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# MUSIC

Volume 6  
Issue 43  
October 28  
1989

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The European  
Music &  
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Trade Magazine

## PMV & Granada To Launch New Music Programming Company

by Chris Fiker

### MIPCOM

PolyGram Music Video (PMV) has joined forces with Granada TV's international distribution wing to set up a new music programming company, Big Picture Productions.

PMV Commercial Director James Greenbough says Big Picture is a 50/50 arrangement between the two companies. It will operate as a Granada TV subsidiary run by PMV Managing Director Geoff Kempin and Granada TV International's Commissioning Executive Greg Roselli and Head Of Marketing Mark Young.

For its first project, Big Picture has secured exclusive TV rights for the Rolling Stones' Steel Wheels tour in all territories except the US and Japan. According to Mark

Young, Granada TV International's Head Of Marketing, the deal cost over US\$ 1 million.

Roselli admits that the price is high: "The promoters of the Stones' Steel Wheels tour paid an incredible US\$ 73 million for North American rights. Naturally they are looking to television to help recoup their investment!"

Big Picture is offering a two-hour live transmission of the Stones' Shea Stadium concert in New York on December 19.

PMV also announced that it will now represent Chrysler artists on TV and video around the world. Artists include Pat Benatar, Billy Idol, Huey Lewis & The News and Deborah Harry. The deal covers current and future signings.

## Electra's Future Looks Uncertain

by Jon Herley

Stockholm - The future of Swedish marketing and distribution company Grammfon Electra looks increasingly uncertain following a decision by Virgin Scandinavia not to renew its distribution contract with the firm. The Virgin announcement was made on October 17.

Ulf Wijnberg, Electra Managing Director, has confirmed the loss of Virgin but says the company still has a chance of survival despite its cash-flow crisis. "We will present a reconstruction plan to our customers within the next few days. This involves selling our premises and should solve some of our problems. However, if our clients do not agree we will have no option

but to close." Electra's problems started a year ago when BMG withdrew its distribution business amid accusations of unpaid bills. Virgin, which left Electra for EMI in April this year, returned in July after receiving guarantees that all outstanding money would be paid (M&M July 15). Industry sources say that Virgin accounted for around 50% of Electra's record distribution turnover at that stage.

Virgin Managing Director Anders Hjelmtorp says he has signed a new long-term distribution deal with WEA Records.

Without Virgin, Electra is left with around 20 small independent labels.

## Commercial TV For Switzerland

Commercial TV could be on air in Switzerland within three years following recent parliamentary approval of changes in the country's media law. If the scheme is passed by the lower house early next year, private broadcasters will be able to provide programming for 'windows' within the existing three state

channels. Beat Duerr, Legal Director of state network SSR/SRG: "The whole project would be based on contractual agreements between private companies and the state network. This is essential because of the size of Switzerland and of our advertising base."



WEA West Germany staff and AlphaVill after the premiere of 'Sorgensins', a short film/CDV inspired by the group's current album 'The Brandishing Blue'. In the back row are film director Olaf Bosenbocher (far L) Andreas Buekle of Buekle Musikverlag (2nd r) and WEA Deputy MD Gerd Gerhardt (far r). The band and members of the film company are in the front row.

(advertisement)



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## CONTENTS

- Black Box Sampling Controversy** 4  
Is one single a copy of Lakota Holmby's *Love Sensation*?
- ACT Attacks EC Programme Quotas** 6  
The recently formed private TV lobby criticises new European guidelines at MIPCOM
- Philips & PMV Launch CDV Campaign In France** 12  
The Fr. 15 million promotion is for hardware and catalogue
- WEA & PolyGram Head Austrian Charts** 14  
CBS and EMI suffer as competitors get in latest chart share figures
- Veronica To Air Ads** 20  
Holt's largest public broadcaster applies for commercial licence
- Virgin & Megahertz Launch TV Campaign** 21  
Danish retailer joins record company to promote new product
- The German Connection**  
 31-41  
Making friends in the international market: international expatriates - The Producers, The Search For New Marketing Techniques, Regional Markets Increase Music Sales
- New Album Releases** 42  
What's new in Europe this month!

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Billboard

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Charly Records Chairman Jean-Luc Young and his group of labels, including Official and Baseline, are being sued by Nina Simone in California. Allegations include non-payment of royalties for the singer's 1987 UK hit *My Baby Just Cares For Me*. This past summer Charly used Simone for label in London; the case is continuing.

The Virgin Group has appointed Syd Pennington as European Project Director. One of his first trips was to Milan where Virgin is rumoured to be planning its next Megastore. Pennington was previously an executive at Marks & Spencer.

Virgin Broadcast may bid for one of the UK's three national commercial radio licences and possibly for a London FM franchise. MD Charles Levison: "It's too early to give any details yet but we are certainly interested in both possibilities. And that's all I'm saying at present!"

In the UK, Manchester private Piccadilly Radio looks like it will switch sales house from Sound Advertising Sales (SAS). Capital Radio's Broadcast Marketing Services, Yorkshire TV's Airtime Sales and Media Sales & Marketing are all in the running for the £4 million contract. The move would leave SAS with only one station, Signal Radio, on its books.

French music TV M6 has buried plans to air the BBC's "Top Of The Pops" following a number of "technical" problems.

Spanish pop stars are in the middle of a political dog-fight after various artists had their photographs used without consent in a recent TV election broadcast for the ruling Socialist Party. Maria Sanchez (Ole Ole), Alaska, Joan Manuel Serrat and Mecano's Ana Torroja are some of the successful names at the centre of the storm.

Tim Blackmore of the Unique Broadcasting Company is denying UK press reports that the company is to act as UK agent for leading US syndicator Westwood One.

Richard Lester, director of the successful Beatles films "Help" and "Hard Day's Night", has started shooting a new movie starring Paul McCartney. "Get Back" will include footage from McCartney's current world tour and will be released next year. A.D.

## Black Box Success Hit By Sampling Controversy

by Hugh Fielder & David Stanfield

The success of Black Box's European hit *Ride On Time* has been damped by a sampling controversy.

The single, released by Italian label Disco Magic and licensed for the rest of Europe by BMG/RCA and via de/Construction/RCA in the UK has been accused of sampling Loleatta Holloway's 1981 club hit *Love Sensation*.

Last week BMG/RCA issued a statement acknowledging the sampling allegations. "Sampling is a very complicated issue and as the record company in the middle, BMG/RCA has been in discussion with Holloway, her lawyer in New York, her old record label Soul, Disco Magic and de/Construction to resolve any problems."



Black Box success hit by sampling controversy

In Milan, Disco Magic Managing Director Severino Lombardoni's first reaction to the allegations was a flat denial. "It is not true," he said, adding that Disco Magic was only distributing the Black Box single which had been produced by the Modena-based Groove Groove Melody (run by Black Box).

Lombardoni later admitted that Holloway's voice had been sampled on the first pressing but after 5,000 copies it had been replaced with the voice of Black Box singer Catherine. He added that the original *Love Sensation* was "trubbish that had not sold a copy".

Dan Hartman, who wrote and produced *Love Sensation*, has now had his name added to the credits on the Black Box single. Hartman: "We are negotiating for Disco Magic to pay us writers and publishing royalties. They just assumed they could rip the

total thing off. I find it offensive but I am trying to be co-operative so they can enjoy their success."

*Ride On Time* was no. 1 in the UK for six weeks (over 500,000 units sold) and had reached no. 4 in the Eurochart Hot 100 Singles at press time. □

## Doug D'Arcy To Start Own Label

Former Chrysalis President Doug D'Arcy has signed a deal with BMG Music International for the formation of his own label. He will be Managing Director of the new company, as yet unnamed, which will have offices and A&R departments in London and New York.

D'Arcy: "I want the label to be dedicated to music, not marketing. The kind of artists we will be signing will represent a major development in music - the kind of artists that might be regarded as alternative in some

quarters but in my experience quickly become part of the mainstream."

D'Arcy - who was at Chrysalis for 21 years and closely associated with the rise of 2-Tone in the early 80s and more recently with Sinead O'Connor and The Waterboys - has not yet announced any appointments for his company or made any signings.

He plans to concentrate on signing new talent rather than established acts and the first product from the label will be out next year. □

## Efa Dispute Over Berlin Independence Days

by Gary Smith

EFA, one of West Germany's leading independent distributors, has backed down from its claims that the organisers of this year's Berlin Independence Days conference favoured large companies when deciding the line-up for artists showcases.

The accusation was made in a letter EFA sent to partners and affiliates. It also said that journalists were being discouraged from attending the conference because of a DM 50 (app. £16.30) entrance fee.

EFA then cancelled its stands at the conference. But the company's Frankfurt office disagreed with the letter, sparking an internal dispute. EFA now claims that the reasons for not attending the conference are based on financial considerations.

Managing Director Jorn Heinicker: "The problem is solved. It was a hotly discussed topic but the real reason we won't be at the conference is a financial one.

So far this year we have been at MIDEM, NMS and Umbrella, and we will be going to PopCom in Dusseldorf. We couldn't justify the expense because we don't expect to do much business there."

Organisers of the conference, who deny EFA's claims, expect 1,500-2,000 delegates and up to 250 companies from 15 countries to attend. Showcases confirmed so far include a German night featuring Rausch and The Strangemen, a ska night, Holland Rocks - including The Security and Claw Boys Claw - and a Memphis Soul Night with Willie Mitchell, Anne Peebles and Otis Clay.

The conference schedule includes English-language panels and workshops. Topics range from Promotion & Marketing In Germany, to Europe 1993 - The Licensing Situation. One of the most lively debates is likely to be Indies And Majors - The Showdown. □

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## VIDEO FAVOURITE

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Girlz'n Gonna  
Miss You**  
Bavaria Films

## VIDEO HITS

**Kaoma**  
Lanzetta - GSP Prod  
**Eurythmics**  
Renair - Cal Factory  
**Billy Joel**  
We Didn't Start The Fire - Savoy Films  
**Aerosmith**  
Love In An Elevator - Cream Cheese Prod  
Sydney Youngblood  
If Only I Could - Media  
**Gloria Estefan**  
Oye Mi Canto (Hear My Voice) - Sorella Film  
**Discothe Madz**  
Personal Jesus - Sore  
**Jive Bunny & The Master Mixers**  
That's What I Like - Fun Factory  
**Cher**  
If I Could Turn Back Time - Cream Cheese Prod  
**Tina Turner**  
The Best - Cal Game Prod/Propaganda Films

## WELL AIRED

**TechnoTronic**  
Pump Up The Volume - Harry Fox  
**Queen**  
Invisible Man - GSP Prod  
**Janet Jackson**  
Miss You Much - Propaganda Films  
**Kate Bush**  
Sensational World - Newsweek  
**Rolling Stones**  
Blood Emotions - Sore & Range  
**Maksim McLarnan**  
Something's Jumping In My Shirt - Tony Kaye Films  
**Teens For Fearz**  
Sowing The Seeds Of Love - Linnart  
**Spaniards Ballet**  
Be Free With Your Love - Vind

## MEDIUM ROTATION

**The Cure**  
Lovesong - GSP  
**Living In A Box**  
Rooms In Your Heart - M Com  
**Belinda Carlisle**  
Leave A Light On - A&R Group  
**Paul McCartney**  
This One - MCM  
**Richard Marx**  
Right Here (Waiting) - FBI  
**Prince**  
Purtyman - Propaganda Films  
**Madonna**  
Crescent - G Picure  
**Milli Vanilli**  
Babe & On The Run - Bavaria Films

## FIRST SHOWINGS

**Double Trouble**  
Street Talk - Visual Films  
**Deborah Harry**  
I Want That Man - G Picure  
**Jerry Lee Lewis**  
Great Balls Of Fire - Norland

## ACT Attacks EC Programme Quotas

by Chris Fuller

**MIPCOM** The newly formed private TV lobby, the Association Of Commercial Television In Europe (ACT), slammed EC programme quotas and called for the encouragement of co-productions in its first policy directive which was revealed in Cannes last week.

In the statement, the five founding networks of ACT - Fininvest (Italy), TFI (France), CLT/RTL (Luxembourg), ITV (UK) and Sat 1 (West Germany) - say the control of programmes should be in the hands of broadcasters. It calls for "minimum interference" and a continuation of the existing self-

regulatory system.

Launching the directive, ACT Chairman Silvio Berlusconi criticised the "provincial mentality" behind the recent EC decision instructing member states to introduce quotas on non-European programming. This will increase the use of repeats and artificially inflate the amount of European work broadcast, he says.

Berlusconi: "Private television should be free and unchained like all the other media. As commercial stations, we want to introduce high quality programmes which will conquer international and US markets. We want to achieve ma-

ior production roles in European programmes and we want good economic management. Our aim is to reduce the presence of US programmes in our markets".

The organisation was keen to deny allegations that it would compete for sporting rights and other big international events against the European Broadcasting Union (EBU). ITV Chairman, Richard Damm: "Central buying is a long way off. It is not the immediate purpose of ACT. This is not an anti-EBU club!" □

## NBC Buys Into Dutch Production Company

by Jon Henley

Major US TV network NBC has taken a substantial minority interest in leading Dutch independent producer Joop Van Den Ende Productions. The deal, for an undisclosed sum, will lead to a series of co-productions aimed at the international TV market.

NBC's move is the first concrete step from a US broadcaster to the recently-signed EC guidelines on commercial TV (M&M October 21). The guidelines limit non-European programming on cross-border broadcasters to below 50% of output.

NBC's involvement with Van Den Ende will help it maintain the high European market share it has achieved with shows like 'Cheers'

and 'Miami Vice'. The Dutch company, which currently supplies four of the 10 most popular shows on Dutch TV - including the 'Soundmix Show' - will also provide peak-time programming for new commercial channel TV10. Besides giving Joop Van Den Ende Productions access to a broader European market, the NBC deal may signal the first move in the financial restructuring of TV10.

The station has been declared illegal by the Dutch Media Commission because it is largely owned and run by Dutch nationals, and Managing Director Ben Bunders is known to be looking for foreign partners. □

## NBD Unveils Rolling Stones History

**MIPCOM** NBD Pictures, one of the UK's leading independent music programme distributors, unveiled its history of the Rolling Stones at MIPCOM. Entitled 'Retrospective', the 90-minute show combines archive footage, video clips and interviews culminating in this year's Steel Wheels tour.

'Retrospective' is marketed exclusively by NBD for CBS International in all territories excluding North America, the UK and Japan. NBD Managing Director Nicky Davis says that deals are now imminent with buyers in Italy, France, Scandinavia and Australia.

Among other NBD repertoire, which totals 400 hours of music programming, the two-volume 'Cliff Richard - The Event' produced by the Cliff Richard Organisation and 'Tom Jones - Live', produced by Initial Television, has been sold to Danmarks Radio, Sweden's SVT and Tele Monte Carlo in Italy. □

## Concert Deals For RVI

**MIPCOM** US-owned programme distributor Radio Vision International (RVI) has now sold its 'Eurythmics' Rome concert show to 10 European territories. Buyers include Spain's RTVE, the USSR's Gostelradio, Channel 4 in the UK and national TV in Bulgaria and Poland.

The 90-minute show, due to take place on October 27, will be co-produced by Italy's Beta Television (owner of Super Channel) and RVI.

RVI Vice President International Marketing & Sales, Lorenzo Camerata revealed that the company has also landed a £ 1.2

million contract to record the Fine Young Cannibals in concert in Seattle. Available from December 1, the 60-minute show has already been sold to Italy's Rete Italia and Swiss national TV. □

(advertorial)

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## Record-Breaking MIPCOM

**MIPCOM** Television executives from 78 countries swelled the number of participants at this year's MIPCOM to 6151, a rise of 15.5% on last year.

Attendances throughout the fifth successive annual gathering of this international media

market were also up. Television companies exhibiting in Cannes rose 28.6% on the record-breaking figure achieved in 1988 with 675 companies displaying and selling product. Next year's MIPCOM will take place in Cannes from October 11-15. □

## New Astra Channel

**MIPCOM** SES, owners of the Astra Satellite, have announced the launch of Channel E - which stands for Education, Experience and Europe. Broadcasts across Europe, in five languages, begin on December 7. The new educational channel will initially carry 90 minutes of daily programming as a guest on the new Dutch channel TV10's transponder. Eventually it hopes to broadcast 18 hours a day in conjunction with open universities across Europe. □

## PMI Sells 'Big World'

**MIPCOM** Programme distributor Picture Music International's MIPCOM priority was the new series of 'Big World' which returned to the UK's Channel 4 for a 10-week run on October 17. 'Big World' is now presented by Mariella Foxrup and BBC Radio 1 DJ Andy Ker-shaw. PMI TV Sales Manager, Dawn Stevenson says the series had been sold in Sweden (SVT), Finland (Yleisradio AB), Iceland (Icelandic TV) and Australia, the US and Indonesia. □

## MTV Has Got The 'Buzz'

**MIPCOM** The first ever MTV series to be syndicated for terrestrial networks, 'Buzz', was launched in Cannes by MTV USA and the show's producers, UK-based Initial Film & Television. The 30-minute show has already been bought by the UK's Channel 4 which begins a 26-episode run in April next year.

Liz Nealon, Vice President MTV International, says further deals for the show are close to completion in Italy, France, West Germany and Spain.

Produced by Sarah Lawrence, with Initial's Malcolm Gerrie as Executive Producer, 'Buzz' incorporates international news flashes, life style, fashion, music, culture and media. MTV estimates production costs per half-hour to be around US\$ 250,000.

MTV Europe Managing Director William Roedy said he hopes

to screen 'Buzz' but for the immediate future "it will provide a way to break open the syndication markets and get the MTV brand name across in areas where we are not yet established".

MTV will prepare 'Buzz' for dubbing in any language and the company claims its segmented format will encourage local co-production.

Initial also announced it is to produce a 90-minute TV special to benefit AIDS research, featuring leading artists singing the songs of Cole Porter. David Byrne of Talking Heads and Lou Reed are confirmed for the show, with negotiations under way with Prince and Madonna.

Granada Television International will represent the programme and hopes to achieve a simultaneous worldwide transmission next autumn. The show will also be made available as a video and album. □

## UK & IRELAND

### Radio Shares 'Undervalued'

by Paul Easton

**London** - A new report from London financial analysts Hoare Govett suggests that, despite recent increases, shares in companies owning radio stations are still undervalued.

"So far Crown Communications has failed to deliver a satisfactory return on investment, but its activities across radio and TV make for a good strategic position and leave shares undervalued," says the 'Radio Stocks - Beyond Deregulation' report. "Meanwhile, the Metro Radio Group is currently undervalued and could be a target for a takeover attempt. Yorkshire Radio Network has undervalued shares, and Radio Clyde shares remain an excellent buy".

The Hoare Govett analysis comes at a time when talk of takeovers and mergers, despite the recent shaky stock market, is common.

In the Midlands over the last few months, the Radio Trent Group and BRMB/Mercia Sound's Central England Radio have merged to form one of the

largest single groups in the UK. In the south, the GWR Group, which already owned Plymouth Sound, has merged with Consolidated Radio Holdings, giving it ownership of 2CR in Bournemouth and Radio 210FM in Reading. Ocean Sound and Southern Sound have also merged recently. And Kent's Invicta Radio has been linked with several other southern stations. Moving north, Owen Oyston's Trans World Communications has added Manchester's Piccadilly Radio to its list of stations.

One big player in the takeover game is Crown Communications which owns London's news station LBC. Crown also has an interest in 12 other radio stations and the company was the main underwriter for the Ocean/Southern and Midlands mergers.

A recent Crown bid to increase its existing holding in Chiltern Radio from 9.9% to the legal maximum of 29.9% was defeated by Chiltern although Crown did manage to up its stake to around 12%.

The company is currently involved, through Norwich-based Radio Broadland (majority share-holders in Dutch network Cable One), in an attempt to control the Radio Suffolk Group. This would give Crown the East Anglian stations Radio Orwell and Saxon Radio.

But the activities of companies like Crown is causing concern to the Independent Broadcasting Authority (M&M July 1). The IBA has imposed limits on non-controlling stakes which restrict companies to less than a 29.9% shareholding in other radio stations. Even this financial involvement is only permitted in stations until 15% of the total UK commercial radio audience (40.7 million) can be reached.

However, Crown is an exception to the IBA rule, being allowed a 20% ceiling, because of its existing total ownership of LBC. The proposed Broadcasting Bill, expected to become law next summer, includes an additional limit prohibiting any one company from owning more than one na-

tional and six local stations.

Owen Oyston is a strong critic of the IBA guidelines and of many of the proposals in the Broadcasting Bill. "These restrictions are a blockage in the evolution of a strong financial base in a free market. In arriving at the 15% level it seems demonstrably unfair to assess the population of the franchise area as the criterion. This is especially so when considering the freedom and size of the newspaper groups and the lack of control on them".

The existing and proposed restrictions do not seem to be deterring many potential investors. Earlier this year a new investment company, Radiotrust, was launched in association with brokers Marshall & Company. Formed in anticipation of a boom in radio shares following deregulation, Radiotrust, through buying into private stations, has already provided backers with a 50% profit. □

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## Jonathan King Hired For BPI Awards Show

Next year's British Phonographic Industry (BPI) Awards will be pre-recorded following this year's fiasco at the Royal Albert Hall in January. The BPI has hired DJ and TV presenter Jonathan King to co-produce the 1990 event. He is being brought in to ensure that this year's confusion among winners and presenters is not repeated.

King presented the '87 awards show but will not be appearing on screen this time. According to Paul Russell, Chairman of the BPI Awards Committee: "He's been hired as an ideas man to ensure that the show reflects the current temperature of the UK record industry."

A two-hour TV programme

## CWR - On Air For One Day

The BBC's newest local radio station is to go on air early - but only for one day. CWR, serving Coventry and Warwickshire, will make a one-off broadcast to coincide with the BBC's national Children In Need annual charity appeal on November 17. The station will be on air from 07.00 hours until after midnight.

Producer Andy Conroy who will co-ordinate the station's pro-

gramming says: "There was a lot of money being raised in the area and we wanted to make sure that better credit for local activities was given. We are currently in the middle of a training schedule and most of our people are now sufficiently trained to be able to cope with one day's output."

CWR's official opening is expected early in 1990.

## Sunset Seeks London Contract

Manchester's Sunset Radio, due to go on air on October 22, has announced its intention to apply for one of the two new London FM contracts. If successful, Sunset will provide more or less the same programming in both cities from new studios and offices in London.

Managing Director Mike Shaft: "By the time the London FM franchise is announced, Sunset Radio will have been on air for more than six weeks. The Independent Broadcasting Authority (IBA) will have had the oppor-

tunity of seeing exactly what the station is capable of. Most of Sunset's programming content is not limited to the borders of Manchester so can easily be extended to London."

