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SIX WAYS TO MAKE SUCCESSFUL MUSIC

THE SIX WAYS OF CBS ITALY
Up By 30%

BMG Profits

Gusenbichl - Bertelsmann Music Group, says pre-tax profits - calculated in line with West German accounting procedures - rose over 30% to between DM 130-140 million (app. £ 42-45.9 million) for the fiscal year ending June 1989. BMG turnover during the period was up 12% at DM 2.8 billion. The figures will be different when calculated in accordance with US accounting laws.

The results cover BMG-owned labels such as BMG Ariola and Arista, as well as licensed and distributed products. The figures were revealed by Michael Dorschmann, President & Chief Executive Officer BMG after a presentation of results by parent company Bertelsmann AG last week. Dorschmann said that revenue from BMG's own labels and licensed product now give it a 12-13% share of the world market.

Bertelsmann AG, whose other interests include record clubs, publishing and private television, reported after-tax profits up 16% at DM 420 million. Sales were up 10.2% at DM 12.5 billion.

Sofirad Plans New Euro FM Radio Network

Lisbon - Radio Paris-Lisbon (RPL), a new bilingual radio station just launched from Portugal, is the first of a European network of FM radios planned by French financial organisation Sofirad.

Over the next two to three years Sofirad, which super-

vises, will share sales, distribution and administrative func-

tions. One company will take part of WEAs current UK roster plus repertoire from Warner Brothers, Elektra and Geffen. Until a Manag-

ing Director is appointed, WEA UK Chairman Rob Dickins will head this operation.

The other company will take the rest of the domestic roster, plus repertoire from Magnor, Atlantic/Aico and WEA International. Its Managing Director will be Max Hole, currently head of the UK division of WEA UK.

WEA UK To Split Into Two Companies

London - WEA UK will split into two separate record companies in De-

cember, to enhance its creative thrust and to com-

pete in a marketplace dramatically changed by this year's acquisition fever.

Each of the new com-

panies will have a separate identity - names are being researched and registered at present - as well as separate London headquarters. They will share sales, distribution and administrative func-

tions.

Mecano (BMG Ariola Spain) receive 10 platinum discs for sales of over one million copies of their LP 'Descanso Dominica' - the first Spanish act to achieve such a feat. Joining the band are: Monti Luoftten Co-Chairman BMG Music Int. (left), Gasmen Pars./CEO BMG Music Int. (right), and licensed product now

from BMG's own labels

and licensed product now

new album out now

available on LP, Cassette & CD

the blue nile

Lenny Kravitz - Let Love Rule

The Single - Out Now
Fuji Buys 25% Of Virgin For £96M

by Hugh Feather

London - Virgin Music Group has finally confirmed months of rumour by announcing a £96 million partnership deal with the Japanese Fujitsu Atlantic Communications Group (FCG).

FCG's Pany Corporation, a record and video company that achieved the highest revenue in the Japanese market last year, has taken a 25% shareholding in Fuji in exchange for the investment.

The deal means that Virgin, the world's sixth largest record company with a turnover of £260 million in the year to July 1989, will retain its much-vaunted independence. FCG is one of the world's largest media conglomerates with 100 companies worldwide. The agreement allows Fuji to manage a portfolio of over 100 companies for US$5 billion a year.

Last year, Virgin Chairman Richard Branson, reprivatised his company for £248 million after a brief flotation on the stock market.

When announcing the Fuji deal, Branson said: "We could not have a better partner. We did not want to sell out to a major. This way we can keep our independence and realise the true value of our quarter share without losing our identity like Island, Chrysalis and A&M.

Branson said he would plough "virtually all" of the money into the Virgin Music Group, to repay the debts incurred when he bought back the company. Any remaining money will be used to expand the record, publishing and studio divisions. He hinted that he would probably establish a second US label later this year following the successful launch of Virgin America. The company has broken more new acts in the US than any other label in the past year.

PolyGram Wants Euro-Operation

Amsterdam - About 30 representatives from PolyGram's European companies attended a product meeting here recently aimed at increasing international co-operation.

PolyGram's European President, Richard Branson, reprivatised his company for £248 million after a brief flotation on the stock market.

APPENDIX

Richard Nixon Blown shot, Woodstock Rock, Begin, F-for Terror On The Threshold in Iran, Russians Wheel Of Fortune Heavy Metal, Debts, Homeless Bernie Goetz, China's Shores, China's Rock and Roll, Take It Anyhow

We didn't start the fire
**Pan - European News**

**MIPCOM Registrations Up 32.6%**

By Hans Fuller

Cannes - More than a thousand companies had registered for this month’s MIPCOM (October 12-14) at press time - an increase of 32.6% on last year. Of these, 32% were stand-up buyers (up by 24.9% on 1988). MIPCOM predicts a total attendance of 6,200.

Among the program producers, Super Channel launches its new show, "Hit Studio International" (MIPCOM September 23). Las Vegas-based Japan’s Fuji Television with UK independent Hunky Dory. And France Televisions further its strategic alliance with UK’s Palace Pictures, offers a new music series called "Beyond the Converge", devised by Eurythmics Dave Stewart, for co-production arrangements and pre-sells. Exclusively, European tele-communications satellite organi-

**UK & IRELAND**

**BMG UK Backs Cassette Singles**

By Hugh Fuller

Bournemouth - BMG UK Chairman John Preston threw his weight behind the cassette single at the company’s convention here - echoing CBS Managing Director Paul Russell’s support for the format a week earlier.

"Singles are selling up highly and there is a clear polarity between singles that make the top 5 and the rest. Moreover, the pro-

**Jazz FM Appointments**

Jazz FM is to be the on-air identity for London Jazz Radio, the first of London’s three new specialist music FM stations. And the station has announced several key appointments. Mike Barnard, from sales House Sound Advertising Sales, joins the station as Head Of Sales & Marketing. John Catlett, who was involved in the launch of Dublin-based Atlantic 252, will consult on station strategy, while ex-Radio Managing Director Rob Jones is to advise on pro-

**Shakespeare’s Sister - Debut Album Goes Gold**

When Siobhan Fahey left Banarama last year to pursue her own career, she was determined not to trade on her former band’s name. But she has stuck to her promise.

