LEVEL BEST

A collection of their greatest hits

LEVEL 42

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LEVEL BEST

COLLECTION MEDIA

of their greatest hits

VOLUME 6

ISSUE 40

NOVEMBER 11

1989

An American Radio History
The Canadian phenomenon

Roch Voisine

He's having a major break-through in France

New CLT Service Completes '89 Plans

The start of test transmissions for CLT's Scandinavian daytime radio service next week brings to a close a year of aggressive expansion for the Luxembourg-based broadcasting company. Last spring, CLT's Head Of International Affairs Henri Roemer told Music & Media (April 9) that the pan-European broadcaster would launch new or revamped radio services in four territories before the end of the year. That is what it has done.

In April, CLT brought out its West German service, RTL, giving the station a potential audience of 15 million. In September, Atlantic 252, the Dublin-based long-wave commercial station aimed at much of the UK, hit the airwaves and last month Maximurn FM, a Paris-based FM network bought earlier in the year (as Avenue FM) by CLT's French RTL subsidiary, was launched. Now Radio Luxembourg, the 55-year-old UK service also owned by CLT, is bringing out a Scandinavian service featuring the Rainbow Radios, an Astra transponder with yet another new CLT venture, the Dutch-language commercial TV station RTL Nederland.

Radio Luxembourg Managing Director Maurice Vass: "Adding the possibility of satellite reception to the existing service is frankly not so important - it will be free for dish owners to hear us in FM stereo, but that's about it. "The really exciting thing is the cable radio market in Scandinavia. The success of Holland-based Sky Radio convinces us there's a lot to be said for a heavily music-based radio station aimed specifically at Scandinavians." The new service, due to air from November 13, will broadcast from 06.00 hours to 19.00 hours.

French Industry Turnover Up 35%

The French music industry has registered a 35.2% increase in turnover for the first nine months of 1989, reaching Fr 3.2 billion (approx. $300 million). This compares to Fr 2.3 billion for the same period last year. CDs took the major share of the market, scoring a 62.7% increase over 1988 at Fr 1.5 billion. Turnover for cassettes grew by 50.6%.

Patrick Fichet, Director General of French industry body SNEP, attributes the increase to several factors. They include the government's decision last December to lower the tax rate for records and tapes from 33% to 18.6% and its approval of TV advertising for records, plus the rise in popularity of portable CD players.

Virgin Retail Expansion Plans

Syd Pennington, who was recently appointed Director Of European Operations for the Virgin Retail Group, says the company is set to open 15 megastores in European capitals and major cities over the next five years. Early next year, Virgin Retail will announce details of a new megastore in Milan. Contracts have already been exchanged for a prime city centre site, about half the size of the Paris megastore, and the company hopes to open the megastore in time for next summer's football World Cup. See page 4

The French music industry has responded well to the new opportunities. The figures prove we are able to exploit our own market, but the priority now is to step up the export of French music. SNEP predicts strong growth for newer formats, such as CD singles and CD Video, though CDV is at present hindered by a 25% tax rate. Fichet: "We will ask the government to lower the rate, preferably to 18.6%".

In terms of units, the figures show cassettes as the major soundcarrier with sales of 27.5 million units (up 38.5%), followed by CDs with 25.5 million (up 66.8%). And the vinyl formats continue their descent - singles dropped by 15.4% to 1.9 million, while album sales fell by 14.7% to 1.8 million.

Paul and Linda McCartney recently met backstage with EMI (Electrical Or C Fly Mark & Ptem. Ean Bax (left) and company MD Helmut Evert before going on stage for their Dortmund concert. McCartney is touring Europe through to December to promote his 'Flowers In The Dirt' LP, which was no. 16 in the European Top 100 Albums at press time.
Virgin Plans 15 Euro Megastores

by Hugh Fiddler

Virgin Retail's new Director Of European Operations, Syd Pennington, says he is keen to ensure his company's success after the creation of the single European market in 1992. Pennington recently joined the company from UK-based chain Marks & Spencer.

Pennington: "The excitement of the megastore concept pioneered by Richard Branson has now been clearly realised in London and Paris. It makes sound commercial sense to exploit the opportunities that will be created by the single European market and the growing international appeal of pop music."

Virgin plans to open 15 megastores in Europe during the next five years, with an outlet due to open in Milan next summer. But the company feels its anticipated growth will only be accomplished if it can capitalise on the expertise acquired through Virgin Records.

Pennington: "There are managing directors of Virgin records across Europe who know the local markets and I'm lucky to have the chance to link in with them. Already it is clear to me that there are considerable differences within the various territories. Each market has its own features which we must take into account. I also believe it is vital to have local management and staff at each megastore."