Many of the 32 unsuccessful applicants from the previous contract - awarded to Jazz FM - have already announced their intention of re-applying. The closing date for applications is November 13 and an announcement is expected from the IBA by the end of the year. □

## Castle Launches Sequel Label

A new catalogue label, Sequel Records, has been formed by the UK's Castle Communications. It will be based in London and headed by Managing Director Bob Fisher, formerly of specialist reissue firm Charly Records.

Product will be drawn from various Castle-owned and licensed sources including PKT (formerly Pye Records), Buddha, Kama Sutra, Immediate, Bearsville, All Platinum, Sugar

Hill and Bronze. Fisher says the company will also acquire repertoire from other sources.

The first Sequel releases, due in January, will include US pop and R&B compilations featuring Norman Connors, the Starstrucks, Barbara Mason, Linda Jones and the Kasenetz/Katz 60s roster. A couple of British rock packages, drawing on Pye's formidable vintage repertoire, are also expected.

## S P O T L I G H T

### Waking Up To The Wonder Stuff

by Hugh Fielder

After spending two years building up a loyal UK fan base that is now strong enough to ensure that their singles get a chart placing, The Wonder Stuff are starting to broaden their horizons.

Earlier this year, the guitar-oriented band made their US breakthrough when *A Wish Away* made the college radio top 10. And as their popularity in the US increased, sales of their 1988 debut album *The Eight Legged Groove Machine* picked up. It has now sold 120,000 worldwide, including 50,000 in the US.

The band's second album, *Hup* (841187-1), was released by Polydor across Europe earlier this month and The Wonder Stuff have already scored a UK top 20 hit with the single *Don't Let Me Down Gently*.

The album was produced by Pat Collier at his Greenhouse Studios in north London, with contributions from James Taylor (of the James Taylor Quartet) on Hammond organ and Martin Bell on violin and banjo.

Polydor is marketing the album with a distinctive blue and gold circular poster and matching cards, stickers, in-store displays and fly posters. "It was an idea that came out of creative discus-



sions with the band," says Mark Foster at Polydor UK's International Department. "They do not want to be promoted by gimmicks. But the poster design is eye-catching and reinforces their image."

There is a short tour of Holland, West Germany and France planned for December and more European concerts are being lined up for early next year. □

## LONDON BOYS

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CONGRATULATION ULF & DJANGO!

**MCA MUSIC** GmbH, Hamburg



Some of CWR's 25 members of staff enjoying a day out before getting down to work for 'Children In Need'.

### TOP 10 UK MUSIC VIDEOS

|   |                                     |
|---|-------------------------------------|
| 1. <i>Jays</i> - <i>The Videos</i>      | Jason Donovan (PWL)                 |
| 2. <i>The Wall</i>                      | Pink Floyd (PMM/Channel 5)          |
| 3. <i>Kylie</i> - <i>The Videos</i>     | Kylie Minogue (PWL)                 |
| 4. <i>Rare Live</i>                     | Queen (PRT)                         |
| 5. <i>Legend</i>                        | Bob Marley & The Wailers (Geacorum) |
| 6. <i>Put It There</i>                  | Paul McCartney (PRT)                |
| 7. <i>Horncoming Concert</i>            | Gloria Estefan M. S. M. (CMB)       |
| 8. <i>Substance 1989</i>                | New Order (Virgin)                  |
| 9. <i>In The Road In Your Face Live</i> | Dad Lippard (PWL/Channel 5)         |
| 10. <i>Innocents</i>                    | Erasure (Virgin)                    |

(BPI/Compiled by Gallup for BPI, BBC and Music Week. Based on sales.)

## Philips & PMV Launch Ffr 15 M CDV Campaign

by Emmanuel Legrand

PolyGram Music Video (PMV), France's leading music video company, and parent company Philips have launched a Ffr 15 million campaign to promote CDV hardware and PolyGram's CDV catalogue.

The campaign includes two series of TV spots (September to mid-October and mid-November to December) and press advertisements. Special attention will be given to Prince's video for *Loveplex* which was released in France on October 20.

Philippe Laco, Manager of PMV in France, says the CDV market is expanding. He adds that the CDV of Serge Gainsbourg's concert at the Paris Zenith has sold more than 3,000 units, while 4,000 copies of Michael Jackson's "The Legend Continues" have been sold.

There are about 10,000 CDV players in France, but it is

estimated that there will be 50,000 by the end of the year. Meanwhile the number of VCRs has doubled in three years, to 7.9 million.

France's music video market is booming. During the first six months of this year, sales jumped to Ffr 16 million (app. £ 1.55 million), compared to Ffr 3 million for the same period of 1988. Laco attributes the increase to a wider choice of titles, affordable prices for young consumers (longform videos and clip compilations retail at Ffr 79 to Ffr 189), and the increasing number of outlets. He adds that even hyper and supermarkets now sell music videos.

Laco says the decision by industry body SNEP to introduce gold and platinum awards for music videos was "a recognition of a market currently booming," and he is confident that the CDV market will follow. □

## M6 In Talks With Canadian TV

French-Canadian TV network Radio Canada is currently negotiating with France's music channel M6 for the rights to show its popular show "FrequeStar" in Quebec.

"FrequeStar" is produced by Jacques Audoir and presented by Laurent Boyer. It features an interview with a different musician each week and is shot entirely in black and white. The show is screened by M6 on Sundays at 10.30-11.00 hours and is repeated on Wednesdays at 23.55 hours.

## SNEP Awards Announced

Industry body SNEP awarded just one double platinum album (600,000 units sold) and one platinum single (800,000) - both for *Lambada* by Kaoma - in the three months of July, August and September. Nine platinum (300,000 units), 16 double gold (200,000) and 15 gold (100,000) were also awarded. Only one international album, Whitney Houston's *Whitney*, reached platinum status. There were also awards for one gold single (400,000) and five silver (200,000).

## M6 Discovery '89

Rock trio Rimmel have won M6's summer knock-out contest for unknown groups. The station will now produce a video clip for the band and their appearance at next year's Printemps De Bourges festival is guaranteed. Over the last three months M6 has screened concert footage from the festival covering all competitors. Rimmel were selected by viewers on the strength of their on-stage performance of the track *Le Desir*. □

## FNAC To Invest Ffr 1.2 Billion

FNAC, France's major music retail chain, will invest more than Ffr 1.2 billion (app. £ 116 million) over the next three years in a bid to fight off competition from successful newcomers such as the Virgin Megastore, according to FNAC President Jean-Louis Petriat.

FNAC is planning a new series of outlets, to be known as FNAC Musiques, each dedicated to a specific type of music. The chain will be launched next March with

a classical music store near the Bastille Opera in Paris. A shop devoted to rock music will open in September.

Petriat says the company also plans to double the number of its provincial outlets within five years and to open a series of additional stores in Paris and the suburbs "in the near future".

The chain currently has 26 retail outlets throughout France and four in Belgium. □

## SACEM Appeals To EC Over Performance Rights

More than 200 writers, composers and music publishers joined forces to criticise the EC when they met at this month's meeting of the French authors' society, SACEM.

Charles Aznavour, Pierre Delanoe and Michel Legrand were among those to complain that the EC is more interested in the free circulation of goods and services than the protection of authors.

They cited the European Justice Court judgement earlier this year (M&M August 12), which stated that rates charged to French disco owners are much higher compared to those levied in other EC

countries, as an indication that the Community does not properly understand authors' rights.

Despite the court ruling, SACEM's charge to discos of 8.5% of annual turnover remains 15 times higher than the rates charged in West Germany.

SACEM members called on the EC to bring in uniform copyright payments in each member state. "In France we have a high level of protection for authors," says SACEM. "We are not asking for all of Europe to adopt our system but we also do not want to see salaries levelled at the lowest rate.

## S P O T L I G H T

### Claudia Phillips - Uncomplicated Pop

by Jacqueline Eacott

Claudia Phillips, an American living in France, has just released her debut album, *Black Jack* (841 024-1/4-2), on Barclay. Her music is uncomplicated pop which puts the emphasis on humour and vitality.

The LP features her most popular single *Quel Souci La Boetie* which reached no. 1 in France's singles chart and enjoyed considerable TV exposure throughout 1988. A follow-up single *Souvenez-Vous Des Noms*, did less well. But now a new single, *Juste Un Peu Sauvage*, has been released to support the album.

Barclay Sales Manager, Françoise Deschamps: "The album was produced by Michel Eli and recorded at the Onclé Sam Studios in Paris. For the moment it is just being released in France,

Belgium and Switzerland. Promotion details have not been finalised yet but there should be a major tour early next year."



Phillips' has a strong musical background - her father is one of the musicians featured on the album, and she is trained in jazz and avant-garde music as well as dance. Like another exiled foreign artist, the Scottish Sandy, she sings resolutely in French. □

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## WEA & PolyGram Head Austrian Charts

WEA and PolyGram have achieved big gains in their chart shares for the Austrian top 30 over the first three quarters of the year.

LPs from Tracy Chapman, Tanita Tikaram, Simply Red and Madonna helped WEA to top the LP chart with a 28.7% share, up from 22.7% during the same period last year. And while the company only finished third in the singles chart, it increased its share by over 15%.

PolyGram leads the singles ratings with a chart share of 27.9% (up 10%) and occupies second place in the LP listing, up 6.6% at 24.25%.

The progress of WEA and PolyGram was made at the expense of CBS and EMI, which

both fell heavily in comparison with the first three quarters of 1988.

Manfred Lappe, Managing Director WEA Austria: "We've been successful for two reasons. Firstly, we have strengthened our marketing and sales force considerably and have been able to promote both established and developing acts far more aggressively.

"Secondly, a major factor has been our policy of bringing acts to Austria to promote product with that. That worked particularly well with Ofra Haza and we're confident the approach will pay off with Marius Mueller-Westernhagen, as well."

## New Shareholders In Privatfunk Hessen

by Volker Schnurbursch

Privatfunk Radio Hessen (PRH) - one of the two contenders for the statewide commercial radio license in Hessen - has announced a fresh injection of capital through investments by singer Ute Lemper and Peter Maffay's publishing company, Red Rooster Publishing.

Two additional investors, a Frankfurt newspaper and media concern Media Turm, have also joined the company's share-

holders, although PRH declined to reveal the size of their stakes.

PRH, a consortium of artists, publishers and local businessmen, is competing with Funk & Fernseh Hessen (FFH) for the franchise, expected to be granted early next year. FFH's application is based on a light pop format with a relatively high talk content. The company is owned mainly by West German newspaper publishers. □



Dennis Fuller and Edem Ephraim, better known as the London Boys, recently renewed their contract with Teldec for two more years. Their current album, 'The Twelve Commandments Of Dance', has already gone gold in the UK and Finland. From L to r: Michael Opiesch (A&R Dir. Pop), Rolf-Rene Maue (Producer), Dennis Fuller, Juergen Oresten (Teldec MD), Edem Ephraim; Uwe Meyer-Duerkop (A&R Mgr. Pop), Gerd Dietrich, (Mark. Mgr. Int.).

## BPW & IFPI Criticize Govt Copyright Paper

by Robert Lyng

Bonn - West Germany's IFPI group and the BPW, the umbrella organization for the country's record companies, say they are disappointed by the government's decision not to recommend an increase in blank tape levies.

It was hoped that a recommendation would be included in the government's recently published 170-page report on the effect of West Germany's new copyright law, passed in 1985.

The two organizations want the levies on blank audio (DM 0.12 per hour) and video tapes (DM 0.17), as well as hardware (audio DM 2.50 per item, video DM 18.00), to increase to a level corresponding with the percentage on which copyright royalties are calculated. They claim that levies established by the 1985 law represent only about 3% of the real market value of the rights on pre-recorded audio or video tapes.

The report - which also looks at the effect of digital recording and copying - supports, in principle, a

higher levy on digital recording equipment. But, in contrast to an EC report published last year, it rejects the introduction of a rental licensing fee for sound and picture carriers. The government says there is no reason to believe that CD rental threatens the record industry.

The West German IFPI group disputes this. It says its study found that the most frequent CD renters are in the 10-29 age group, the most important target group for record sales. It adds that an average of three CDs per month are rented per household, and that about 91% are returned the following day, indicating that the main purpose is to copy repertoire onto blank cassettes.

Meanwhile, the BPW has praised the government's recommendation to increase the duration of phonographic performance rights for performing artists from 25 to 50 years, bringing them in line with other European territories.

### Austrian Chart Shares - Singles

| Record Company | No. Of Titles Dec 15 '88 - Sept 1 '89 | % Chart Share | % Change From Same Period 88 |
|----------------|---------------------------------------|---------------|------------------------------|
| PolyGram       | 24                                    | 27.79%        | + 10.04%                     |
| BMG Ariola     | 32                                    | 24.56%        | + 1.88%                      |
| WEA            | 23                                    | 21.69%        | + 15.14%                     |
| EMI            | 15                                    | 13.34%        | - 8.35%                      |
| CBS            | 6                                     | 5.39%         | - 6.71%                      |
| Musica         | 9                                     | 3.68%         | - 4.13%                      |
| YM             | 1                                     | 1.86%         | no entry                     |

The following companies registered a chart share of less than 1%: Bellaphon, EMP, Echo. Compiled by Der Musikmarkt and IFPI Austria.

### Austrian Chart Shares - LPs

| Record Company | No. Of Titles Dec 15 '88 - Sept 1 '89 | % Chart Share | % Change From Same Period 88 |
|----------------|---------------------------------------|---------------|------------------------------|
| WEA            | 23                                    | 28.72%        | + 21.13%                     |
| PolyGram       | 22                                    | 24.25%        | + 6.61%                      |
| BMG Ariola     | 28                                    | 16.62%        | - 9.97%                      |
| EMI            | 19                                    | 15.79%        | - 8.79%                      |
| CBS            | 8                                     | 7.07%         | - 11.09%                     |
| YM             | 2                                     | 3.9%          | no entry                     |
| Koch           | 2                                     | 2.05%         | + 1.13%                      |

The following companies registered a chart share of less than 1%: Musica, EMP. Compiled by Der Musikmarkt and IFPI Austria.

## Teutonic Beats Move To Polydor

Hamburg - Phonogram has transferred its domestic Teutonic Beats label to Hamburg-based Polydor, where A&R Manager Tim Renner will be responsible for it. Artists who appear on the label include Fischerman's Friend, Gabi Delgado's new project Future Perfect and Marathon.

While the Teutonic Beats sampler Vol. II will appear on Polydor in West Germany, Austria and Switzerland, it will be released

in the UK on the EG label. EG has already released singles by Fischerman's Friend, Future Perfect and Marathon, and Acky Hempel, Phonogram A&R Manager, says all three made it into the New Musical Express dance chart. He adds that Marathon have already signed an LP deal with EG and that negotiations are progressing with Elektra in the US. □

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### Germany & Austria & Switzerland

## Polydor Sets Up New A&R Department

by Philipp Roser

Hamburg - Polydor has established a new A&R department to cater for product originating from the independent sector. Called Polydor Progressive Music, the office will be headed by Polydor A&R & Marketing Manager Tim Renner.

Renner: "Progressive Music's flexibility will allow it to represent its repertoire better than other major companies - yet full back-up from Polydor will give it an ad-

vantage over independent companies' A&R operations".

The department will promote acts such as The Jeremy Days, Phillip Boa & The Voodoo Club, West Bam and Fischerman's Friend - all of which Renner originally signed to Polydor.

Progressive Music's press representative and-TV promoter will be Petra Husemann, formerly of Teldec. A radio promoter has not yet been named. □

### S P O T L I G H T

## Dieter Bohlen Continues Hit Success

by Robert Lyng

BMG-Ariola Product Manager Ralf Lobenstein says pre-release orders of Dieter Bohlen's new Blue System LP, *Twilight* (Hansa/BMG Ariola 210 295), topped 100,000. Meanwhile the first single from the album, *Magic Symphony*, released last month, has moved quickly into the West German top 10.

Bohlen is one of West Ger-

many already made numerous TV appearances to promote *Magic Symphony* - including the ARD's 'Formel Eins' and ZDF's 'Hit-parade'. This has been backed with in-store displays.

Lobenstein: "Although we have not yet decided which track will be the second single, there will be a lot more TV when it is released on November 16".



many's most successful songwriter/producers and *Magic Symphony* is the latest in a string of hits which started in 1984 with Bohlen's Modern Talking.

Lobenstein says sales of *Twilight*, released earlier this month, have already equalled the total sales the previous Blue System LP, *Body Heat*. "It is not necessary to undertake any extreme marketing measures with Dieter Bohlen. We don't have to hype it - it will sell because it is good".

However Ariola has launched a campaign which includes 200 advertising spots on private channel Tele 5 between October 21 and November 19. And Bohlen has

Bohlen says he is planning a promotional tour: "As a West German artist you cannot work with just a video. Markets like France are important so you have to go there and do TV shows and some concerts".

Bohlen recorded *Twilight* in his own Star Studio in Hamburg. He recently added such names as Taylor Dayne, Dionne Warwick, Engelbert and Sabrina to his list of productions, which already includes hits by CC Catch, Chris Norman and Les McKeown. Meanwhile, Bohlen's TV soundtrack *Rivalen Der Rennbahn* has gone platinum with sales of over 500,000. □



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## 'Fantastico' Wins Ratings Battle

by David Sansfield

State broadcaster RAI TV has won the first round of this autumn's ratings battle with the Saturday night variety show 'Fantastico'. Hosted by WEA recording artist Massimo Ranieri and CBS performer Anna Oxa the first show of the new series (October 7) on channel Rai 1 attracted 10.7 million viewers, a

51.9% national share. Music guests were Ziggy Marley and Zucchero.

However, this year's figure was not as high as in recent years. The first show in October 1988 attracted 12.6 million viewers (52.6% national share) and in 1987, 13.2 million people (63%) saw the opening first show of the

series.

The press has blamed the new 'Fantastico' team for the drop in this season's ratings, saying it "lacks professionalism" and is unable to cope with production problems during the live show.

But Carlo Fuscagni, Director RAI 1, dismisses these criticisms: "I am convinced of the success of the 'Fantastico' formula and there will be much more professionalism in future shows. I think it is a case of first-night nerves for some people!"

Fininvest's Canale 5 competed with RAI's flagship music show with a film starring Adriano Cleantano, a former 'Fantastico' presenter. The movie was Italy's next most popular programme of the week attracting 3.1 million viewers, well behind the 'Fantastico' rating. Canale 5's most popular music show is 'Telemike' which has since topped 5.7 million (26.5% of the national viewers share). □

'Rock Cafe' will air another interview with an ex-Beatles member when it devotes a special programme to the memory of John Lennon on December 8, the ninth anniversary of his death. The interview with Lennon was recorded on the morning before he was shot. □

## 'Rock Cafe' Challenges Rete Scoop

'Rock Cafe', the afternoon radio show syndicated by SPER, has broadcast a Paul McCartney interview a week before rival station Rete 105 was due to air its "live exclusive" with the artist on October 26.

The 40-minute interview, recorded in London earlier this year, was not, claims Programme Director Andrea Olesce, a spoiling tactic aimed at Rete 105.

Olesce: "McCartney's Italian tour is the event of the year but it is a pity that only about 25,000 people will be able to see him live. We decided to preview the tour with a special that included the interview, it is as simple as that!"

Olesce also claims that 'Rock Cafe' was the first to be offered a radio sponsor deal by the tour

organisers but did not like the package. "We are a radio programme not a network. We are not particularly interested in the marketing side or in sticking our logo on tickets and posters. We let our listeners be our judges!"

Rete 105 is the official radio sponsor of Paul McCartney's Italian tour after negotiating a contract with concert promoters D'Alessandro & Galli for an undisclosed sum.

'Rock Cafe' will air another interview with an ex-Beatles member when it devotes a special programme to the memory of John Lennon on December 8, the ninth anniversary of his death. The interview with Lennon was recorded on the morning before he was shot. □

## SPOTLIGHT

### Barbarossa - More Rock Than Before

by David Sansfield

*Al Di La Del Muro* (465991-1) the new CBS album by Luca Barbarossa is the artist's third for CBS. Last year's *Non Tutti Gli Uomini* has sold more than 350,000 units with sales helped by Barbarossa's appearance at the 1989 San Remo Festival.

Barbarossa writes all his own lyrics and music and *Al Di La Del Muro* has more of a rock feel than some of his previous work. The 10-track album was recorded at Rome's Libro Studio with Antonio Coggio as producer. Pincuccio Pirazzoli was responsible for the song arrangements and Eros Ramazzotti makes a guest appearance on guitar for the track *Senza Pancia*.

CBS Italy Marketing Manager Fabrizio Intra says that although there is not a big singles market in Italy, the album's title track will be released separately and backed up with a video.

Marketing for the album will include radio advertising and a tram poster campaign will run in major cities for 15 days in November.

Barbarossa has already appeared on RAI TV's

## Ala Bianca Wins Tenko Rights

Modena-based publishing and production company Ala Bianca has secured the rights to release product by national and international artists who appear at Italy's annual Club Tenko Awards.

No purchase price was involved but the company will split all profits on a 50/50 basis with Club Tenko.

The awards festival is held in San Remo and features both national acts plus artists from elsewhere in the world (M&M September 2). The first release, on the company's Bravo label, will be a double live compilation featuring artists who have appeared over the last 15 years. These include Gianna Nannini, Zucchero, Gino Paoli, Francesco De Gregori and Paolo Conte.

Initially the double LP will be available only on the home market but if contractual difficulties are overcome, Ala Bianca will release next year's album throughout Europe. □

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## Platinum Sales Expected For Debut LP

EMI band Ladri Di Biciclette have sold 80,000 copies of their self-titled debut album within three weeks of the release date (September 18).

EMI Marketing Director Franco Cabrini: "This band are the Italian success story of the year". The group, winners of this year's best newcomer award at the Festivalbar event and the Vote La Voce prize, are now expecting platinum status (250,000 units) for the album.

*Ladri Di Biciclette* is currently being advertised on public and private TV and on private radio. The group's second single, *Dr Jazz E Mr Funk*, has reached the top 10 of the national charts, selling more than 20,000 units. Their first single, released earlier this year, sold 25,000 copies. "Not bad for a country where the singles market is virtually non-existent," according to Cabrini. □

## Italian Disco Breaks In Japan

Italian Hi-NRG is proving popular in Japan; three Italian artists, King Kong & The Jungle Girl, Cocoon and Malcolm J. Hill have all had recent success in Japan's international charts.

According to the artists' label Flea, King Kong's 40,000 sales single *Boom Boom Dollars* held

the no. 1 spot for two months during the summer, beating both Madonna and Prince. All three acts are embarking on a 25-date disco tour next month and will also make TV appearances.

Flea is the dance label of the Modena-based publishing and production company Ala Bianca.



'Fantastico' and is being lined up for more TV promotional appearances.

