, writers, musicians and celebrities who all have to sing to a backing tape.

Jenner: "I would love to do some shows in Europe because

Kazuko is not English but Japanese. There are 220,000 Karaoke clubs in Japan and now the Japanese are trying to sell the idea to the Americans. It is a great idea, something that could be enormous throughout Europe."

Segments have already been taped with Spike Milligan, Jimmy Savile, Billy Bragg and Tom Robinson. The show was first piloted at Christmas as a late-night show but returned on May 25. The series is screened from 22.30 to 23.00 hours. □

## M O V I N G

**Media:** Ben Benders Pres. PolyGram West Germany has been appointed GM of Media Group 10 which operates Radio 10 and planned TV-10 in Holland ★ Jan Ceuleers has been appointed Dir. Gen. of BRT TV in Belgium, replacing Bert Hermans ★ Pierre Werner has been elected Chair. of SES ★ Hamburg licensing authority has elected Christian Rink as its new Chair. ★ David Sloan is the new MD at Belfast's Downtown Radio ★ Kristiane Becker, formerly DJ at Radio Hamburg has become MTV Europe's first US manager ★ Arjen Witte, ex-SBK Holland MD, is the new MD of EMI

ions at Radio Vision Int (UK), replacing Simon Woodruffe who becomes Dir. Prog. Dev. at Super, GM Paul Kempton is leaving to set up his own consultancy company. PW Kempton Associates ★ Tim Newman has moved from London to Paris to run his NBC production company, but will remain a Super Channel consultant ★ Gabriele Zangerl has been appointed Dir. Int. Prod. Man. of EMI Music Worldwide's Int. Mark. Div ★ Ex-EMI Music Frانس De Wit has joined A&R ★ Arjen Witte, ex-SBK Holland MD, is the new MD of EMI

Music Benelus ★ Noel Castaing has been named VP/Dir-Gen. of Pathe Marconi EMI in France while Patrick Camuset is the new Dir. of Finance ★ At BMG NY, Nancy Firthman has been named Dir. Int. Artist Dev. Carol Tatarian is Int. Press Officer and Valerie Jack is appointed as Mgr. of Int. A&R/Mark. ★ Soundtracks UK has appointed Colin Lane-Rowley as Int. Sales Mgr. ★ Philippe Brat has joined Flarensa in France as Int. Artist Mgr. ★ Karin Heinrich has been appointed Head Of Mark. for Polydor Hamburg's national product dept. ★

## C H A I R S

## Strong Competition For London FM Radio

by Paul Easton

The London FM franchise - long regarded as the "jewel in the crown" of the new IBA community stations - attracted a record 32 applications by the June 5 closing date.

The new "community of interest" franchise is seen by most applicants as a specialist music station. However, the only guidance given by the IBA when applications were invited was that "the service proposed should increase the diversity of radio choice available to listeners in the Greater London area".

This means that some applicants not only have to convince the IBA they have the necessary business and broadcasting expertise, but also that there is a strong demand for their programming. Not surprisingly, this franchise has attracted many well-known names.

**Classis-FM**, reckoned to be one of the frontrunners, would be a popular classical music station. Involved with the company are Andrew Lloyd Webber's Really Useful Group (RUG); former IBA Director-General and Chairman of RUG, John Whitney; former Red Rose Managing Director, David Muter; London IR station, LBC; and broadcaster Robin Ray.

**London Jazz Radio** includes John Dankworth, Cleo Laine and DJ Gyles Petersen. It aims to "cover most jazz styles within a two-hour time slot as well as a strong commitment to live music".

**London Rock Radio** (Rug 102), with Chris De Borch among its directors, aims to be London's first AOR classic "square rock" station. It believes the format's popularity and success in other countries could be repeated here.

**Kiss-FM**, is a former pirate station which wants to return to the airwaves legitimately with a dance music (soul) format. Head Of Music Lindsay Wessker: "Some 40% of records sold are of 'black/dance music which is hardly heard on the radio at present'."

London listings magazine Time Out is involved with two applications. As well as being in-

volved with Capital Radio in a minority music station, **Stream FM**, it has also joined forces with the Institute Of Contemporary Art to form ABC-FM.

This would be run on similar lines to Channel 4 TV with programmes being commissioned from various art institutions and independent producers.

Hanson Trust, in partnership with Glasgow's Radio Clyde, plans to run **Melody Radio**, an automated MOR/easy-listening station, with almost continuous music and little or no talk, apart from news. Hanson's Michael Shea: "We believe it will appeal to the 35-plus age group, as it is high up the scale in what listeners in London want to hear."

**ABC Radio** would also be an MOR easy-listening station. Although the IBA's list of applicants simply says "details confidential", theatrical impresario Peter Saunders, Vera Lynn, broadcasters Cliff Michelmore and Bob Holness, and Managing Director of sales house BMS, Terry Bate, are known to be involved.

One of the most unexpected applications for the London FM station was that by programme syndicators PPM Radiowaves and French network NRJ (see last week's Music & Media) who want to launch **Energy FM**. This is the first time a French broadcaster has become involved in British radio.

The IBA is expected to make a decision at the end of July. □

## Super Gold Launch

Super Gold, the UK-based satellite oldies station will launch an overnight service as planned on July 1. Operations Manager Nic Tuff says it will broadcast a "virtually non-stop stream of hits from the 60s and early 70s, with very little voice interruption".

Tuff says the service, to be broadcast via the Intelsat satellite from 23.00 to 06.00 hours, has already had some firm takers among the commercial stations, but declines to say which. He adds that Super Gold plans to start a full daytime service in early September. □

# Eddy Grant Walking On Sunshine

## THE ULTIMATE SUMMER HITS ALBUM

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PARLOPHONE  
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EDDY GRANT APPEARING ON EUROPEAN T.V. THROUGHOUT JUNE

# Radio 1 Signs Jakki Brambles

by Paul Rusting

BBC Radio 1 has signed Capital Radio's Jakki Brambles (as predicted in Extra! issue 13) to host the early morning weekend show. The show's current presenter, Tim Smith, will remain part of the Radio 1 team.

Brambles' first spot on Radio 1 will be when she stands in for Sybil Ruscoe on the weekend breakfast show at the end of June. Brambles: "I was hoping to step in to Radio 1 quietly, but my first job there will mean I will be

broadcasting to 9.5 million people."

Brambles has been working for local radio in London for the past 18 months: "I only wrote to the station because I was desperate for a job and they gave me my own show within a week."

Brambles' appointment is part of a move to get more women presenters on air. Radio 1 already has three women presenters: Annie Nightingale, Liz Kershaw and Miss P.

## UK & IRELAND

### Radio Academy Goes European

by Paul Easton

The UK Radio Academy's Radio Festival, to be held in Cardiff from July 5-7, has a European slant for the first time this year.

Main speakers include Ove Jonsson, Managing Director of Swedish Radio and Vice Chairman of the EBU's Radio Programming Committee, who will assess the position of radio in the media world. Miss World Group's controversial head, Oweit Oyston, will speak on Radio As An Investment. Christoper Chataway, Chairman Crown Communications, and John Birt, Deputy Director-

General of the BBC, will also address the Festival audience.

The rapid rise of private radio in Europe is the subject of one of various focus groups and this session is led by Rhet Walker, Chairman of Paris-based Pan-European Holdings and Theo Ross, Publisher of Music & Media.

Other discussion subjects include The Future For AM; Targeting; and Copyright Licensing Rights. Several BBC programmes will be broadcast live from the Festival.

### Donington Cancelled

The annual Monsters Of Rock Festival at Castle Donington will not be held this year. The official reason given by promoters Airmove is the local authorities refusal to grant a licence for a crowd of more than 70,000.

Last year the event was attended by an estimated 117,000 heavy rock fans, two of whom died in a crush. A month later the authorities imposed a ceiling of

70,000. Airmove appealed on the grounds that, in other parts of the country, a site the size of Donington would allow up to 100,000 fans.

However, since the appeal will take several weeks to be heard, the promoters now feel there is not sufficient time to organise the show. Nevertheless they are confident that the event will be held in 1990.

### Rapid Growth For Local Radio Proposed

by Paul Easton

The Home Office has proposed a plan to enable the rapid expansion of local radio once the new Broadcasting Bill becomes law.

The proposal involves new stations initially using low-power transmitters on temporary frequencies, before moving to their designated part of the FM band (currently used for non-broadcast purposes) when it finally becomes available in about three years time.

Also, once the Bill is on its way through the usual parliamentary process, a shadow Radio

Authority would be established to deal with the licence applications. This would allow many stations to start broadcasting soon after the Bill becomes law.

The government's new Broadcasting Bill could become law by late 1990. It will transfer control of all non-BBC radio from the IBA to a new, "lighter touch" radio authority and is expected to allow for the establishment of a large number of new, local/community radios, as well as three national commercial stations.

### Capital Launches Own 'Rock Show'

by Oliver Jones

London - Capital Radio is set to introduce its own 'Rock Show', presented by rock journalist and broadcaster Mick Wall. The show replaces the experimental 'Hot Rockin'' and 'Rockin' programmes aired between 24.00-02.00 hours since Alan Freeman left Capital to rejoin the BBC.

The station says the US shows, which were straight rebroadcasts - complete with incorrect time checks, weather reports and travel information. Programme Controller

Richard Parks dismissed press accusations that the shows were a cheap way to fill airtime. Parks: "We felt it was a great way for our London listeners to get to hear rock stations from the US that are famous in this country."

"We aired stations from around the US, including KFOG which is just about the home of great rock radio and Trevor White was involved in a good deal of hard work in order to make the programmes more relevant to our London audience."

## Germany & Austria & Switzerland

# Chrysalis To Increase Activities

by Robert Lyng

Munich - Chrysalis says it can implement planned marketing, repertoire and artist strategies on a worldwide basis earlier and more effectively than anticipated, following Thorn EMI's 50% purchase of the company.

Albert Slendebroek, Managing Director of Munich-based Chrysalis Records, says this also applies to the company's business activities in West Germany.

Contrary to rumour, the company will continue to be based in Munich. Within the framework

of the expansion made possible by the partial takeover, Chrysalis will open a promotions office in Hamburg, and the radio promotion team in the south will be strengthened.

National A&R activities are expected to provide for a number of releases in the near future and Slendebroek says upcoming priority releases are new albums by Billy Idol, Ten Years After, Jethro Tull, Debby Harry, Jellybean World and The Ramones.

### WEA Tops TV Music

Hamburg - WEA is leading the field in terms of songs on West German TV, *Samurai*, written and produced by Dieter Bohlen and sung by Nino De Angelo, is heard weekly on the popular Saturday evening prime-time series 'Rivalen Der Rennbahn' (Rivals At The Racetrack). Meanwhile, Lory 'Bonnie' Bianco sang Dieter Bohlen's *A Cry In The Night* on the June 2 instalment of 'Derrick' - West Germany's most exported TV show. And Holy Moses have provided the live soundtrack for a fight scene in the series 'Ein Fall Fuer Zwei' (A Case For Two).

The schedule for the introduction of the frequencies was changed after the Ministry Of Post reached an agreement with the USSR, Poland, Sweden, Denmark and East Germany during the second regional WARC 'Baltic Meeting', which was held recently in Copenhagen.

### Folk LP Gold Before Release

Koch Records says Kastelruber Spatzens's new LP, *Doch Die Sehnsucht Bleibt* (And The Longing Lingers On), has gone gold with pre-release orders.

The Austrian folk group has received five gold and two platinum records for previous albums. The first single to be released from the new album is *Ave Maria*

*Der Heimat* (Ave Maria Of The Homeland), which will be accompanied by a video.

Koch will support the release with posters, stickers, and window displays at point-of-sale. The group is also planning an extensive tour in the German speaking territories.

### 2nd Private In Schleswig-Holstein

Kiel - The Schleswig-Holstein media licensing authority has called for applications for a second statewide private broadcasting network. The existing private is Radio Schleswig Holstein (RSH).

The media body will issue the licence by July 7, before the state government changes the current media law, which it does not expect to do before the autumn.

The new Social Democratic government of Schleswig-Holstein hopes the proposed legal changes will enable it to reduce the influence of the larger West German media companies within the state's private broadcasters.

For technical reasons, the station will not be able to go on air before 1992.

## SPOTLIGHT

### Transvision Vamp Follow Up The Hits

by Mike Nicholls

Transvision Vamp have just released their second album, *Velveteen* (MCG6050), which follows two hit singles - *Baby I Don't Care* and *The Only One* - both of which are on the LP.

When the band signed to MCA in early 1987, few people took them seriously. Singer Wendy James lacked credibility and their first single, *Revolution Baby*, was little more than recycled T Rex. Two years, one album and four hits later it is a different story.

MCA suggested following *Revolution Baby* with a cover. Nick Sayer, co-founder of the band, chose Holly And The Italians' *Tell That Girl To Shut Up*. It was a hit and so was the duo's next single, *I Want Your Love*, which reached no. 3 in the UK chart. *Pop Art*, Transvision Vamp's debut LP was then



released during a mini-tour last autumn and went gold.

A marketing campaign has hardly been necessary for *Velveteen*, although there have been posters and press advertisements.

MCA's Pete Bassett says there is a "strong possibility" of co-operative TV advertising towards Christmas with the release of further singles.