Paris was chosen for the first European megastore because of France's similarities with the UK in terms of the size and the importance of the capital in relation to other cities. Record sales in both the UK and France indicate that the emergence of megastores has increased the overall record market.

Virgin intends to develop its own operations along UK lines but Pennington points out that the new Milan outlet and megastores elsewhere will acknowledge local needs. "Countries like West Germany and Italy have different urban distributions in the UK and we will be taking this into account when we put our strategies into practice," says Pennington.

Philips To Sell 20% Of PolyGram

Amsterdam - Following months of speculation, the Dutch electronics giant Philips has confirmed it plans to float 20% of PolyGram. The share sale is expected to raise around Dfl 1 billion (approx. £500 million) and follows PolyGram's acquisition of Island and A&M, which together cost an estimated US $800 million.

Philips will be selling a listing on the PolyGram shares on the New York and Amsterdam stock exchanges. In anticipation of this it plans to publish a share prospectus in a few weeks but, at present, to offer further details on the sale.

Philips has also disclosed that it recently bought back the 10% of PolyGram that it sold to an unnamed bank in 1987, so that it now owns the whole company. In 1987, Philips sold its 10% of PolyGram but they were scrapped after that year's October stock market crash.

PolyGram, which expects sales of more than Dfl 4 billion (approx. £2.1 billion) this year, has 15% of the world record market, including 45% of the classical record sales through its Deutsche Grammophon, Decca and Philips labels.

Diamond Awards Focuses On 1992

by Karen Hinch

An EC presentation on European micro media in 1992 will be one of the highlights of the Diamond Awards Seminars (November 16) in Antwerp, which will devote special attention to the theme of rights and copyright in music videos.

Organised in connection with the Diamond Professional Awards, which recognise outstanding achievement in Music Photography, Videos, and Music Design, the seminars annually address issues of critical importance to those who give contemporary music its visual image.

Munster Gomez, EC Administrative Director of Media '92, will deliver a speech on the impact that European unification will have on the Continent's audio visual landscape, with particular emphasis on programming and budget.

Other seminar topics include 'Looking At Music', 'Listening To Visual', a discussion on the value of image in promotion versus the budget allocated and on 'Visual Copyright - Is It Necessary, Is It Feasible?'.
VOA Makes TSMS Euro Sales Agent

Pan-European radio service Voice Of America (VOA) has appointed London's Television Sales & Marketing Services (TSMS) to sell advertising and sponsorship spots across its network.

TSMS is the UK's largest TV advertising sales house, with an annual billing of some £400 million. The company’s contracts include UK independent TV stations Anglia, Central and Border as well as the pan-European Discovery Channel.

Development Director Tim Glover: "Although we've never handled radio before, I think the contract was won on the basis of our huge support service in terms of market and programme research, contacts with major advertisers and our established commercial base. I don't see selling radio advertising as any different to selling TV airtime. They're both broadcast media."

TSMS will sell VOA’s network airtime and strip completed commercial packages to the station’s Washington base for onward satellite transmission. National advertising will continue to be handled by individual sales houses within each country.

Glover declined to estimate what the business could be worth.

"No one has ever done this before. But clearly the pan-European market is a tremendously exciting one. We’re looking forward to marketing one of the few truly pan-European media."

VOA Europe is relayed via FM and MW bands as well as cable networks in 14 European countries. It has a potential audience of over 35 million.

BSB Signs Palace Contract

British Satellite Broadcasting (BSB) has signed a £10 million deal with Palace Television to supply the programming for its Power Station music channel.

Under the agreement, which runs for five years, Palace will be responsible for the bulk of the station's output. BSB has also appointed EuroAm, a joint venture between Radio Vulcan International and Elephant House Productions, to provide special programmes and live concerts.

Although music videos and promos will form a large part of the Power Station’s output BSB says it will not "be playing wall-to-wall videos like MTV."

"The Power Station will be specifically targeted at the UK youth market and will be segmented into programmes along the lines of BBC Radio 1 or Capital Radio. The VJs will have their own identities and they will be encouraged to present a neighbourly image that will appeal to the teenage audience."

Although the Power Station’s budget represents about one seventh of the £220 million BSB has allocated to cover the first year’s running costs across its five channels, it is considerably more than MTV's budget.

However, an MTV spokesman says the amount of money spent on a programme was not important. "You can not buy creativity with money. We have proved that you can get good results with a small budget."

After several delays and technical problems BSB is planning to launch its service next March. The Power Station will be on air for up to 18 hours a day.

ITV Contracts Can Go Abroad

There will be nothing to prevent European Community companies controlling the UK’s independent TV (ITV) contracts after 1992 according to a recent announcement from the Home Office Minister responsible for broadcasting, Timothy Renton.