Although cautious about singing in another language, Barbarossa may record a Spanish version of *Al Di La Del Muro*. □

## Veronica To Air Ads?

by Jon Henley

Holland's largest public broadcaster, Veronica, has formally applied to the Dutch Media Commission for a licence to operate as a commercial broadcaster.

In a letter to the Commission signed by Veronica Vice Chairman Rob Out, the broadcaster says it wants to begin a commercial radio and TV service as soon as possible.

The legal framework for such a move is not in place. However, Culture Minister Edco Brinkman says he would favour a system which gives public broadcasters priority access to the Dutch cable network if they decide to go private (M&M October 21).

Veronica says a condition of the

application is that it can choose its own partners for the venture if necessary. Although not publicly confirmed, this is almost certainly an indication of a potential merger or joint venture with the new commercial satellite station, RTL-V which is headed by ex-Veronica Programme Director Lex Harding.

\*Meanwhile RTL's rival, TV 10, is still set to launch this week (October 28). Spokesman Harry Sorensen says "the vast majority" of cable operators have promised to carry the station. "Once we're on air the Commission will re-examine our status. Its previous verdict, which declared us illegal, is only provisional", he said. □



ARS MDs Patrick Busschots (left) and Ludo Vermeulen award Hilhouze with a gold disc for Belgian sales of his single 'Move Your Feet To The Rhythm Of The Beat' (50,000 units).

## Diamond Awards Line-Up

A showcase for new talent will be held during the fourth annual Diamond Awards Festival at Antwerp's Sportpaleis from November 14-18.

The Festival kicks off with performances by Belgian artists at a gala, to be televised by state broadcaster BRT. But the highlight is expected to be the Diamond Awards TV Spectacular which will feature Billy Ocean, Belinda Carlisle, Cliff Richard and Milli Vanilli, as well as na-

tional acts. About 20,000 people are expected at the Sportpaleis for the event which will be broadcast to 30 countries worldwide, including the UK and Japan.

Awards will be presented to members of the music industry who work behind the scenes, as well as those in the public eye. Best Video, Best Photographer and Best Record Cover Of The Year are among the categories included in the presentations. □

## TV Campaign For Will Tura

Polydor has launched a TV campaign for Flemish artist Will Tura to promote a back catalogue compilation, *The 70s Collection*, and a new LP called *Will Tura Vandag*. The campaign on commercial station VTM includes 17 spots at prime time during October and November.

Francois Vaeys, Polydor Label Manager: "It is the first time that

we have done a double campaign in Belgium and it is also the first time that we have an artist announcing the production in a commercial. We have shipped 34,000 albums in pre-orders and both titles entered the official SIBESA chart in the first week after their September 28 release - *The 70s Collection* at no. 6 and *Will Tura Vandag* at no. 8." □

## BUMA/STEMRA Fights Retailer Revolt

by Mark Fuller

Dutch copyright society BUMA/STEMRA has launched an extensive TV advertising campaign to combat a possible revolt by Dutch retailers against the use of copyrighted background music (M&M September 9).

The campaign, which runs until November 22, promotes copyrighted repertoire and other BUMA/STEMRA services using the slogan 'Holland Has A Right To Good Music!'. The society has bought 14 prime-time spots, all placed after music programmes. Eleven of the minute-long commercials are planned for the new privates RTL-V and TV10.

The move follows the decision by Holland's major retail association RFGB to advise its members to cancel their contracts with BUMA/STEMRA. The RFGB says BUMA/STEMRA's fees are too high and has called on

members to use copyright-free background music. The action could cost the society about Dfl 2 million (app. £ 580,000) annually in lost revenue. And if the revolt snowballs into the restaurant and hotel trade, it stands to lose about Dfl 30 million - nearly half its annual earnings.

Public Relations Manager George Knops says the RFGB, whose 100 or so members include most of the country's department stores, has refused two recent offers of talks.

RFGB's Legal Advisor H. Plagge says the association refused further talks with BUMA/STEMRA at the beginning of October because they did not offer any reasonable prospect of meeting demands for lower fees. He said 10 to 15 of the country's largest retail chains have already cancelled their contracts.

## S P O T L I G H T

### Meyer Looks For Singles Success

by Mark Fuller

BMG Ariola Benelux has yet to finalise its choice of single from Dutch vocalist Anita Meyer's new album *Close To You* (210233), which came out earlier this month.

The LP contains 14 covers of Burt Bacharach songs. Sandra Smidt of BMG admits that the company is leaving its choice of a single a little late but insists one will be out within a few weeks. BMG's caution may be due to Meyer's recent lack of hit single success. Although the artist's last two albums have gone gold, her most recent national Top 20 hit was in 1986 when the duet *Run To Me* with Lee Towers reached no. 9.

Meyer herself has expressed preference for *That's What Friends Are For* which includes vocals by Dutch artists Margriet Eshuis, Rene Froger, Julia Lokas, Lisa Roberg and Rob De Nijs. *Close To You* was recorded at three studios in Holland: Wisselord, Bullet Sound and Bolland Studios. It was produced by Martin Duiser.

BMG will advertise the LP in broadcaster Veronica's magazine and in the trade press. And the company has mailed display

materials to Holland's 1,000 or so retailers and is co-operating with them on more press advertising.



Anita Meyer is one of Holland's best-known MOR singers and has ample TV coverage lined up. Her three concerts in Rotterdam's Ahoy Hall will be televised in three parts by public broadcasters VARA, KRO and NCRV. She will also appear on NCRV's Jubileum Gala on October 31. Meyer has also been asked to host a 12-part weekly children's TV series, 'Anita And The Children Of A United Europe', which starts in March. □

## Virgin & Megahertz Launch TV Campaign

by Chris Fuller

Copenhagen - Virgin Denmark has joined forces with the new Megahertz megastore in Copenhagen for an advertising campaign worth Dkr 250,000 (about £ 21,000) on the private satellite TV station Canal 2. The cost will be split equally between Virgin and Megahertz, which is part of the Stockholm-based SkivAkademien retail group.

The campaign, which began on October 16, is for the new album by Danish duo To, entitled *Let Us Fly To A Star*, a collection of 50s cover versions. Over a 10 day period, two 30-second commercials per day will appear on Canal 2's 'Breakfast TV' show.

Peter Sorensen, Virgin Denmark Marketing & Product Manager: "TV advertising is rare by record companies in Denmark simply because of the expense. But we feel the To album is ideally suited to the medium."

Virgin/Megahertz plan to run a similar campaign for the self-titled album from Danish singer Kirsten, due out in November.

Canal 2, which was launched four years ago, is owned by the Swedish entertainment group Essete. Its 'Breakfast TV' show is viewed by an estimated 220,000 audience in and around Copenhagen. □

## S P O T L I G H T

### Treat Turn To Crime

by Chris Fuller

Stockholm rockers Treat aim for a more guitar-based sound on their fourth album *Organised Crime* (838929), a PolyGram Sweden/Phonogram Germany co-production released across Scandinavia and in West Germany, Austria and Switzerland last week. The first single is just out and is called *Ready For The Taking*.

*Organised Crime* comes some 16 months after Treat's last LP *Dreamhunter*, which sold 20,000 in Sweden and also established a solid following for the band in West Germany (25,000 sales).



The new album was produced by Peter Hauke and Andy Lunn at Hotline Studios in Frankfurt, with mixing at Wisselord in Holland and Livingston Studio in London. PolyGram Sweden A&R

Manager Peo Berghagen: "The LP has a harder and tougher sound than before. It's the closest we've ever got to capturing their live sound!"

Treat are planning a pre-Christmas Swedish tour and West German dates in the New Year.

*Organised Crime* marks the debut of bassist Joe Larson and keyboard player Patrik Appelgren, who joined up with Anders Wikstrom (guitar), Robert Ernlund (vocals) and Jamie 'Borger' (drums) earlier this year. Treat's first album, *Scratch And Bite*, was released in 1985. In

late 1987 they signed with Wue Block of BFS Management, who secured the band a place at last year's Monsters Of Rock festival in West Germany, where they played to 50,000 people. □

## SPAIN & PORTUGAL

## Private TV - Slow & Difficult

by Chris Fuller

While private television legislation compels us to show a maximum of 10% advertising per hour, TVE sometimes airs more than 20 minutes an hour during prime time.

In a discussion on the advertising market, Manuel De Eleupura, Chairman of J Walter Thompson Spain, said the arrival of the new channels - Antena 3, Tele Cinco and Canal Plus - would mean advertising budgets would go down and other areas of income, such as sponsorship, would increase.

Elxepuru anticipates a 20% growth in television advertising for 1990, but he warned that expansion could not continue at that rate and would almost certainly decline within a few years.

Juan Cueto, Network Director

Spain's new commercial TV networks face a bright future - but their growth is likely to be slow and difficult. That was the prediction of Manuel Martín Ferrand, Director General of one of the new channels, Antena 3 De Television, during a debate entitled 'New Spanish Television Eldorado Or Illusion?'

"After 33 years of public monopoly we have at last broken through, but only in a limited way. Commercial TV in Spain will grow little by little with competition increasing only slowly."

In an attack on the RTVE state channels, TVE I and TVE 2, Ferrand said the best thing about public TV in Spain is that it acts like a private network: "And yet

tion, Frihetsradion, is to be stopped.

The group plans to start broadcasting at the end of this month and Group President Christian Gergils says the station will run "for as long as we can" mixing music and political discussion, with some advertising. □

## FM Pirates Back On Air

The 60 local pirate FM stations refused licences by the Spanish government in August have resumed illegal broadcasts. Grouped under the umbrella organisation CERLC, the pirates stopped broadcasting in March in order to apply for one of the 150 new FM licences. But no CERLC members were successful in their application.

Music output favours rock and heavy metal because, according to CERLC's Chairman Esteban Ibarra, "such music has a large street following in urban areas but is almost totally ignored by commercial radio." □

## Cliff Hopping For Stronger European Support

by Chris White

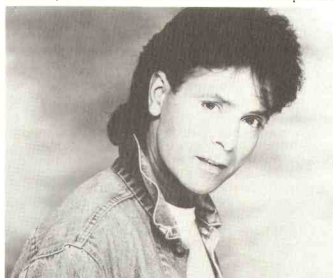
The release of Cliff Richard's new album "Stronger" - his 67th for EMI Records in the UK - is seen by his record company as a major bid for the veteran pop singer to regain a strong record-selling market in Europe.

Mark Collen, Senior International Marketing Manager EMI: "Everybody knows Cliff's name in Europe; it is a case of getting them to buy his records again. His recent British hit *I Just Don't Have The Heart*, produced by Stock, Aitken & Waterman has helped to open the doors for him!"

*Stronger*, released on October 30, includes Richard's recent hits *Best Of Me* (his 100th in the UK) which reached no. 2 in the national charts, *I Just Don't Have The Heart* and *Lean On You*. It also features *Share A Dream*, a recording with the reggae band Aswad, which helped him to reach out to a new market. Most of the album has been written and

produced by Alan Tarney, the man responsible for many of Richard's 80s recording successes.

In the UK the album is being supported by selected TV advertising for two weeks in November, followed by a national TV cam-



paign in December. There is also major press advertising, point-of-sale material and giant sized posters in the London area.

Collen: "The last 18 months

have been tremendous for Cliff culminating in his sellout Wembley Stadium gigs this summer. The attitude with both EMI and Cliff's management company is now to look to the future. It is easier to do that in Europe than in

There are already good signs of progress coming out of Italy where the UK double album compilation *Private Collection* was released as a single album and went top 10. West Germany and Denmark have always been good record-selling territories for Cliff but the objective is to break new markets as well!"

Richard has set aside a three-month period between now and the end of the year to concentrate on European promotional activities including television appearances in France, West Germany, Spain and Sweden. There are also discussions under way for him to tour Europe next spring.

Collen: "The Stock, Aitken & Waterman single has helped to get him younger fans while the latest single *Lean On You*, a ballad, is aimed at an older age group. *I Just Don't Have The Heart* has been getting tremendous airplay in France, and Spain is also reacting very well to it. The whole campaign around the *Stronger* album will give Cliff a higher profile and more visibility in Europe!"

the UK where Cliff has remained a record-seller for 31 years.

"The basic angle with Europe is to win back the markets that Cliff has lost in recent years.

## Geoffrey Williams Stretches Towards Soul

by Maryjean Rotzsteeg

Singer/songwriter Geoffrey Williams has just released his second album "Prisoner Of Love," recorded in Nashville, New York, Los Angeles and London, for the Atlantic label.

Williams co-wrote all cuts, did the programming, played most of the instruments and co-produced three tracks.

The current single, *Lipstick*, seems the most direct link between this album and his 1988 debut *Heroes, Spies & Gypsies*. His initial LP was more immediately dance oriented than *Prisoner Of Love* which has Williams stretching himself vocally to offer considerably more soul.

"Everybody I have talked to says *Blue* is the track," reveals Williams. "Apparently it is going to be the second single."

For *Heroes, Spies & Gypsies* the singer was signed to Atlantic for the US and PolyGram (Polydor) for the rest of the world.

Now he is signed to Atlantic worldwide.

"I do not think Polydor was looking very far ahead at all. Atlantic kept faith in me. They looked at me as a long-term artist and product. With PolyGram the excitement went after a while," says Williams.



"Atlantic is the label I have always wanted to be signed to. In the 60s great artists like Ben E. King, Otis Redding and Wilson

Pickett were with the company. It is good to be linked to an organization that has some belief in me. Even though *Heroes, Spies & Gypsies* was not a success they were willing to put some more money behind it and push it."

His debut album brought one top 10 hit in West Germany,

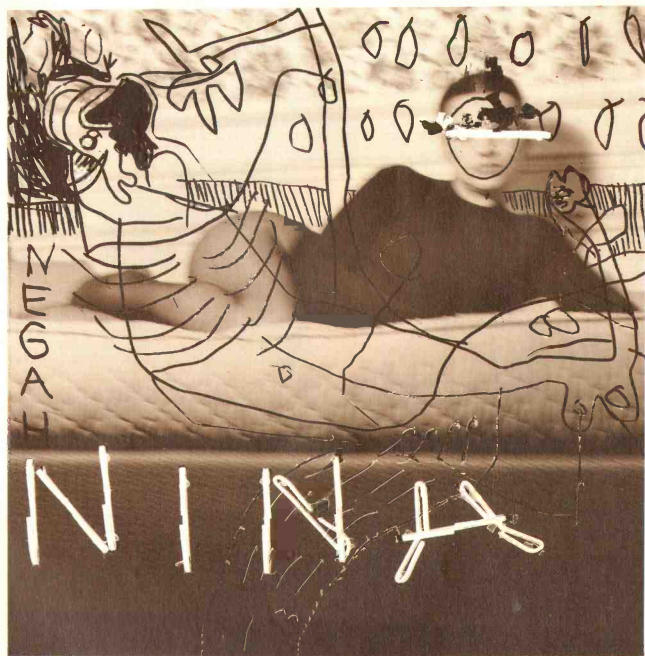
soever. Had their been some promotion it probably would have gone top 5 easily," Williams points out.

The Atlantic deal is for five albums in all and the UK-based performer has just begun work on the third. Five tracks have already been written for the next LP and the anticipated release date is late next year.

This month Stirling, with the help of Simon Stirling, has been producing Dusty Springfield. "She wanted a song that had an R&B flavour, a bit like *Son Of A Preacher Man*. We wrote a song called *I Was Born This Way* and Dusty loves it."

One of the artist's goals for the near future is to go out on the road with his own band. Williams: "That really does depend on the success of the single *Lipstick*. To do a support gig at the end of this year, or the beginning of next, would give me a lot of pleasure!" □

# N I N A H A G E N



T H E N E W A L B U M

phonogram  
GERMANY

## SINGLES



## SINGLE OF THE WEEK

**Arthur Baker & The Back Beat Disciples**  
The Message Of Love - AB/M

Arthur Baker has long been recognised as one of the most versatile and capable producers of the 80s. His talent lies in his ability to bring out the best in an artist. On this track he excels himself. A deceptively smooth backing combines with Al Green's classic soul voice to produce a gospel feel with a strong sing-along chorus. One of the classiest singles of the year.

## Kym Mazelle

Lovestran - Syncope/EMI  
Heavy dance music with a strong chorus. Quality pop music.

## Fresh 4

Wishing On A Star - 10  
A hip-hop version of the Rose Royce classic. A worthy idea with a good Smith & Mighty production.

## Beloved

Sun Rising - WEA



House meets early 70s Temptations. A haunting melody and an insistent rhythm.

## The Mighty Lemon Drops

Beautiful Shame - Chrysalis  
The second single from the *Laughter LP* is a highly commercial effort. Strong vocal harmonies on this fine pop rock number.

## Alice Cooper

Bed Of Nails - Epic  
Co-written with Dianne Warren and Desmond Child and produced by the latter. Noisy, hook-heavy rock complemented with wild echoing guitars. Good fun.

## Gary Moore

Livin' On Dreams - Virgin  
An energetic roots rock & roll song with hooks aplenty.

## Jason &amp; The Scorchers

Thunder And Fire - AB/M  
Four songs from the self-titled debut LP. Rooky and well-crafted guitar rock. Best: *Find You and Bible And A Gun*.

## Colours

I Wanna Make Love - WEA  
Highly commercial hip-hop complete with sing-along chorus and rock guitar fills. Strong radio-friendly chorus.

## Reid

Lovin' On the Side - Syncope  
A funky, danceable pop song with cheerful vocals. The highly contemporary production is by Paul Witt (Blow Monkeys, Temptations).

## River City People

Say Something Good - EMI  
Driving and mesmerising rock carried along by ambient guitars and clear female vocals.

## Queen

Scandal - Parlophone



The fourth single from their *Miracle LP* is a medium-paced track with a catchy beat and a dramatic build up. A hit.

## Angelo Branduardi

Fame Di Sole - Polydor

The Italian minstrel has delivered a highly original, up-tempo song with a romantic piano part and a cosy feel.

## ALBUMS



The material varies in style from middle period Clash to funky salsa and a dash of rock & roll. So often bands fail to capture the energy of their live show on record, happily Mano Negra are a notable exception.

## ALBUM OF THE WEEK

## Mano Negra

Mano Negra - Virgin  
If you thought Les Negresses Vertes were good, just check this out. A similar sort of multi-cultural sound and approach characterises the music. Loads of brass and chanted choruses, but most of all a sense of energy and enthusiasm runs through the music.

## Julia Fordham

Porcelain - Circa  
An interesting mixture of African and Caribbean influences combine with Fordham's very Western roots to produce sophisticated AC pop. Nine of the 11 tracks are slow and moody with only the Latin shuffle of *Genius* providing light relief. A good LP for late-night programmers.

## Paul Simpson

One - Casablanca  
Paul Simpson is only as good as his collaborators and some are good and some are not. The album varies from the strength of *Maximal Freedom* to the blandness of *Walk Away From Love*. Very late 80s with more than a hint of supermarket music about it.

## Climie Fisher

Coming In For The Kill - EMI  
A smooth and commercial pop LP by this clever duo. Although the pushy, programmed rhythms, Climie's straight vocals and Nathan East's punchy bass licks definitely provide a sophisticated sound, the LP is somewhat patchy. Nevertheless, there are some excellent moments including *You Keep Me Coming Back For More*, *Facts Of Love* and the brassy *Don't Mess Around*.

## Billy Joel

Storn Front - CBS

A varied and convincing comeback, consisting of 10 strong pop songs from this veteran artist. With his meaningful lyrics and urgent vocals, Joel manages to keep your attention for the whole of the LP. Stylistically the material ranges from rootsy guitar rock like *That's Not Her Style* to the dramatic full-blown balladry of *Shameless*.

## Poco

Legacy - RCA/BMG

The mid 70s megastars are back with a bunch of strong guitar-based songs. Their style remains unchanged - simple, solid arrangements, heartfelt vocals and an FM oriented production. In general the songs that are most firmly rooted in the country-rock tradition are the LP's highlights.

## Belinda Carlisle

Runaway Horses - Virgin  
Completely arranged and produced by Rick Nowels who also co-wrote the bulk of the material, this is radio-friendly pop with mainstream appeal. The clever use of rock idioms adds impact to an array of pop songs.

## Ofra Haza

Desert Wind - Teldec  
Israel's biggest musical export since Esther and Abi Ofarim has turned in yet another excellent album. This time the production is shared by Arif and Joe Maradin, Haza and Thomas Dolby. The results are a spectacular mixture of Middle-Eastern and Western pop: haunting choruses with state-of-the-art backings.

## The Alarm

Change - IRS

The latest LP from rock's best loved sloganeers marks a definite improvement in their songwriting. Where once they pushed the message down your throat, now they write solid rock songs with something to say. The musical arrangements are increasingly sophisticated without being fussy.