To maintain longevity - in addition to the 7", 12", CD and limited edition cassette formats - the current single *The Only One* will also be released on a 12" picture disc at a strategic point.



Natalie Cole receives a silver disc for her last album 'Everlasting' from EMI UK personnel. From l to r: Andrew Pryor, Dir. Mark; Rick Blasius, Dir. Int. Mark; Rupert Perry, MD; Natalie Cole; Jonathan Green, Prod. Mgr.; Dan Cleary, Cole's Mgr.; Mike Perry, Head Prom. EMI UK/EMI/US; Jeremy Hummard, VP EMI Int. Mgr. LA.

## ROCK OVER LONDON

Globe Theatre Shaftesbury Avenue, London W1, tel 1-494513

The follow-up to the UK's biggest-selling double-album of all time is now in production. Producer Jeff Wayne is making the sequel to *The War Of The Worlds*, which sold four million copies worldwide after its 1978 summer release and spent some four-and-a-half years on the UK chart. This time he is bringing *Spaculous* to record and among the many planned star appearances, co-writer Peter Osborne tells us that *LadySmith's Black Mambazo* and artist Anthony Hopkins are already committed to the project. We hear that Suzanna Hoffs of The Bangles and Steve Winwood are also on the wanted list for the album.

As UK sales of his *Don't Be Cruel* album move ever nearer to half-a-million, Bobby Brown announced a fifth Wembley Arena show on June 27 to follow the four sellouts previously scheduled, then topped that by adding a sixth on June 28.

There was plenty of publicity for the *Save The Rainforests Spirit Of The Forest* single earlier this week when the all-star line-up featured on the national TV news and in a special documentary. The organising charity Earth Love Fund is in the process of compiling an album, but at this stage Virginia has no firm commitment to release it. So far Kate Bush has offered to record some-

whereas the line-up for next month's Prince's Trust concert in Birmingham will be Mike Rutherford, Paul Carrack, Natalie Cole, Bryan Adams, John Farnham, Chris De Burgh and, Swing Out Sister. And, as previously announced, Mica Paris, Will Downing, Van Morrison, Level 42 and Spandau Ballet's Tony Hadley will all meet with Gloria Estefan. George Martin will arrange and conduct the 60-piece Birmingham Symphony Orchestra, with guest violinist Jay Kennedy. The concert starts on July 18 and 19.

*Kate Bush volunteers for Earth Love Fund, singing especially for the project and XTC, Iggy Pop, Ravi Shankar, Little Steven and Thomas Dolby have agreed to donate their tracks. The Fund has also obtained the rights to Lewis Armstrong's What A Wonderful World for inclusion on the LP.*

*Each One London is the UK's weekly rock news programme presented by G. Graham Day and produced to national radio. The programme goes out across the UK, Canada, Mexico, Greece, Australia and the Far East.*

## TOP 10 UK MUSIC VIDEOS

1. *Delicate Sound Of Thunder* Pink Floyd (PHI) (Video)
2. *The Invisible Touch Tour* Genesis (Video)
3. *Frank Sinatra & Friends* Various (Video Collection) (CIC-Sirew)
4. *Rattle And Hum* The Allman Brothers Band (Video)
5. *Innocents* Erasure (Video)
6. *Kyle - The Videos* Kyle Minogue (PWL)
7. *Video Anthology 1978-88* Bruce Springsteen (PWL/Channel 5)
8. *In Search Of Excellence* INXS (PWL/Channel 5)
9. *Two Of One* Metallica (PWL/Channel 5)
10. *Homecoming Concert* Gary Barlow & The Palm Court Choir (PH)

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

## Germany &amp; Austria &amp; Switzerland

## ffn Doubles Audience

Hamburg - A recent survey covering April and May shows dramatic shifts in audience ratings for the area's five pop stations, with private Radio ffn nearly doubling its audience to 12.1% of the listeners market.

The study, initiated by Hamburg's OK Radio and conducted by GFM-Getas, found that public broadcaster NDR 2 stabilised its share at 33.5%, compared to

32.2% last December. Surprisingly, Radio Hamburg (RHH) lost listeners, dropping from 23% to 19.2%.

Radio Schleswig-Holstein (RSH) held its middle position with 16.1%, a slight increase over its previous 16%. OK Radio, the smallest station in the region and situated in the north, profited from the demise of Radio 107 and climbed from 4.4% to 7.5%. □

## Pay TV In West Berlin

West Berlin - Leo Kirch's subscription TV channel Teleclub has begun broadcasting on West Berlin's cable system. With almost 410,000 cabled households, West Berlin is Europe's largest single cable network. Interest in subscription TV is growing in some European territories. In Switzerland, Teleclub, which specialises in exploiting Kirch's enormous archive of US films and TV series, has 70,000 subscribers. □

## Private TVs Help Films

Bonn - Private TV broadcasters Sat 1, RTL Plus, Pro 7 and Tele 5 will help finance new West German films to the tune of DM 2 million in 1989, DM 4 million in 1990 and DM 6 million in 1991. In 1987, Sat 1 broadcast 890 hours of films, RTL Plus 451 hours, the ARD (excluding the regional channels) 561 hours and the ZDF, 527 hours. □

## 3rd Media Forum Announced

West Berlin - The third Media Forum will be held here from August 30 to September 1 within the framework of West Germany's annual International Broadcasting Exhibition.

The Media Forum will be divided into four parts. The first will concentrate on media politics and law, and the possibility of a pan-European station. The second will deal with radio topics, stressing programme organisation and structural models, as well as other management topics. Part three deals with similar topics in the TV and video fields, while part four will cover the strategies and policies of satellite broadcasting. □

## JAPP Promotes Indies

by Philipp Roser

Hamburg - A new promotions company called JAPP Music Promotion has been established for independent product. The company is structured to provide maximal national coverage and is headed by Petra Thomsen-Roeder, who manages Fray and Alexander Van Der Osten.

Thomsen-Roeder, a former employee at Marie Marie Music

Publishers and Another Records will head JAPP's main office in Hamburg. Fray, who has worked at EMI and has many years of professional freelance promotions experience for record labels (Pläne, etc) and groups (Scorpions), will run an office in Bremen. Meanwhile Van Der Osten, formerly radio promoter at Virgin, will cover southern Germany from Munich.

Van Der Osten says JAPP will focus on artists and LPs rather than singles. And he says it will concentrate on folk, jazz and blues and will also take on more demanding pop repertoire.

Van Der Osten: "We have found a real gap in the market when it comes to this sort of repertoire - independent companies have plenty of product on the market that is suitable for press and radio. But all too often these companies cannot afford to support a complete promotions department."

JAPP is already representing Phonogram's Cooking Vinyl label, Line Records, the Hamburg-based folk label, Hypertension as well as Pläne products. □

## Jauch To Leave 'Na Siehste'

Munich - One of West Germany's most popular radio and television hosts, Guenther Jauch, says he will stop presenting ZDF's monthly prime-time music and talk show 'Na Siehste' at the end of this year.

Jauch, who gained attention as the presenter of Bayerischer Rundfunk's 'Live Aus Dem

Schlachthof' says he wants to work on a new programme concept for 1990.

In August he will team up with radio DJ, TV personality and film actor Thomas Gottschalk to present five 160-minute shows which will be broadcast live from the West Berlin Broadcasting Exhibition. □

## Les McKeown Wins TV Support

by Philipp Roser



cellent videos available."

Blume also stresses the incredible TV support McKeown is receiving. For the last two months *It's A Game*, written and produced by Dieter Bohlen and sung by McKeown, has run weekly as the soundtrack for the popular ZDF prime-time TV series 'Rivalen Der Rennbahn'. The soundtrack album has already gone gold and is rapidly approaching the platinum status (300,000 units).

While writing and producing four of the tracks on *It's A Game*, McKeown has continued his fruitful co-operation with Bohlen on the remaining titles. The second single, *Love Hurts And Love Heals*, is scheduled for release this month and will be supported by numerous TV appearances. □

In the mid-70s Les McKeown was whipping teenage fans into a frenzy as the lead singer of Scotland's Bay City Rollers, who had sold 200 million records worldwide by the time he was 17 years old.

After he left the band in 1978, McKeown launched a solo career in Japan. He then decided to place more emphasis on his private life, while keeping busy as a producer, studio musician and video and TV director.

With the support of songwriter/producer Dieter Bohlen, McKeown, kicked off a very successful comeback in 1988 with the song *She's A Lady*. Now his latest album *It's A Game* (209915), has been declared a top international priority at the Berlin-based Hansa label, which is distributed by BMG Ariola.

Hans Blume, Hansa Managing Director: "Nationally we have provided record stores with large, attractive posters for point-of-sale display and there are ex-



EMI-Noise is a new record label dedicated to heavy metal. It was formed by Helmut Fest (left), MD of West Germany's EMI Electrola, and Karl-Ulrich Wälterbach, MD of Modern Music, Noise International.

## ΜΑΡΕΣΙΕ ΤΟ



(I Want my MTV)

30% of all TV households

in Greece can receive



More 16-34 year olds watch



than any other non-

Greek channels

## SACEM Records Best Year Ever

by Emmanuel Legrand

Paris - France's performing rights society SACEM distributed the record amount of Fr 1.5 billion in 1988 to some 50,000 right owners.

For the second year in a row, national repertoire accounted for more than half of the revenue (54.3% against 51.6% in 1987). Meanwhile French repertoire increased its share on all formats, in the media, in record sales and in discs.

Jean-Loup Tourneur, SACEM's General Manager: "Programming on all the TV and radio stations is largely open to French repertoire. This is very clear with Antenne 2, FR3 and TFI which use more than 67% of French music and the main radios such as RTL who play over 50%, ex-

cept NRJ."

The main source of return for SACEM is the audiovisual media (27% of the total). The share for AM stations is falling but TV is increasing public use of music (25.9%). Sales of records and videos are up 22% against 17% two years ago and revenue from foreign exploitation and live music also increased with major French and international acts on the road.

International exchange was also positive. SACEM collected Fr 267.5 million from foreign exploitation of French repertoire and distributed Fr 237.7 million - mainly in the US, UK (together 60%), West Germany, Italy and Belgium. □

## Trema Pushes New Artists

Trema, the leading independent record company in France, has mounted a long-term campaign to push new artists signed by the company. These include Amimo, Garçon, Le Crêpe, La Moutie, Laurence V8, Les Infidèles and Lepagneau.

Dany Mouton, Trema's Marketing Manager: "Trema is now 20 years old and its image is associated with the names that made the company famous: Michel Sardou, Charles Aznavour,

Herve Vilard. Our goal is to show that Trema is not only the home of these stars but also the launch of a new generation of artists that could be tomorrow's stars."

The campaign will include mailing promotional material to the media, artist showcases and special activities with retailers. The anniversary celebrations will end with a huge party in September to which key media people will be invited. □

## Rock Affaire Goes To Rennes

Rock Affaire, the independent music conference and market, will now take place in Rennes from December 7 to 10, to coincide with the Transmusicales Music Festival.

Usually held in May in Montreuil in the suburbs of Paris, the market has grown steadily since its creation in 1985. Its aim is to become the main meeting place for independent rock producers, alternative radios, and new bands.

Bruno Bouteux, founder of Rock Affaire, explains the reasons for the move: "We came to a point where we could not develop further in Montreuil. Besides, we always thought that a market such as Rock Affaire could benefit from the presence of a music fes-

tival so that we could mix professional meetings with showcases. The Transmusicales seemed the best place for this artistic and business mixture."

Herve Bordier, one of the organizers of Transmusicales and Manager of Polygram Music France, welcomes the arrival of Rock Affaire in Rennes. Bordier: "Doing a festival with international programming and integrating this market is necessary for the survival of the French and European rock scene."

Transmusicales and Rock Affaire will remain as two separate entities, one responsible for the music aspects of the event and the other for the organization of the meeting. □

## Sud-Radio Teams Up With Spain's Cadena 13

by Jacqueline Eacott

Toulouse - Sud-Radio has signed a co-operation deal with the private Spanish radio network Cadena 13. From the end of June, the French station will work from Cadena 13's offices in Barcelona and broadcast news bulletins in French on the Spanish radio's 16-station network.

The deal covers programming, advertising and technology. At the programming level, Sud-Radio will give more airtime to top Spanish artists such as Miguel Bose.

Thierry Bernard, Sud-Radio Managing Director: "We have been getting in touch with record companies in Spain to find the most interesting artists." Likewise Cadena 13 will introduce its

listeners to French music.

As far as advertising is concerned, Sud-Radio will do its part to attract Spanish tourists to the Toulouse region, while Cadena 13 promotes Barcelona to the French. Although the deal seems perfectly timed for the tourist season, Bernard stresses that it goes further than that: "It has been under discussion for the past year, and although summer is naturally a good possibility the project is more long-term than that."

Bernard also says he is interested in a similar deal to cover the Basque regions of France and Spain, as well as negotiating with Portugal's Radio Renaissance. □

## SPOTLIGHT

### Johnny Hallyday Is Back!

by Emmanuel Legrand



French superstar Johnny Hallyday is back in the record stores with a new album, *Cadillac* (838497-1), which was released on June 15 by Phonogram and shipped gold.

His two previous studio LPs *Rock 'N' Roll Attitude* and *Gang*, composed by Michel Berger and Jean-Jacques Goldmann respectively, both went platinum (300,000 copies).