Under the Treaty Of Rome, ECM companies cannot be prevented from acquiring controlling stakes in any of the 17 TV companies due to be auctioned in 1992. The government had previously considered attempting to limit EC companies' holdings in ITV franchises to 25%.

However, foreign companies will have to convince the new Independent TV Commission (ITC), which will be responsible for allocating the licences, that they can comply with the franchise obligations. These include providing regional programming, a requirement foreign companies would find difficult without hiring or buying UK regional production houses.

Since Renton's statement last month, one of the most successful ITV companies - London-based Thames TV - is believed to have held talks with Luxembourg's pan-European broadcasting concern CLET with a view to preparing a joint bid for the lucrative London franchise.

Thames spokesman would neither confirm nor deny the speculation.

MIDEM Radio 90

The theme of MIDEM Radio 90 will be 'The Radio Of The 90s In The European Market'.

The conference will take place at the Palais Des Festivals in Cannes from January 21-23, as part of MIDEM 90.

Last year, MIDEM organisers decided to make the radio event a separate conference. MIDEM Radio 90 will concentrate on how the development of the European market will effect the radio and record industries and what new opportunities it will offer. Topics for debate include cross border transmissions, foreign investment and pan-European programming.

The international line-up of speakers and participants includes: Lima Anderson, President, Kiss FM (US); Ton Lathouwers, Operations Manager Sky Radio (Holland); Jean Paul Baudouin, President NRI (France); Andrea Clenn, Diector Rock Radio (Italy); and Alan Lomax, Media Director of Satchell & Satchell.

THE TRASH ALBUM FEATURES THE HIT SINGLES POISON / BED OF NAILS AND ONLY MY HEART TALKIN' (ADDITIONAL VOCALS BY STEVEN TYLER) TRASH AVAILABLE ON CD / MC / LP
UK Promoter Praises Radio Ads
by Hugh Frider

Radio stations, particularly those with split frequencies - are increasingly cost effective for advertising pop concerts, according to UK promoter Tim Parsons at MCM.

Parsons: “Our experiences in 1989 with Bryan Ferry, Simply Red, the Beach Boys, Eels, Motley Crue and Chris Rea have proved that advertising and co-promoting with radio produces better results than advertising in the quality press.

A co-promotion campaign on London’s Capital Radio for four spots per day, at £1,000 over a month, gives better results than two of £1,500 advertised in a national newspaper.”

MCP, one of the country’s leading promoters, first became aware of the potential of radio promotion when it advertised Bryan Ferry’s Wembley Arena shows at the beginning of this year.

Parsons: “We only had a short time to sell the show and the box office was provided with a tick sheet to find out how people heard about the concert. Capital Radio accounted for half the ticket sales.

“...As well as this we co-promoted the Beach Boys concert on Capital Gold with good results. The station’s FM programming has become more focused, enabling us to target a particular audience. For example, we would not bother to advertise a Motley Crue concert on the breakfast show when we can book a spot on a heavy metal programme.”

Capital Radio’s Concert Manager Andy Philpott: “We’ve co-promoted over 100 concerts in the past year and we are now trying to do it on the broadest possible scale. I doubt if boys would have filled Wembley Stadium as much as they did without our assistance.

“It is vital for us to be associated with the London music scene. It gives us a high profile and enables us to reach new audiences. And the promoters can get prominent airspace and sell tickets at competitive rates.”

Analysts Advise Caution For Radio Investors
by Paul Exxon

A report by an independent London-based financial analyst says shares in private radio may still be a good buy, but also offers some cautious advice to potential investors.

Published by Roades De Zoete Wadd (BZW), it compliments last month’s Hoare Govett report (M&M October 21), which claimed that shares in many independent radio (IR) stations are undervalued.

BZW’s ‘Independent Local Radio - Changes And Opportunities’ says deregulation will mean IR stations could offer “good buying opportunities for investors looking for long-term representation in this sector”.

The report focuses on several major IR stations and ownership groups, and recommends Capital Radio, Crown Communications and the GWR Group as particularly good investments.

BZW says Crown, with its broad base of radio and TV interests, is “well placed to benefit from radio deregulation and the growing TV production market”. GWR is recommended because of its “convenience to those advertisers who wish to target the ‘M4 corridor’ - home to the UK’s prosperous hi-tech industries.

BZW believes the group’s shares hold good medium to long-term prospects. Capital is regarded as a “core holding ahead of deregulation” because of the strength of its listener audience in the Greater London area.

Despite its optimistic forecast for recommended buys, BZW also suggests that potential investors should be cautious.

While advertising growth for 1990 is forecast at 16%, the report points out that “advertising revenue can be volatile”. The study notes that during 1988 all the quoted radio stocks underperformed the market by 100% and warns “in view of this historically outperformance, current high interest rates and increasing competition in the future, we have to consider the question - is it too late to buy?”