Editor: Gary Smith  
Contributors: Peter De Bruyn  
Kops and Hielgeel Bakker

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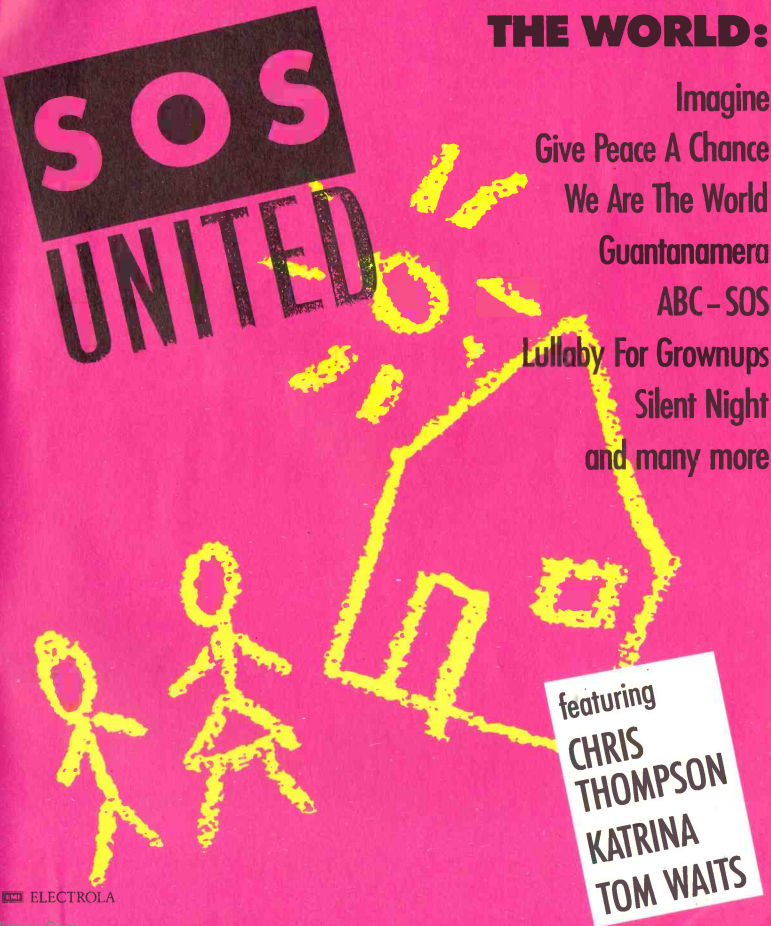
Guantanamo

ABC - SOS

Lullaby For Grownups

Silent Night

and many more

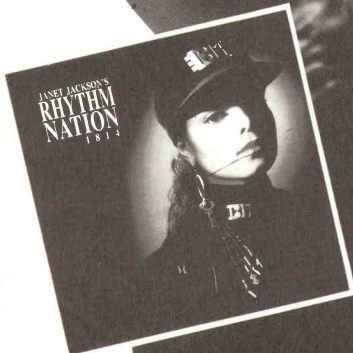


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**MUSIC & MEDIA**

WEEK 42

**MASTER CHART**  
YOUR WEEKLY PROGRAMMING GUIDE

October 28  
1989



## radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

**IT'S NO !!** ▶

**SINGLES**

Tina Turner *Airplay*  
Kaoma *Sales*

**ALBUMS**

Tracy Chapman *Airplay*  
Tina Turner *Sales*

### EXPLOSIVES CHART BUSTERS

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

**SINGLES OF THE WEEK**

*Vital for your play list.*

Arthur Baker & The Back Beat Disciples - The Message (A&M)  
Beloved - Sun Rising (WEA)  
Queen - Scandal (Parlophone)

**SURE HITS**

Fresh 4 - Wishing On A Star (10)  
The Mighty Lemon Drops - Beautiful Shame (Chrysalis)  
Alice Cooper - Bed Of Nails (Epic)  
Gary Moore - Livin' On Dreams (Virgin)

**EURO-CROSSOVERS**

*Continental records ready to cross-over*

Angelo Branduardi - Fame Di Sole (Polydor)

**EMERGING TALENT**

*New acts with hot product.*

The Wedding Present - Kennedy (RCA/BMG)  
Beloved - The Sun Rising (WEA)  
Jason & The Scorchers - Thunder And Fire (A&M)  
Colours - I Wanna Make Love (WEA)  
Reid - Lovin' On The Side (Syncope)

**ENCORE**

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

FM - Someday (You'll Come Running) (Epic)  
Clara - Gimme Little Sign (Epic)  
Roger Christian - Take It From Me (Island)  
Syd Straw - Future 40's (Virgin)  
D.A.D. - Sleeping My Day Away (WEA)

**ALBUMS OF THE WEEK**

Mano Negra - Puta's Fever (Virgin)  
Julia Fordham - Porcelain (Circa)  
Paul Simpson - One (Cooltempo)  
Climie Fisher - Coming In For The Kill (EMI)  
Billy Joel - Storm Front (CBS)  
Poco - Legacy (RCA)  
Belinda Carlisle - Runaway Horses (Virgin)  
Ofra Haza - Desert Wind (Teldec)  
The Alarm - Change (IRS)

**CHART ENTRIES**

**Airplay Top 50**

Debbie Harry - I Want That Man (32) (Chrysalis BS)  
Arthur Baker - The Message Is Love (40) (A&M)  
Adeva - I Think You (47) (Chrysalis)  
Lisa Stansfield - All Around The World (49) (Arista/BMG)  
And Why Not? - Restless Days (50) (Island)

**Hot 100 Singles**

Kaoma - Dancando Lambada (30) (CBS)  
Debbie Harry - I Want That Man (67) (Chrysalis)  
Dee Dee & Ray Charles - Precious Thing (77) (Polydor)  
De La Soul - Eye Know (81) (Tommy Boy)  
Christer Sandelin - Det Hon Vill Ha (84) (Polar/Sonnet)

**Top 100 Albums**

Kylie Minogue - Enjoy Yourself (7) (PWL)  
Peter Dinklage - Kein Weg Zu Weit (19) (Teldec)

**FAST MOVERS**

**Airplay Top 50**

Belinda Carlisle - Leave A Light On (14-26) (Virgin)  
Beautiful South - You Keep It All In (15-28) (PolyGram)  
Curiosity Killed The Cat - Name And Number (21-29) (Mercury)  
Chris Rea - The Road To Hell (23-45) (WEA)  
Double Trouble & The Rebel MC - Street Tuff (25-36) (Desire)

**Hot 100 Singles**

Milli Vanilli - Girl I'm Gonna Miss You (4-9) (BMG Ariola)  
Jive Bunny - That's What I Like (7-12) (Music Factory)  
Melody - Y A Pas Que Les Grands Qui Revent (18-29) (Carreer)  
Belinda Carlisle - Leave A Light On (19-44) (Virgin)  
Living In A Box - Room In Your Heart 31-57) (Chrysalis)

**Top 100 Albums**

Francis Cabrel - Sarbacane (10-14) (CBS)  
Marillion - Season's End 21-31) (EMI)  
Connett's - 92 45-66) (USA)

**HOT ADDS**

**Breaking Out On European Radio**

Cliff Richard - Lean On You (EMI)  
Alain Souchon - Dandy (Virgin)

### YESTER HITS

the Eurochart top five from five years ago.

**OCTOBER 28 - 1984**

**Singles**

Stevie Wonder - I Just Called To Say I Love You (Motown)  
Ray Parker Jr. - Ghostbusters (Arista)  
Georgio Michael - Careless Whisper (Epic)  
David Bowie - Blue Jean (EMI America)  
Culture Club - The War Song (Virgin)

**Albums**

Stevie Wonder - The Woman In Red (Motown)  
Mike Oldfield - Discovery (Island)  
David Bowie - Tonight (EMI America)  
Sade - Diamond Life (Epic)  
Prince - Purple Rain (Warner Brothers)

POLYGRAM

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**MUSIC & MEDIA**

### united kingdom

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

1. **Debbie Harry** - I Want That Man
2. **Sydney Youngblood** - If Only God
3. **Billy Joel** - We Didn't Start The Fire
4. **Adena** - I Think You
5. **Arthur Baker** - The House Is Cool
6. **Chris Rea** - The Road To Hell
7. **Double Trouble & The Rebel MC** - Sweet Talk
8. **Erasure** - Chere
9. **Wax Mole Weir** - Sweet Surrender
10. **Oh Well!** - Oh Well
11. **Beautiful South** - You Keep Me In
12. **Belinda Carlisle** - Love A Little On
13. **Liza Minnelli** - Chin Chin Morning
14. **Bros** - Chocolate Box
15. **Curiosity Killed T.C.** - Name And Number
16. **The Turner** - The Bee
17. **Black Box** - Ride On Time
18. **De La Soul** - Spic Me
19. **Cliff Richard** - Love On Top
20. **Milli Vanilli** - Get In The Game Hit You

### austria

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

1. **Elton John** - Healing Hands
2. **Paul McCartney** - The One
3. **Trina Turner** - The Bee
4. **Tears For Fears** - Sowing The Seeds Of Love
5. **Richard Marx** - Right Here Waiting
6. **Joe Bonomo & The Masterminds** - Sing The Hood
7. **The Beach Boys** - Still Cruisin'
8. **Ella Sciallo** - Solo Solo
9. **Bobby Baskerville** - Top Me Like Love We...
10. **Edoardo Bennato** - Viva La Musica
11. **Kaoma** - Lambada
12. **Madonna** - Cherub
13. **John Lennon** - Tell Us It's Us
14. **Reverend** - Covered For Love
15. **Big Fun** - Shm! On The Beach
16. **Chris Rea** - The Road To Hell
17. **De La Soul** - Back To Life
18. **Sydney Youngblood** - If Only God
19. **Katrina & The Waves** - This One's For The Boy
20. **Johnny Hates Jazz** - Turn The Tide

### holland

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

1. **Mansion Paters** - White Horses In The Snow
2. **Kaoma** - Lambada
3. **Richard Marx** - Right Here Waiting
4. **Sydney Youngblood** - If Only God
5. **Billy Joel** - We Didn't Start The Fire
6. **The Neville Brothers** - You've Got A Friend
7. **Carly Simon** - It's Hard To Be True
8. **Leif** - Welcome To My Party
9. **Milli Vanilli** - Get In The Game Hit You
10. **Expone** - What Did I See In Him
11. **Lois Rendell** - The Snow From
12. **Randy Crawford** - Kisses On Heaven's Door
13. **Kate Bush** - The Sexual World
14. **Katrina & The Waves** - This One's For The Boy
15. **Tracy Chapman** - Crossroads
16. **The Chimes** - I & I
17. **Beautiful South** - You Keep Me In
18. **Cher** - If I Could Turn Back Time
19. **Queen** - The Invisible Touch
20. **Kiss AMC** - A Bit Of US

### germany

From the airplay hit parade from Media Control including 29 radio stations. For more info please contact Media Control - Postfach 6125, D-69121 Baden, Baden, tel (0)721-33066.

1. **Kaoma** - Lambada
2. **Madonna** - Cherub
3. **Joe Bonomo & The Masterminds** - Sing The Hood
4. **Mike Oldfield** - Insect
5. **Gloria Estefan** - Oye Mi Cancion
6. **Sydney Youngblood** - If Only God
7. **Paul McCartney** - The One
8. **Tears For Fears** - Sowing The Seeds Of Love
9. **Milli Vanilli** - Get In The Game Hit You
10. **Peter Mulvey** - Tender
11. **Elton John** - Healing Hands
12. **Marianne Rosenberg** - Ich Denk An Dich
13. **Liza Minnelli** - Chin Chin Morning
14. **Jason Donovan** - Every Day
15. **Heinz Rudolf Kubista** - Alles Was Du Willst
16. **Belinda Carlisle** - Love A Little On
17. **Poco** - Call It Love
18. **Adena** - I Think You
19. **Cutting Crew** - The Scouring
20. **Johnny Hates Jazz** - Turn The Tide

### italy

Most played records as compiled from RAI Stereo Due.

1. **Richard Marx** - Right Here Waiting
2. **Depeche Mode** - Personal Joy
3. **Luis Barbarossa** - H.O.L.I.E! Der Hood
4. **Tracy Chapman** - Crossroads
5. **Debbie Harry** - I Want That Man
6. **Curiosity Killed T.C.** - Name And Number
7. **Pauli Laballo** - Love '91
8. **Sergio Caputo** - Ciuri Ciuri
9. **Francis Cabrel** - C'Est Ecrit
10. **Joe Bonomo & The Masterminds** - Sing The Hood
11. **Zucchero Fornaciari** - Quattro
12. **Tears For Fears** - Sowing The Seeds Of Love
13. **Paula Abdul** - Cold Hearted
14. **Soundwave Ballet** - In The Wind With You
15. **Cher** - If I Could Turn Back Time
16. **Rolling Stones** - Paint A Picture
17. **The Turner** - The Bee
18. **Eurythmics** - Tender
19. **Ziggy Marley** - Love You A Dancin'
20. **Rumours** - Vogue

### spain

The top best played records in Spain from Cierto Principales, covering the major Spanish stations.

1. **Kaoma** - Lambada
2. **Chiquis Bolmar** - Los Angeles De Mi Angel
4. **Prince** - Intuition
5. **Dinamita Pa' Los Pullos** - Toco Toco
6. **La Union** - Marabou
7. **Milli Vanilli** - Get In The Game Hit You
8. **U2** - Rattle And Die (Acoustic - Acoustic)
9. **The Cure** - Lovecats
10. **Mecano** - Bilbae No Balboa
11. **Liza Minnelli** - Long My Mind
12. **Richard Stone** - Heart Emotions
13. **Lois Rendell** - Kisses On Heaven's Door
14. **Queen** - Breakers
15. **OFF** - Eva
16. **Joe Bonomo & The Masterminds** - Sing The Hood
17. **Bros** - Touch
18. **Liquid 13** - The Foghorn - Quiero Un Cancion
19. **Marcika** - Top Solera
20. **Transvision Vamp** - The Only One

### switzerland

Most played records as checked by Media Control on the national station DRS 3, Couleur 3 and 4 private stations. For more info please contact Media Control - Post Postage 2 Basel 4002, tel 61 - 330896.

1. **Tears For Fears** - Sowing The Seeds Of Love
2. **Kaoma** - Lambada
3. **Trina Turner** - The Bee
4. **Tracy Chapman** - Crossroads
5. **Gloria Estefan** - Oye Mi Cancion
6. **Elton John** - Healing Hands
7. **Rolling Stones** - Paint A Picture
8. **Kaoma** - Lambada
9. **Madonna** - Cherub
10. **Randy Crawford** - Kisses On Heaven's Door
11. **Cliff Richard** - Love On Top
12. **Paul McCartney** - The One
13. **The Beach Boys** - Still Cruisin'
14. **Carmel** - I How I Feel Like
15. **Janet Jackson** - Hit You Just
16. **Depeche Mode** - Personal Joy
17. **Eurythmics** - Tender
18. **Cutting Crew** - The Scouring
19. **Belinda Carlisle** - Love A Little On
20. **Kate Bush** - The Sexual World

### france

From the airplay hit parade provided by Media Control France. For more info please contact Media Control France 29 Biv Tauter - 67000 Strasbourg - France - tel (88)366580.

### Radios Peripheriques (AM Stations)

1. **Abino Scazzon** - D'evy
2. **Philippe Lafontaine** - Couer De Loup
3. **Paul McCartney** - The One
4. **Francis Cabrel** - C'Est Ecrit
5. **Eddy Mitchell** - Leshe Bonne Soiree
6. **Rolling Stones** - Paint A Picture
7. **Francisco & Jenny Jansen** - Joe The Boss
8. **Tears For Fears** - Sowing The Seeds Of Love
9. **Richard Stone** - Heart Emotions
10. **Elton John** - Healing Hands
11. **Joe Bonomo & The Masterminds** - Sing The Hood
12. **Depeche Mode** - Personal Joy
13. **Madonna** - Cherub
14. **Patricia Kaux** - Quand J'En Ai
15. **Kaoma** - Lambada
16. **Mylene Farmer** - A Quoi Je Sers
17. **Joanna Mae** - Caroline
18. **Richard Stone** - Heart Emotions
19. **John Louis Aubert** - Louche
20. **Jean Pierre Merville** - La Neve, La Conclusion

### Radios FM

1. **Tears For Fears** - Sowing The Seeds Of Love
2. **Clayton Knight** - L'Amour Tu Ris
3. **Francis Cabrel** - C'Est Ecrit
4. **Joe Bonomo & The Masterminds** - Sing The Hood
5. **Philippe Lafontaine** - Couer Du Loup
6. **Trina Turner** - The Bee
7. **Madonna** - Cherub
8. **David Mulvey** - Tender
9. **Mylene Farmer** - A Quoi Je Sers
10. **U2** - Rattle And Die (Acoustic - Precession Thing)
11. **Eurythmics** - Tender
12. **Don Johnson** - Tell Us It's Us
13. **MC 10** - I
14. **Richard Stone** - Heart Emotions
15. **Mezzac Chery** - Hearted
16. **Marc Lavigne** - Am
17. **De La Soul** - Back To Life
18. **Paul Butterford** - I Want You To Love Me
19. **Liza Minnelli** - Long My Mind
20. **Liza Minnelli** - Long My Mind

# MUSIC & airplay MEDIA TOP 50 EUROPEAN

Another Day In Paradise

| THIS WEEK | LAST WEEK | WEEKS ON CHART | TITLE                              | ARTIST   | ORIGINAL LABEL | (PUBLISHER) |
|-----------|-----------|----------------|------------------------------------|--|----------------|-------------|
| 1         | 2         | 9              | <b>The Best</b>                    | Time Turner - Capitol (Zomba Music)                                    |                |             |
| 2         | 3         | 9              | <b>Sowing The Seeds Of Love</b>    | Tears For Fears - Fontana/Phonogram (Virgin Music)                     |                |             |
| 3         | 1         | 8              | <b>Cherish</b>                     | Lambada - Sire (Various)   |                |             |
| 4         | 4         | 14             | <b>Madonna</b>                     | Kaoma - CBS (HMV BSBM Production)                                      |                |             |
| 5         | 6         | 11             | <b>Sing The Hood</b>               | Joe Bonomo & The Masterminds - Music Factory Dance (Copyright Control) |                |             |
| 6         | 7         | 4              | <b>If Only I Could</b>             | Sydney Youngblood - Circa (Copyright Control)                          |                |             |
| 7         | 5         | 7              | <b>Right Here Waiting</b>          | Richard Marx - EMI USA (Various)                                       |                |             |
| 8         | 9         | 3              | <b>Girl I'm Gonna Miss You</b>     | Milli Vanilli - Hansa/BMG Arnois (FAR Music)                           |                |             |
| 9         | 8         | 8              | <b>Healing Hands</b>               | Elton John - Rocket/Phonogram (Big Fig Music)                          |                |             |
| 10        | 4         | 4              | <b>Crossroads</b>                  | Tracy Chapman - Elektra (SBK Songs)                                    |                |             |
| 11        | 12        | 14             | <b>This One</b>                    | Paul McCartney - Parlophone (PPL)                                      |                |             |
| 12        | 13        | 8              | <b>Mixed Emotions</b>              | Rolling Stones - Rolling Stones/CBS (Promag)                           |                |             |
| 13        | 19        | 4              | <b>We Didn't Start The Fire</b>    | Billy Joel - CBS (EMI Music)   |                |             |
| 14        | 26        | 3              | <b>Leave A Light On</b>            | Belinda Carlisle - Virgin (Future Financial/Virgin)                    |                |             |
| 15        | 28        | 5              | <b>You Keep It All In</b>          | Beautiful South - Goli Discs/PolyGram (Goli Discs Music)               |                |             |
| 16        | 11        | 5              | <b>Oye Mi Cancion</b>              | Gloria Estefan - Epic (Foreign Imported Product)                       |                |             |
| 17        | 20        | 7              | <b>If I Could Turn Back Time</b>   | Cher - Geffen (Reasoning)  |                |             |
| 18        | 15        | 8              | <b>Coeur De Loup</b>               | Philippe Lafontaine - Vogue (Lafontaine/Doutremont)                    |                |             |
| 19        | 17        | 7              | <b>C'Est Ecrit</b>                 | Francis Cabrel - CBS (Warner Chappell)                                 |                |             |
| 20        | 14        | 3              | <b>Sweet Surrender</b>             | Wax Mole Weir - Mercury (Chrysalis/Decca)                              |                |             |
| 21        | 29        | 3              | <b>Name And Number</b>             | Curiosity Killed The Cat - Mercury (Various)                           |                |             |
| 22        | 17        | 7              | <b>Love In An Elevator</b>         | Aerosmith - Geffen (Swing Song Music)                                  |                |             |
| 23        | 4         | 2              | <b>The Road To Hell (Part 2)</b>   | Chris Rea - WEA (Haguet Music Ltd.)                                    |                |             |
| 24        | 26        | 1              | <b>Still Cruisin'</b>              | The Beach Boys - Capitol (Diywini/Chairaident)                         |                |             |
| 25        | 26        | 2              | <b>Street Tuff</b>                 | Double Trouble & The Rebel MC - Decca (Fiction Songs Limited)          |                |             |
| 26        | 30        | 7              | <b>Let Day Begin</b>               | The Call - MCA (Warner Chappell/News)                                  |                |             |
| 27        | 16        | 5              | <b>Pump Up The Jam</b>             | Technobutch - ARS/CIN (Beggins/BMG Publishing)                         |                |             |
| 28        | 31        | 13             | <b>Innocent</b>                    | Mike Oldfield - Virgin (Oldfield/Virgin)                               |                |             |
| 29        | 34        | 4              | <b>Drama</b>                       | Erasure - Sire (Mosaic/Mosaic/Moment/Bell)                             |                |             |
| 30        | 24        | 7              | <b>Ride On Time</b>                | Black Box - DeConstruction/RCABMG (Intersong/Copyright Control)        |                |             |
| 31        | 32        | 4              | <b>Oh Well</b>                     | Oh Well - Parlophone (EMI Music)                                       |                |             |
| 32        | NE        |                | <b>I Want That Man</b>             | Debbie Harry - Chrysalis (Point Music)                                 |                |             |
| 33        | 39        | 3              | <b>Chocolate Box</b>               | Bros - CBS (EMI/Graham/Intersong)                                      |                |             |
| 34        | 18        | 17             | <b>Tell It Like It Is</b>          | Don Johnson - Epic (Ardmore/Beechwood/EMI)                             |                |             |
| 35        | 46        | 2              | <b>Don't Drop Bombs</b>            | Liza Minnelli - Epic (Cass/MCA/10 Music)                               |                |             |
| 36        | 25        | 5              | <b>A Quoi Je Sers</b>              | Mylene Farmer - Polygram (Bertrand/LaPolyGram/Gru)                     |                |             |
| 37        | 44        | 2              | <b>Knockin' On Heaven's Door</b>   | Randy Crawford - Warner Brothers (Warner Chappell Music)               |                |             |
| 38        | 48        | 2              | <b>Eye Know</b>                    | De La Soul - Tommy Boy (The GHI/Duchess Music)                         |                |             |
| 39        | 37        | 7              | <b>Every Day (I Love You More)</b> | Jason Donovan - PVL (All Boys Music)                                   |                |             |
| 40        | NE        |                | <b>The Message Is Love</b>         | Arthur Baker Featuring Al Green - AMI (Intersong/MCA Music)            |                |             |
| 41        | 49        | 2              | <b>Love On A Mountain Top</b>      | Sinitta - Fanfare (PolyGram Music)                                     |                |             |
| 42        | 3         | 4              | <b>The Sensual World</b>           | Kate Bush - EMI (Kate Bush Music)                                      |                |             |
| 43        | 22        | 8              | <b>That's The Way</b>              | Karina And The Waves - SBK (Sire/Gems/EMI Music)                       |                |             |
| 44        | 42        | 2              | <b>Losing My Mind</b>              | Liza Minnelli - Epic (Cass Music)                                      |                |             |
| 45        | 27        | 20             | <b>Licence To Kill</b>             | Gladys Knight - MCA (SBK Songs)  |                |             |
| 46        | 35        | 13             | <b>Joue Pas</b>                    | Francis Feidman & Joni Jameson - Polygram (Big Bang)                   |                |             |
| 47        | NE        |                | <b>I Thank You</b>                 | Adena - Costomper/Chrysalis (MCA Music)                                |                |             |
| 48        | 38        | 6              | <b>Personal Justice</b>            | Depeche Mode - Geffen (Grabbing Hands/Sire)                            |                |             |
| 49        | NE        |                | <b>All Around The World</b>        | Lisa Stansfield - Arista/BMG (Big Life Music)                          |                |             |
| 50        | NE        |                | <b>Restless Days</b>               | And Why Not? - Island (Copyright Control)                              |                |             |