This time Hallyday has collaborated with his son David who composed two tracks - including the first single *Mirador* and *Possible En Moto* - and Etienne Roda-Gil, a respected songwriter, renowned for his work with Julien Clerc. Music direction was handled by Jean-Pierre Bucolo.

A mega marketing campaign is supporting the album and the single, which was serviced to radio stations 15 days before the release of the LP. On the day of the release, a double-page advertisement appeared in the newspaper Liberation. Billboards have been posted at key points in

Paris and in-store material is also available.

A massive TV campaign ran through the first two weeks of June on TFI and La Cinq. A series of commercials on M6 will end the campaign.

A video for *Mirador* was shot by Herve Palud, maker of the TV series 'David Lanusky' in which Hallyday stars.

TV promotion started on June 14 on 'Sacree Soiree' (TF1) followed by appearances on 'Yvis De Recherche' on June 23 and 'Champs-Elysees' (Antenne 2) on June 24.

Hallyday is expected to perform on stage in September 1990 (location not decided yet), in a show designed by Roda-Gil, in which records will be manufactured on stage and distributed to the audience. □



Solaïa Louis receive gold discs for French sales of the band's self-titled LP and debut single, 'Da Rium, Des Femmes'. Pictured with the band are Spinn staff GM CBS France Jean-Claude Gastineau and Peer Music's René Boyer.

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# RAI's McCartney Exclusive

by David Stanfield

Rome - For the first time state RAI television has publicised a RAI radio programme. Advertising slots on all three channels were used to promote Paul McCartney's live telephone interview on RAI radio Stereo 2.

EMI Italy organised the event with RAI and it is only the second time that McCartney has done an interview of this kind. The first was when he spoke to listeners in Russia via the BBC World Service.

McCartney answered listeners' questions live from the BBC studios in London on June 7 from 17.00 to 19.00 hours. Because of McCartney's popularity, a special telephone line was installed so listeners could be pre-selected.

Programme Director Clarita Busi says over 500 calls were received. The show was presented by Luciana Biondi and Federica Bigone.

EMI Italy is promoting

## Five Launches Summer Campaign

Milan - Five Records is launching its summer campaign with singles by two new artists. *Boom Boom* by Tina and *Dynamite* by Angela are both sung in English and will be released simultaneously throughout Europe and in Japan.

Five's International Manager Gianfranco Finamore says the

## Banco Presenta Helps New Talent

*Non Mettere Le Dita Nel Naso* (Don't Stick Your Finger Up Your Nose) by Banco's lead singer

## San Remo

### Charity Profits

San Remo Song Festival organiser Adriano Aragozzini has presented L. 02.5 million to the Italian charity organisation Caritas International. The money is the profit from the San Remo in Japan. The World Tour which played Japan, Canada, the US, Brazil and West Germany (see Music & Media issue 11).

McCartney's LP *Flowers In The Dirt* with shop window displays and the superstar will perform at Saint Vincent Estate from June 17-24 and give selected press interviews.

## Tour Of Italian Song

The first Tour Della Canzone Italiana (Tour Of The Italian Song) has been launched with 16 dates planned throughout Italy over the next seven months. Private radio network Rete 105 is sponsoring the event and providing advertising. Music Director Alex Peroni will present the acts.

The tour is organised by the new Milan-based agency Show Italian and will feature popular and lesser known Italian artists. They include Ivan Graziani, Fabio Cotugno, Umberto Tozzi, Toto Cotugno, Rossana Casale, Fioridaiso and Dario Baldanembo. Spain's Mecano will also take

## SIAE Opposes Tape Levy

SIAE, the Italian Society Of Authors & Publishers, is opposing proposals to put a 10% levy on blank cassettes and videos. Franco Carraro, Minister For Entertainment & Tourism, says the tax should go towards funding the music and audiovisual industries.

However SIAE says Carraro makes no reference to writers or

authors. SIAE Director-General, Francesco Regoli: "It would be a denial of their rights. We need to stay within the guidelines set out by countries such as West Germany and Austria, where no tax is placed on cassettes or videos. We are, therefore, asking Carraro to drop this proposal."

## Rete 105 Goes National

Milan - Private radio network Rete 105 is the first private broadcaster to transmit throughout the whole country. Rete 105's Edoardo Hagan says it is a historic event and that the network is the only private that can be compared with state radio RAI. "This is the culmination of 12 years hard work."

part in the tour. Some 10 or 12 artists will perform at each concert.

The tour started in San Pellegrino Terme on June 6 and will finish in Milan on January 6, 1990. All tickets will be L.10,000, regardless of the size of venue. All proceeds will go to the child abuse organisation Telefono Azzurro.

## SPOTLIGHT

### Paola Turci - Captures Hearts

by David Stanfield



Paola Turci has won the critics' prize three times at the San Remo Song Festival. This year she captured the hearts of the public and was outright winner in the emerging talent section with the catchy song *Bambini* (ZB42675).

It is not surprising that Turci is gaining popularity. The 24-year-old singer from Rome has the sort of talent that must eventually bring her international success. Her second, self-titled, album (ZL 74154) has been released on the small but long established IT label and is distributed in Italy by BMG.

The nine tracks vary in style and content and include some fine interpretations of songs by some of Italy's finest writers. Turci's version of the Luca Barbarossa song *Fine Di Un Amore* is moving, while her treatment of

Francesco De Gregori's *Saigon* has given it added commercial appeal. The song was recorded live on RAI TV's 'International Club'.

Alfredo Rizzo and Roberto Righini, who wrote *Bambini*, were also responsible for the reggae-flavoured *Mautuata* and the folk-influenced *Due Donne*. Rome's Bonu Vu and Drop Studios were chosen for the studio tracks with Roberto Righini at the production controls.

Despite Turci's obvious promise IT refuses to be rushed. It is cautious of overexposure and wants the artist to mature at a natural pace and develop her own songwriting skills. TV promotion for the album will be kept to a minimum but there will be plenty of local radio interviews and a few personal appearances at record stores.

Turci will perform two special showcases for BMG sales representatives and do some carefully selected concert dates this summer. She has already appeared before an audience of 100,000 at a free concert in Rome. IT's Stefano Micocci insists on taking things slowly: "She has got to grow, but I feel she is going to be very, very successful."

# BUMA/STEMRA Figures Up

by Mark Fuller

Amsterdam - Dutch copyright society BUMA/STEMRA has reported continued growth for last year, with figures boosted by the introduction of a third national TV channel and central licensing.

BUMA says net income from performance rights jumped by 9.2% to Dfl 57.8 million, which was higher than expected. This was due largely to increased revenue from television performance rights which rose by 29.2% to more than Dfl 8 million, following the launch of Nederland 3 on April 1 last year. However, BUMA is forecasting a drop in net income this year because of higher costs and stable gross revenue.

STEMRA says total net income from mechanical rights passed the Dfl 100 million barrier in 1988 for the first time in its history, rising to Dfl 108.7 million from Dfl 80.8 million in 1987. The organisation's total costs went up 5.1% to Dfl 11.5 million.

In BUMA/STEMRA's Chairman, Ton Oosterhuis, is critical of the government's slowness to take action against illegal copying, and of the postponement of legislation on lending rights which currently exclude music authors.

He also says that discourage-

ment within the music industry, together with the assault of Anglo-American music via satellite and cable stations, appeared to create an unstoppable decline in domestic production.

Rob Edwards, Director of Dutch IFPI branch NVPI: "BUMA/STEMRA is perfectly right. Domestic production has been in decline for the last five years and we are equally concerned. The problem is the lack of financial support to promote domestic product."

"The number of video clips produced and aired in support of Anglo-American product is the most important factor in the decline. We're calling for a central fund to support clip production, similar to the national film fund."

# RTV & TV-10 Audience Reach Questioned

Dutch advertising agencies are concerned that the two commercial TV channels planned for launch this year, TV-10 and RTV, will not achieve the viewing figures they predict.

In particular, agency media analysts doubt claims from TV-10 - Joop Van Den Ende and Peter Jelgersma's station of the stars' - that it will attract 17% of all Dutch viewers to its evening programming.

Matthieu Sosef, Media Director of Ogilvy & Mather in Amsterdam: "Initially, TV-10 will only have access to two to three million cabled homes in Holland. That's only about 35-55% of all Dutch households. So TV-10 would have to attract over 40% of viewers in the homes where it is available to achieve a 17% total share."

"That's a very difficult job

## Clouseau Hits No. 1

Only seven weeks after its entry in Belgium's national SIBESA chart, Flemish band Clouseau has topped the national and international charts with the track *Anne*.

Clouseau's success marks the first time that a Flemish song with a Flemish act has made the no. 1 spot in the international chart.

The song contested the Belgian heats for the Eurovision Song Contest, but was beaten by Ingborg's *Door De Wind* (currently no. 4 in the national chart and no. 8 in the international).

*Anne* is distributed by CNR, but the song was released by

Hans Kusters on his HKM label. Kusters: "The song is also expected to enter the Dutch charts, but I am a bit upset that it has been totally left out of the top 30 show on BRT radio, one of the most popular programmes on BRT-2."

## Torhout & Werchter Sellout

The Werchter Festival is heading for its sixth consecutive sellout with about 60,000 fans expected. And Torhout, the second day of the double festival, is sold out for the fourth time.

The festivals, on July 1 and 2, boast artists like Joe Jackson, Lou Reed, REM, Texas. The Pixies, Tanita Tikaram, Robert Cray, Elvis Costello, Nick Cave & The Bad Seeds. Organizer Herman Schueremans: "Both Torhout and Werchter can cope with about 80,000 people, but we are keeping in mind the comfort of fans, who pay Bfr 950 to watch their favourite artists."

## SPOTLIGHT

### Sofie Aims For A Mature Audience

by Marc Maes



Belgian singer Sofie. Distributed by PolyGram Belgium, the LP contains new songs as well as standards written by Bacharach, Mercer and Rodgers & Hart. The album was recorded in Ghent's Sleurbaut Studios, arranged by Dirk Joris and produced by M&M Productions. "When Morning Comes is available on CD only. Kusters: "We have produced a very high quality CD. The product is getting a lot of attention on radio and TV so I think other countries will also respond well to this release." "On the new LP Sofie, whose career began in 1972 when she was a new talent competition on BRT, is joined by some of the finest jazz musicians in Belgium.



SCANDINAVIA

# CD Strong In Scandinavia

by Chris Fuller

Stockholm - As in the rest of Europe, CDs sales in Scandinavia have risen significantly over the past year and the vinyl LP has shown a decline.

According to new figures issued by the Scandinavian IFPI body, GLF, CD sales in Sweden formed 28% of the total market in 1988, a rise of 7% on 1987, while the vinyl LP slipped back 4% to 51% of the total. Revenue for the year on all formats was worth Skr 750 million, up from Skr 683 million.

There were similar trends across the other territories. In Norway the CD share rose by 4% while the vinyl LP dropped by 2% (total revenue Skr 370 million). In Denmark the CD rise was also 7%, while the vinyl LP slipped by 6% (total revenue Skr 377 million), and in Finland the CD share rose by 4% with a 4% drop for the vinyl LP (total revenue Skr 319 million).

# Dutch Buy Norwegian CD Plant

Dutch manufacturer Dureco CD has bought the Norwegian CD plant EGVA which went bankrupt late last year. No purchase price has been revealed. Dureco President, Hans Toniino, says the Norwegian plant will

be operational by August, with an estimated three million unit production schedule for the first year under new ownership. He sees this output being extended to five million in 1992.

SPAIN & PORTUGAL

# Canal Plus TV Bid Uncertain

Spanish Communications Minister Jose Barrionuevo is expected to decide before August whether Canal Plus' application for one of Spain's three new private TV franchises is legal (see Extra! issue 24).

The French channel has proposed a subscription service similar to its successful French operation, but Spain's private TV law and Freedom Of Information Act are both unclear on the issue of subscription TV. Some government officials claim that TV is defined by the law as an essential public service and should therefore be free.

Canal Plus' Sylvie Ruggieri: "The law does not differentiate between subscription and non-subscription TV. As far as we're concerned there is no legal obstacle."

Ruggieri says Canal Plus España would transmit four to five hours a day of free programming, including music videos and children's shows. Subscription programming would consist mainly of feature films and sports events.

Even if Spain does decide that subscription TV is legal and Canal Plus is successful in its application, media analysts believe Spanish viewers will object to paying £15 a month for a decoder when TV has traditionally been free.

But if the idea does take off in Spain, the channel is likely to have a big advantage over the other two commercial stations. Canal Plus says 83% of its revenue will come from decoder fees, whereas its competitors will have to contend with Spain's strict advertising laws.

# WEA Expands

WEA international is to open new offices in both Denmark and Finland on July 1. This means the company will have affiliates in each Scandinavian territory.

As previously announced (Extra! issue 22), the Helsinki office will be headed by Mar-

ita Kaasalainen, who will be WEA's first ever female Managing Director. In Denmark, the Copenhagen-based team will be headed by Finn Work, formerly Managing Director at Gramofon Electra.

SPOTLIGHT

# Modesty - Dance Oriented Pop

CBS Sweden A&R Director, George Reibass, says Modesty are a major priority for the company and sees their debut album *Pieces Of Modesty* (46328) as a long-term seller: "It has an enormous amount of potential and should cross national borders easily. We are putting our full marketing weight behind it," he said.