She was not planning to rush into her new career either, as soon as she met up with engineer-producer Richard Feld-

& **Country Supports Country Radio Bid**

By Paul Easton

Surrey-based independent radio (IR) County Sound is backing an application to run a country music station, which was advertised by the Independent Broadcasting Authority last week. Joining County in the bid are Toby Wyborn, an authority on country music output, Neil Armitage, Super Channel’s Hits Studio International producer and Radio 2 producer Bill Bebb. Wyborn said: "We will be looking for something outside the mainstream country market. Country Sound Special Projects Manager, Terry Mann: "We think the growing public interest in country is not adequately reflected by broadcasters. Last year’s Gallup Poll, commissioned by the Country Music Association, revealed that country music was one of the most popular genres. Country’s application faces stiff competition - many of the 31 un-

**R&R Radio Domestics**

The lack of backing for home-grown talent in a highly controvers-

**Medium Rotation**

**Team 2 Five**

"I can’t see our current in-

**First Showings**

Lisa Mervin

"In this common market of 350 million potential viewers, an abnormality of choice. Many private TV stations could achieve a healthy financial status and offer high quality programming. If there are 20 stations, each will be left with 5% of the market, which..."
Chrysalis Gets Confidence Boost

Andy Taylor and Radio Promotions Manager Robert Lyng have been brought in from WEAs to strengthen Chrysalis and help it achieve its aim of becoming the jewel in EMI’s crown.

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Chrysalis was established in 1966 and has since become one of the leading record labels in the UK. It has released recordings by many of the biggest names in music, including Elton John, Pink Floyd, and The Rolling Stones. The company has had a number of successful albums and songs, and has won numerous awards and accolades over the years.

Andy Taylor has had a long and successful career in the music industry, working for several major labels and record companies. He has been involved in the promotion and marketing of many successful artists and albums.

Robert Lyng has also had a successful career in the music industry, working for various record companies and promoting and marketing a number of successful artists and albums.

The senior management team at Chrysalis was overhauled last year, with the departure of John Coghlan, who had been the company’s Managing Director since 1975.

Chrysalis’ new Chief Executive, Paul Conroy, was appointed in January 2000, and has been working to improve the company’s performance and increase its market share. He has been focusing on developing new acts and expanding the company’s international presence.

In addition to Andy Taylor and Robert Lyng, Chrysalis has also recruited new staff, including new artists, A&R staff, and marketing personnel. The company has also invested in new technology and facilities to improve its operations.

Chrysalis is one of the leading record labels in the UK, and has a strong track record for producing successful artists and albums. With the new management in place and the company’s renewed focus, it is hoped that Chrysalis will continue to be successful and become even more of a jewel in EMI’s crown.
WDR Boss Warns Against Privates

As the footnote of Modern Talking, Thomas Anders shared in the need to increase the price war

As the Boatman of Modern Talking, Thomas Anders will be launched with a single as a probable chart entry.

Product Manager Heiko Pump, in Cologne According to Teldect, the ARD's weekly video count

in what is believed to be a world premiere, a West German company is

all the tracks are in English.

SPOTLIGHT

Andres Is Back With A Difference

by Robert Long

In a speech following his election ceremony, the network's Managing Director, Luciano Linzi, Bridge-

screens and on cassettes distributed to stores, discs and cafes. Public TV has offered airplay to Anders and 'Forment', the ARD's weekly video countdown show, is tipping the new single as a probable chart entry.

late last month Teldect began a four week 15-spot TV advertising campaign on Tele 5. At the same time Anders undertook a national media tour resulting in extensive radio and press coverage. Teldect is supporting the album campaign with nationwide point-of-sale displays and a national tour is planned for this autumn.

Innovative Cover Concept

In what is believed to be a world first, a West German company is using an innovative non-musical products and services.

the need to increase WDR's competences and to improve the overall quality of the station's product.

PolyGram Forms Video Company

PolyGram is widening its scope with the formation of a new TV and video production company.

PolyGram West Germany has just signed a contract with the film production company Mediapool to form Juliana TV & Video.

Music clips and features produced by the company will be marketed on CD by PolyGram.

Fuenfgeld To Head SDR

Hermann Fuenfgeld has been elected to be Hans Bausch's successor as Director-General of the Stuttgart-based public broadcaster Südwestrundfunk (SWF). Fuenfgeld, who previously held the position of Vice-President and Executive Director, will expect station executives to work within strict financial budgets.

The appointment follows the recently published McKinsey report on the proposed merger of SDR and the Baden-Baden based SWF. It predicted that merger, rather than cooperation between the two stations, would allow staff levels to be cut by 250 and assure both stations to run more efficiently.

Fuenfgeld is known to support the McKinsey Institute findings which ranged from DM 90 million (appr. £29.4 million) if the predicted merger takes place.

Retailers Discuss Price Structure

Hamburg - Eventually, LP and CD prices will level out at around DM 20. Nevertheless, the death of the LP format is far from certain, says Wolfgang Orthrath, Head Buyer at retailer World of Music (WOM).

Speaking to Music & Media about the price war between West Germany's record retailers, Orthrath and Erhard Neureuther - Managing Director of Schau-

hans et al, by whom a mix of hi-fi equipment and record chains - expressed concern about the price war and said they were willing to risk taking new product.

According to the customer benefits from heavy competition, we should not rely exclusively on our pricing policies. It would only create a negative im-

message... "The network... is... in... the... Rock... Cafe... is... broadcast... on... October... 16... to... 20.30... hours...

Super Six Launches New Weekly TV Chart Show

Super Six, the TV company which networks music programmes to 22 local stations, has introduced a"Super Six" chart show for the autumn/winter season.

As part of the new "Super Six" project, a weekly chart show will be broadcast on October 16 to 20.30 hours.

Space will also be given to new records and there will be interviews, special features and a chance to win an Italian album, "Hit Of The World", which fills the Friday slot, features records popular on the international markets.

"Rock Cafe' is broadcast on 23 October 20.30 hours. Its afternoo

Andres: "The initial sales figures for the home market are promising' but this is the type of music that should find success in America, France, and the UK. We are working with our usual independent associates but are also looking for interests from the major labels in those countries.”

For the home market, Contempo is pushing for airplay on the major private radio stations and has taken out advertising space in several national magazine music press. Hy-

We are the network's leading nation and are the preferred source of information for the ARD's national viewers.

For the residential market there will be a number of interna-

cional artists. For example,ursors and visitors request deductive and exclusive interviews with Paul McCartney.