# hot 100

## SINGLES

| THIS WEEK | LAST WEEK | WEEKS IN CHARTS | TITLE                                    | ARTIST                          | ORIGINAL LABEL                                    | (PUBLISHER) | COUNTRIES CHARTED                       |
|-----------|-----------|-----------------|--|---------------------------------|---|-------------|---|
| 1         | 1         | 13              | <b>Lambada</b>                           | Kaoma                           | CBS (HMLO BVB/M Productions)                      |             | UK, GB, H, S, A, C, S, W, P, D, N, G, I |
| 2         | 2         | 14              | <b>Swing The Mood</b>                    | Jive Bunny & The Mastermixers   | Music Factory Dance (Copyright Control)           |             | UK, GB, H, S, A, C, S, W, D, N, F, G, R |
| 3         | 3         | 8               | <b>Pump Up The Jam</b>                   | Technotronic                    | ARS/CNR (Bogam/BMG Publishing)                    |             | UK, GB, H, S, A, C, S, W, G, I          |
| 4         | 9         | 3               | <b>Girl I'm Gonna Miss You</b>           | Milli Vanilli                   | Hansa/BMG Ariola (FAR Music)                      |             | UK, GB, H, C, S, W, D, N, F, G, R       |
| 5         | 4         | 11              | <b>Ride On Time</b>                      | Black Box                       | de/Constructio/RCA/BMG (Intersong/Copyright Ctrl) |             | UK, GB, H, S, A, C, S, W, D, N, F, G, R |
| 6         | 5         | 6               | <b>If Only I Could</b>                   | Sydney Youngblood               | Circa (Copyright Control)                         |             | UK, GB, H, S, G, R                      |
| 7         | 12        | 2               | <b>That's What I Like</b>                | Jive Bunny & The Mastermixers   | Music Factory Dance (Copyright Control)           |             | UK, GB, C, H, S, W, D, N                |
| 8         | 6         | 9               | <b>The Best</b>                          | Tina Turner                     | Capitol (Zomba Music)                             |             | UK, GB, H, A, C, S, W, P, D, N, F, I    |
| 9         | 7         | 13              | <b>French Kiss</b>                       | Lil' Louis                      | London (PolyGram Music)                           |             | UK, GB, H, S, A, C, S, W, P, D, G, I    |
| 10        | 8         | 7               | <b>Personal Jesus</b>                    | Depeche Mode                    | Mute (Grabbing Hands/Sonet)                       |             | UK, GB, S, C, H, D, F, G, I             |
| 11        | 10        | 8               | <b>Sowing The Seeds Of Love</b>          | Tears For Fears                 | Fontana/Phonogram (Virgin Music)                  |             | UK, GB, H, S, A, C, S, W, D, F, G, I    |
| 12        | 11        | 8               | <b>Right Here Waiting</b>                | Richard Marx                    | EMI USA (Various)                                 |             | UK, GB, H, C, S, W, I, N                |
| 13        | 13        | 8               | <b>Cherish</b>                           | Madonna                         | Sire (Various)                                    |             | UK, F, S, A, C, D, P, I                 |
| 14        | 16        | 7               | <b>Coeur De Loup</b>                     | Phillippe Lafontaine            | Vogue (Lafontaine/Doutrémont)                     |             | FB                                      |
| 15        | 15        | 12              | <b>Joue Pas</b>                          | Francois Feldman & Joni Jameson | Polydor (Big Bang)                                |             | FB                                      |
| 16        | 14        | 4               | <b>Drama</b>                             | Erasme                          | Mute (Sones/MusicalMoments/Bell)                  |             | UK, G, C, H, D, F, G, R                 |
| 17        | 17        | 18              | <b>Batdance</b>                          | Prince                          | Warner Brothers (Controversy Music)               |             | GB, S, A, C, H, D, F, G, I              |
| 18        | 29        | 5               | <b>Y A Pas Que Les Grands Qui Revent</b> | Melody                          | Orlando Carrere (Atlante)                         |             | F                                       |
| 19        | 44        | 3               | <b>Leave A Light On</b>                  | Belinda Carlisle                | Virgin (Future Furnature/Virgin)                  |             | UK, S, W, D, F, I                       |
| 20        | 27        | 4               | <b>If I Could Turn Back Time</b>         | Cheer                           | Geffen (Realsongs)                                |             | UK, G, H, D, F                          |
| 21        | 19        | 20              | <b>Marina</b>                            | Rocco Granata & The Carnations  | Cardinal/ZYX Records (Nanada Music)               |             | FG, I                                   |
| 22        | 26        | 4               | <b>We Didn't Start The Fire</b>          | Billy Joel                      | CBS (EMI Music)                                   |             | UK, H, F                                |
| 23        | 23        | 3               | <b>Street Tuff</b>                       | Double Trouble & The Rebel MC   | Deire (Friction Songs Limited)                    |             | UK, H                                   |
| 24        | 18        | 12              | <b>Toy Soldiers</b>                      | Martika                         | CBS (Famous/Warner Chappell)                      |             | G, C, S, W, N, F, R                     |
| 25        | 24        | 17              | <b>Tell It Like It Is</b>                | Don Johnson                     | Epic (Ardmore/Beechwood/EMI)                      |             | FG, A, C, H                             |
| 26        | 20        | 15              | <b>Je Te Survivrai</b>                   | Jean Pierre Francois            | BMG Ariola (Zone Music)                           |             | FB                                      |
| 27        | 22        | 30              | <b>The Look</b>                          | Roxette                         | Parlophone (Jimmy Fun Music)                      |             | FG, A, P, I                             |
| 28        | 28        | 7               | <b>French Kiss</b>                       | Honesty                         | 69-BCH (PolyGram Music)                           |             | G, A, C, H                              |
| 29        | 21        | 4               | <b>Sweet Surrender</b>                   | Wet Wet Wet                     | Mercury (Chrysalis/Deprecious)                    |             | UK, F                                   |
| 30        | NE        |                 | <b>Dancando Lambada</b>                  | Kaoma                           | CBS (HMLO BVB/M Productions)                      |             | FB, C, H                                |
| 31        | 57        | 3               | <b>Room In Your Heart</b>                | Living In A Box                 | Chrysalis (Empire/Chappell Music)                 |             | UK, H, F                                |
| 32        | 25        | 12              | <b>C Day</b>                             | Confetti's                      | USA (EMI Music)                                   |             | F                                       |
| 33        | 32        | 13              | <b>Poison</b>                            | Alice Cooper                    | Epic (SBK/Ezra/Desmobile/K & M)                   |             | H, C, S, W, D, N, F, I                  |
| 34        | 78        | 2               | <b>Wishing On A Star</b>                 | Fresh 4 Featuring Lizz E        | 40 Records/Virgin (Warner Chappell)               |             | UK, F                                   |
| 35        | 30        | 7               | <b>Partyman</b>                          | Prince                          | Warner Brothers (Controversy Music)               |             | UK, G, H, S, C, D, F, I                 |
| 36        | 35        | 15              | <b>Blame It On The Rain</b>              | Milli Vanilli                   | Hansa/BMG Ariola (Realsongs)                      |             | G, S, A, S, W, D, G, R                  |
| 37        | 31        | 4               | <b>You Keep It All In</b>                | Beautiful South                 | Go! Discs/PolyGram (Go! Discs Music)              |             | UK, F                                   |
| 38        | 34        | 5               | <b>C'Est Ecrit</b>                       | Francis Cabrel                  | CBS (Warner Chappell)                             |             | F                                       |
| 39        | 33        | 7               | <b>Mixed Emotions</b>                    | Rolling Stones                  | Rolling Stones/CBS (Promopub)                     |             | FG, H, A, C, H, P, F, I, G, R           |
| 40        | 41        | 11              | <b>Blame It On The Boogie</b>            | Big Fun                         | Jive (Global/GEMA)                                |             | UK, G, B, H, G, R                       |
| 41        | 43        | 22              | <b>Das Omen (Teil I)</b>                 | Mysterious Art                  | CBS (CBS Music)                                   |             | G, A, C, H                              |
| 42        | 55        | 9               | <b>Aimons Nous Vivants</b>               | Francois Valery                 | WEA (Franceval)                                   |             | F                                       |
| 43        | 50        | 5               | <b>Magic Symphony</b>                    | Blut System                     | Hansa/BMG Ariola (Hanseatic)                      |             | G, A, C, H                              |
| 44        | 38        | 7               | <b>Every Day (I Love You More)</b>       | Jason Donovan                   | PWL (All Boys Music)                              |             | UK, G, B, D, F, G, R                    |
| 45        | 86        | 2               | <b>The Road To Hell (Part 2)</b>         | Chris Rea                       | WEA (Magnet Music Ltd)                            |             | UK, F                                   |
| 46        | 58        | 6               | <b>Healing Hands</b>                     | Elton John                      | Rocket/Phonogram (Big Pig Music)                  |             | G, A, C, H, I                           |
| 47        | 66        | 11              | <b>Losing My Mind</b>                    | Liza Minelli                    | Epic (Carlin Music)                               |             | G, S, F, P, B                           |
| 48        | 39        | 6               | <b>Looking For Freedom</b>               | David Hasselhoff                | White Records/BMG Ariola (Young Musikverlag)      |             | FG, C, H                                |
| 49        | 36        | 3               | <b>Chocolate Box</b>                     | Bros                            | CBS (EMI/Graham/Intersong)                        |             | UK, F                                   |
| 50        | 40        | 5               | <b>Oye Mi Canto (Hear My Voice)</b>      | Gloria Estefan                  | Epic (Foreign Imported Product)                   |             | UK, H, F, I, G, R                       |
| 51        | 47        | 15              | <b>Dressed For Success</b>               | Roxette                         | Parlophone (Jimmy Fun Music)                      |             | G, S, A, C, H, I                        |
| 52        | 60        | 3               | <b>Dessine Moi</b>                       | Corinne Hermes                  | Polydor/Indisc (Baxter Music)                     |             | FB                                      |
| 53        | 42        | 9               | <b>Megamix</b>                           | Imagination                     | BMG Ariola (Red Bus Music)                        |             | F                                       |
| 54        | 56        | 4               | <b>Name And Number</b>                   | Curiosity Killed The Cat        | Mercury (Various)                                 |             | UK, H, G, R                             |
| 55        | 52        | 7               | <b>Miss You Much</b>                     | Janet Jackson                   | A&M (Fifty Time Music)                            |             | UK, G, H, C, G, I                       |
| 56        | 69        | 3               | <b>Crossroads</b>                        | Tracy Chapman                   | Elektra (SBK Songs)                               |             | UK, G, B, H, S, D                       |
| 57        | 92        | 2               | <b>Lean On You</b>                       | Cliff Richard                   | EMI (Warner Chappell)                             |             | UK, F                                   |
| 58        | 53        | 31              | <b>Eternal Flame</b>                     | Bangles                         | CBS (Various)                                     |             | FB                                      |
| 59        | 51        | 3               | <b>Can't Forget You</b>                  | Sonia                           | Chrysalis (All Boys Music)                        |             | UK, F                                   |
| 60        | 62        | 3               | <b>Listening</b>                         | David Hallyday                  | Scotti Bros./Phonogram (Warner Chappell)          |             | F                                       |
| 61        | 48        | 20              | <b>Back To Life</b>                      | Soul II Soul/Caron Wheeler      | 10 Records/Virgin (Virgin Music)                  |             | G, A, C, H, G, R                        |
| 62        | 46        | 4               | <b>The Sensual World</b>                 | Kate Bush                       | EMI (Kate Bush Music)                             |             | UK, G, H, I                             |
| 63        | 45        | 9               | <b>Revival</b>                           | Eurythmics                      | RCA/BMG (DNA/BMG Music)                           |             | G, C, H, P, G, I                        |
| 64        | 76        | 12              | <b>Viva La Mamma</b>                     | Edoardo Bennato                 | Virgin (Cinquantacique)                           |             | I                                       |
| 65        | 73        | 2               | <b>Love On A Mountain Top</b>            | Sinitta                         | Fanfare (PolyGram Music)                          |             | UK, F                                   |
| 66        | 54        | 20              | <b>Sealed With A Kiss</b>                | Jason Donovan                   | PWL (Warner Chappell)                             |             | G, A, P, B                              |
| 67        | NE        |                 | <b>I Want That Man</b>                   | Debbie Harry                    | Chrysalis (Point Music)                           |             | UK, F                                   |
| 68        | 59        | 3               | <b>Les Nuits Sans Soleil</b>             | Ivanov                          | Lederman/Patch (Carrere Music)                    |             | F                                       |
| 69        | 49        | 10              | <b>The Invisible Man</b>                 | Queen                           | Parlophone (Queen Music/EMI Music)                |             | G, H, I                                 |
| 70        | 65        | 16              | <b>Ain't Nobody (Remix)</b>              | Rufus And Chaka Khan            | Warner Brothers (Warner Chappell Music)           |             | G                                       |
| 71        | 72        | 7               | <b>Lovesong</b>                          | The Cure                        | Fiction/Polydor (Fictionsongs)                    |             | UK, G, P, B                             |
| 72        | 64        | 5               | <b>Jag Mar Ulla</b>                      | Magnus Uggla                    | CBS (Uggy Music)                                  |             | Sw                                      |
| 73        | 74        | 13              | <b>Too Much</b>                          | Bros                            | EMI/Graham/Intersong                              |             | FG, R, G, R                             |
| 74        | 37        | 18              | <b>Licence To Kill</b>                   | Gladys Knight                   | MCA (SBK Songs)                                   |             | G, O, D                                 |
| 75        | 94        | 2               | <b>The Real Wild House</b>               | Raul Orellana                   | Bianco Y Negro/IMC (Actual Music)                 |             | UK, H                                   |
| 76        | 99        | 2               | <b>Jamais Nous</b>                       | Elsa                            | GM/BMG Ariola (Ed. Georges Mary)                  |             | FB                                      |
| 77        | RE        |                 | <b>Precious Thing</b>                    | Ray Charles                     | Polydor (Not Listed)                              |             | F                                       |
| 78        | 61        | 12              | <b>Innocent</b>                          | Mike Oldfield                   | Virgin (Oldfield/Virgin)                          |             | G                                       |
| 79        | 83        | 4               | <b>This One</b>                          | Paul McCartney                  | Parlophone (MPL)                                  |             | G, A, P, B                              |
| 80        | 80        | 20              | <b>Love Is A Shield</b>                  | Camouflage                      | Metronome (Blue Box/Virgin Music)                 |             | G, A                                    |
| 81        | NE        |                 | <b>Eye Know</b>                          | De La Soul                      | Tommy Boy (Tee Girl/Duchess Music)                |             | UK                                      |
| 82        | 87        | 9               | <b>Número Uno</b>                        | Starlight                       | Citybeat (Warner Chappell)                        |             | UK, B, H, G                             |
| 83        | 79        | 3               | <b>Goodbye Marilou</b>                   | Michel Polnareff                | Epic (Oxygene Music)                              |             | F                                       |
| 84        | NE        |                 | <b>Det Hon Vill Ha</b>                   | Christer Sadelin                | Polar/Sonet (Polar Music)                         |             | Sw                                      |
| 85        | NE        |                 | <b>I Feel The Earth Move</b>             | M'Lisa                          | UKIF/CBS (CBS/EMI Music)                          |             | UK, F                                   |
| 86        | 63        | 6               | <b>Love In An Elevator</b>               | Aerosmith                       | Geffen (Swag Song Music)                          |             | UK, H                                   |
| 87        | RE        |                 | <b>You'll Never Stop Me Loving You</b>   | Sonia                           | Chrysalis (All Boys Music)                        |             | FG, S, G, R                             |
| 88        | 75        | 9               | <b>I Just Don't Have The Heart</b>       | Cliff Richard                   | EMI (All Boys Music)                              |             | UK, G, B, D, F, I                       |
| 89        | NE        |                 | <b>Scandal</b>                           | Queen                           | Parlophone (Queen Music/EMI Music)                |             | UK                                      |
| 90        | 77        | 13              | <b>What A Wonderful World</b>            | Louis Armstrong                 | A&M (Harold Square Music)                         |             | G                                       |
| 91        | 67        | 5               | <b>Mantra For A State Of Mind</b>        | S'Express                       | Rhythm King (Rhythm King Music)                   |             | UK, F                                   |
| 92        | NE        |                 | <b>I Thank You</b>                       | Adeva                           | Cooltempo/Chrysalis (MCA Music)                   |             | UK                                      |
| 93        | 68        | 2               | <b>Puerto Rico</b>                       | Vaya Con Dios                   | BMG Ariola (Schoonwaarts)                         |             | A, P, B                                 |
| 94        | 93        | 6               | <b>Flamenco Turistico</b>                | Stefanie Werger                 | BMG Ariola (Spiegel Music)                        |             | A                                       |
| 95        | 71        | 25              | <b>Hand On Your Heart</b>                | Kylie Minogue                   | PWL (All Boys Music)                              |             | F                                       |
| 96        | 97        | 2               | <b>Tarzan Mamma Mia</b>                  | Kim Larsen & Bellami            | Medley (Casadisi Publishing)                      |             | D                                       |
| 97        | 95        | 3               | <b>Be Free With Your Love</b>            | Spandau Ballet                  | CBS (Reformation Pub. Co.)                        |             | G, I                                    |
| 98        | 85        | 10              | <b>A Quoi Je Sers</b>                    | Mylene Farmer                   | Polydor (Berrand LePage/PolyGram)                 |             | F                                       |
| 99        | 84        | 8               | <b>The Time Warp</b>                     | Damian                          | Jive (R. O'Brien/Druddress)                       |             | UK                                      |
| 100       | RE        |                 | <b>Sassaricando</b>                      | Rita Lee & Roberto Carvalho     | CBS (Ed. Musical Brasileira)                      |             | P, B                                    |

UK = United Kingdom, G = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, S, P = 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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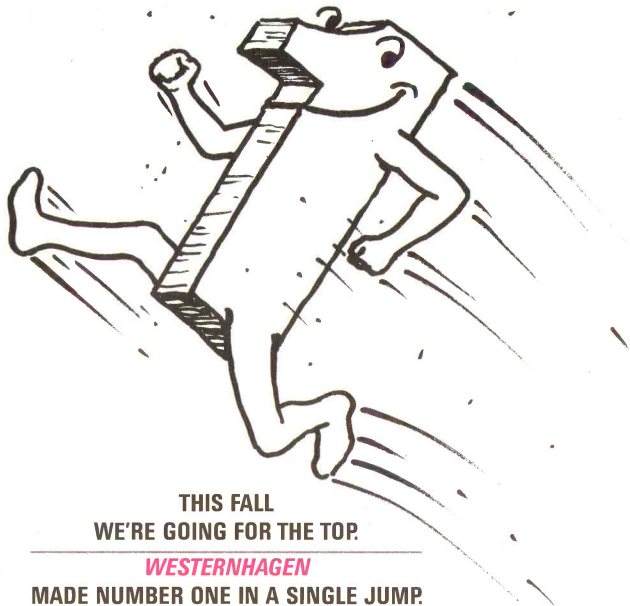
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West Germany has long been acknowledged as a source of heavy metal and hard rock product for the international market, but now the country's pop and dance producers are also finding wider acceptance of their material. Music & Media talks to the key players in the German music industry about the possibilities of cross-border exploitation on pages 32-36. On the home market, record companies are looking for new ways of marketing product in a bid to extend their consumer base beyond regular record buyers. We look at some of these campaigns on page 38. And on page 41, we turn the focus on West Germany's radio stations: many are now breaking away from standard top 40 programming to increase their audience share. But what are the alternatives and who succeeds?

**WEST GERMANY**

Population: 61.1 million  
Households: 27 million  
Major Cities: Bonn (cap), West Berlin, Cologne, Dusseldorf, Essen, Frankfurt, Hamburg, Hanover, Munich, Stuttgart  
EC Member: Yes  
Currency: Mark (DM)  
VAB: 14% on records/tapes  
The Music Market Sales Awards: Albums/Singles - 250,000 units gold, 500,000 units platinum  
Chart Compilers: Media Control commissioned by Bundesverband Der Phonographischen Wirtschaft (BPW) (sales & airplay). Top 100 albums/singles published weekly by Der Musikmarkt.  
Trade Deliveries First Half 1989 (1988) - millions: Singles 17

(31.6); LPs 18.8 (\$8.1); MCs 22 (59.9); CDs 21 (39.2)  
Total Music Sales 1988 (1987) - billions: DM 2.9, app £ 0.95 (DM 2.75, app £ 0.9)  
Format Sales (1987) - millions: Singles (DM 132, app £ 43); LPs (DM 507, app £ 165); MCs (DM 347, app £ 113); CDs (DM 339, app £ 110)  
Blank Tape Sales: 95 million units (1987)  
Repertoire Share: 90% pop; 10% classic. Pop releases estimated at 20-30% national; 70-80% international  
Manufacturers: LP 9; CD 8; MC 10  
Retail Outlets: 9,000, (1,500 specialised stores, including ma-

ajor chains Saturn, WOM, Schaulandt, 2,000 limited repertoire outlets, including major department stores and app. 5,500 rack-jobbed outlets including supermarkets)  
Copyright & Trade Copyright Length: Phonogram producers 25 years; authors and composers 70 years after death  
Tape Levy: Audio - DM 0.12 per hour; video - DM 0.17 per hour; audio hardware - DM 2.50 per item; video hardware - DM 18.00 per item.  
Main Industry Organisations: GEMA (mechanical/performing rights society); GVL (phonographic performance); BPW (record industry); Deutsche

Landesgruppe der IFPI; DMV (music publishers).  
Broadcasting Radio: Public: 10 ARD members, RIAS, DLF, DW; Private: app. 120  
TV: Two public networks with 10 regional stations; 4 private stations.  
Satellite: ESC 1, Intelsat V, Kopernikus, TV Sat 2, Super, Sky, TV 5, MTV, Screensport  
Radio Advertising: 20% of daily programme  
TV Advertising: 120 minutes from Monday to Friday  
Radio Sets: App. 26 million  
Television Licences: 25 million  
Cable Households: 4.6 million (19% penetration)

# Making Inroads To The International Market

The bid to develop national acts to international standards

by Robert Lyng

*The international pop and dance market has been dominated by US and UK product for decades. Although artists like Nena and Falco were able to score in these territories with individual titles, it has been very difficult for continental European record companies to internationally establish artists outside of the heavy metal and hard rock fields. However, this is changing. Not only are new territories opening up to Continental product, but record companies are making a conscious effort to develop national signings to international standards. Music & Media talks to West German record companies about their experiences in the international exploitation of artists.*



Perhaps the most difficult market for West Germany's international exploitation and licensing managers to break domestic product is the UK. "The British prefer their own product and I do not expect that to change," says Munich-based BMG Ariola International Exploitation Manager Carsten Heyn. "If the UK, as the alleged home of pop music, did suddenly open up, it would amount to a declaration of bankruptcy of their A&R policies."