Released in Sweden in March, *Pieces Of Modesty* is now available across most of Europe. A new single *Say A Prayer* will be released later this month, following the hits *One More Broken Heart* and *Standing Alone*.

The 12" version of *Say A Prayer* is a *forensic reworking* by Christer Modig (*Power Mix Production*), who did the same



for Paula Abdul's *Straight Up*.

Modesty - Peter Ericson (vocals, songwriter), Pelle Nylen (guitar) and Joakim Sundstrom (drums) - have been writing and playing together for about 10 years and specialise in quality, dance-oriented pop.

Their aggressive work is well-suited to live style, for which they fill out their sound with extra musicians. A summer tour of Sweden is being planned by EMA Telstar.

# 2,000 Apply For FM Licences

by Andrew Gostlieb

About 2,000 bids have been received for 153 new private FM radio licences in Spain, to be awarded in August.

The greatest number of stations will be established in the independent regions of Castilla Y Leon (29 stations), Castilla La Mancha and Extremadura (22 each).

The selection panel will be made up of members from various government departments, including transport and tourism. The winners of the new channels will have 18 months to begin broadcasting. Another 157 private frequencies will be allocated in the future.

# Satellite Contracts

Contracts for Spain's first satellite system, Hispasat, are expected to be awarded soon. Hispasat's satellite will carry three direct broadcast TV channels for Spanish audiences. The government has said unsuccessful applicants for Spain's three new private TV channels might be able to

rent one of these transponders. The service, which will be owned and operated by a consortium including state broadcaster RTVE and the Spanish telephone company, should be launched in time for the Olympic Games and the World Fair, to be held in Spain in 1992.

# radio active

EUROPE'S MOST radio active HIT MATERIAL

## IT'S NO 1!

SINGLES

Paul McCartney *Airplay*  
Roxette *Sales*

ALBUMS

Madonna *Airplay*  
Queen *Sales*

EXPLOSIVES

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.

The Neville Brothers - Yellow Moon  
Escape Club - Walking Through Walls  
Sam Brown - Can I Get A Witness

(A&M) Cliff Richard - The Best Of Me (22)  
(WEA) Swing Out Sister - You On My Mind (27)  
(A&M)

SURE HITS

ABC - One Better World  
Matt Bianco - Say It's Not Too Late  
Sinitta - Right Back Where We Started From  
LL Cool J - I'm That Type Of Guy  
Various - Spirit Of The Festival

(Mercury) Bangles - Be With You (46)  
(WEA) Beautiful South - Song For Whoever (47)  
(Def Jam/CBS) Sinitta - Right Back Where We Started (49)  
(Virgin)

EURO-CROSSOVERS

Continental records ready to cross-over

The Jeremy Days - Julie Thru' The Blinds  
Eric & Hilda - What Is Love  
Jean-Jacques Goldman - La Bas (Over There)

(Polydor) Donna Allen - Joy And Pain (70)  
(Cig/WEA) The Eagles - Hotel California (81)  
(Epic) R.E.M. - Orange Crush (87)  
(RCA/BMG) Clannad feat. Bono - In A Lifetime (93)  
(Polydor) Patricia Kaas - Elle Voulat Jouer Cabaret (94)

EMERGING TALENT

New acts with hot product.

Gun - Better Days  
The Black Sorrows - Chained To The Wheel

(A&M) Madonna - Express Yourself (3-8)  
(CBS) Cyndi Lauper - I Drove All Night (4-13)

ENCORE

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

Beautiful South - Song For Whoever  
Latin Quarter - Swimsuit Against The Stream  
Concrete Blonde - Free (LP)  
The Triffids - Goodbye Little Boy (LP)  
The Untouchables - Agent Double O Soul  
The Silencers - Scottish Rain  
Spagna - This Generation

(Go/Disc) Simply Red - If You Don't Know Me By Now (6-15)  
(RCA/BMG) Jason Donovan - Sealed With A Kiss (14-27)  
(Epic) Malcolm McLaren - Waltz Darling (19-44)

ALBUMS OF THE WEEK

Boris Grebenschikov - Radio Silence  
Plácido Domingo & Others - Goya. A Life In Song  
Anthrax - Penkufesin  
Jackson Browne - World In Motion  
Joe Cocker - One Night Of Sin  
Average White Band - Aftershock  
Gavin Friday - Each Man Kills The Thing He Loves  
Chris Isaak - Heart Shaped World

(Sire) Madonna - Express Yourself (3-11)  
(Sire) Soul II Soul - Back To Life (10-42)  
(RCA/BMG) Das Omen (Tel I) - (16-38)  
(Epic) Cyndi Lauper - I Drove All Night (20-59)  
(Go/Disc) Beautiful South - Song For Whoever (36-73)

Top 100 Singles

Michael Sardou - Berry '89 (24-46)  
Enya - Watermark (29-55)

HOT ADDS

Breaking Out On European Radio  
U2 - All I Want Is You  
UB40 - I Would Do For You

YESTER HITS

the top five from five years ago.

JUNE 24 - 1984

Singles

Frankie Goes To Hollywood - Relax  
Duran Duran - The Reflex  
Queen - I Want To Break Free  
Phil Collins - Against All Odds  
Wham - Wake Me Up Before You Go Go

(ZTT/Island)

(EMI)

(Atlantic)

(Epic)

Albums

Michael Jackson - Thriller  
Queen - The Works  
Lionel Ritchie - Can't Slow Down  
Soundtrack - Footloose  
Dire Straits -Alchemy

(A&M)

(EMI)

(Motown)

(CBS)

(Vertigo)





THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)	COUNTRIES CHARTED
1	2	12	The Look	Roxette - Parlophone (Jimmy Fun Music)	UK,GB,H,Sp,A,Ch,D,F,N,FI	35	23	14	I Beg Your Pardon	Kon Kan - Atlantic (Bun/Warner Chappell)	GB,H,D	69	58	6	Around My Heart	Sandra - Virgin (Data Alpha/Hambo/Siegal)	G,A,Ch
2	1	14	Like A Prayer	Madonna - Sire (Various)	UK,FG,Sp,A,Ch,Sw,Pol,D,N,F,Gr,I	36	73	2	Song For Whoever	Beautiful South - Go! Discs (Go! Discs Music)	UK	70	NE	NE	Joy And Pain	Donna Allen - BCM (IQ Music)	UK
3	11	3	Express Yourself	Madonna - Sire (Various)	UK,GB,H,Sp,Ch,Sw,D,N,FI	37	53	3	When The Night Comes	Joe Cocker - Capitol (Adams/Irving/Calyso)	G,Ch,Pol,DI	71	74	6	Je Ne Sais Pas Pourquoi	Kylie Minogue - PWL (All Boys Music)	FR,Pol
4	4	12	Americanos	Holly Johnson - MCA (Warner Chappell/Loves.)	UK,GB,H,A,Ch,Sw,D,N,FI	38	33	18	Belfast Child	Simple Minds - Virgin (Virgin Music)	FG,A,Ch,Gr,I	72	63	13	J'Aurais Voulu Te Dire	Caroline LeGrand - Phonogram (Feldy Music/Caradam)	F
5	5	2	Sealed With A Kiss	Jason Donovan - PWL (Warner Chappell)	UK,B,Fr	39	39	7	A La Meme Heure Dans Deux Ans	Elsa - GMB/MG Ariola (Georges Mary)	F	73	61	9	Ain't Nobody Better	Inner City - 10 Records (Drive-On/Virgin)	UK,Ch,Gr,I
6	3	13	Eternal Flame	The Bangles - CBS (Various)	UK,GB,H,A,Ch,Sw,Pol,N,FR	40	20	41	Stop	Sam Brown - ABM (Rondor/WayBlue/C. Contr)	F	74	68	11	Ordinary Lives	Bee Gees - Warner Brothers (Gibb Brothers/BMG/PRS)	G,A,Ch,Pol
7	7	9	Johnny Johnny Come Home	Avalanche - WEA (Warner Chappell)	FR	41	40	24	She Drives Me Crazy	Fine Young Cannibals - London (Virgin Music)	FG,Sp,A,Pol	75	55	10	Real Love	Jody Watley - MCA (SBK Songs/Intersong)	G,Ch
8	8	2	The Best Of Me	Cliff Richard - EMI (Warner Chappell/Nero)	UK,B	42	64	3	It Is Time To Get Funky	D. Mob Featuring LRS - London (SBK Songs/Copyright Ctl.)	UK	76	77	3	Bitte, Bitte	Aerzite - CBS (SBK Songs)	G
9	9	13	Megamix (Extended Version)	Boney M. - Hansa/BMG Ariola (FAR MV)	FR	43	24	5	On The Inside	Lynne Hamilton - AI (ATV Music)	UK,Fr	77	50	8	Bring Me Edelweiss	Edelweiss - Gig/WEA (Various)	UK,Fr
10	42	2	Back To Life	Soul II Soul/Caron Wheeler - 10 Records (Virgin Music)	UK	44	47	3	Forever Your Girl	Paula Abdul - Virgin (Olie Lieber Music)	UK,GB,H,Fr	78	91	2	Marina	Rocco Granata & The Carnations - Cardinal/ZYX Records (Nanada Music)	BH
11	10	9	Lullaby	The Cure - Fiction/Polydor (Fiction Songs)	FG,B,H,Sp,Ch,Pol	45	54	4	Wanna Take My Time	David Halliday - Scotti Bros. PolyGram (Maritza Music)	F	79	75	14	Paradise City	Guns N' Roses - Geffen (Intersong Music)	BH,Ch,Sw,N
12	14	5	Manchild	Neneh Cherry - Virgin (Virgin/Copyright Ctl.)	UK,GB,H,Ch,Sw,Fr	46	35	14	Keep On Movin'	Soul II Soul/Caron Wheeler - 10 Records (10 Music)	UK,GB,H,Ch	80	86	2	Love Is A Shield	Camouflage - Metronome (Blue Box/Virgin Music)	G
13	13	6	I Want It All	Queen - EMI (Queen Music/EMI Music)	UK,GB,H,Sp,A,Ch,Sw,Pol,D,N,FI	47	76	2	Attention Les Enfants...Danger	Michel Sardou - Tema (A.R.T. Music France)	F	81	NE	NE	Hotel California	The Eagles - Asylum (Long Run/Fingers/Warner)	F
14	17	26	Especially For You	Kylie Minogue & Jason Donovan - PWL (All Boys Music)	FR,Gr	48	49	9	Move Your Feet To The Rhythm	Hithouse - ARS (BMC Publishing)	FR,B	82	70	5	Helyom Halib (Acid Acid Acid)	Cappella - Music Man (EMI Music)	UK
15	19	3	Right Back Where We Started	Sinitta - Fanfare (Universal/ATV Music)	UK,Fr	49	100	7	Till I Loved You	Placido Domingo & Jennifer Rush - CBS (Screen Gems/EMI)	UK,Fr	83	72	5	Iko Iko	The Belle Stars - Capitol (RAC/Trio/Melder Music)	G,A,Ch
16	38	4	Das Omen (Teil I)	Mysterious Art - CBS (CBS Music)	G	50	79	2	The Only One	Transvision Vamp - MCA (CinePop Music)	UK	84	69	5	Can I Get A Witness	Sam Brown - ABM (Jobete Music)	UK,Fr
17	6	5	Ferry 'Cross The Mersey	Various Artists - PWL (Dick James/EMI)	UK,GB,H,N,FI	51	43	20	La Fete Au Village	Les Muscles - EMI (EMI France)	F	85	78	4	Traces	Lisa Lisa - Jive (Jive Records)	F
18	16	14	Looking For Freedom	David Hasselhoff - White Records/BMG Ariola (Young Musik Verlag)	GB,H,A,Ch	52	41	10	Me Myself And I	De La Soul - Tommy Boy (The Girl/Bridgport)	GB,H	86	66	7	I'm Every Woman	Chaka Khan - Warner Brothers (Island Music)	UK,BH
19	12	8	Miss You Like Crazy	Natalie Cole - EMI USA (France Street/L. Wesley)	UK,G,D,Fr	53	48	16	Too Many Broken Hearts	Jason Donovan - PWL (All Boys Music)	GB,H,Sp,Sw,Pol,FR,Gr	87	NE	NE	Orange Crush	R.E.M. - Warner Brothers (Night Garden/Unichappell)	UK,Fr
20	22	11	If You Don't Know Me By Now	Simply Red - WEA (Highly Three/Island)	UK,GB,H,A,Ch,Sw,Pol,N,FI	54	51	9	I Only Wanna Be With You	Samantha Fox - Jive (Zomba Music)	F	88	82	20	It's Only Love	Simply Red - WEA (Mayplace Music)	FR,I
21	15	7	Hand On Your Heart	Kylie Minogue - PWL (All Boys Music)	UK,GB,H,Ch,D,Fr	55	62	3	Just Keep Rockin'	Double Trouble & The Rebel MC - Desire (Fiction Songs Ltd.)	UK	89	RE	RE	Rooms On Fire	Stevie Nicks - EMI (Warner Chappell/Future)	UK,GB,H,D
22	18	6	Funky Cold Medina	Tone Loc - Delicious Vinyl/Island (Blue Mountain/Chappell)	UK,G,A	56	44	8	Electric Youth	Debbie Gibson - Atlantic (Creative Bloo/DeborahAnn)	UK,GB,Fr	90	94	3	C'Est La Vie	Marc Lavoine - Arrep/PolyGram (Arrep)	F
23	28	3	Sweet Child O'Mine	Guns N' Roses - Geffen (Guns N' Roses Music)	UK,Fr	57	71	4	Pink Sunshine	Fuzzbox - WEA (Warner Chappell Music)	UK	91	65	20	We'll Be Together	Sandra - Virgin (Data Alpha/Hambo/Siegal)	F
24	30	3	Megamix	Village People - Touch Oi Gold/PolyGram (Scorpio Music)	FR	58	37	16	Straight Up	Paula Abdul - Virgin (Virgin Music/Wolfi Music)	G,A,Ch,D,Gr	92	RE	RE	I Won't Back Down	Tom Petty - MCA (Copyright Control)	UK
25	25	6	On Va Faire La Java	La Bande A Basile & Andre Verschuren - Carrere (Johnny Williams Son)	F	59	45	5	Nothin'(That Compares 2 U)	The Jacksons - Epic (Kear/Hip Trip Music)	UK,GB,H	93	NE	NE	In A Lifetime	Clannad With Bono - RCA/BMG (Clannad/BMG Music)	UK
26	21	16	This Time I Know It's For Real	Donna Summer - Warner Brothers (All Boys Music/EMI Music)	FR,DI	60	67	16	Celebrate The World	Womack & Womack - 4th & B way (Copyright Control)	FR,A,D	94	NE	NE	Elle Voulait Jouer Cabaret	Patricia Kaas - Polydor (Back To Paris/Zon Music)	F
27	29	4	I Don't Wanna Get Hurt	Donna Summer - Warner Brothers (All Boys Music)	UK,B,H,Fr	61	46	5	Every Little Step	Bobby Brown - MCA (Cal-Gene/Virgin/MCA)	UK,H,Fr	95	NE	NE	Satisfied	Richard Marx - EMI USA (SBK Songs)	UK,G
28	36	24	Twist In My Sobriety	Tanita Tikaram - WEA (Briqwe/Warner Chappell)	F	62	87	9	This Is Your Land	Simple Minds - Virgin (Virgin Music)	G,Ch,Gr,I	96	NE	NE	Be With You	The Bangles - CBS (EMI/Perfect Circle Music)	UK
29	26	17	Help	Bananarama/Lananeeneenoono - London (Northern Songs)	FR,Sp,Ch,Sw,Pol,FR	63	97	2	Peur De Rien Blues	Jean-Jacques Goldman - Epic (JRG/Marc Lumbroso)	F	97	80	4	Coupe Coupe	Vanessa Paradis - Polydor (Savipitoi/Veranda)	F
30	59	4	I Drove All Night	Cyndi Lauper - Epic (B. Sternberg/D. Barry)	UK,Fr	64	98	2	Cruel Summer '89	Bananarama - London (Warner Chappell)	UK	98	RE	RE	Through The Storm	Aretha Franklin & Elton John - Arista/BMG (Empire Music/EMI Music)	G,I
31	31	17	The Way To Your Heart	Soulsister - EMI (EMI Music Pub.)	UK,G,Sp,A,Ch	65	34	9	Requiem	London Boys - Teldec/WEA (Warner Chappell)	UK,Fr	99	95	2	Love of My Own	Thomas Anders - Teldec (TYR/SBK Songs)	G
32	52	5	My Brave Face	Paul McCartney - Parlophone (MPL)	UK,GB,H,Sp,Pol,DI	66	60	19	I Don't Want A Lover	Texas - Mercury (10 Music)	G,A,Ch,Pol	100	NE	NE	No More Bolero's	Gerard Joling - Phonogram (SBK Songs)	H
33	32	10	Good Thing	Fine Young Cannibals - London (Cambell/Conelly)	UK,G,A,Ch,Fr	67	93	2	Comme D'Habitude	Florent Pagny - Philips/Phonogram (GLEM)	FR						
34	27	8	C In China	Confetti's - USA (EMI Music)	FR	68	57	13	Sans Logique	Mylene Farmer - Polydor (B. Le Page/Polygram)	F						