"We can offer a national poster campaign and a national audience is about 350.000, rising to 1350.000 at our large regional stations. The audience for the Rock Cafe' is broadcast on 23 October..."

Director Luciano Linzi, Bridge-

recorded a duet with Ray Charles. "We are pleased with the success of this project," he said. "It is proving to be a valuable addition to our regular programming.

"Rock Cafe' is also broad-

near broadcasts of a number of exclusive in-

Kollo.

Hypnodance are not the type of artists who use, or might use, radio to advertise, then we do too!' Fuenfgeld is known to support the McKinsey Institute findings which ranged from DM 90 million (appr. £29.4 million) if the predicted merger takes place.

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FRANCE

Government Backing Wins Approval Of Industry

Paris: The French government has announced a series of measures to boost the country's music industry - backed by a 50% increase in funding to Ffr 43 million (app. £ 4.2 million) next year.

Minister Of Culture, Jack Lang, says the aid - which will be spent on building or renovating concert halls and, in particular, venues with less than 400 seats. Ffr 4 million is allocated to subsidise small labels, and Ffr 1 million will help finance pilots of rock TV shows.

Another Ffr 1 million is to assist young rock bands through a new foundation called FAIR, which will provide in various areas such as tour support and recording.

The announcement of French government backing for the country's music business has been greeted with widespread approval by the industry.

The newly-formed Centre D'Information Du Rock (CIR) has, according to Lang, been 'pieded by three main ideas: Firstly, we want to help music develop wherever we can. Secondly, there is an obvious need to strengthen the economic base of the music industry and we want to help it to become a growth support. And finally we want to provide the talents of French artists and professionals with the necessary backing'.

"Today, French music is showing signs of genuine self-confidence. We must capitalise on our position and help the industry to grow. In the near future we will be competing in a more open battle for European markets and we want to make sure we are well placed to succeed," the minister added.

The CIR is an association of French and foreign record companies which states "we are going to make it difficult to attract finance from the financial institutions. The money will be used to buy computer equipment and to assist with development and retraining projects.

The support for the small independent labels like Boucherie and Bondage has been an important feature since 1971, when the funding body was set up. But with over 120 labels now having contracts with the CIR, it is clear that the government is not only backing its beleaguered counterpart in the music business, but also a direct consequence of recent difficulties.

"Compagne des Muses" is a music policy which encourages the discovery of new acts. We bring the artists in front of people from different walks of life, to the public. It is a matter of making this sort of system available, especially for acts who don't have the means to develop and demand as much as the larger labels can offer.

In 1990, Ffr 10 million (app. £ 660,000) will be divided among assisting large, modern acts, and helping smaller, emerging artists. For example, this year, the television Ministry has signed a deal with the city to build the Zenith, a new venue for modern acts like those already seen in Paris and Montpellier which is expected to have a capacity of 3,000 - 5,000.

At the same time, the government is funding Le Bateau ivre, one of the city's smaller venues.

Holland's Media Commission has given the go-ahead to Radio Televisie Veendam (RTV), but has ruled that rival commercial broadcaster TV10 should not be allowed to transmit its programming from more than 50% of the output to be produced outside Holland. The station's management has said it will appeal against this decision but will continue transmitting.

"The Commission says it is 'in line with the Dutch government's effort to preserve foreign investment and altering programme content. TV10's programming, however, will be cut drastically.

There are still a number of court cases pending which could yet stop RTV. The most significant is an appeal to the Supreme Court by the NO1 broadcast advertising firm and the NDP newspaper group. This means that it could be a long, drawn-out battle."

The media commission has already ruled that all 'foreign' broadcaster because its parent company, Luxembourg-based RTL, already operates in English, German and French-language networks (RTL, Radio Holland and RTL-Plus). And only 20% of RTV's programming should be transmitted at over 70% of the output to be produced outside Holland. The station's management has confirmed that TV10 will appeal against this decision but will continue transmitting.

The Commission says RTV is a 'foreign' broadcaster because its parent company, Luxembourg-based CLT, already operates in English, German and French-language networks (RTL, Radio Holland and RTL-Plus). And only 20% of RTV's programming should be transmitted at over 70% of the output to be produced outside Holland. The station's management has confirmed that TV10 will appeal against this decision but will continue transmitting.

The proposal was made by the CVP (Communist Party), and it won't be until the end of November that the French government will debate the proposal. And finally we want to promote the video directed by Pascal Mourier which is due for release next year".

"Firstly, we want to help music develop wherever we can. Secondly, there is an obvious need to strengthen the economic base of the music industry and we want to help it to become a growth support. And finally we want to provide the talents of French artists and professionals with the necessary backing."
**Scandinavia**

**Spotlight**

**The Gnags Keep Rocking**

Veteran Danish rock band Gnags have struck immediate gold with their new album *Mr Swing King* on Genly Grammofon (GENLPI73). The LP - the band's 15th - shipped gold in Denmark on the first day (September 21) of release.

The Gnags are now approaching total sales of around a million albums in Denmark; their last eight LPs all went gold or platinum. The new album follows a compilation released last year, *Under the Moon*, which sold 65,000.

*Mr Swing King* was produced by Gnags, Mats Rønnefeldt, Nick Patrick and Jay Burnett at Feedback Studios in Aarhus. The Gnags, who formed in 1966 and created the Genly Grammofon label in 1975, will support *Mr Swing King* with a 30-city tour of Denmark's largest venues, beginning on November 1.

**Bilingual Radio On Air In Lisbon**

Radio Paris-Lisbon (RPL), the new bilingual radio in Lisbon (see front page), features music, news and current affairs in French and Portuguese. The station, which became fully operational on October 31, broadcasts from 06:00-22:00 hours.

Sofrad President Antoine Schwartz says RPL targets French speakers in the 40-60 age group and also hopes to attract "younger people interested in an international sound". He adds that KPL is still experimenting with its contemporary music format.

Schwartz: "The balance between the languages depends on the radio station - we are not imposing any strict percentages. We are keen to promote French culture and language in the lead-up to the expected changes of the European single market in 1992."

The European project has been largely devised by Schwarz, who will be replaced shortly by Radio Monte Carlo Director General Herve Bourges.

**Peter Gabriel Goes Flamenco**

Seville - Peter Gabriel is to host a one-hour programme on flamenco music for worldwide TV release. "Magic Flamenco" is being produced by the production company Productora Andaluza De Programas. Noted for his experiments with ethnic and primitive music, Gabriel says he might incorporate flamenco music into future albums. "I am interested in finding out what can emerge from combining rock and flamenco!" The show is scheduled for release in spring next year.