Nevertheless, Heyn has been gone triple platinum in the US. Other international placings include: David Hasselhoff, whose single *Looking For Freedom* spent eight weeks at no. 1 in the West German chart and is currently in the French top 20; Bang, who will be released on A&M in the US; ex-Manfred Mann singer Chris Thompson; and the West Berlin band Plan B, whose new LP will be released on Arista in the UK and on RCA in the US. BMG also has The Boys From Brazil, Eartha Kitt, Sabrina, Dieter Bohlen's Blue System,

tion Manager Kai Mahnke have specialised in internationally breaking such hard rock acts as Bonfire, Zed Yago and UDO.

Von Auersperg: "We have to develop acts in the home country first. You cannot expect to break product in the UK in order to have success in West Germany. The UK is a difficult territory. That has partially to do with a certain arrogance toward foreign product, but also with the media there."

Von Auersperg says Mahnke's current priorities include the group Riff - "who have had a great reaction in Australia where they fit in with the Midnight Oil kind of music" - Hamburg's Grace Kairos, the Icelandic fusion pop group Mezzoforte, SO 36 and a new discovery from West Berlin, Chinchilla Green, who have toured with the Silencers and Animal Logic.

Von Auersperg: "We don't have the UK yet for most of these groups, but that's all right. You have to pick your countries strategically - build success and gain experience on other markets before shooting for the UK or the US."

In its short history, Chrysalis West Germany has exercised a cautious A&R policy. However, A&R Manager Joerg Eiben has international hopes for two young Hamburg-based singer/songwriters, Tim and Michel Van Dyke.

Although it is still too early to have gained international release commitments for Tim's *Modern*, Guy LP Eiben has achieved the release of Van Dyke's self-titled LP in Holland, the UK and France. Eiben admits that expectations were not met in Holland or the UK. But he says Chrysalis France is optimistic; the clip for

*Baby Lay Your Hands On Me* has been promoted on video channel M6 and the single has made the playlist of leading FM network NR1.



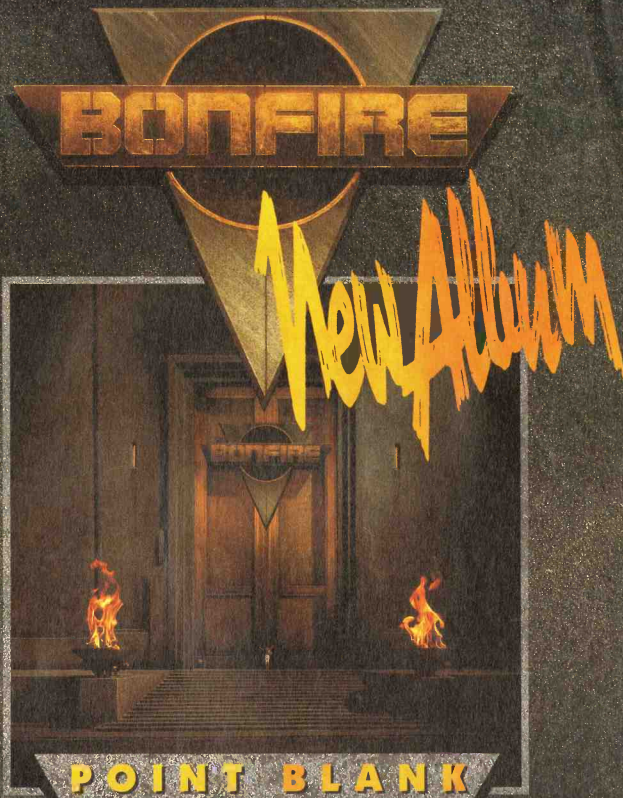
Sandra (Virgin) - 11 European no. 1 hits and more than 20 million records sold worldwide

Christa Zentgraf, of Frankfurt-based CBS, says the people she deals with outside of West Germany are increasingly open to German product, but that territorial differences remain.

Zentgraf: "The UK is particularly difficult but with good reason. The best-selling CBS repertoire worldwide is now coming from the UK!"

Current licensings by such artists as (Munchener) Freiheit, Jennifer Rush, OK, and Mysterious Art - whose single *Das Omen* was at no. 1 in the West German charts for nine weeks - head the list of Zentgraf's international achievements for CBS' West German repertoire.

Zentgraf: "At first the CBS people in the UK, and even here in



Milli Vanilli (BMG) - their Frank Farian-produced LP *All Or Nothing* went triple platinum in the US

very successful in placing numerous Ariola and Hansa acts in various foreign territories, including the UK. BMG's most spectacular success has been Milli Vanilli's Frank Farian-produced LP *All Or Nothing*, which has

Fischer Z, World Stuff, and such Logic Records dance artists as Off, 16 Bit, Rico Sparks and Moses P.

At BMG Ariola in Hamburg, Franz Von Auersperg, Head Of A&R, and International Exploita-

PRODUCED, RECORDED AND MIXED BY MICHAEL WAGENER FOR DOUBLE TROUBLE PRODUCTIONS INC.  
\*TWO PREVIOUSLY UNRELEASED BONUS TRACKS AVAILABLE ON CD AND CASSETTE\*

- |                        |              |                       |
|------------------------|--------------|-----------------------|
| 25. 11. DÜSSELDORF     | LIVE ON TOUR | 05. 12. VÖLKLINGEN    |
| 27. 11. MÜNCHEN        |              | 06. 12. LUDWIGSHAFEN  |
| 28. 11. OFFENBACH      |              | 07. 12. LICHTENFELS   |
| 29. 11. FÜRTH          |              | 09. 12. GEMÜNDEN A.M. |
| 30. 11. KEMPTEN WALTEN |              | 11. 12. BERLIN        |
| 02. 12. NECKARSULM     |              | 12. 12. HAMBURG       |
| 03. 12. AALEN          |              |                       |

Vertriebspartner: 12 Placches/Mello Records, Postbox

MANAGEMENT: MARIO M. BIEDRZYCKI FOR TRIPLE M LEGAT



THE GERMAN CONNECTION  
continued from page 32

West Germany, questioned the release of *Das Omen*. The censors tried to exercise their power. But if the product in the street like the product then we will sell records!" Zentgraf recognises the need for initial success in West Germany before other territories will take notice. But she adds: "It also depends on the season. In the autumn there is always a flood of priority releases, so many territories refuse to release something with the argument that they can't promote it."

Cologne-based EMI Electrola boasts such West German

megastars as BAP - who have toured much of the world - Klaus Lage, Drafli Deutscher and the Scorpions. But Managing Director Helmut Fest says Herbert Groenemeyer is the company's top priority. His latest LP, *O*, has sold more than 1.5 million units and Fest says an English-language album has been released in Canada and Australia, with the US to follow soon.

EMI also reports a wide European acceptance of such diverse artists as Howard Carpendale, who is especially popular in the Benelux countries, Adamo and the Hugo Strasser Dance Band. High hopes are also held for the US Dudgeon-produced newcomer Frank Ryan and various

artists on Darmstadt-based Westside's 88 label. Fest is also enthusiastic about MSG (McCauley Schenker Group) and believes their new album, *Save Yourself*,



Ofra Haza (Teldec) - her latest LP 'Desert Wind' has been released worldwide

will be a record-breaker. Fest: "We are convinced that

continental Europe should not be considered as the poor cousin of the music world. There are many promising acts which, if given the opportunity, could break through

language and cultural barriers to become stars in non-European territories." WEA has scored well in both Europe and the UK with such artists as Peter Schilling, Alphaville, Klaus Doldinger's Passport, Nino De Angelo and Edelweiss. Their single *Bring Me Edelweiss* proved to be one of this year's big-selling 12"s in the US and reached no. 4 in the Eurochart Hot 100 Singles.

WEA is now about to launch a number of new products in these major territories. WEA Deputy Managing Director Gerd Gebhardt believes it is getting easier to break German acts on the international market. "There is definitely a more positive response internationally, particularly within our own companies, to German product.

"The world market is open to us if we have the right artists. We are no longer interested in only producing one-hit wonders. Our main concern is to introduce acts with long-term worldwide potential."

WEA is keen to promote Inge Humphe in the UK but the artist has had to change her name. "Inge's family name sounds funny to English ears so we felt it best, with the artist's consent, to change her name to just Inge!" says Gebhardt. "We will also release a single by Lori 'Bonnie' Bianco in the US next year on Atlantic!"

For *Metronome*, Promotion Manager Ulla Hoppe, gaining releases in any territory depends on three factors. "You must first have excellent product. It doesn't have to be a smash hit but it certainly helps if you can show West German chart success. Secondly, you have to build a strong basis of

International Exploitation - The Producers

by Robert Lyng

In the last five years, Dieter Bohlen has become West Germany's most successful songwriter and producer. He has scored international success with Modern Talking, CC Catch, Chris Norman, Les McKeown and Blue System, and attributes it to picking the right titles. "Basically, the songs must be oriented to teenagers with grooves they can dance to."

Bohlen is now establishing himself as an international producer, with such artists as Taylor Dayne, Sabrina Manlow, Engelbert, Sabrina and Diomedee Warwick.

Bohlen: "There is a chance for West German songwriters on the international market, but we had to sell 18 million records before people started to realise it, and it is still difficult!"

Meanwhile, he is enjoying chart success under his own name - his latest Blue System single, *Magic Symphony*, is in the West German top 10. And his album *Twilight* is waiting for worldwide release.

Frank Farian's, triumph with Boney M made him one of the first West German producers to conquer the world market. His latest Blue System single, *Magic Symphony*, is in the West German top 10. And his album *Twilight* is waiting for worldwide release.

Farian: "After Milli Vanilli international record companies will certainly watch European product

more closely. But if new acts don't turn out to be enormous successes, they will classify them as 'one-hit wonders!'"

He continues: "I keep up with what is happening in the US top 30 and I pay attention to which rhythms are popular in the discos. I use them as a base and interpret them in my own way."

Farian is currently producing three new acts - John Davis, Que, and an as yet un-named girl duo - who are all scheduled for release on his own IMP label, distributed by PolyGram.

At the Frankfurt-based Logic label, Luca Anzilotti and Michael Muenzing have developed one of Europe's most successful outlets of hi-tech disco music.

Anzilotti: "Our music has nothing to do with radio. We have all been DJs and we test all of our material in discos. So, it is irrelevant whether a record is for the UK, the US or West Germany. We orient ourselves to the dance floor!"

With Off's *Electric Salsa*, the production team had a four million seller. The new Off single, *Hip Hop Reggae*, was sold out in the company's independent distribution system within two days.

"First we test product through a small distributor who specialises in stores catering to club DJs. If it sells well there, we pass it on to BMG Ariola Munich," Anzilotti explains.

BMG's interest is clear: Jim

Powers, A&R Director for BMG International, has visited the Logic team, and RCA US President Bob Buziak has discussed international marketing requirements for Logic acts - such as Rico Sparks, Moses P and 16 Bit - with BMG Ariola.

At Darmstadt-based Westside, experience with international licensing began three years ago when it successfully exported product by the techno group Moskwa TV to the US. Westside's Horst Vay says the label then licensed two acts - MCL and Voyou - to a small label in Dallas, Texas. Both titles went into the dance chart top 20.

Camouflage, who have gone on to international acclaim, and OK, who had one of Europe's best selling singles last year, were also discovered by the Westside team. Last year, Westside founded the 88 label with EMI Electrola.

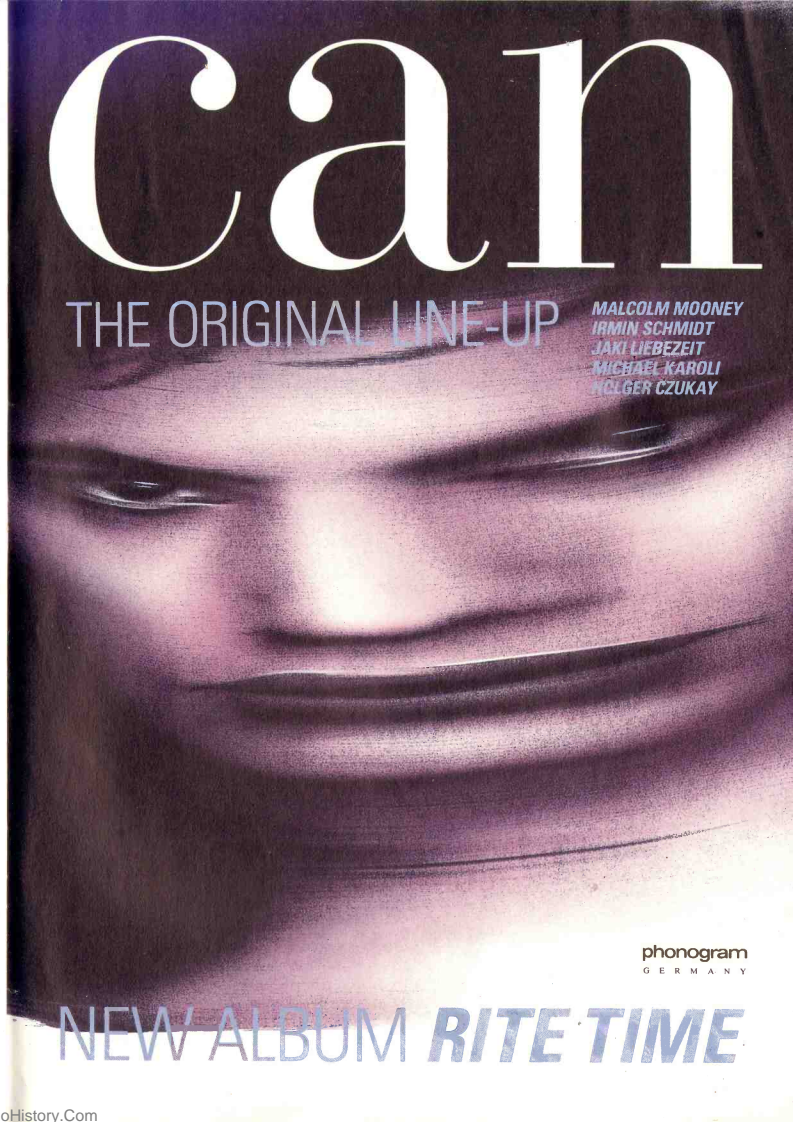
Vay: "The second release on 88 is the group Oh Well with the Peter Green classic *Oh Well*. It was released in the US on Capitol and has gone into the dance charts. That success drew the attention of the UK. Now EMI UK has high expectations because it was recently no. 1 in Record Mirror's dance chart - as an import!" Currently, the single is at no. 42 in the UK charts and no. 32 in the European Airplay Top 50.

Other Westside artists released in the US include Deborah Sassoon and Celebrate The Sun. □

can

THE ORIGINAL LINE-UP

MALCOLM MOONEY  
IRMIN SCHMIDT  
JAKI LIEBEZEIT  
MICHAEL KAROLI  
NOLGER CZUKAY



NEW ALBUM RITE TIME

phonogram  
GERMANY

THE GERMAN CONNECTION  
continues on page 36

THE GERMAN CONNECTION  
continued from page 34 ▶

communication with your partners in foreign territories. It is important to meet them face-to-face and to channel as much information to them as possible. Thirdly, you have to acknowledge the individual needs of your partner and the demands of their market."

This philosophy has paid off with such artists as Camouflage, whose first single, *The Great Commandment*, made it twice to no. 1 in the Billboard dance chart. The group's second LP, *Methods Of Silence*, is being released in 26 territories including Japan, Canada and the US, where it is on the Atlantic label.

Disco star Fanny has also scored numerous gold records in Spain and Scandinavia. Other Metronome priorities include new LPs by Italian singer/actress Milva, CC Catch, whose popularity in Europe and Scandinavia is already confirmed, and Tony Carey whose recent TV soundtrack single *Room With A View* sold over 220,000 copies.

His new single *I Feel Good*, scheduled for release on November 9, will be featured



Camouflage (Metronome) - their second LP, *Methods Of Silence*, is being released in 26 territories

in the December instalment of the popular "latort" TV series. An LP, *For You*, is scheduled for simultaneous release.

Like her PolyGram colleague, Polydor's Polly Schlotmann

stresses the need for quality product and success in the home territory. "A chart position is the trump card but good sales and media response can also help, even if a product does not enter the charts."

Heading Schlotmann's licensing list are Hamburg's Jeremy Days, who have been successful in all European territories and Japan, and Philip Boa & The Voodoo Club. After gaining underground notoriety in the UK, they have been successfully released in all of Europe (including the UK), Scandinavia, the Far East, Japan and Australia.

The newest priorities are Nikka Costa, the daughter of Don Costa, and ex-Smokey Chris Norman. Costa - who was a child star in the UK, southern Europe and Latin America - has a new LP, *Here I Am Yes It's Me*, scheduled for release this month.

Polydor West Germany has also synchronized the LP in Spanish for the South American market. Chris Norman, who made his international comeback under the auspices of Dieter Bohlen, has also signed to Polydor West Germany for a new LP, *Break The Ice*, which he produced himself in U2's studio in

beginning. Japan will follow in November.

Selley: "They were impressed by the names of the guest musicians, but many were also interested in breaking a new quality group, especially Norway."

With Yello and Doro well established on the international market, Selley can now concentrate on such artists as the Rainbirds, Can and Nina Hagen, whose new LP is released in all of Europe. The UK and Japan follow in October, the US next year.

Tetdee's International Licensing & Marketing Manager, Gerd Dietrich, did not have the problem of strategically choosing countries when it came to the release of Oifra Haza's latest LP, *Desert Wind*.

Produced by Arif Mardin, the album has been released worldwide. In the US it appears on Sire and in Japan on Warner Pioneer. "There you see the advantage of being part of an international company," Dietrich notes.

He adds that Avalanche, who have made a big impact on the French market, and the London Boys, who first had to chart in the UK, were not as easy to place as Haza.

Dietrich: "Avalanche's first single, *Johnny Johnny Come Home*, was a flop at first but I kept at it. I made a new presentation cassette and somebody in France liked it and decided to release it. All of a sudden there

was massive TV presence and over 100 airplays per week. It spent 2 weeks in the charts, with eight weeks at no. 1. Avalanche has now sold over 600,000 singles in France."

The duo have since charted in other European countries. Dietrich: "We have commitments from almost all territories to release Avalanche's album this month!"



Bonfire (BMG) - special attention from BMG's Hamburg team

For the London Boys, it took the help of Pete Waterman to move WEA UK. The result - the single *Requiem* made the top 5 in the UK.

Anja Venghaus, who is responsible for international licensing at Virgin West Germany, highlights the success of Sandra. "She has had 11 European no. 1 hits and has sold over 20 million records worldwide, from Turkey to South America. I don't think there is a country where her product is not on the market."

Sandra is currently on a three-week promotional trip in the US. But not all of the territories have responded so well. Venghaus: "France is an important market and we must co-ordinate releases to avoid flooding it with imports. After the initial success in the UK - with the Pete Waterman remix of *Everlasting Love* which went into the 40s in the charts - very little happened. I suppose that has to do with the UK radio format!"

Venghaus' other major national signing are the Toten Hosen. "I have to sell the Toten Hosen as a "fun punk" band abroad. But people have to see them live. Despite the Toten Hosen's numerous concerts abroad, including Denmark and Moscow, record sales have been slow. After seeing a clip from Moscow, even Spain agreed to release the Toten Hosen!" □

THE GERMAN CONNECTION  
continues on page 38 ▶

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WITH CBS GERMANY



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MYSTERIOUS ART  
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"The Omen Part 1" held the German No 1 spot for 9 weeks. Beware of "Omen. The Omen 2" and the debut album (mid-November.)



# The Search For New Marketing Techniques

## West German record companies target new audiences

by Philipp Roser

**West Germany - Europe's largest album market - is flooded with releases, forcing record companies to continually develop new and innovative ways to reach a wider audience. Because the regular record buying public, which is estimated at 10% of the population, is already saturated, marketing managers are increasingly focusing their attention on the 90% who buy few or no records. And to reach these people, companies are creating a presence in unusual places.**

One of the most innovative marketing schemes comes from PolyGram's Karussell label. It has joined forces with the German railways (DB), and both parties hope to benefit from an image transfer.

Karussell Senior Product Manager, Michael Schneider, says DB is using the campaign, which was launched in June when the summer train schedule went into effect, to musically underline its 'Erlebnisreise Bahn' (Experience A Train Journey) campaign.

On all Intercity (IC) trains running between Hamburg and Munich, passengers can buy any of 26 Karussell MCs featuring a variety of PolyGram artists, including James Last, Roy Black, Udo Lindenberg and Elton John. They can also rent or buy a Philips walkman, which are also stocked on the train.

Attention to the campaign is gained by loudspeaker announcements, posters and advertising on train schedules and menus. Next year the program, which will be expanded to include CDs, will also spread to IC and EC trains on other heavily travelled stretches.

"We do not expect spectacular sales results," Schneider admits, "but it is a fantastic way to reach a lot of people and to introduce them to PolyGram artists."

The project will receive extra publicity next spring when DB launches a radio and TV advertising campaign. It will refer to the 'Intercity Hits Fuer Unterwegs' (IC Travelling Hits), plus releases especially compiled by PolyGram and DB.

Launched three-and-a-half years ago in West Germany, Switzerland and Austria, BMG's low-price label Ariola Express has also established a presence in unexpected places. Director Rolf

Lerschmacher - who is also Managing Director of Miller International, an affiliated company - says Ariola Express offers music to "the broadest possible audience".

Re-exploiting Ariola repertoire, Ariola Express MCs are priced at DM 7.95 (app. £ 2.60), while CDs are sold for DM 15.95. MCs and CDs are distributed to kiosks at train stations and airports, toy and photo shops, drugstores, and such speciality stores such as the Media Markt chain.



Udo Lindenberg - featured on a Karussell MC available on Intercity trains

Lerschmacher says the strategy has been successful: in 1988, 5.5 million MCs and 1 million CDs were sold, making Ariola Express the "absolute market leader" in the low price area. The success prompted BMG Ariola Holland to begin a similar programme last April.

Phonogram is also forging new paths to new audiences. Because hard rock is virtually ignored by West German radio, the Cologne-based PolyGram subsidiary decided to feature the Def Leopard single, *Pour Some Sugar On Me*, in a 30-second radio advertisement. It consisted of only the music and a single sentence: "The new single from Def Leopard".

Phonogram Marketing Manager Juergen Wockert says the campaign not only boosted sales of the single, but also pushed the *Hysteria* LP back into the chart at no. 37 - more than a year after its

release and initial chart success.