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

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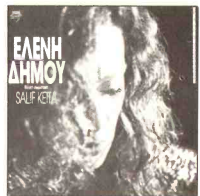
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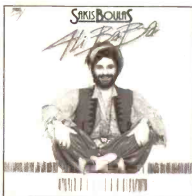




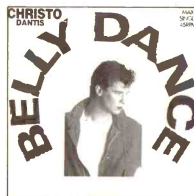
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## INTRODUCING GREECE

# Athens Radio - Mixing Politics With The Hits

by Abi Darwalla & John Carr

**Although Athens's four most popular radio stations have a mainly top 40 format, it is politics that rules the city's airwaves. The identity of stations is bound to the public perception of their political links. Competition is fierce - and sometimes dirty - not only between stations, but between DJs.**

**A**thens has just over 20 independent stations, including six major commercials (see table). Athens 984 was the city's first private station, going on air in May 1987, and it is still the most popular. Although Athens 984 is keen to promote itself as an independent, self-financing venture, the station, launched by the city's mayor, is still regarded as "the official municipal radio".

The station is run by a board of five headed by John Janetakos. Akis Evenis is Head Of Music with a team of 30-35 DJ/producers. Athens 984 is on air 24 hours a day with mixed programming until 15:00 hours, followed by music which makes up around 80% of its total output. There is six minutes of advertising per hour.

Evenis is a devoted believer in DJ independence when it comes to choosing records and is proud of the station's ability to judge hits. "Every DJ has complete freedom - he could play the same record 10 times an hour but he uses his discretion.

"The advantage in Greece is that there are no singles so DJs have more freedom to select tracks from LPs. We do get samples from the record companies but we have outside avenues too because the companies only want to push their own domestic product. We go to record shops, importers and have direct contact with foreign record companies (mainly independents)."

The station plays about 60% Greek repertoire and 40% international (on separate shows). There is no formal playlist system but the DJs meet once a week to decide which records are worth promoting. There are various specialist shows during the week and the station has its own top 20 airplay chart, which is aired on Fridays. Evenis' own show 'Boom On The Air', which goes out weekdays 15:30 to 17:00 hours, is one of the station's most popular.

But Evenis' last word on the popularity of Athens 984 is not connected with its music policy: "People are dedicated to us because we were the first and they trust us because of our objectivity on the political scene."

Housed in ultra-modern offices on the outskirts of the city, Antenna FM stands out from its counterparts in its unashamedly slick, commercial style and professional approach. The owner of this station, ship owner Minos Kiriakou, is serious about success and has invested US\$ 2 million into it.

Antenna went on air in May 1988 and 95% of its 24-hour programming is music, 75% in-

ternational. Joseph Avramoglou, Head Of Music, heads the 15 DJs who concentrate on international repertoire while Michael Tsanoupoloulos is Head Of International Repertoire. Each producer selects his own material within his



Joseph Avramoglou, Head Of Music at Antenna FM

station's recent problems which at one time looked certain to force it off the air. Sky was launched in October 1988 by banker and publisher George Koskotas, who earlier this year fled the country after it was revealed that he was involved in a huge political and business scandal.

The future of Sky was in question for weeks until an Athens-based communications company, Hermes, took over after what Station Director Tasos Papadopoulos calls "a period of self-management".

Sky aims for the youth market so programming is mainly pop and rock, with some jazz and oldies and two hours of classical music a week. Sky's top DJ is Vasilis Loukas who hosts a two-hour weekday show called 'The Beat Of The Stars'.

Its music policy is committed to mainstream foreign pop and Greek repertoire is selected for its closeness to foreign product, with DJ Ilias Benetos handling a daily two-hour local repertoire slot called '100.4% Greek'.

But Greece being Greece, news and current affairs grab a big share of airtime. Sky's most popular programmes are morning shows which freely attack abuses within the political system - including the scandal that almost sank Sky.

Top FM went on air in May 1988 but unlike Antenna and Sky, it is not looking exclusively for a youth market. Owned by Greece's major publisher Lambrakis, the station's programming consists 65% of music on a 50-50 international-domestic ratio.

Programme Director and jazz specialist Kostas Yiannouloupoulos heads 32 DJs who have complete freedom to select the records for their shows; there is no "music policy" and no DJ meetings. Yiannouloupoulos: "We have the best producers in Greece; people that became famous not from commercial radio, but who made Greek radio history - like Yannis Petrides. We may have less listeners now but we have more potential because we are neutral politically." □

**"The advantage in Greece is that there are no singles so DJs have more freedom to select tracks from LPs," Akis Evenis**

### AC Nielsen Hellas Radio Audience Survey

Athens 9 84	17.2%
Antenna	13.8%
Sky	13.7%
Radio Athens	7.8%
ERT 2	7.7%
Top FM	7.1%
Left On FM	5.3%
Jeronymo Groovy	5.2%
ERT 4	4.6%
ERT 1	3.5%
ERT 3	3.5%
Others	13%

The survey was carried out in Feb/March 1989.

**"We may have less listeners now but we have more potential because we are neutral politically," Kostas Yiannouloupoulos**

**INTRODUCING GREECE**  
continues on page 20

STATISTICS  
GREECE

Population: 10 million  
Households: 3 million  
GDP Per Capita: US\$ 4,100  
Music Industry: 11 record companies registered with IFPI; unknown number of independent operators  
Trade Assoc: IFPI  
IFPI Membership: BMG, WEA, CBS, EMI, Minos, PolyGram, Virgin, Music Bot International, Lyra, Sakaris, Polyton  
Trade Deliveries: (1988) 4.7 million LPs, 12" and maxi-singles; 3.2 million cassettes; 207,000 CDs  
Repertoire Share: 52% domestic, 48% international  
Awards: gold 50,000, platinum 100,000  
Rights Society: AEPI (collecting societies)  
Retail: No major retail chains or outlets  
Manufacturing Facilities: EMI, Fabroland, GPF (owned by PolyGram), Erased  
Radio's State: 40 private, 15 community. Ratings Companies: Nielsen, ICA, P. Focus. Households with radio: not available  
Radio Assoc: DETORS (Standing Association of Local Radio Stations). Advertising: max. 10 min per hour. TV: 2 state, ERT1 & ERT 2. Households with TV: not available. Advertising: not fixed  
Satellite: MTV, CNN, Sky, Sat 1, TV5, TVE, RAI 1, RAI 2, Soviet Horizon

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## ERT Rejects Populist Radio

The monopoly enjoyed by Greece's state radio ERT was shattered by the introduction of independent stations in May 1987 when Athens 9.84 was launched, although it was to be another year before the privates really invaded the airwaves.

S tratis Karras, Head Of Radio at ERT: "The emergence of privates did not influence our music policy. Above all, we resist the idea of a populist approach which some of those stations follow. We don't think we could offer anything by imitating them and as a state broadcaster we should not do so.

Karras points out that state radio has a fundamentally different function to the privates in that it has to reflect all kinds of music and has a duty to safeguard traditional Greek repertoire. Although there is not a specific quota, ERT's five channels (pop is mostly played on Channel 2)

broadcast around 70% music, of which slightly more than half is Greek. ERT also runs 19 local stations.

Each channel has a head of music and they are all professional musicians in their own right. There is no formal playlist but there are daily meetings between the producers and the heads of their departments who "guide them to play what we think is good music".

One of ERT's assets as far as pop radio is concerned is Yannis Petrides. His weekday show is the longest running live programme on Greek radio.

"Pop Club" went on the air in 1975 with Sgt Pepper's Lonely Heart Club and 14 years later, the show - now called "From Monday Through Friday With Yannis Petrides" - is still running at the same 16:00 to 17:00 hours slot.

Petrides: "It was a revolution.

No one listened to pop music at that hour until then but now 1500 to 1800 hours is an important position. Until Athens 9.84 came on the air it was the number one show in Greece and of course it's still the only pop show of its kind here nationwide.

"I think my ERT show has lost the pop audience but we have kept the rock listeners. My aim is to find new rock sounds, the others only play chart stuff but I want something different."

As well as presenting an oldies show on ERT on Sundays, Petrides hosts a daily weekday show on Top FM and uses his experience and rock knowledge to put together programmes as an independent producer. Petrides' love of music is reflected by his personal record collection - 100,000 records including every single in the US top 40 and the UK top 20 from 1945 to 1989! □

## Music Industry Adjusts

(continued from page 17)

Ion Stamboulis: "Some 50% of the market in Greece is local repertoire which is unique in Europe. Getting into the domestic market has always been a controversial issue because it is so small. It's not easy to export either so you need to have success at home."

Stelios Fotiadis has been chosen to head the new department and his first aim will be to establish Greek signings in the home market with a view to exporting suitable talent later. Seven artists have already been signed, most of which play traditional Greek music.

Virgin Greece was set up in 1983 but has no domestic signings.

In the 20 months it has operated independently in Greece, BMG has devoted at least 90% of its repertoire to international product. Managing Director Milto Karadas, a veteran with Greek independent Lyra and CBS, hopes to bring the new BMG company up to an 8% market share before the end of the year.