**Dual TV Launch For EMI Acts**

CBS is releasing a new LP by Placido Domingo (right) on October 15, entitled "Sonatina De Español". Written and produced by Manuel Alejandro, the LP's title track - a duet with Julio Iglesias - is the theme song for Seville's 1992 World Fair.

**A Quiet Storm Is Growing Across Europe**

- *Love Prayer*
- *How Does It Feel The Morning After?*
- *On Tour In Italy - October 15, Modena 16, Fiorenzuola 17, Milano 19, Padova 20, Cisena 22, Torino Big Club*

- The Silencers have sold 150,000 albums across Europe

**A Blues For Buddha**

- Compact disc, album, cassette

**A Quiet Storm Is Growing Across Europe**

- The Silencers have sold 150,000 albums across Europe

**So Now You Know**
3 Million Ancient Hearts

Tanita Tikaram's debut album sold 3 million copies in 52 weeks in Europe, with top 10 albums, gold and platinum discs in: Austria, Belgium, Denmark, Eire, Finland, France, Germany, Greece, Holland, Italy, Norway, Portugal, Spain, Sweden, Switzerland and the UK. Listen out for The Sweet Keeper early in 1990. WEA.
WEA're all over Scandinavia!

From this summer Wea operates in all four countries in Scandinavia, Sweden, Norway, Denmark and Finland. In July both Denmark and Finland started as Wea affiliates. Sweden has been a Wea affiliate since 1979, for 10 years and Norway since 1987.

Sweden • Norway • Denmark • Finland

Although still relatively unknown in their home country, UK band Bliss have become one of the success stories of the Italian rock scene during 1989. The West German market has also been attracted to the group, whose debut album 'Love Prayer' for EMI's Parlophone label has now sold 90,000 units in Europe.

Mark Colleen Senior International Marketing Manager, EMI Records: "The album was released in May and almost immediately there was great feedback about it from our Italian and West German companies. Subsequently, Bliss visited Italy to do TV and radio and during the last six months they have made around 20 visits there including doing some gigs in Sicily. Love Prayer has sold 40,000 units in Italy which is excellent for a new act."

The band have also done regional TV promotion in West Germany and the album was backed up with point-of-sale materials and press advertising. Colleen: "Their success is slowly beginning to spread through Europe. France is showing a lot of interest in their third single 'How Does It Feel The Morning After?' and other territories are noticing the band. The album has even done 10,000 units in Brazil!"

Originally from Coventry, Bliss first signed to Island Music three years ago, and subsequently to EMI Records in 1987. The band are fronted by Rachel Marris who, along with bass player Paul Ralphs, writes all the material. Also in the band are guitarist Paul Sirett, keyboards player Roger Ashwell and drummer Chris Baker.

Their debut album was recorded at Konk Studios in London and produced by Hugh Jones and mixed by Jon Kelly who has worked with Deacon Blue. Bliss toured with Hue & Cry throughout the UK and are just starting a UK tour supporting Van Morrison.

Colleen: "It will be an acoustic set with Rachel very much to the fore. Our marketing will concentrate on her as the visual centre of the band. The idea is to cross the band's European success back to the UK!"

After touring with Van Morrison, Bliss have their own UK college tour lined up followed by live dates in Italy and West Germany. They were signed to EMI after releasing two singles, 'I Hear You Call' and 'Your Love Means Everything', for their own label Serres Records. 'I Hear You Call' was subsequently re-recorded for their first EMI single and has been followed by 'Won't Let Go' and 'How Does It Feel The Morning After?'

Daniel Lanois Steps Out On His Own

Daniel Lanois, after 10 years of being in demand as one of the most popular producers on both sides of the Atlantic, has just completed his first solo LP, 'Acadie' (the French colonial name for Canada), released by Warner Brothers' subsidiary Opal, as a rich and varied record.

The album includes an acoustic version of the traditional French song 'Jolie Louise' (currently picking up good airplay in France) and, from the other end of the music spectrum, a new age track called 'While Mustang II', co-written with long-time friend and collaborator Brian Eno.

The album was recorded over a period of one year, mainly using Lanois' mobile studio - the same unit that he used in New Orleans while producing The Neville Brothers' latest LP 'Yellow Moon'.

During that time Lanois tried to concentrate solely on his own material but he did find time to work with and produce Bob Dylan's latest album 'Oh Mercy'.

Acadie has moments that recall some of the artists he has worked with over the years (U2, Peter Gabriel, Enos and Martha 9 The Muffins) but they take the form of an affectionate recognition of his contemporaries, mixed in with a style that is very much his own.

Says Lanois: "Sometimes I thought that what I was doing was too close to the people I've worked with and I left it out. But the stuff on there that does sound like The Edge or Brian Enos is meant more as a thank you for what they've given me!"

Ironically one of the album's most striking moments is a version of Amazing Grace sung by Aaron Neville that was originally meant for inclusion on the Neville Brothers' 'Yellow Moon' LP. When it was decided not to use it, Lanois went on the recording in order to turn it into something he could use.

According to Sue Wildish, European Promotion Manager for Wea International, the album in many ways promotes itself. "We are trusting this record in much the same way as the LP 'Robbie Robertson'. It is a phenomenon that will grow and just how good it is. "Daniel has just finished a three-week promotional trip of Europe and he is intending to tour the Continent again in the new year with his own band. He has taken great interest in every aspect of the promotional campaign."
MUSIC & MEDIA

Talent Tracks

Promising Acts

Time Is All We Need
Time Is All We Need (Some Sweden)
Contact: Genlyd/Granitet
Tel: +46 8.497070Fx:497070

They have appeared on the cassette before and with this, their third single, they have produced yet another classy pop song. A new act building up a solid foundation in Scandinavia with a debut LP due in October. License and sub-publishing free except Scandinavian.

Adventuras De Kirlian
Victor (DRO/Spain)
Contact: DRO/Erwin Hartel-Het M T:44650000/F0:446000

Playful, almost psychedelic pop from this new Spanish band. Jangly, guitar-based music with a distinctly un-Spanish character. Licence and sub-publishing free except Scandinavian.

Machanic Manayruke
Kane Vatsvene Yopinda
Contact: Cooking Vinyl/UK
Tel: +44 7506600/Fx:750660

Zimbabwean pop music with a laid-back feel that is somewhere between hi-life and world music. No publishing but licence available for the world except Spain, Italy and West Germany.