Phonogram has also scored well with Dire Straits' back catalogue. At the beginning of this year it launched a TV and radio advertising campaign to promote special offers on back catalogue from a range of artists. Wockert reports that an additional DM 1 million (app. £ 326,000) turnover was achieved with Dire Straits product alone.

To exploit this success, Phonogram then had 300 special racks built for DM 300 each, which were stocked with 300 soundcarriers of Dire Straits' product. They were then offered for sale to primarily large retail chain outlets, such as Massa and Huma, which usually only stock low-price product. When the Dire Straits LPs and CDs were sold, the stores were allowed to keep the racks, and use them for any product they wished.

Wockert says the result was yet another DM 1 million in turnover. "It reached a whole new category of consumers for us".

Phonogram Product Manager Kay Seepank is less enthusiastic about a campaign he launched for Schulz. A pre-release cassette of the single *Born To Be Bloed*, which was sent to specialist journalists and radio programmers with no further information, failed to arouse much interest. Seepank then decided to include the clip of the track on the Mavi video cassette, which is distributed to various discos, record stores and music cafes.

The video, which was accompanied by a poster, ran for 14 days in over 400 discos. Phonogram also distributed 50,000 stickers, and launched a nationwide contest for the best "Schulz sayings". Within a month 300 entries were received. The video was then shown on the large screens at such record and video retailers as the WOM chain.

Seepank: "Although the single was able to jump into the charts in Scandinavia, the success was not what we had anticipated. In West Germany, some elements of the campaign were not in effect at the right time."

WEA sought out a powerful partner to help market the new

Marius Mueller-Westernhagen LP, *Halleluja*. Together with the Karstadt department store chain, it ran an extensive radio spot cam-



Marius Mueller-Westernhagen - WEA says its campaign with the Karstadt department store chain helped push his LP to no. 1

paigned with the slogan 'Marius Mueller-Westernhagen... at Karstadt'. WEA Senior Product Manager Rainer Fokke says his company paid for the campaign, while Karstadt made a larger than normal order for the LP, which it promoted with extensive in-store decorations. Fokke believes the project helped push *Halleluja* to no. 1 in the album chart.

WEA also teamed up with Karstadt to promote LPs by Enya and Tanita Tikaram, when they were already selling well. Fokke says the promotion provided the "icing on the cake". Although WEA has opted to market its back catalogue primarily through large posters, which Fokke says are displayed throughout the country at intervals, the company also uses cinema advertising.

Fokke: "Running a spot in the cinemas brings more results than a second print campaign, because people can see and hear the product, and we can be more accurate in hitting our target group. Because this medium is especially good for reaching adults, we ran extensive cinema advertising for Fleetwood Mac's *Tango In The Night* LP, in conjunction with a radio campaign. The results were very satisfying." □

THE GERMAN CONNECTION  
continues on page 41

# München



MUSIC FOR THE

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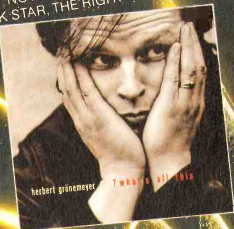


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VORSPRUNG DURCH MUSIK ELECTROLA

## Regional Radios Increase Musical Mix

by Volker Schürnbust

The West German radio market is extremely varied. In some areas, like North Rhine-Westphalia in the centre of the country, the situation is bleak with limited programming and restricted opportunities.

In others, such as the north and south, stations have grown rapidly with several using carefully planned formatting to attract millions of listeners.

The most popular stations usually offer audiences a combined top 40/AC format; these include Antenne Bayern and fm and the innovative city broadcasters of Radio Hamburg, Radio 100.6 and Radio Gong.

The largest potential audience is available to Antenne Bayern, with 11 million people inhabiting Bavaria, its target state. Backed by the state's newspaper publishers and media companies, Antenne Bayern, through its Programming Director Mike Haas, provides a blend of oldies and current hits.

In Lower Saxony, fm regularly attracts 500,000 listeners to its AC and news format. Initial poor figures, when the station began in 1987, led the station away from offering alternative music programming towards its current, more mainstream, policy.

Programming Director at Radio Hamburg, Rainer Cabanis, who joined the station after a spell at West Germany's most imaginative state-run station, SWF 3, brought a combination of hits from "yesterday, today and tomorrow" to RHH. Three years later, Radio Hamburg looks set to pass public pop station NDR 2 as the leader in this lucrative local market.

A similar situation has developed in West Berlin where the top 40-based Radio 100.6 is challenging for dominance with the state-financed RIAS 2. But in Munich the most successful private is still well behind the area's leading public broadcaster, BR 3. Radio Gong is well ahead of competing private, however, with its strong local emphasis and chart/AC formatting being well-received.

While top 40 formatted stations are still predominantly West Germany's most popular broadcasters there is a great deal of variety to be found in many of the regions. Throughout the country, each of the 10 public broadcasters has at least one channel targeted at the 40 plus age group.

These stations generally present an MOR, oldies and German schlager mix. This has been the 'WDR 4' formula and it has been so successful for the Cologne-based Westdeutscher Rundfunk's fourth channel that it has now also been adopted by the Hessischer Rundfunk (HR) in

Arabella's Head of Staff, Jan-Michael Menke, believes his MOR/schlager format is working well. The station relies heavily on national MOR artists and on material from the 50s. It also concentrates about 15% of its output on Bavarian folk and about 20% of airtime consists of instrumentals from composers like Bert Kaempfert, James Last and Mantovani.

"With our new concept, we could surpass our rival, Radio Charivari," claims Menke. "Recent survey results show that today, 50% of Munich's radio listeners know our station. That

our playlists because we run a mixture of 'Goldies' and new releases, that have yet to enter the charts."

Radio Regenbogen is aimed at an audience aged under 50. Wahl claims this emphasis on European product resulted in Radio Regenbogen being one of the first station's in West Germany to discover the LRB single.

West Germany's first private for the north, RSH, began in 1986. Careful market research has persuaded programmers that the area's social profile suggests that the 4.5 million potential listeners prefer a 'Gold' format which offers national and international all-time favourites.

Its new Head Of Music, Martin Schwebel, formerly of Radio Regenbogen, does not believe in a fixed share of German titles, preferring to include them on merit. Nevertheless, RSH tends toward schlager, oldies and MOR, because of its primarily rural audience.

A 50% programme share for stations in what is offered by stations in Baden Württemberg, including Radio 7 Victoria, Radio Ladies First and Welle Fidelitas.

Thomas Zimmer, Music Programmer at Fidelitas admits to targeting listeners in their 30s. "We do this," he says, "by avoiding rough spots and sharp edges in the playlist. With us, German titles are featured more frequently during the morning hours than in the rest of the day."

Unlike the rural stations, city channels like Radio 107 and OK Radio in Hamburg, and Radio 100 in West Berlin can rely on the more varied tastes of their audiences. Most run an AC format.

Peter Steppich, Head Of Music at Radio 107: "We are not a specialist station, but cover a wide range of styles. We try to keep a strong black-music influence in our selection, and we also feature lots of album tracks."

Bea Nothnagel, Radio 100's Head Of Music, concedes that she has had to change her station's playlist considerably to include chart-based material, in light of the stiff competition offered by such pop stations as RIAS 2, Radio 100.6 and Sender Freies Berlin (SFB 2). □



Hessen. Non-top 40 formats, according to the recent Infratest market analysis, have also attracted increased audiences for Bayerischer Rundfunk (BR), Süddeutscher Rundfunk (SDR), Norddeutscher Rundfunk (NDR) and Sender Freies Berlin (SFB).

One private station to attempt similar programming is Radio Arabella, the former Radio M1. The Munich-based company began aiming at an older listening audience last May and already it has become the area's most listened to station among the 35-64 age group.

figure is increasing on a daily basis."

Mannheim's Radio Regenbogen, one of the most successful privates in the Southwest, is a station with a strong bias towards German pop. "Twenty per cent of our programming is filled by national product," says Markus Wahl, Regenbogen's Head of Music. "Besides that, we have invented a new format for Germany, which we call 'European Pop'. This involves us including at least one title from France, Spain or Italy per hour. We do not rely exclusively on the British, American or even German charts in making

UK/International

A&M

The Carpenters - *LoveLines* - Oct 30

BMG/RC

Wax - *100,000 In Fresh Noctes* - Nov 6

Painted Word - *Lovellie* - Nov 6

BMG Music Int

Furniture - *Food, Sex & Piranola* - Nov 6

Dionne Warwick - *Greatest Hits* - Nov 6

Lisa Stansfield - *Lisa Stansfield* - Nov 13

Kenny G - *Lies* - Nov 13

CBS

Psychedelic Furs - *Book Of Days* - Nov 6

CBS Int

The Hooters - *Zig Zag* - Oct 30

Cock Robin - *First Love Last Rights* - Oct 30

Luther Vandross - *Best Of* - Oct 30

Eddie Money - *The Sound Of Money* - Nov 13

Chrysalis

Freddie Starr - *After The Laughter* - Nov 6

Sonia - *It's Not A Lie* - Nov 13

Gilbert O'Sullivan - *In The Key Of G* - Nov 13

Various - *After The Hurricane* - Nov 13

EMI

The Smithereens - *Eleven* - Nov 6

Zelso Manyika - *Mastercrime* - Nov 6

Alan Holdsworth - *Secrecy* - Nov 6

Maze - *Best Of* - Nov 6

Goodbye Mr. MacKenzie - *Fish Hoops & Tales* - Nov 13

Duran duran - *Decade* - Nov 13

MSG - *Save Yourself* - Nov 13

Diana Ross - *Greatest Hits Live* - Nov 13

Various - *Beauty & The Beast* - Nov 13

Brother Beyond - *Trust* - Nov 13

Gerry Rafferty - *Down The Line* - Nov 13

Fly Guys - *Rock The Underground* - Nov 13

The Gap Band - *The Round Trip* - Nov 13

Scorpions - *Best Of... Rockers & Ballads* - Nov 20

Whitesnake - *Spit Of The Tongue* - Nov 20

Cats In Boots - *Kicked And Klavved* - Nov 27

Island

Will Downing - *Come Together As One* - Nov 6

Various - *Black & Turner - Harlem Nights* - Nov 6

Various - *Machine Gun Poetry* - Nov 6

Young MC - *Some Cold Rhym'n* - Nov 6

Jive

OST - *Nightmare On Elm St. 5* - Nov 6

Sonic Boom - *Sonic Boom* - Nov 6

DJ Jazzy Jeff & The Fresh Prince - *In The Corner* - Nov 6

Vanessa Bell Armstrong - *Wonderful One* - Nov 13

The Men They Couldn't Hang - *Best Of* - Nov 20

Liz Truitt - *It's Not A Lie* - Nov 27

London

Jimmy Somerville - *Read My Lips* - Nov 6

Various - *Massive Volume 3* - Nov 13

Various - *House Sound Of London Volume 5* - Nov 27

MCA

James T Taylor - *Master Of The Groove* - Nov 6

Cactus World News - *No Shelter* - Nov 6

Bobby Brown - *Dance Ya Know It* - Nov 13

Phonogram

Mark Knopfler - *Last Exit To Brooklyn* - Nov 6

Vitamin Z - *Sharp Stone Rain* - Nov 6

Status Quo - *Perfect Remedy* - Nov 13

Polydor

Level 42 - *Level Best* - Nov 6

The Creatures - *Boomerang* - Nov 6

Little Angels - *Don't Play For Me* - Nov 6

Jerry Lee Lewis - *Greatest Hits Of Fire* - Nov 6

Fatboys - *On And On* - Nov 6

Urban Africa - *Jive Hits Of The Township* - Nov 6

James Brown - *Roots Of The Revolution* - Nov 6

Virgin

Pandora's Box - *Original Sin* - Nov 6

Roy Orbison - *A Black & White Night* - Nov 13

Lenny Kravitz - *Let Love Rule* - Nov 13

Various - *Teutonic Beats* - Nov 13

UR4000 - *Various Love Volume 2* - Nov 27

Jermaine Stewart - *What Becomes A Legend Most* - Nov 27

WEA

Chris Rea - *The Road To Hell* - Nov 6

Bhandu Boys - *Pambert!* - Nov 6

Ian Dury - *OST Apples* - Nov 6

WEA Int

Phil Collins - *Rat Scenarios* - Nov 20

Jungle Brothers - *It's A Wonderful Life* - Nov 20

Various - *After The Hurricane* - Nov 20

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Various - *After The Hurricane* - Nov 20

WEA

Helmut Rudolph Kunze - *Gute Unterhaltung* - Nov 6

Thomas Kisser - *Premiere* - Nov 27

FRANCE

Barclay

Roe - *Roe* - Nov 6

Marie-Josée Alle - *Gaule* - Nov 26

Carrie - *General* - Nov 26

BMG

Sylvie Marchal - *Enzo Enzo* - Nov 6

Indochine - *Ita* - Nov 6

Bachelet - *Ita* - Nov 6

CBS

Kaoma - *Ita* - Nov 13

Caravelli - *Blue Rondo* - Nov 13

Destireles - *Francesca* - Oct 20

Sirima - *A Part Of Me* - Oct 30

EMI

Gerard Manset - *Matrice* - Nov 6

Billy Trottoir - *Histoires Courtes* - Nov 13

Polydor

La Revolution Francaise - *Ita* - Nov 6

Edie Mitchell - *La Londres* - Nov 6

Veronique Riviere - *Heureux Heures* - Nov 6

Trema

Michel Sardou - *Michel Sardou* - Nov 20

Michel Despeche - *Best Of* - Nov 20

Macias - *Live* - Nov 15

Virgin

Etielene Daho - *Live Ed* - Nov 13

WEA

Linda Williams - *Faces* - Nov 20

Michel Jonasz - *Tous Les Succes De Michel Jonasz* - Nov 6

Herbert Leonard - *Je Suis Un Grand Sentimental* - Nov 20

Herbert Leonard - *Je Suis Un Grand Sentimental* - Nov 20

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PolyGram

Helmut Rudolph Kunze - *Gute Unterhaltung* - Nov 6

Thomas Kisser - *Premiere* - Nov 27

HOLLAND

BMG Ariola

Nederlands Kindertheater - *Tien Is Veel* - Nov 6

CBS

Thijs Van Leer - *Interpection The Collection* - Nov 6

Dureco

Carl Linger - *Carl Linger* - Nov 6

EMI

Rob De Nijs - *Compleet* - Nov 6

Phonogram

Kinderen Voor Kinderen - *Deel 10* - Nov 13

EZRA - *Bells Of Christmas* - Nov 17

Laurens Van Rooyen - *Serenata* - Nov 17

Polydor

Berklind - *Caravan* - Nov 20

Herman Van Veen - *5 CD Gift Box* - Nov 20

ITALY

Baby

Rondo Venetiano - *Masquerade* - Nov 13

CBS

Fiorrella Manola - *Di Veneto Y Di Terro* - Nov 13

DDD

Enzo Jannacelli - *Live* - Nov 6

Santoro - *Grande Yemi Da Filme E Altri Successi* - Oct 28

EMI

Pino Daniele - *Macabro Lazzo* - Nov 13

Franco Battiato - *Gabbie Rosse* - Nov 13

Phonogram

Denovo - *Veneto Dalle Madonie A Carbone* - Nov 6

Polydor

Lisa Hunt - *A Little Piece Of Magic* - Nov 6

WEA

Massimo Ranieri - *Un Giorno Bellissimo* - Nov 20

SPAIN

CBS

Luis Cobos - *Ita* - Nov 6

Duo Dinamico - *Ita* - Nov 6

Carlos Cano - *Ita* - Nov 6

DRO

Luis Flechazos - *Ita* - Nov 6

Gaza

Combays - *Ita* - Nov 16

Martinos - *Ita* - Nov 30

WEA

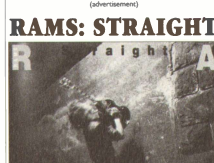
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### Lola

*End Of The Rainbow* (Collision/West, Germany).  
Contact: Collision/Frank Ludtke/tel:49.40.3909891/fax:4910086



A startling song from one of the most exciting LPs by an unknown artist ever to arrive in this office. A huge talent with the voice of an angel and a serious song-writing ability. Licence and sub-publishing free except West Germany, Austria and Switzerland.

### Mary Goes Round

*Mary Sleeps Alone* (Lively Art/France).  
Contact: New Rose/Parick/Hathel  
tel:33.149600099/fax:49600505/tel:261420  
Dark, moody, pop reminiscent of Joy Division or Echo & The Bunnymen. This band are one of the leading lights of the 'Touching Pop' movement along with Little Nemo and Asylum Party. Licence and sub-publishing free except France.

### Mike Gyamfi & Sankofa

*Anopa Hema* (AIPPI/Holland).  
Contact: Portland/José Salvador/  
tel:31.20.245930/fax:209253  
The new sound of Africa is hi-tek hi-life - the same rhythm and feel - but a late 80s approach. An artist with a growing reputation as a prime exponent of this genre. Licence and sub-publishing free except the Benelux.

### The Gift

*Three Kings* (Collision/West, Germany).  
Contact: Collision/Frank Ludtke/  
tel:49.40.3909891/fax:4910086  
Striking rhythm patterns and a blanket of warm guitars are this track's most typical features. These ingredients make for a most intriguing and addictive record, ready to put this intelligent West German four-piece right into the international music scene. Licence and sub-publishing free except West Germany, Austria and Switzerland.

### Skafly

*Skaman Is Alive* (New Beat/Belgium).  
Contact: US Import/Frie Pascual/  
tel:32.3.2320429/fax:2262030  
A funny track - this is ska, turned into new beat. With its off-the-wall noises, tongue-in-cheek vocals, catchy brass and house-like keyboard-insertions, this single could really make it. Licence and sub-publishing free except Belgium.

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

### Bianca Ciccu

*Girls* (ITM/West, Germany).  
Contact: ITM/Sabine Schwab/  
tel:49.202.309284/fax:316552/tel:85928282  
A new young pop/jazz band featuring the vocal talents of Bianca Ciccu and guest appearances by Randy Brecker on trumpet and Frank Kirchner from Herbert Groenemeyer's band on saxophones. Sophisticated but commercial. Licence and sub-publishing free except West Germany.

### Circuit Featuring Koffi

*(Collision/UK).*  
Contact: Collision/Brian Harris/tel:44.1.4584614/fax:44.1.6257025  
Great dance music in a sophisticated, well-balanced production. A funky groove, spirited vocals and a house-style piano are married together to produce this charismatic disco track. Classy stuff, produced by Swain and Jolley. Licence free except UK, West Germany and the Benelux. Sub-publishing free for Europe except UK.

### Desrae Wild

*Give Me The Rhythm* (Strictly Rhythm/US).  
Contact: EME/Annette Luders/  
tel:1.212.489.7095/fax:1.212.265.5726  
This infectious house track is guaranteed to set all clubs on fire. Persistent beats and riffs are combined with nasty sighs and soulful female vocals. The 12" has five different mixes.

### TT Max

*Body Rock* (Logic/West, Germany).  
Contact: Progressive Dance Music/Cetin Yaman/  
tel:911.2083597/1.251464  
The makers of this compulsive dance track have succeeded in matching a Euro-disco beat with the modern charms of house music. The US critics have already come under the spell of this addictive material. Licence free except US and West Germany, Austria and Switzerland. No publishing.

## UPDATE



by Gary Smith

After a difficult start importing US hard rock, Savage records and its subsidiaries Tam Tam and S&M has now established itself as one the UK's fastest rising independent labels.

When the company was formed in April 1988 it was importing records by Paul Sabu, the all-female trash metal act Precious Metal and Alexa. It is never easy breaking foreign acts and this was no exception, Savage's answer was to diversify; S&M records was set up as a "Europop" label. Although at the moment the label is keeping a low profile it has just signed the much talked about London-based four-piece Soho. They will be produced by Youth (ex-Bassplayer with Killing Joke and Brilliant) and Pascal Gabriel who has been working with S'Express. The label's other act

is the duo Stepford Wives, described by A&R manager Bernard Fannin as "minimalist pop in a Cabaret Voltaire/Front 242 mould". Records by both these bands will be released in the New Year and, according to Fannin, the label is looking for more acts in a Yazz/Neneh Cherry vein. Interested parties should get in touch via the number at the end of this article.

Since it was started at the beginning of 1989 Tam Tam, the dance music subsidiary (anything from deep house to hip-hop) has been turning heads in the media in both the UK and on the Continent. The label has a number of hot act including darlings of the press Company 2, a band who have had critical and even dance-floor success but who have not as yet been able to turn that into record sales. Other acts include JMT and Silver Bullet who will be touring West Germany, Holland Belgium and France with Company 2 in November.

At the moment the company is expanding both in the UK and in America, where a Savage office will be opening to concentrate on two acts, Vice (not the Ariola act of the same name) and Canadian band Medicine Men. Savage/S&M/Tam Tam can be contacted on London: (1) 4901210/fax:2503186. □

## Top 10 UK Independent Singles

|                            |                           |              |
|----------------------------|---------------------------|--------------|
| 1. Street Tuff             | Rebel MC's Double Trouble | (Dunin)      |
| 2. Drama                   | (Prest)                   |              |
| 3. Low On A Mountain Top   | Sizoo                     | (Prest)      |
| 4. Real Wild House         | Ice Onions                | (BPF)        |
| 5. Burying 17 Phases O God | Pain Stars                | (HAC)        |
| 6. Music For A State       | Happy Heroes              | (Prest)      |
| 7. Muffin For A State      | Shave                     | (Whispering) |
| 8. Personal Joke           | Depoté Pools              | (Prest)      |
| 9. First One Know          | Impati Cakes              | (Cool)       |
| 10. Eye Know               | Lu Sol                    | (Big L&H)    |

compiled by MELB

## Going Independent...

by Karen Roffey

Rebel MC & Double Trouble swap places with Ersaus's *Drama* to put *Street Tuff* on top of both the indie chart and the dance survey. Sinitta moves in for the kill by rising four places to no. 3, followed by the only other serious threat for no. 1, Raul Orellana with *Rebel Wild House*. De La Soul make this week's highest new entry with *Eye Know* while Merlin scrapes into the top 30 with his four-track EP, *The Weapon* on no. 29.

Six new entries appear on the album chart. Kyle Minogue's second LP *Enjoy Yourself* is in at no. 2 (Minogue's version of *Tears On My Pillow* would be this year's Christmas No. 1 - lay your wife early!) and The Telescopes debut LP *For What Goes On, Taste*, enters at



Kyle Minogue's new LP in at no. 2

5. Einstürzende Neubauten's *Haus Der Leuge* (Some Bizzare) is at no. 25 and the much delayed *English Rebel Songs* by Chambumbwa (Agit-Prop) appears at 16. Lush have lined up a series of dates supporting the Darling Buds to tie in with their debut 4AD release, a mini-LP *Swag*, which enters at no. 8. Lastly, Eat come in at no. 19 with *Sell Me A God* (Fiction) expect this to rise into the top 10 next week.