On the local scene, Kostas Haritodiplomenos is turning out to be BMG's big Greek hope. The young pop artist and songwriter has received heavy private radio airplay, and is the vanguard of a BMG local artist line-up that includes Stefanos Korkolis and Sophis Arvaniti. Karadas has also signed two Greek rockers of the '70s, Kostas Tourmas and Yannis Zouganelis. □

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## Epic's Plans To Broaden Lauper's Audience

by Mike Nichols

It is more than five years since Cyndi Lauper blazed on the scene with her worldwide hit, "Girls Just Wanna Have Fun". But now, with her new album "A Night To Remember", she is finally set to turn the tables on the girl who stole her thunder - Madonna.

Lauper's first two Epic albums sold less than a million copies in the UK and Europe. If her record company's marketing strategy goes according to plan, the new LP should sell more than that in the UK alone.

Epic Marketing Manager, Kit Buckler: "The first single, I Drove All Night, was the crucial



launch-pin. Now that it is on the verge of the top 10 everything else should fall into place. Her market mainly comprises the 24-32 age group and a hit will attract the 12-16-year-olds who may have only just become familiar with her.

"A Night To Remember will be released when I Drove All Night appears to have peaked in the charts. In order to sustain the LP's longevity, we will start advertising on TV around the time of the third single. That is how we worked the campaigns for Luther

Expose may be a new name in Europe but on the other side of the Atlantic they are immensely popular - they are the first act to place four tracks from a debut LP in the Billboard US top 10.

Although the various European territories have different plans for the trio, it is clear Expose are one of Arista's priority acts for the coming few months.

## Exposing Expose

by Diana Pflus



Dutch marketing campaign for the trio is the company's biggest ever campaign. Because of their huge US success (the debut album sold over 2 million copies), Benhard is convinced Expose will be big in Europe.

The marketing plan includes a free CD-3 in Club Veronica magazine (a youth club for Veronica members) with three of the band's US hits: Point Of No Return, Come Go With Me and Exposed To Love. There will be a poster campaign on railway stations and heavy advertising in the national media.

To promote the European debut single, What You Don't Know (from the forthcoming LP of the same name), the group in-

terrupted their US promo tour to do some interviews for Dutch radio, TV and press. If they are as successful as is expected, the band will tour Europe later this year.

Gaby Winzig Sr. Label Manager at BMG Ariola in West Germany, says both the UK and West Germany are going to wait for a new version of the single What You Don't Know before making a commitment. Winzig: "We like to go with the right thing at the right time. The music of Expose is very good but perhaps too American. As soon as there are a 'European' version we will release both the single and the LP and we will definitely come up with a major campaign." □

Vandross, Gloria Estefan and Alexander O'Neal, whose albums all sold more than a million."

Epic will also be advertising in much of the print media, from youth magazines like Sky, More and Smash Hits to more up-market publications with older audiences like 20/20, The Observer, The Guardian and The Independent.

Lauper is understandably delighted at her renewed UK success, not least because she has either written or co-written eight of the 11 tracks. Chief collaborators, as before, are Billy Steinberg (lyrics) and Tom Kelly (music), although the album took longer to record than anticipated.

Lauper: "My long-standing ally, Lennie Petrie, broke his leg so we ended up having to mix everything. Finding someone to do that proved difficult because most of the producers I interviewed seemed more interested in applying their own formulas which would have meant me ending up sounding like other people's records.

"Eventually I decided to work with Phil Ramone - you never alone with a veteran Ramone - and Eric Thorgren (ET). In the past he has worked with everyone from Talking Heads and Robert Palmer to Debbie Harry and Pili. There was never any threat of him imposing his own sound and he ended up remixing the whole album."

A Night To Remember features a star-studded cast of musicians including Eric Clapton, Rick Derringer, Bootsy Collins and two members of Cameo. The songs were written as far afield as Lauper's native Brooklyn, Moscow and Los Angeles.

Lauper: "With me different environments inspire new ideas. Also I like to observe real life and people. If you want to sing great things your subject matter has to be real. I want to make it as an artist and be as creative as I can.

"I will not sell my soul or sing a generic card song. These songs all stem from experience and are kind of like stories. They are all different but could have taken place on one night. That is why I called the album A Night To Remember." □

In order to reflect the increasing status of the Pan-European market, from now on New Releases will include the most important new product from the major company affiliates and the biggest independent companies. July is traditionally a winding-down period and therefore this section will be more extensive in the coming months.



Dead Or Alive

**UK/International**

**BMG/International**

Blow Monkeys - Greatest Hits - Wax - TBA - July 24  
Imagination - TBA - July 24

**CBS**

Skingsmead - The Blood Rush - July 3  
Cry Before Dawn - Witness For The World - July 10  
Dead Or Alive - Nude - July 31

**Chrysalis**

The Ramones - Brain Drain - July 3

**EMI**

Lou Rawls - At Last - July 10  
Syndicate - Keep - July 31

**Jive**

Millie Jackson - Back To The Sh... - July 3  
Kool Moe Dee - Knowledge Is King - July 10  
Boogie Down Productions - Ghetto Music - July 17

**MCA**

Transvision Vamp - Velveteen - June 19  
Various - Licence To Kill - July 3  
Patti LaBelle - Be Yourself - July 3  
Various - Karate Kid 3 - July 3  
Steve Jones - Fire And Gasoline - July 25  
Lillian Axe - Love And War - July 25  
Nightranger - Greatest Hits - July 25

(advertisement)

**PRO:MOTION**

...ant of land standing o...  
from the coast-line.

**pro mote** [prɒ'moʊt] v.t. 1. (VP 1, 8, 18) give (sb.) higher position or rank: He was ~ed sergeant (= he was promoted 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.

**pro motion** [prɒ'moʊʃn] n. 1. [U] promoting or being promoted; gain (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] adj. acting, done, or given, without delay: a ~ reply

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**West Germany**

**BCM**

Various - Hip House Megamix - July 3  
UTFO - Doin' It - July 3  
Donna Elms - Heaven - July 3  
Various - Hustlers Convention - July 10  
Mack Thornhill - Mack - July 17  
La Mix - TBA - July 17

**France**

**EMI**

Charlelie Couture - En Publique - July 10

**Trema**

Le Cries De La Mouche - Le Cri De La Mouche - July 17  
Garçons - Le Beau Papillon - July 17

**Virgin**

Les Innocents - Les Innocents - July 3

**PolyGram**

Faith No More - The Real Thing - July 3  
Simon Harris - TBA - July 10  
Joyce Sims - All About Love - July 17  
Shakespeare's Sister - TBA - July 31  
The La's - TBA - July 31

**Virgin**

Mike Oldfield - Earth Moving - July 10  
Danny Wilson - Be Bop Mop Top - July 17  
Cutting Crew - The Scattering - July 24  
Working Week - Fire In The Mountain - July 24



Roberto Jaccetti

**Holland**

**POLYDOR**

Tambourine - Flowers In September - tbc  
Roberto Jaccetti - tbc - tbc

**PHONOGRAM**

Gerard Joling - No More Bolero's - TBC

Wax

**WEA**

The Pogues - Peace And Love - July 17  
London Boys - The Twelve  
Commandments Of Dance - July 17

**BMG**

Hoodoo Gurus - Magnum Come Louder - July 10  
Side Winders - Which Doctor? - TBC  
Silent Rage - Don't Touch Me There - July 3

**WEA**

Tony Baz - Tony Baz - tbc  
Peter Schilling - The Different Story - tbc



Gerard Joling

TBA = to be announced  
TBC = to be confirmed

Record Companies please note that the deadlines for this page are as follows: July 7 (for August LP releases)  
August 4 (for September LP releases)  
September 8 (for October LP releases)  
October 6 (for November LP releases)  
November 3 (for December LP releases)

The La's

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# UPCOMING SPECIALS

## Issue 30 AUSTRALIA

Advertising deadline 11 - 7 - 89

Publication date 29 - 7 - 89

## Issue 31

### NEW MUSIC SEMINAR & HEAVY METAL

Advertising deadline 18 - 7 - 89

Publication date 5 - 8 - 89

## Issue 32

### RETAIL 4

Advertising deadline 25 - 7 - 89

Publication date 12 - 8 - 89

## Issue 33

### NEW MUSIC

Advertising deadline 1 - 8 - 89

Publication date 19 - 8 - 89

## Issue 34

### SUMMER HITS

Advertising deadline 8 - 8 - 89

Publication date 26 - 8 - 89

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

# MUSIC & MEDIA



### CCCP

**Svegliami (Virgin/Italy).** Contact: Virgin/Luigi Montovani: tel:39.2.2593941/fax:2566703

If you thought that the fastest mouths in the world were in rap then check this out. Italian rap/metal by a band described as punk intellectuals. They have already sold 20,000 copies in two weeks in Italy. Licence and sub-publishing available where affiliates do not take up their option.

### Richard Stenryc

**Si Vous La Voyez (Vogue/France).** Contact: Hopi/Mesa/Jacques Harbuzet:33.1.45578236/fax:45578003

A semi-ballad sung in French and written by Jean-Paul Dreau who has previously written songs for Elton John and Richard Cocciante. Good FM airplay. Licence and sub-publishing free except France.

### Auktion

**Polka (Oliv The Track/France).** Contact: OTTILIZ/Horvay: tel:33.1.4011800/fax:40116057

A psychedelic and rather dreamy effort from one of the increasing number of Russian bands releasing records in the West. Good stuff with extra texture. Licence and sub-publishing still available for some territories but you will have to hurry.

### Ancient Beatbox

**Laride (Cooking Vinyl/UK).** Contact: Cooking Vinyl/Ruth Davey: tel:44.1.9606000/fax:9601120

From a label that has made its reputation by introducing new and unusual acts, this is exactly that - something new with a distinctly Asian flavour and a good groove. Licence and sub-publishing free except Spain, Italy, UK and West Germany.

### Jan Erik

**Revolution (Carerre/France).** Contact: Carerre/Nanou Lamblin: tel:33.1.42681300/fax:42665811

One of the many songs that either have been or will be released celebrating the anniversary of the revolution. A dance number with a punky edge on the chorus. Licence and sub-publishing free except France.

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

# Talent Tracks

PROMISING ACTS

WORTH WATCHING



## UPDATE

by Gary Smith

### The Perfect Disaster

**55 (Fire/UK).** Contact: Fire/Dave Bedford: tel:44.1.3576111/fax:3579661

Definitive indie pop, loads of jangling guitars and more than a hint of Lou Reed in the vocal delivery. A band that are on the way up. Licence and sub-publishing free except France, West Germany and Scandinavia.

### Noir Desir

**Aux Sombres Heros De L'Amor (Barclay/France).** Contact: Barclay/Jerome Beth: tel:33.1.4581185/fax:4581018

Very much a happening band in France right now. Despite the French title they sing in English and their style is in the tradition of many UK bands. Powerful and moody pop. Licence and sub-publishing free where PolyGram affiliates do not take up their option.

### Walk The Beat

**Mr Sabbath Edit (Kil Da Rock/Switzerland).** Contact: KDR/Bruno Steetler: tel:41.1.4328980/fax:520787

From the group that brought you the excellent *Boy I Want You Back* comes a melodic and highly danceable instrumental track. Licence and sub-publishing free except West Germany, Austria and Switzerland.

### Rob 'N' Raz With Papa Dee

**Microphone Poet (Telegram/Sweden).** Contact: Telegram/Klas Lundberg: tel:46.8.348210/fax:303086

Europe's rappers are making their mark and Papa Dee is right up there with the best of them. Nice combination of melody and rhythm and a good tight arrangement. Licence and sub-publishing free except Scandinavia.

Connoisseurs of quality rock should check the hot new German act Rausch. The band have already made their mark on the independent charts by getting into the top 10 with their debut single, *The Roof*, and have gone on to impress audiences with their live set. They have just completed a series of warm-up gigs in Hamburg and Berlin which created some sensation and they are also scheduled to appear at the Midsummer festivals on June 24 and 25 in Mannheim and Bremen. The band will be appearing with The Woodentops, Stray Cats and The Pogues.

Danish duo Kiwi & Tess have embarked on a major promotional tour of West Germany following the enthusiastic reaction to their new Pete Hammond (PWL) produced single *Give Your Heart*. After two weeks the song is

already on the playlist of some of the major public and private radio stations and is bubbling under the West German dance top 40. The tour began on June 12 and will run until July 8.