Gnags
Mr Swing King
(Genlyd/Denmark)
Contact: Genlyd/Gidgets配件
Tel: +46.6.497070/Fx:497070

High quality music from this immensely popular Danish band. They have sold 75,000 copies in three weeks in their home market and could well do the same elsewhere. An English version is a possibility. Licence and sub-publishing free except Scandinavian.

Annica
I Can’t Donate A Broken Heart
(Glennwood/Sweden)
Contact: Gapit/Brno
Tel: +46.8.856800/Fx:85680

Thoroughly modern dance music with an SAW type production. Released in West Germany by CBS, this is extremely radio-friendly material. Licence available for the world except Europe (unless CTS affiliates turn down the option) and Japan. No publishing.

Leopold Nord & Vous
Des Filles Et Du Rock And Roll
(Congas-Belgium)
Contact: Congas/Bejoel
Ontario: 323.21 225674/Fx:241663

They scored a hit two years ago with C’est L’Amour and this is their third single. A Belgian duo with a knack for a catchy tune. Licence and sub-publishing free except France, Belgium and Germany.

Gail Freeman
Danger In The Airwaves
(Turn Turn Turn)
Contact: Savage/Stefan Aulen
Tel: +44 7902012/Fx:790186

Streetwise soul in the extremely trendy garage mould. More good product from one of the most consistent dance labels in the UK, currently picking up dancefloor interest. Licence and sub-publishing free except the UK.

Broncobilly
Chaotic Heart
(Project/Italy)
Contact: Project/RecMP
Tel: +39 6.680333/Fx:680333

A New Italian duo who met in the UK and who were then discovered by producer Mark Houston who financed the recording of this song. Promising stuff from a bright, young act. Right: free for the world.

Hong Kong Syndikat
Real Men Don’t Eat Gummibears
(Gig Austria)
Contact: Gig/Markus Spiegel
Tel: +43 222 512249/Fx:512249

The theme tune for the film of the same name is very post house with an attractive melody and a wavy charm. From the company that brought you Bring Me Edelweiss. Licence free where WEA affiliates turn down the option.

Go In Independent...

by Karen Roffe

Vince Clarke and Andy Bell (Erasure) led the singles race by a large margin with Drama on what is otherwise a comparatively quiet chart. Already a huge Euro smash, Real Wild House (BCM) by Paul O’Dottire deputes at 15 ahead of Golden Ears’s Grenville Hamilton’s Dead (Sarah) at no. 19. Cappella (who scored a hit in April with Hold My Heart) returns with a new 45, House Energy (Music Man), which this week appears at no. 27.

Primal Scream hold on to the album lead followed by 808 State’s (Quadrant) (Cored) while Situation Two pin their hopes on Red Lorry Yellow Lorry’s latest vinyl offering, end of the year. The album will feature a number of guest vocalists/rappers including Yaki K on Spin That Wheel which will be the next single.

The company has several other releases that are well worth checking out including Hunting Hunting, who were featured on Music & Media’s Benelux Fizz CD sampler. They are ARS’ first pop act and they have already been snapped up by SIB Records for the rest of the world.

There will also be a release by Oska, otherwise known as Jey Wils, an ex-member of Mai Tai. They had hits in the early 80s with Body And Soul and History, Now Is This Love, which was recorded at Holland Studios and produced by Rutger Kroese (who also produced the excellent That’s How I’m Living by Tony Scott), is tipped to be a major crossover success.

Apologies to Evert Wilbrink and Columbus in Holland. When we featured Jack Miller on the Talent Tracks section and in the newsletter for cassette no. 31 we printed our own fax number instead of theirs - the proper number is 31.20.662980.

Blow (no. 6). Attention falls on the PWL camp as it prepares for the release of Kylie Minogue’s second album Enjoy Yourself next week. By contrast this coincides with the release of the Sugarcubes Here Today, Tomorrow Next Week (One Little Indian).

Returning to the singles survey, just bubbling below the top 50 is We Are There (Champs) (Music Of Life) from Asher D & Daddy Freddy. The single features the vocal talents of MC Freddy who holds a place in the Guinness Book Of Records as the world’s fastest rapper.

...I have found a beautiful golden haired princess with the voice of an angel. The angel is that of Jan Joplin...

Goodtimes Magazine, U.S.A.
Singles of the Week

- Milva - Una Storia Ineretuta - Metrophone
  The latest LP by this popular Italian singer is a return to her roots and features strong, simple arrangements that give new life to this distinctive voice. Produced by strong, simple arrangements and largely composed by Franco Brittan, this is a striking and profound effort.

- Carmen - Set Me Free - WEA
  This was expected from Chapman after the success of her debut LP and to some degree she has succeeded in delivering another good record. Tracks like Born To Fight and This Time feature a variety of style and instrumentation that give new life to her voice. Other tracks, though, are more gentle and content to her previous work that one can feel a sense of deja vu.

- Dan Reed Network - Slam - Mercury
  The second LP by this multi-racial band is another solid mixture of funk, rock and pop. Produced by ex-Cic Chic guitarist Nile Rodgers and written by frontman Reed, the songs are either heavy and hard-hitting or soft and passionate. Best: Make It Easy, and Under My Skin.

- Brynna Cronk & The 5 O'Clock Shadows - Creatchin' - EMI
  Featuring an impressive row of guest artists including Eric Clapton, Mark Knopfler and Toots Thielker, Cronk and his band have delivered a first-rate, blues/rock album with a traditional approach. The backbone of their sound is crystal clear guitar playing and a conscientious emphasis on heartfelt vocals. Check out No Money 'All, Shine On and My Government.

  After a three year lay-off largely caused by nervous exhaustion, the Boys In Town are back. The new album lacks the humour that marked their earlier work but makes up for that with some sharp, catchy songs and a tight, no-nonsense production. Try Blowin' In The Sky, Love Jungle and Wild.

- Ian McCulloch - Caddieib - EMI
  The first solo LP by the ex-lead singer of Echo & The Bunnymen is basically a continuation of the style pioneered by that band. Jangly, atmospheric guitarics recall the Velvet Underground swirl around McCulloch's distinctive voice and the better tracks sound like The Bunnymen. But often it is distinct more than the music one has a sense of deja vu.