Two live mini-LPs are on their way for next week. The first is from Birdland who scored top 5 hits with their first two releases, *Hollow Heart* and *Paradise*, the second from Situation Three's *Thee Hypnotoses* whose *Soul Trader* is currently on its way down the singles survey.

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According to a story in the UK's Daily Mirror this week, Paul McCartney, now on the West German leg of his worldwide tour, has settled an old debt once and for all. For nearly 30 years the multi-million pound rock star has owed £30 to a bar in the red-light area of Hamburg. McCartney played a gig at the bar with the Beatles in the 60s and the bill has been gathering dust ever since. Paul, adding an extra £30 to the bill, was quoted as saying: "I guess a lot of interest has run up."

*Ritchie Blackmore Rock Prog* is the title of a new compilation just released in the UK on the Connoisseur Collection label. The double LP, which goes right back to Ritchie Blackmore's days in the 60s with *The Outlaws*, includes sessions he played for Heinz and Glenda Collins, some Blackmore solos and several Deep Purple classics. The album and cassette versions also include archive interview material with Ritchie and a second compilation is promised for next March.

Justin Hayward, chatting to *Rock Over London* the other day, revealed that the planned *Moody Blues* album is now under way.

"We have already started working on a new album - out probably next summer," said Hayward, "but we have got no titles or anything yet!"

Meanwhile, *The Moodies* have sifted through their back catalogue and donated the song *Driftwood* from their *Octave* LP to a new compilation album for the International Hostage Relief Charity. The Bristol-based organisation is supporting 17 UK, US and Iranian hostages who were taken prisoner in the Lebanon while on peaceful and apolitical business. A number of artists like Jools Holland of *Squeeze*, Roy Harper, Steve Hackett and Mike Oldfield are recording new songs for the compilation.

Richard Marks has pressing problems here in the UK. Some copies of *Angela* due for release on October 30 have accidentally acquired Del Amitri's current single on the A-side. Either the Scottish Del's have a big fan at the pressing plant or someone is not taking heed of their song title, *Stone Cold Sober*.

Whitesnake return next month with a new album, *Slip Of The Tongue* and an old single. Cover-

dale and Co have remixed *Fool For Your Lovin* which was their



Paul McCartney on the West German leg of his worldwide tour

first top 20 UK hit in 1980. In all, there are 10 tracks on the LP and once again it has been produced by Keith Olsen working with Guns N'Roses producer Mike Clink. European tour dates are planned for next summer.

Beatle son Julian Lennon has a cash flow problem so he told one newspaper this. Because his father's estate is still tied up in the hands of John's widow, Yoko Ono, Julian has had to put his Hollywood 'bunker' up for sale.

Meanwhile, we hear George Michael has been suffering from the opposite problem. He has spared no expense in doing up his Santa Barbara 'spaceship' home which he bought a year-and-a-half ago for three million pounds. Apart from being freshly decorated, recent additions include stables, jacuzzi and an olympic-size swimming pool.

*Rock Over London* launches a new show in Japan this month. *Radio Europe Chart Attack* is a weekly survey of European rock and dance music specially commissioned by Tokyo's newest radio station FM SoundChiba (Bay FM 7.8), which has a potential audience of five million. □

*Rock Over Europe* is a service of Rock over London Ltd, which produces the weekly syndicated UK music show *Rock over London*, presented by DJ Graham Dens, for international radio. Contact ROL at: the Globe Theatre, Shaftesbury Avenue, London W1V 7HD, England. Tel: 1-494-4133, fax: 1-4391357.

## STATION REPORTS

Updated reports and playlists additions from the major radio & tv stations from 16 European countries.  
**PP:** Powerplay  
**AD:** Additions to the playlist  
**TP:** Tips  
**LP:** Album of the week  
**CL:** Clip  
**ST:** Studio  
**IN:** Interview

## UNITED KINGDOM

**BBC RADIO 1 - London**  
**Chris Lyckett - Sen. Prod.**  
**AD** Cliff Richard - On My Way  
**B List:**  
**AD** Eurythmics - Don't Ask Me Johnny O - Sand For This Love & Money - Up Escalator  
 Simply Red - You've Got It  
 Terry Hall - Missing  
 Transvision Vamp - Born  
**LP** Bros: The Time  
 Deborah Harry - Def, Dumb  
 Kylie Minogue - Enjoy

**CAPITAL RADIO - London**  
**Richard Park - Prog. Contr.**  
**AD** Simply Red - You've Got It  
 Eurythmics - Don't Ask Me  
 Sybil - Don't Make Me Over  
 L'Andros - Never Too Much  
 Oh Well - Oh Well  
**LP** Chris Rea - Road To Hell  
 Tracy Chapman - Crossroads  
 Erasure - Wild  
 K.Mingogue - Enjoy Yourself

**GREATER LONDON RADIO - London**  
**Trevor Dann - Head Of Music**  
**AD** His Latest Flame - America  
 Rickie Lee Jones - Sattelite  
 Neil Young - Rockin'  
 River City People - Say Van  
 Morrison - Orangefield

**CHILDREN RADIO & NORTHS RADIO**  
**Paul Robinson - Prog. Contr.**  
**AD** Brother Beyond - Drive On  
 Queen - Scandal  
 Adeva - I Thank You

**RADIO CITY - Liverpool**  
**Tony McKenzie - DJ/Prod.**  
**AD** Bangles - I'll Set You Free  
 Liza Minnelli - Bombs  
 Oh Well - Oh Well  
 Cliff Richard - Lean On You  
 Milli Vanilli - Girl

**RADIO HALLAM - Sheffield**  
**Dean Peppel - Head Of Music**  
**AD** Status Quo - Not At All  
 Chris Rea - Road To Hell  
 Lisa Stansfield - All Around  
 Simply Red - You've Got It  
 Transvision Vamp - Born  
 Beloved - Sun Rising

**RADIO TRENT GROUP**  
**Great - Deputy Prog. Dir.**  
**AD** Transvision Vamp - Born  
 Level 42 - Take Care  
 Queen - Scandal  
**LP** Living Colour - Glamour Boys  
 Randy Crawford - Riccy  
 Bob Dylan - Oh Mercy  
 Clime Fisher - Coming In

**RED ROSE RADIO - Preston/Blackpool**  
**Paul Fairburn - Head Of Music**  
**AD** Simply Red - You've Got It  
 Lisa Stansfield - All Around  
 The Call - Let The Day Begin  
 Tears For Fears - In Chains  
 Adeva - I Thank You  
 Arthur Baker - The Message  
 Fish - State Of Mind  
 Turner - Don't Wanna Lose

**RTL 208 - London** Jeff Graham -  
**Prog. Dir.**  
**PP** Brother Beyond - Drive On  
 L'Andros - Never Too Much  
 Fish - State of Mind  
 Mental As Anything - R & R  
**LP** Thompson Twins - Big Trash  
 Clime Fisher - Coming In  
 Liza Minnelli - Resister  
 Jesus Jones - Liquidizer

**BRMS - Birmingham**  
**Robin Valk - Head Of Music**  
**AD** Oh Well - Oh Well  
 Fresh 4 - Wishing  
 Simply Red - You've Got It  
 Cliff Richard - Lean On You  
 Dee Dee Wilde - Rinzaway  
 Lisa Stansfield - All Around  
 Level 42 - Take Care  
 Chris Rea - Road To Hell

**HORIZON RADIO - Milton Keynes**  
**Clive Dickens - Head Of Music**  
**AD** Brother Beyond - Drive On  
 Raul Orestano - Wild House  
 Adeva - I Thank You  
**B List:**  
**AD** Norman Cook - Spacious Lies

Kariya - Let Me Love You  
 Reid - Lovin' 'N' The Side  
 Malcolm McLaren - Deep In Vogue

**RADIO CLYDE - Glasgow**  
**Alex Dickson - Prog. Dir.**  
**AD** Phil Collins - Another Day  
 Lisa Stansfield - All Around  
 Thompson Twins - Sugarbaddy  
 Simply Red - You've Got It  
 Love & Money - Up Escalator

**DOWNTOWN RADIO - Belfast**  
**John Rosborough - Head Of Prog.**  
**AD** Simply Red - You've Got It  
 Van Morrison - Orangefield  
 Roetete - Listen  
 Queen - Scandal  
 Oh Well - Oh Well  
 Love & Money - Up Escalator

## IRELAND

**RTE - Dublin**  
**John Clarke - DJ/Prod.**  
**AD** Don Henley - The Heart  
 Danny Young - Everything  
 K.Mingogue - Never Too Late  
 Sybil - Don't Make Me Over  
**LP** Mary Black - No Frontiers

**RTE - Dublin**  
**Dave Fanning Rock Show**  
**AD** The Golden Horde - 100 Boys  
 The Fat Lady Sings - Art Light  
 Wedding Present - Kennedy  
 Neil Young - Freedom  
 Hoodoo Gurus - Magnum Cum

continued on page 48

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# STATION REPORTS

**RADIO CITY 103 - Gothenburg**  
**Margareta Anderberg - DJ**  
**PP** Chris Rea: Road To Hell  
 Oh Boy- Varti Steg  
 De Amiri- Stone  
 Prince+Eaton- Arms  
 Rickie Lee Jones- Sattelltes  
 Lisa M- Going Back  
 Seduction- True Love

## NORWAY

**NRK P2 - Oslo**  
**Vidar Lønn-Arnesen - Prod.**  
**AD** Motley Crue- Dr.Feelgood  
 Warrant- Heaven  
 Randy Crawford- Knockin'  
 The Nolans- In The Mood

## RADIO ONE - Oslo

**Bjorn Faurlund - DJ**  
**AD** Jive Bunny- What I Like  
 Wet Wet Wet- Surrender  
 Fra Lippo Lippi- Count On  
 Franklin- Heaven Can Cry  
 Kate Bush- Sensual World

## RADIO 102 - Haugesund

**Egil Houeland - Head Of Music**  
**AD** Chris Rea- Road To Hell  
 Double Trouble- Street Tuff  
 Jive Bunny- What I Like  
 Ocean's Apart- Say Goodbye  
 Sid Straw- Future 40'

## RADIO YEST - Stavanger

### Bjarte Tjøstheim - Head Of Music

**AD** Ocean's Apart- Don't Say  
 Bruce Willis- Last Dance  
 Deborah Harry- I Want  
 Chris Rea- Road To Hell  
 Winans- Celebrate New Life  
 Jive Bunny- What I Like  
 Zucchero- Devil In Me  
**LP** Linda Ronstadt- Cry Like

## RADIO OSLO - Oslo

### Jon Tostet- Head Of Music

**AD** Pogues- Young Ned  
 Magnus Uggle- Jag Mar  
 Ocean's Apart- Don't Say  
 C/IV Beethoven- Borderline  
 Billy Joel- We Didn't  
 Randy Crawford- Knockin'

## HIT FACTORY - Norway

### Tony Burton- Producer

**AD** Taylor Dayne- Every Beat  
 Jive Bunny- What I Like  
 Ocean's Apart- Don't Say  
 Thompson Twins- Sugar Daddy  
 Blue Nile- Downtown Lights  
**LP** Daniel Lariss  
 Linda Ronstadt  
 Randy Crawford

## DENMARK

### NAERRADIO- Aalborg

#### Olaf Meditzky- DJ

**PP** Third World- Same Old Song  
**AD** Big Audio Dynamite- Phoenix  
 McEnear- Kniber  
 Billy Joel- We Didn't  
 Jerry Lee Lewis- Balls  
 Poco- Call It Love  
 O'ra Haza- Wish Me Luck  
 Lolita Pop- Tarzan  
**LP** Randy Crawford- Rich & Poor

### DENMARK'S RADIO - Arhus

#### Leaf Wivestrel - Head Of Progr.

**AD** Randy Crawford- Rich & Poor  
 Sissel Kyrieyjo- Maria  
 Alice Cooper- Trash  
 Kylie Minogue- Enjoy

## RADIO VIBORG

### Paul Foged - Head Of Music

**AD** Mariska- I Feel  
 Living I/A Box- Room  
 Holly Johnson- Heaven's  
 Bruce Willis- Last Dance  
 Rock Nalle- Flk Jæg  
 Sydney Youngblood- If Only  
 The Harmines- Say Goodbye

## RADIO VOICE

### Bo Berg - Progr. Dir.

**AD** Pandora's Box- It's All  
 Bros- Chocolate Box  
 Gloria Estefan- Get On  
 Thomas Lindén- Your Eyes  
 Theatrums- Kæmna

## UPTOWN FM - Copenhagen

### Niels Pedersen - Head Of Music

**PP** Beautiful South- You Keep  
 Stevie Ray Vaughn- Crossfire  
**AD** Wet Wet Wet- Surrender  
 Chris Rea- Road To Hell  
 Lolita Pop- Tarzan  
 Holly Johnson- Heaven's Here  
**TP** Philippe Lafontaine- Coeur

## SLR - Slagelse

### Micheal Hansen - Head Of Music

**AD** McEnear- Kniber  
 Mariska- I Feel  
 O'ra Haza- Wish Me Luck  
 Jive Bunny- What I Like  
 Poco- Call It Love  
 Bruce Willis- Last Dance  
 Third World- Same Old Song  
 Milli Vanilli- Girl  
 Soul Sister- Blame You

## AARHUS NAERRADIO - Aarhus

### Frankie Fever - Head Of Music

**AD** Kaoma- Lambada  
 Zapp- On A Baby Baby  
 Soulisters- Blame You  
 Bananarama- Megarama 89  
 Gnags- Nir Jæg Blir Gammel  
 Pauls Abdul- Could Hearst  
 Bad Manners- Gonna Get  
**LP** Randy Crawford- Rich

## FINLAND

### DISCOPRESS - Tampere

#### Pentti Teravainen - Progr. Dir.

**CL** Kate Bush- Sensual World  
 L.Berbersson- Del Muro  
 Renato Zero- Voyageur

## PORTUGAL

### RFM Lisbon

#### Pedro Tojal/Marcos Andre - DJ/Prod.

**AD** Belinda Carlisle- Light On  
 Deacon Blue- Love & Regret  
 Deborah Harry- I Want  
 New Order- Run 2

## GREECE

### ANTENNA 97.1 FM - Athens

#### Joseph Avramoglou - DJ/Prod.

**PP** Barry White- Super Lover  
 Liza Minnelli- Loving  
 Seduction- True Love  
 Aeromith- Elevator  
 Sonis- Can't Stay Away  
 Wet Wet Wet- Surrender  
 Richard Marx- Right Here  
 Billy Joel- We Didn't

## POLAND

### POLSKIE RADIO - Warsaw

**Bogdan Fablanski - DJ**  
**PP** Blue System- Symphony

S-Express- Mantra  
 Deacon Blue- Love & Regret  
 London Boys- Harlem Desire  
 Debbie Gibson- We Could Be  
 The Cure- Lovingsong

## EUROPE

### BBC WORLDSERVICE/BBC 48 - London

#### Nick Reynolds - Prod.

**TP** Deborah Harry- I Want  
 Queen- Scandal  
 Adele- I Thank You  
 The Banges- Set You Free  
**LP** Kyle Minogue- Enjoy  
 Bob Dylan- On My Way  
 Beautiful South- Welcome  
 Underworld- Weather

## Cable Programmes

## SKY TRAX

### Satellite Smash:

#### Belinda Carlisle- Light On

**CL** Expose- When I Looked  
 Duran Duran- Don't Want  
 Poco- Call It Love  
 Brendan Croker- No Money  
 Richard Marx- Right Here  
 Paula Abdul- Straight Up

## MTV

### Powerplay: Big Audio

#### Dynamite- Contact

**CL** Milli Vanilli- Girl  
 Technotronic- Pump Up  
 Kaoma- Lambada  
 Tina Turner- The Best  
 Sydney Youngblood- If Only  
 Tears For Fears- Sowing  
 Eurythmics- Revival  
 Rolling Stones- Emotions  
 Gloria Estefan- Oye  
 Aeromith- Elevator  
 Dageche Mode- Jesus  
 Richard Marx- Right Here  
 Billy Joel- We Didn't

## SUPER CHANNEL

### CL Paul McCartney: This One

Living I/A Box- Room  
 Sonia- Can't Forget  
 Belinda Carlisle- Light On  
 Cher- If I Could  
 Billy Joel- We Didn't  
 Double Trouble- Street Tuff  
 Jive Bunny- What I Like  
 Milli Vanilli- Girl  
 Sydney Youngblood- If Only  
 Kaoma- Lambada

## TV Programmes

### UNITED KINGDOM

#### Top Of The Pops

**Paul Ciani - Prod.**  
**CL** D-Mob- Street Tuff  
 B.Joel- We Didn't  
 Mariska- I Feel  
 Adele- I Thank You  
 Queen- Scandi  
 De La Soul- Eye Know  
 Cher- If I Could

Deborah Harry- I Want  
 Sybil- Don't Make Me Over  
 Jive Bunny- What I Like  
 Oh Well- Oh Well

## GERMANY

### ARD - Formel Eins Andreas

#### Thiesmeyer - Prod.

**CL** Howard Cupendale- Dance  
 Jive Bunny- What I Like  
 M.Van Dyke- Stuck On You  
 Lindi Bäck- Bakermat  
 Malcolm McLaren- Jumpin'  
 Milli Vanilli- Girl  
**ST** Spandau Ballet- Be Free  
 Mariska- I Feel

## BR - Clip Tip

### Juergen Barro - Prod.

**ST** KOC- Let Your Love Flow  
 Johnny Hates Jazz- Turn

## HOLLAND

### VERONICA - Countdown

#### Rob de Boer - Prod.

**ST** Level 42- Take Care  
 Clime Fisher- Facts Of Love  
 Ziggy Marley- Who's Dancing  
**CL** Stewart/Dulpher- Lily  
 Expose- When I Looked  
 Sydney Youngblood- If Only  
 Milli Vanilli- Girl  
 Kaoma- Lambada

## VERONICA - De Top 40

### Rob de Boer - Prod.

**CL** Luv- Welcome To The Party  
 Maarten Peters- White Horses  
 Poco- Call It Love  
 Randy Crawford- Knockin'  
 Tracy Chapman- Crossroads  
 Billy Joel- We Didn't  
 Gloria Estefan- Oye  
 Richard Marx- Right Here  
 Sidney Youngblood- If Only  
 Milli Vanilli- Girl

## BAROCK - Tipparaade

### Bruno Biert- Prod.

**CL** TPOH- Hard To Laugh  
 The Cure- Love Song  
 Ziggy Marley- Who's Dancing  
 Little Steven- I Feel Love  
 White Lion- Radar Love  
 Sewe Jones- Fighter  
 Jesus/Mary Chain- Blues  
 Yello- Blazing Saddles  
 Peter Gabriel- Sledgehammer

## BELGIUM

### THE MUSIC HOUSE

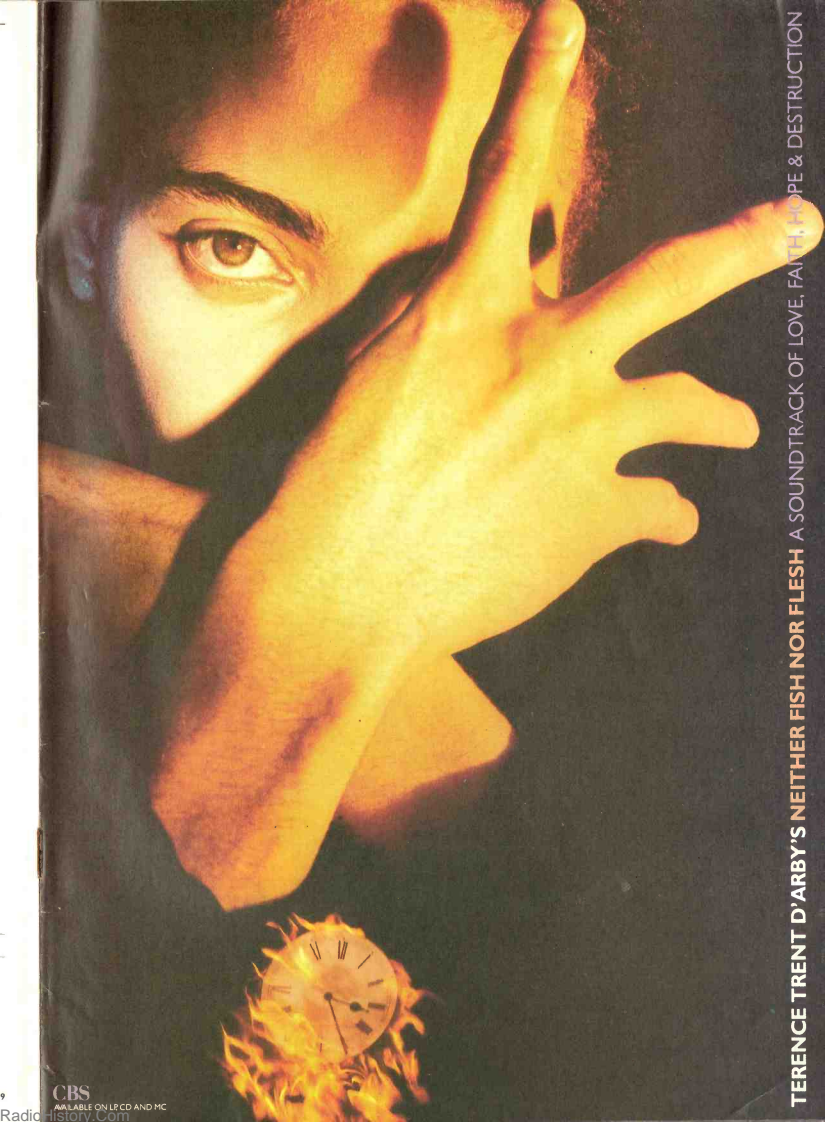
#### Jos van Coster/wiljeke- Prod.

**CL** Bernasto- Viva La Mama  
 Billy Joel- We Didn't Start  
 Jerry Lee Lewis- Balls  
 Cher- If I Could  
 Queen- Invisible Man  
 Sydney Youngblood- If Only  
 Richard Marx- Right Here  
 Jive Bunny- What I Like  
 The Confettis- Smiling  
 Wolfbanes- Party

## DENMARK

### Frankie Fever- Prod.

**CL** Rowette- The Look  
 Prince- Bandance  
 Richard Marx- Right Here  
 Tina Turner- The Best  
 Technotronic- Pump Up  
 Jive Bunny- Swing  
 Latifah- Dance For Me Now  
 T.O.T.B.- Rap Around  
 Justina/Mandy- More Than  
 Sally Dwosky- What Am I



TERENCE TRENT D'ARBY'S NEITHER FISH NOR FLESH - A SOUNDTRACK OF LOVE, FAITH, HOPE & DESTRUCTION