The excellent Dutch artist Michel Van Dyke, who has lived and worked in West Germany for the last 15 years, has been getting strong reactions from German radio to his latest self-titled LP. All the major stations are playing his material; the drawback is that, due to a breakdown at the pressing plant, the single was delayed by several weeks. By that time the album had been widely picked up by various stations and they all started playing different tracks. Van Dyke has just formed a backing band and there will be some warm-up dates sometime in the late summer followed by a full European tour in September. He will also be appearing on the TV show 'Fullhouse' on NDR 3 with Underworld and a video for the single *Baby Lay Your Hands On Me* has just been completed. It was directed by Jean Guillaume Vicard in Paris and by Danny Nissen (who made The Housemartin's excellent videos) in London. The next single, *Snuck On You*, will be remixed by Zeus B. Held (Transvision Vamp) and will be released in the late summer. □

## Top 10 UK Independent Singles

1. <i>Smashed With A Kiss</i>	Jason Donovan	(PWL)
2. <i>Ferry Cross The Water</i>	Various Artists	(PWL)
3. <i>Right Back</i>	Smiley	(Parade)
4. <i>Heaven Halls</i>	Caprice	(Music Planet)
5. <i>Just Like Heaven</i>	Discolor P	(Blaze Front)
6. <i>Psychonosis 48</i>	Fields Of The Nephilim	(Dislocation Two)
7. <i>Just Keep Rockin'</i>	Debbie Travis & The Rebel Kix	Orion
8. <i>Super Love</i>	Lambert	(Blaze Front)
9. <i>Joy And Pain</i>	Doris Aale	(Blaze Front)
10. <i>The Listening Apparent</i>	Stuff	(MCA)

Compiled by M&M

## Going Independent...

by Karen Rolley

Baby Ford returns to the chart with his third single - a re-work of the Marc Bolan classic, *Children Of The Revolution*, (Rhythm King). This week it is the highest new entry, in at no. 15. Silvertone Records have two new entries with *Mary My Hope's It's About Time* at no. 28 and *A Place In The Sun*, the latest cut for *The Men They Couldn't Hang*, in at no. 30.

New releases for the coming weeks include *La Soul 45's Say No Go* from the acclaimed *Three Feet High And Rising* (Big Life), the second Birdland single, *EP2 (Lazzy)*, and a brand new Spacemen 3 EP, *Hypnotized* (Fire). Rhythm King, the label

responsible for the bulk of the last two years' indie/dance crossover material, will release the first Les Negresses Vertes single for the UK. After the amount of press coverage and live interest the Frenchmen have created, *The Fly* looks most likely to head straight for the national chart.

From Cat & Mouse Records comes a new Pauline Murray album, *Storm Clouds*. Newcastle-born Murray is best remembered



The Men They Couldn't Hang

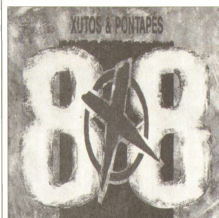
as the vocalist with 70s new wave band Penetration. Already well known in the US, Sir Mix-A-Lot comes to the UK armed with a single and a forthcoming LP, *Swass* (Tam Tam). The taster 45, *Iron Man*, features the guitars of the mighty Metal Church.

Finally, Jason Donovan snatches the no. 1 spot for the third time with his third solo single, *Smiled With A Kiss*, and reclaim the album lead with *Ten Good Reasons*. Quel Surprise. □

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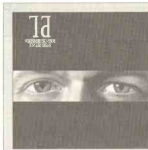
## SINGLES ALBUMS



## SINGLE OF THE WEEK

## The Jeremy Days

Julie Thru's 'The Blinds' - Polydor  
One of a growing number of West German bands including 'The Rainbirds, Doro and Camouflage who are on the verge of breaking on an international scale. This band's particular brand of poppy, 60s influenced songs are somewhat reminiscent of Deacon Blue, Prefab Sprout or occasionally Talking Heads but at the same time they have a strong, individual sound and identity. And like them they have the same ability to write strong, economical pop.



## ALBUM OF THE WEEK

## Boris Grebenshikov

Radio Sylene - CBS  
For his Western debut LP Grebenshikov has successfully teamed up with producer Dave Stewart to produce an LP of inspired and powerful pop rock. Grebenshikov has a rough, expressive voice that combines perfectly with Stewart's thoroughly modern musical support. This man is obviously an immense talent and the album is as close to perfect as it is possible to get. Never a dull moment. Check out: *Radio Sylene, The Wind and That Voice Again*.

## The Black Sorrows

Chained To The Wheel - CBS  
A spirited folk/rock track from this emerging Australian band. An attractively honest production.

## ABC

One Better World - Mercury  
Dance music with an elastic beat that owes much to the sound pioneered by Chic. A hit.

## Jean-Jacques Goldman

La Bas (Over There) - Epic  
A spirited vocal performance by Goldman and Sirima. This is a keyboard dominated, mid-tempo song, a bit a La Bee Gees.

## Varius

Spirit Of The Forest - Virgin  
If a bunch of top artists including Kate Bush, Mick Fleetwood, Iggy Pop and many others gather to make a record there is always a danger that they will cancel each other out and that is what has happened here.

## Escape Club

Walking Through Walls - WEA  
The third single from the *Wild Wild West* LP should give them a much-deserved breakthrough. A radio-friendly rock song with a catchy melody and a good production.

## Matt Bianco

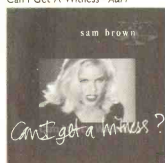
Say It's Not Too Late - WEA  
Lain-tinged party music that should suit the summer airwaves perfectly.

## Sinitta

Right Back Where We Started From - Fantasy  
A cheerful cover of Maxine Nightingale's 1975 hit that will undoubtedly do well across the Continent.

## Sam Brown

Can I Get A Witness - ABC



A gutsy vocal performance from Brown breathes new life into this 60s soul classic. Excellent.

## LL Cool J

I'm That Type Of Guy - Def Jam/CBS  
Devilishly commercial rap that succeeds because of its strong melodic content, clever musical arrangement and a chorus stolen from Prince's *Is Going To Be A Beautiful Night*.

## The Neville Brothers

Yellow Moon - ADM  
The title track from their latest LP is a smooth reggae shuffle with one of the vocal performances of the year.

## Eric &amp; Hilda

What Is Love - GY/WEA



The debut single by this weird Austrian duo is a very commercial release with a ska/funk feel. Co-written by Walter Werzowa (Edelweiss).

## Swing Out Sister

Kaleidoscope World - Fantasy

On their second album the band continue their love affair with 60s music and culture. This is Saade meets Sandie Shaw, an album of light, breezy songs and gentle brass arrangements. Try *Forever Blue, Masquerade and Between Strangers*.

## Placido Domingo &amp; Others

Goya. A Life In Song - CBS  
Spanish painter Francisco Goya, these are songs from a forthcoming stage musical, composed by Maury Yeston. Apart from Domingo (as Goya), singers include Jennifer Rush, Dionne Warwick and Gloria Estefan. The recordings have a nostalgic, mainstream appeal. Try *Picture It, In The Middle Of The 18th Century and I Stand Alone*. Phil Ramone produced.

## Average White Band

Afterschock - Jaws  
After a lengthy absence AWB are back with a strong, solid LP. They are still very much a dance band but now the songs are more accomplished and the vocal and musical arrangements more laid-back. A welcome return to one of the 70s' better bands. Try *The Spirit Of Love, Afterschock and I'll Get Over You*.

## Jackson Browne

World In Motion - Elektra  
The US singer/songwriter has come up with a good, rock-based album, featuring an interesting array of musicians and backing vocalists. David Crosby, Sly Dunbar, Robbie Shakespeare and Bonnie Raitt are just a few of them. Co-produced with Scott Thurston and mixed by David Tickle, *My Personal Revenge* and the title cut are the LP's best highlights.

## Joe Cocker

One Night Of Sin - Capitol



The soul veteran is in good form on this electrifying set of relentlessly swinging music. Produced by Charlie Midnight and written by various people, highlights include *Got To Use My Imagination, Just To Keep From Drowning, the classic Fever* and the title cut.

## Anthrax

Penikese - Megaforce/Island  
This mini-LP consists of five fine punk-metal tracks from the five New Yorkers. Co-produced by Mark Dodson, the material sounds fresh, basic and rebellious. Try *Friggin In The Riggins, Sects and Parasite*.

## Gavin Friday

Each Man Kills The Thing He Loves - Island  
The ex-Virgin Prunes' singer has come up with an eccentric set of burlesque, camp songs very reminiscent of 70s singer/songwriter Lewis Furey. Intriguing, moody and a must for programmers on the lookout for something new.

Editor Gary Smith  
Contributors Pieter De Bruyn Goss, Diana Maus and Machiel Bakker

## D J DIGEST

Dutch artists Mildred and Jettie (ex-Mai Tai) will join a host of celebrities to record a charity single for relatives of the victims from the June 7 air disaster in Suriname. The single will be released by Dutch indie Cosmo Records.

Blue Note will re-release some of its historic back catalogue as part of the label's 50th anniversary celebrations.

However, there will also be new product in the shape of a Lou Rawls LP, which will feature songs by Lyle Lovett, Billy Vera and Lowell Fulson. The album will also include special appearances by Cornell Dupree and George Benson, as well as duets by Diana Reeves and Ray Charles.

WEA Germany's top priority at the moment is Tony Baz, whose self-titled debut LP was produced by ex-Nena keyboard player Joerg Uwe Fahrenkrog-Petersen. The album, which will be released at the end of this

## POP INFO

month, was recorded at Holland's Wisselord studios and includes songs written by Prince and Dan Hartman.

The first single from *Karate Kid III* will be a new track by the Little River Band called *Listen To Your Heart*. It is said to be the best song they have ever done.

Meanwhile the second single from the *Licensed To Kill* (WEA) soundtrack will be *If You Asked Me Too* by Patti Labelle. It is also the debut single from her new LP *Be Yourself*, which will be released next month.

Edelweiss are working on their debut LP which will be released in September. The album is being recorded in New York, London and Vienna under the direction of top producers like Arthur Baker and Snap Pettibone. The new single is expected next month.

The solo album by ex-Echo & The Bunnymen frontman Ian McCulloch has been delayed until September.

French act Niagara are one of the opening acts at this year's New Music Seminar in New York.

Hard rock fans should keep an eye on a new band called Bad-

are currently in the studio recording their second album. One of the groups contributing to the LP are Coldcut.

Twenty years ago the most famous pop festival ever, Woodstock, took place. To celebrate, there will be a series of activities around the world and two CDs have been released - *Woodstock I and Woodstock II*.

*Dream A Little Dream* is the title of a soundtrack for the Queen label which contains music from R.E.M., Van Morrison, Otis Redding and Lone Justice.

The new Jellybean LP, which is currently being recorded, includes songs written by John Oates, Siedah Garrett and Simon Climie. The name of the album, to be released in August, is not known yet.

UB40 are about to record their new single, *On The Other Hand*, with Robert Palmer.

The solo album by ex-Echo & The Bunnymen frontman Ian McCulloch has been delayed until September.

The Wee Papa Girl Rappers Diana Musu

## STAR REPORTS

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

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

## UNITED KINGDOM

BBC RADIO 1 - London  
Chris Lyette - Sen. Prod.  
A List:  
AD Holly Johnson - Atomic Queen - I Want It All  
B List:  
AD Lin A Box - Gatecrashing Baby Ford - Children  
Classical: In A Lifetime  
LP Bangles - Everything  
Stevie Nicks - Other Side  
Van Morrison - Justice  
Queen - The Miracle  
Neneh Cherry - Raw  
Madonna - Like A Prayer  
Jason Donovan - Ten Good 10,000 Manics - Blind Man's Guns 'N' Roses - Appetite  
Paul McCartney - Flowers

CAPITAL RADIO - London  
Richard Park - Prog. Contr.  
A List:  
AD R.E.M. - Orange Crush  
Frankie Knuckles - Tears  
M. Pop Music  
Carly Simon - Why  
Bea Gees - One  
1927 - If I Could  
Beautiful South - Whoever  
Danny Wilson - Second Summer  
AD : Additions to the playlist  
Glady's Knight - License  
Richard Marx - Satisfied  
Cl. P. Hellencamp - Pop Singer  
ST : Studio  
IN : Interview

GREATER LONDON RADIO - London  
Trevor Dann - Head Of Music  
AD Neville Brothers - Yellow  
Jackson Browne - World In  
Bruce Hornsby - Valley Road  
Roger McGuinn - Nowhere  
Danny Wilson - Second Summer  
U2 - Everlasting Love  
1927 - If I Could  
Diesel Park West - Hoodoo  
Tin Machine - Amazing  
Bette Midler - Wind Beneath  
Pavarotti - Nessun Dorma  
LP Van Morrison - Aerial

RADIO CITY - Liverpool  
Tony McCarty - In A Dream  
AD R.E.M. - Orange Crush  
Donna Allen - Joy & Pain  
Jason Donovan - Sealed  
Lisa Lisa - Little Justice  
Sam Brown - Can I Get  
Vixen - Love Made Me  
Cyndi Lauper - I Drove

RADIO HALLAM - Sheffield  
Dean Peppell - Head Of Music  
AD Holly Johnson - Atomic City  
U2 - All I Want Is You  
Jaki Graham - From Now On  
1927 - If I Could  
Matt Bianco - Say It's Not  
Classed - In A Lifetime  
Carly Simon - Why  
Dietrich Ersmay - Feel The  
Westwind - Dance On  
Sonia - You'll Never Stop  
Strength - Breaking Hearts  
Karyn White - Super Woman  
Soulisater - The Way To

RADIO TRENT GROUP  
Len Great - Deputy Prog. Dir.  
PP Beautiful South - Whoever  
Fuzzbox - Sunshine  
Madonna - Express Yourself  
Cyndi Lauper - I Drove  
Donna Summer - I Don't Want  
Robert Palmer - Change His  
Adult News - Where Were You  
Eryq - Storms In Africa  
AD Sonia - You'll Never Stop Me  
M. Pop Music  
Danny Wilson - Second Summer  
Clive Gifford - Head Above  
Stryx Cats - Gens & Eddy  
Hi Brothers - Still Too Young  
LP Madonna - Like A Prayer