- Belinda Carlisle - Leave A Light On - Virgin
  Transatlantic guitar pop with a strong, definitive a list. A promising lead-off single from the forthcoming LP Del/Dead And Blonde. Produced and mixed by Tom Bailey (Thompson Twins) and Eric 'ET' Thorogood, it is economically arranged dance/pop.

- Martika - I Wake My Eyes - CBS
  This is an addictive, snoozy-song with a distinctly fragrant vocal and melodic acoustic guitar. D.A.D.

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### Most Played Records in England During the Week Ending October 27, 1990

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RUS: SILENT is the new single from the debut album ‘Sacred Heart’ it’s available on 7, 12, compact disc and cassette single formats.
**MUSIC & MEDIA**

**EUROCHART hot 100 SINGLES IN EUROPE**

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**EUROPEAN top 100 ALBUMS**

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**MUSIC & MEDIA**

**top 3 albums in europe**

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**MUSIC & MEDIA**

**UK & IRELAND**

- Bros
- Double Trouble & The Rebel MC
- The Wedding Present

**GERMANY**

- Milli Vanilli
- A-Ha
- David Hallyday

**FRANCE**

- Alain Souchon
- Jeanne Mas
- Lippsink

**ITALY**

- Spagna
- Mina
- Alice

**SPAIN**

- Toto
-Segments
- Nino Rota

**SCANDINAVIA**

- Dinamita Pa Los Pelos
- Ratata
- Karin Salomon

**Benelux**

- US Hot
- Christpher Sandelinn
- Dan & Phillip

**Country Index**

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ITALIAN OUTLOOK

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Born in Italy
Ala Bianca group
Via Mazzoni 34/36
Fax 59/219.218
Tlx. 512.087

working all over the world
publishing and music productions
Modena 41100 Italy 059/22.38.97

EMI's European Co-Ordinator Lisa Hunt, Miriam Makeba and Sicilian group Denovo are PolyGram's priority acts for Europe. Hunt - whose new Zucchero-produced album A Little Piece of Magic will be released in late November - will support Zucchero on his European tour both as a backup artist and a solo performer. Zucchero's current LP, Utile Piece of Magic will be released worldwide.

"It is not enough to be Italian, British, German, French or Spanish. Until certain countries lose their sense of nationalism we still can not use the phrase a united Europe!" At EMI, Managing Director Roberto Citterio supports the international concept and claims most other Italian majors treat their artists as local acts whether they sell one million units or not. EMI's European Co-Ordinator

Eros Ramazzotti (DDD) - new LP to be released throughout Europe next year.
With the recent success of Italian artists such as Zucchero, Vasco Rossi, Gianna Nannini, Spagna, Paolo Conte and Eros Ramazzotti, the argument that music made in Italy is not for export appears to be wearing thin. And, as the list of national acts outsell their international colleagues in Italy - in concert and on record - there is a buzz within the industry that the country is poised to stamp its identity firmly on the international music map. But who are the record industry's priority acts and how are they being promoted on the international market?

Eugenio Morgantini, BMG International Exploitation Manager, has no doubts about how to break an artist. "You send out demos, produce videos, meet people and talk. You have to convince others how good your product is and then find good promotional methods!"

In terms of international success, Morgantini says releasing product in Spanish has been one way of breaking Dalla & Morandi and Luca Carboni in Spain. And he believes West Germany is a good potential market, because 20 million West German tourists visit Italy each year.

Mario Castelnuovo and Scalpi are high on Morgantini's list of priority artists. He also has hopes for Lucio Dalla as a solo artist on the French market. He believes that Dalla's cultured style could appeal to the "elitie" taste of the French. Meanwhile, Robert Thomas will soon release an album which will be promoted on a worldwide basis.

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Or, Incenso & Birra has sold more than 800,000 units. Meanwhile, Demos's October album "Veni La Dalle Madame A Cercare" was produced by EMI artist Franco Battiato. For Miriam Makeba, International Exploitation Manager Giorgio Bozzo says they will be working hard to find new markets. PolyGram recently set up a series of European meetings for its marketing staff. The first was held in Amsterdam where Bozzo presented product by various PolyGram Italy artists. Further meetings will be held every couple of months.

London-based Roger Forrester, Eric Clayton's manager, has taken on promotion and marketing for Zucchero outside of Italy.

The newly signed Ron will be a priority artist for WEA in 1990. Ron, who previously recorded for BMG, will release an album early next year and Managing Director WEA & CGD, Marco Bignotti, feels he will be a real European money-maker.

WEA has regular top management meetings with managing directors from West Germany, France, the UK, the Benelux, Spain and Portugal where decisions are made on which artists to support on a pan-European basis. They consider the opinions of label and marketing managers and one of the main priorities is to decide which artists have long-term quality.

Other European priorities for Bignotti are Grazia De Michile and Massimo Priviero, plus newcomer Ricky Portera (ex-Studio guitarist), who will have product released later in the year.

Massimo Ranieri is also high on Bignotti's list. The former San Remo winner will release an album to coincide with the start of his job as host on the RAI TV variety show "Fantastico!".

CGD is currently in the process of restructuring and is looking forward to 1990 as a year for European success. Bignotti says that one of the great achievements of the restructuring is that no CGD artist has been affected by the changes.

Pablo Conte, who renewed his contract with CGD in April, will be aiming to capitalise on his recording success, while I Pooh, Enrico Ruggeri and Giacomo Cilento are also on next year's priority list.

Bignotti says RAF, who is currently enjoying enormous success in Italy, is bound to carry that over into Europe and feels the same about Umberto Tozzi, who gained a considerable reputation with the live double album "Live From The Albert Hall". CGD will continue to invest in Maria Bazar and Sergio Capuano.

Virgin (Italy) used the parent company's recent International Strategy Convention held in Italy to present its artists to delegates from all over the world. A&R Director Mauro Cauchi feels there is no substitute for seeing a band live and a 50-minute video of a showcase performance of acts including Eduardo Bennato, CCCP Alberto Solfoni, Elite and Gianni Nocentini is being sent to all Virgin affiliates.

While Abbi Dubbi, Eduardo Bennato's latest album - which has sold in excess of 450,000 copies in Italy - is soon to be released worldwide, Virgin will wait for European reaction to the music of CCCP, Alberto Solfoni and new group Elite. New age artist Gianni Nocentini will be easier to market because his instrumental music surpasses language barriers.

Cauchi points out that Virgin Italy is a young company: "We need to use the experience of our long established European colleagues. We may start to send out demo tapes and ask for suggestions to make our products more suitable for the European market. Our is a different culture which is not easy to combine with the rest of Europe. I am particularly interested in co-productions with France and Spain."

Baby Records has not been involved in record production for a while. However, while in the process of assembling a new catalogue of artists, it does have the group Rondo Veneziano, who will present its artists to delegates from all over the world.
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ITALIAN OUTLOOK

continued from page 28

release their new album Masquerade at the end of the month. International Manager Monica Dahl says their new LP will be released in West Germany and Switzerland as well as Italy. The band's last LP, Concerto, is being released in France. Baby Records has promotion offices in Italy, West Germany and France, enabling on the spot backup. Donatella De Gaetano, International Director at DDD says Mars Boyce (CBS) - album G/no Italian/French co-production. there are no precise rules for European success. Gaetano: "We work abroad like we do at home - we push!" DDD's strategy is to send European partners demo tapes of product before it is released. This is followed up with press cuttings of home successes. Gaetano cites the success of Eros Ramazzotti, whose typical Italian melody is linked with a wider European appeal. Ramazzotti will release a new LP next year throughout Europe. Gaetano believes that newcomers Ljau have the same ingredients. They have recorded a Spanish version of their album, to be released this month. Their product will also be released in France and Holland. Gaetano has high hopes that artist Enzo Jannacci will do well in France and Holland and will test those markets when a double live album is released later in the year. DISCHI Ricordi Managing Director Guido Rignado is more cautious. Although he has two European stars - Gianna Nannini and Milva - on his roster he is not certain there is a European market for Italian artists. Rignado: "The external market is difficult for the whole Italian industry and not just for our company. Language is a problem and there are very few artists that achieve real success outside Italy."

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VOYEUR RENATO ZERO
LET'S START FROM ZERO

ITALIAN OUTLOOK

Tuning In To Italian Radio
by David Stanfield

After seven years of parliamentary promises there is no indications that the government of Italy has given away the majority of its power to the media companies. In January this year, Maurizio Mammari, Italy's Minister for Post & Telecommunications, announced "urgent" plans to reform Italy's radio and TV broadcasters. So far, nothing much has happened. More recently, private radio stations have taken matters into their own hands when the Association of Radio Publishers (AER) launched a campaign to secure a parliamentary debate on the issue. But even if there is a debate, changes will not come overnight.

Italy has two parliamentary chambers and both must agree on reformation legislation. With urgent issues of the day taking priority, Italy's radios seem subject to the laws of possibility, not the laws of the land. Meanwhile, left to their own devices, the small stations do what they like. The more organised aspire to network status, while the five big existing networks - Rete 105, Radio Deejay, Dimensione Suono, Radio Kiss Kiss and Milan International - battle for supremacy.

Rete 105
Established in 1980, Milan-based Rete 105 is Italy's top private network, with a daily audience of about 2.2 million. It is the only network that broadcasts to 100% of the country.

According to a recent survey by research company S&G, Rete 105° evening music show - Tunnel Express' presented by Marco Gulli is the most popular music programme on Italian radio. And the survey of 12-23 year-olds put another Rete 105 show in second place, Back To Back'.

The station's Public Relations Manager, Edoardo Hazan, says that the record companies need the network just as much as it needs them. Hazan says Rete 105 receives sample records for airplay and competitions, as well as world premieres of new product by major artists.

An example of the network's links with record companies is its campaign with Virgin for Simple Minds' Street Fighting Years L.P. With a L. 500 million (approx. £2.270,000) investment, Rete 105 had exclusive airplay of the album, an exclusive interview with singer Jim Kerr, plus advertising spots on the Berlin based TV channel, Canale 5. This month the network will air an exclusive interview with Paul McCartney, plus three songs from his Milan concert.

Hazan says the network develops its programme policies by giving young people what they want. After realising earlier this year the popularity of music from the late 60s and early 70s with its young audience, Rete teamed up with EMI to release a double compilation album. It featured music by artists such as Marvin Gaye, Roberta Flack and the Beach Boys.

Radio Deejay
Programme Director Pier Paolo Peroni says Radio Deejay, which has about 965,000 daily listeners, is unique - it programmes hit music for teenagers, and shows them off to celebrities from the fields of music, show business and sport.

Joanovatti - Italy's top DJ

Joanovatti is the man for radio music personality who has a real rapport with musicians and fans alike, Red Ronnie took his TV show 'Be Bop A Lula' to the network earlier this year. The 12-week, three-hour series was so successful that there are plans for a new series late in the year.

Peroni says servicing from the record companies - both majors and independents - is excellent, and adds that the network secures many exclusive previews.

Dimensione Suono
Luigi Ariemma of Rome-based network Dimensione Suono says radio in Italy is under-rated. He is pessimistic about moves to secure a parliamentary debate on radio legislation in the near future and adds: 'We are pirates, I am a professional DJ but I have no real identity as far as the state is concerned.'

Music Director Carlo Mancini: 'The Milan networks are privileged - we receive sample records but they are always late. About 90% of what they send is rubbish for our network. Every station is different and record companies shouldn't generalise with music. We need better co-operation.'

Ariemma adds: 'Record companies in the UK and US should know what goes on here. I'm a typical Italian phenomenon. All of the record companies were once based in Rome. Now, except for BMG which gives us excellent service, they have all moved to Milan.'

Mancini describes Dimensione Suono as a non-specialised hit radio with a leaning towards adult music. It's a typical Italian phenomenon. All of the record companies were once based in Rome. Now, except for BMG which gives us excellent service, they have all moved to Milan."

Dondoni says that in general, servicing from the record companies is good. However, he says there are often slow to release records by major artists. "Take the latest Shakatak single as an example. I asked PolyGram if we should buy it from the import shop or if it was due for release. They advised me to buy it from the import shop because it wouldn't be released in Italy for a month. That happens with many major European releases."

Milan International
Milan International has a daily audience of more than 484,000 and targets the 18-40 age group with a contemporary hit radio format. Programme Director Gigio D'Ambrosio says it is operated by US radio and does not play Italian music. D'Ambrosio: 'Our audience is increasing with our policy of Anglo/American music plus a healthy diet of black music.'

Milan International has its own chart and broadcasts the US top 40 and a black singles chart. DJs only break into the station's music format once every three records.