PICCADILLY RADIO - Manchester  
A List:  
AD Bea Gees - One  
U2 - All I Want Is You  
Beautiful South - Whoever

B List:  
Tommy Page - A Shoulder  
10,000 Manics - Trouble Me  
Julian Cope - China Doll  
Soul II Soul - Back To Life

RED ROSE RADIO - Preston/Blackpool  
Paul Fairburn - Head Of Music  
AD U2 - All I Want Is You  
Classed - In A Lifetime  
Sonia - You'll Never Stop  
Strength - Breaking Hearts  
Karyn White - Super Woman  
Jettie Graham - Prog. Dir.  
PP Holly Johnson - Atomic City  
Danny Wilson - Second Summer  
Lightning Seeds - Rare  
Richard Marx - Satisfied

A List:  
AD Beautiful South - Whoever  
Fuzzbox - Pink Sunshine  
Banarama - Crust Summer  
Paula Abdul - Forever Your  
B List:  
Birmingham  
Robin Valk - Head Of Music  
AD Bangles - Be With You  
U2 - All I Want Is You  
Jaki Graham - From Now On  
Classed - In A Lifetime  
Holly Johnson - Atomic City  
Karyn White - Super Woman  
M. Pop Music  
Carly Simon - Why  
LP Paul McCartney - Flowers  
Holly Johnson - Blast  
Queen - The Miracle

continued on page 28





▶ 12) **BLANK TAPE, PARTS & ACCESSORIES** (IMPD) **4**

a) Please indicate whether you:  Manufacture  Supply/Distribute  
 Blank tape (audio):  Cassette  Open Reel  DAT  
 Blank tape (video):  Cassette  Open Reel  
 Are your products:  Professional  Consumer  Both  
 Tape brand names: \_\_\_\_\_  
 Other products, parts or accessories: \_\_\_\_\_

▶ 13) **EQUIPMENT MANUFACTURE, SUPPLY/DISTRIBUTION & HIRE** (IBG/IMP/RES/D)

a) Please attach a list of your European offices/agents if possible.  
 b) Please indicate whether you:  Manufacture  Supply/Distribute  Hire  
 CD manufacturing equipment  Pro-audio/video equipment  
 Vinyl pressing equipment  Broadcasting equipment  
 Cassette manufacturing equipment  Tape duplicating equipment  
 Packaging/labelling equipment  PA/sound reinforcement equipment  
 In-store retail equipment  Lighting equipment  
 c) Product details/other equipment: \_\_\_\_\_



**ENHANCED LISTINGS**

**ORDER FORM FOR ENHANCED LISTINGS**

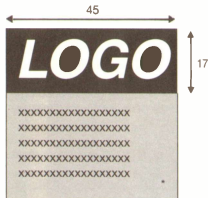
If you would like your listing in Eurofile 1990 to stand out with an enhanced listing, please read the details below and indicate your requirements:

- |  |                |            |
|--|----------------|------------|
| Choose from these styles:                                    | Dutch Guilders | US Dollars |
| <input type="checkbox"/> Type A) Grey tone background (b/w): | Fl. 55         | \$ 27.50   |
| <input type="checkbox"/> Type B) Grey tone + company logo:   | Fl. 110        | \$ 55.00   |
| <input type="checkbox"/> Type C) Red tone (= spot colour):   | Fl. 150        | \$ 75.00   |
| <input type="checkbox"/> Type D) Red tone + company logo:    | Fl. 205        | \$ 102.50  |

Our company logo is attached.  
 Please supply print or letterhead suitable for reproduction.  
 Maximum reproduction size: 45 mm x 17 mm (W x H)

**NB: All display advertisers (1/4 page upwards) will receive a free grey tone listing (Type A).**

Please send me further details about display advertising.



\* GREY or RED tone length depends on address-info

**Billboard® DIRECTORIES**

Information supplied in certain categories of this questionnaire is used in the European sections of the relevant Billboard international directories.

Please indicate if you would like further details about  enhanced listings,  display advertising, or ordering the following Billboard Directories:

- |   |         |                |
|---|---------|----------------|
| <input type="checkbox"/> International Talent & Touring Directory             | (ITT)   | September 1989 |
| <input type="checkbox"/> International Recording Equipment & Studio Directory | (RES/D) | October 1989   |
| <input type="checkbox"/> International Buyers Guide (Music & Video)           | (IBG)   | December 1989  |
| <input type="checkbox"/> International Manufacturing & Packaging Directory    | (IMPD)  | May 1989/1990  |



**QUESTIONNAIRE FORM**

**COMPANY ACTIVITY:**

- ▶ Please tick box:
- Record/Production Co.
  - Distribution/Wholesale
  - Retail/Retail Supplies
  - Music Publisher
  - Industry Organisation
  - Radio Station
  - Television Station
  - Cable/Satellite Operator
  - Programme Syndication
  - Video Production
  - Video Distribution
  - Publication/Journal
  - PR/Promotions
  - Advertising/Marketing
  - Artist Management
  - Financial/Legal Services
  - Sponsorship/Consultant
  - Merchandising
  - Concert Promoter/Agent
  - Festival Organiser
  - Concert Venue
  - Travel Company
  - PA/Lighting/Staging
  - Recording Studio
  - Record Producer
  - Pressing/Duplication
  - Equipment Manufacturer

▶ Music & Media's EUROFILE is the complete source book for the European music and broadcasting industries. It provides easy access to thousands of contacts in all areas of business: Record Companies, Publishers, Radio & Television, Concert Promoters and Agents, Studios, Manufacturers and many other categories.

▶ EUROFILE 1990 will be published in November 1989. All companies wishing to be included must fill in this questionnaire form correctly, and return it to the address below. ALL BASIC LISTINGS ARE FREE – see back page for details of special enhanced listings available.

▶ NB: Information provided in certain categories is also used for the European sections of Billboard's international directories – see back page for details.

**PLEASE TYPE, OR WRITE CLEARLY**

COMPANY NAME: \_\_\_\_\_

STREET ADDRESS: \_\_\_\_\_

COUNTRY: \_\_\_\_\_

POSTAL ADDRESS: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

TELEX: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

COMPANY ACTIVITY: \_\_\_\_\_

(brief description if not listed on left-hand panel)

PARENT COMPANY: \_\_\_\_\_

Address: \_\_\_\_\_

**EXECUTIVES & PERSONNEL**

PRESIDENT/DIRECTOR GENERAL: \_\_\_\_\_

CHAIRMAN: \_\_\_\_\_

MANAGING DIRECTOR/S: \_\_\_\_\_

**OFFICE USE ONLY**

Rec'd: \_\_\_\_\_


Chk 1) \_\_\_\_\_ 2) \_\_\_\_\_

**IMPORTANT!**

If you are in any of the following categories, please include these executives:

**RECORD COMPANIES**

- Marketing & Sales
- International
- Label Managers
- A&R/Artist Liaison
- Press & Promotions

**MUSIC PUBLISHERS**

- Professional Mgr.
- Copyright Mgr.

**RADIO & TELEVISION**

- Network Controller
- Station Manager
- Head of Music or Entertainment
- Music Programme Director
- Advertising Sales Director
- Pop DJs (fill in names on page 2)

**PUBLISHERS**

- Director or pop music contact
- Advertising Sales

**OTHER EXECUTIVES:** Please see note in left-hand panel, and list all names in the order that they should appear:

NAME: \_\_\_\_\_ TITLE \_\_\_\_\_

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**THE DEADLINE FOR THE RETURN OF THIS QUESTIONNAIRE IS JUNE 30th 1989.**

Please post using the envelope provided, or for further enquiries about listings contact: David Stark, Eurofile Dept. Music & Media, PO Box 50558, 1007 DB Amsterdam, Holland. Telephone: (31) 20.6628483, Fax: (31) 20.6649059, Telex: 12938, E-Mail: DGS 1112.

# EUROFILE 1990 - ADDITIONAL INFORMATION

2

If your company operates in any of the industries listed on these two pages, please enter any additional information in the appropriate section. (NB: the right-hand initials show which Billboard directory the information is used in.)

► 1) **RECORD & PRODUCTION COMPANIES** (IBG)

Please attach a list of your European companies/licensees if possible.  
a) Labels owned: \_\_\_\_\_  
\_\_\_\_\_

b) Labels licensed: \_\_\_\_\_  
\_\_\_\_\_

c) Your local distributor(s): \_\_\_\_\_

► 2) **RECORD DISTRIBUTION/WHOLESALE** (IBG)

a) Labels distributed: \_\_\_\_\_  
\_\_\_\_\_

b) Main music product distributed: \_\_\_\_\_

► 3) **MUSIC PUBLISHING** (IBG)

Please attach a list of your European companies/sub-publishers if possible.  
a) Catalogues owned: \_\_\_\_\_  
\_\_\_\_\_

b) Catalogues administered/sub-published: \_\_\_\_\_  
\_\_\_\_\_

► 4) **INDUSTRY ORGANISATIONS** (IBG)

a) Please indicate activity:  Trade Organisation  Rights Society  Other: \_\_\_\_\_  
b) Please describe activity: \_\_\_\_\_  
\_\_\_\_\_

c) Are you a member of any international industry organisation?  
If so, which one: \_\_\_\_\_  
d) Please attach a list of your current members if possible.

► 5) **PUBLICATIONS/JOURNALS**

a) Please indicate type of publication: \_\_\_\_\_  
(eg Newspaper, Trade Journal, Music Magazine, General Interest, Youth etc)  
b) Frequency:  Monthly  Fortnightly  Weekly  Daily  Other: \_\_\_\_\_  
c) Most recent circulation figure: \_\_\_\_\_

► 6) **ARTIST MANAGEMENT, CONCERT PROMOTIONS & VENUES** (ITT)

a) Please indicate if you are a:  Manager  Promoter  Booking Agent  
 Festival Organiser  Tour Co-ordinator  Venue  Other: \_\_\_\_\_  
b) Main area of music: Pop/Rock/Dance/Soul/Jazz/Blues/Country/Folk/Other: \_\_\_\_\_

c) Main local artists represented: \_\_\_\_\_  
\_\_\_\_\_

d) International artists: \_\_\_\_\_  
\_\_\_\_\_

e) If you are a festival organiser, your main pop/rock events: \_\_\_\_\_  
\_\_\_\_\_

f) If you are a concert venue, your audience capacity: \_\_\_\_\_

g) Type of shows: \_\_\_\_\_

► 7) **RADIO & TELEVISION** 3

- a) Please indicate type of network:  
 Public/State Station  Private/Commercial Station  Other: \_\_\_\_\_  
b) Is your service:  Local  National  Pan-European  Cable  Satellite  
c) Most recent listener/viewer audience ratings figure: \_\_\_\_\_  
d) Your main pop music channel(s): \_\_\_\_\_  
e) Your main pop music programmes: \_\_\_\_\_  
f) Top pop DJ/presenters: \_\_\_\_\_  
\_\_\_\_\_

► 8) **RADIO & TV PROGRAMME SYNDICATION/PRODUCTION**

- a) Do you syndicate your productions:  Nationally  Internationally  
b) Main clients: \_\_\_\_\_  
c) Pop/rock programmes produced: \_\_\_\_\_  
\_\_\_\_\_

► 9) **VIDEO** (IMPD)

- a) Please indicate your activities:  
Producer of:  Promo-clips  Long-form music videos  Other: \_\_\_\_\_  
 Music Video Label  Distributor  Studio/Facilities  Duplication  
b) Names of video directors: \_\_\_\_\_  
\_\_\_\_\_  
c) Recent productions, clips etc: \_\_\_\_\_  
\_\_\_\_\_

► 10) **RECORDING STUDIOS & RECORD PRODUCERS** (IRESD)

- a) Please indicate your activities:  
 Audio recording  Video pre/post-production  Disc-cutting/mastering  CD pre-mastering  Cassette duplication  Residential accommodation  
Number of studios: \_\_\_\_\_  Mobile  
Tracks analogue: \_\_\_\_\_  
Tracks digital: \_\_\_\_\_  
Name of console(s): \_\_\_\_\_  
Multitrack recorder(s): \_\_\_\_\_  
Monitoring system(s): \_\_\_\_\_  
b) Other features/facilities: \_\_\_\_\_  
\_\_\_\_\_  
c) Record producers represented: \_\_\_\_\_  
\_\_\_\_\_

► 11) **PRESSING, DUPLICATION, PRINTING & PACKAGING** (IBG/IMPD)

- a) Please indicate your services (which should be based in-house):  
 CD replicating  CD-V/Laserdisc replicating  Vinyl pressing  
 Audio cassette duplication  Video cassette duplication  
 Audio cassette manufacture  Video cassette manufacture  
Packaging:  Jewel Boxes  Library Cases  Polybag/shrinkwrap  Other: \_\_\_\_\_  
Printing:  Sleeves  Labels  Inlay Cards  On-CD  Other: \_\_\_\_\_  
Other products/services: \_\_\_\_\_  
b) Do you act as an agent/broker for any of the services listed above? Yes/No  
If so, for which company/s: \_\_\_\_\_  
\_\_\_\_\_

**TURN OVER FOR DETAILS ABOUT ENHANCED LISTINGS** ►►►►►►►►►►►►►►►►►►