D'Ambrosio says the task for Milan International now is to cover all of Italy without losing its audience. "The plan is to transmit in Sicily, Sardinia and other parts of the South, and to maintain a policy of Anglo/American music plus a healthy diet of black music."

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ITALIAN OUTLOOK

How Successful Is Music Programming On TV?
by David Stannfield

There is no shortage of entertainment on Italian TV for the country's music fans. But the kind of coverage does not satisfy everyone in the record industry.

The private stations Video-Musica, Oden, Tele Monte Carlo and Cinque Stelle all transmit a wide range of music programming. But it is the bigger networks, like the three channels of state broadcaster RAI and two of Silvio Berlusconi's stations - Canale 5 and Italia 1 - which are the most popular and influential when it comes to music.

On RAI, viewers have the choice of everything from variety shows to specific music programmes like 'Notte Rock', 'DiscoRit' and 'International Doc Club'. RAI also screens many major national and international artists in concert and traditionally shows the annual San Remo Song Festival.

Maurizio Miretti, EMI TV Promotions Manager, believes that RAI's San Remo Rock and the 'Doc Club' are one of the Head Of Music Programming at RAI, Emilio Colombani, says that all three state channels provide ample space for music. He is particularly pleased at the popularity of Madonna's 'Turn concert last summer (4 million viewers) and the screening of Pink Floyd in Venice this summer (just over six million).

Luciano Giacotto Head Of Music at Berlusconi's Fininvest group of companies believes that: "Music is a form of show business. We cannot be complacent about our viewing figures and because of this we are constantly researching new programme ideas. I accept that RAI's 'San Remo' is the top music programme but, just like football, in Italy that show is an institution!"

The difficulty of getting airtime for unknown bands and artists is something PolyGram's TV Promotion Manager, Stefano Zappaterra, is very familiar with. "It is hard to break a new foreign act on Italian TV and almost impossible to do anything with new Italian artists, even if their product is wonderful," says Zappaterra, who points out that Eros Ramazzotti was 'the last performer to do well as a result of San Remo.'

Stefano Micocci, TV Promotions Manager for Virgin and Managing Director for IT Records, is equally forthright. Micocci: "The situation is grave. It is a big problem for the whole industry when the major TV stations do not give more space to newcomers!"...
Extensive Facilities On Offer At Italy’s Heaven Studios

Rimini’s Heaven Studios, featured here to coincide with this week’s Italian feature, can claim two recent successes. Italian artist Vasco Rossi recorded parts of his top-selling ENI album Liberi Liberi at Heaven and Edoardo Bennato chose the Studios to mix his recent Virgin album Abbi Dubbi.

Heaven Studios are owned by Mario Flores who started in the recording business in 1979 with Rimini Recording Studio. In July 1987 he changed its name to Heaven to present a new image. The facility is 10 kilometres from the Adriatic coastal resort of Rimini and a similar distance from the town’s airport.

Flores feels that his Studios offer peace and comfort plus first-class technical equipment and expertise. The two recording rooms, A and B, are specially designed by Neil Grant of Jacobs Studios, Surrey UK. 44 252 J15546.

Extensive Facilities On Offer

Studio A has an SSL 4056 console with Neve Recall G Series computer, plus Mitsuhashi X-850 32-track digital and two Studer A820 24-track tape recorders. Studer TLS 400 synchronisation is workable between both digital and analog systems. Other equipment includes Studer A80 1/2" and B87 1/4" machines with Dolby A and B; Sony 3600 digital mastering and two U-Matic for digital copies; Revon cassette and CD players, and Sony two cassette deck. Monitoring is via Genelec 1025 and Yamaha NS50 and NS540’s, while extensive outboard gear and a Bensondorf Imperial Grand piano completes the setup.

In the second studio, there is a 36-track, MCI JA600 console with bar graph; MCI GA24 and Studer A67 recorders; Sony CD player, Tape cassette deck and Linn RYF monitors. Both studios are tie-lined enabling complete outboard and recorder interfacing.

Heaven employ five staff, two people take care of administration, there are two studio engineers and one assistant. The complex also offers extra services including residential accommodation for up to four people, indoor sporting facilities, video machines and a swimming pool. Catering is also available.

Artists who have worked at Heaven include top Italian performers Zucchero and Claudia Baglioni, and Spanish artist Miguel Bose. Among the producers who have used the facility are Adam Seal, David Jacobs, Tony Mansfield and Gordon Lyon.

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One album he has recorded with songwriter Mike Batt and the London Philharmonic Orchestra. Called "Blues," it is a collection of ballads covering everything, Known Only To A Woman Shade Of Blue and his own Forester Autumn. The album is just out with the first single likely to be The Track's "My Time." Ex-Japan vocalist David Syl- van has a CD-only compilation on the way, to be released by Virgin on November 13. Titled Weatherbox, the box set will in- clude two tracks from the film The Pogues, which is being released on a 12" single on October 31. In Japan, A-ha's post-Potter career already immortalised on film, this week with the release of 'Garth Rockers & The Moonshines - Live At The Rit,' a video of Gillian's rockin' alter ego dedicated to Senegal's national rebellion. Meanwhile keyboard player Nick Rhodes is with the part of Andy Warhol in a forthcoming film about the artist's life. Rock One Europe is a series of Rock One London, which produces the week's new releases. This week's Four Seasons as a single to promote his recordings of the work. Kennedy, popular for his 5tet's credis Med USR music shots Roth Connexions lookers and rock music, will also be on the new Kate Bush album and he has recorded with Pogues, McCarthney's Flowers In The Dirt. The Who's impressive cast list from their Los Angeles performance of 'Bay City' at the end of - Phil Collins, Billy Idol, Simple Minds, Squeeze, Human League, The Human League, The Human League. SET YOUR TUNES TO '50s Next year, Roland Omaha The Seeds For Love, 20 on her debut nob her performances on The Seeds For Love, 20 on her debut nob her performances on The Seeds For Love, 20 on her debut nob her performances on The Seeds For Love, 20 on her debut nob her performances on The Seeds For Love, 20 on her debut nob her performances on The Seeds For Love, 20 on her debut nob her performances on The Seeds For Love, 20 on her debut nob her performances on The Seeds For Love, 20 on her debut nob

from music quotes

TWO WEST GERMANY

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feels

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PARK - Road To Hell

One Nation- Love Is

Billboard- I Want

Dio- Dragonheart

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