Dublin’s 98FM To Launch This Month
by Bob Jones

Dublin’s latest radio station, 98FM, was due to go on air on November 10. Originally known as “Arthur 98FM” after its parent company, the city’s new station is one of two in the Dublin area to be recently licensed by the Irish Radio and Television Commission (IRTC). The city’s other new private, Capital, began broadcasting in July.

The launch of 98FM was delayed by legal action taken by Robbie Robinson, former pirate operator of Radio Sunshine, who unsuccessfully challenged the legality of the IRTC’s decision to award the new Dublin licences. The station also took longer than anticipated to complete market research and to establish a solid advertising base.

98FM General Manager Barry Conolly: “In 32 months time it will be irrelevant who launched first. What is important is who has the best product. We wanted to make our changes before going on air, instead of when we were on air!”

98FM’s main target group is the 14-44 age range. Primarily a music station, its research - carried out by Broadcast Programming and Research who have worked for LBC, Ocean Sound and Radio Clyde - revealed a gap in the city for a station with an AC format.

Conolly refuses to be specific about programming but insists that 98FM has a potential audience of 500,000; the city’s population is 700,000. Conolly estimates an annual Dublin advertising spend at £2.7 million - 9 million (app. UK £6.5 million-8.1 million) but is not prepared to reveal 98FM’s expected share.

One of the discoveries at the 1989 New Music Seminar (New York). Urban Dance Squad create a display of finely executed metal noise, rap, funk, soul and hip-hop.

How urban can you get? ‘Mental Floss For The Globe’ available on album and compact disc.
Look Sharp Live!
on tour now!
november
11. Helsinki, Finland
14. Oslo, Norway
15. Copenhagen, Denmark
16. Hamburg, Germany
17. Dortmund, Germany
18. Dortmund, Germany
19. Frankfurt, Germany
20. Zurich, Switzerland
21. Vienna, Austria
22. Milan, Italy
26. Amsterdam, Holland
27. Brussels, Belgium
28. Paris, France
december
1. Oldenburg, Germany
2. Oldenburg, Germany

The 116-W Single
To Your Heart
From the international hit album "Look Sharp!"

Roxette
EMI
AmericanRadioHistory.com
Atari Sponsors Julia Fordham

Japanese computer company Atari is sponsoring Julia Fordham’s UK tour this month. The five-figure deal was signed before the release of Fordham’s second album, Porthos, by Circa/ Virgin in October. The album went straight into the UK top 20 in its first week of release and the tour is close to selling out at several of the 15 venues, including London’s Hammer smith Odeon.

Atari supplied keyboards and software to Fordham and her band and its logo is featured on tickets, posters, and concert advertisements. Bob Gauld, Atari Corporation (UK) Managing Director: “We have chosen an association with Julia Fordham for a number of reasons. Her audience consists of the more perceptive adult; they are technically minded and intelligent. We believe they are the sort of people likely to be impressed by the Atari computer range. “This is our first venture into music sponsorship. It will help us introduce the power and versatility of our equipment to a much wider audience and will form the basis of a longer term relationship with the music industry.”

Atari may extend the sponsorship deal to include Fordham’s European showcase dates - which include an appearance at the Diamonds Awards in Brussels - and her US tour next year.

 polygons: A Hats Across The Roofsign spread by word of mouth. It helped that fans included artists like Phil Colins, Peter Gabriel, Simple Minds, Tears For Fears, Europay, Pretenders, Tina Turner and Tom Waits. The music press was equally enthusiastic and the album has sold 200,000 units and is still selling.

Virgin is deliberately adopting a low-key marketing approach to the second album, Hats (LKH2), released last month. The CD was sent out to the media in a small handful. European countries have taken advertisements in major trade publications and some territories have organised in-store displays. International Product Manager Debra Cianci: “The Blue Nile is widely perceived as a high-quality musical act that would not benefit from hype and we are concentrating on the press angle to stimulate interest.”

Virgin brought over journalists from West Germany (the band’s most successful European territory) for the album’s launch. The group have visited Holland for newspaper and radio interviews and this month they will visit France and possibly Spain and Italy for more press and TV.

Clancy: “The plan is to build on the steady success of A Hats Across The Roofsign and spread the word further afield. Hats is a record you will be playing on your turntable/CD player five years from now.”

Schlager Awards

Bergmann Joins RTL Plus

Cologne - RTL Plus’ new Head of Entertainment is Lutz Bergmann. He replaces Jochen Koller who left the private TV station in August to take up the same position at state broadcaster Deutsche Rundfunk (HR), RTL Plus’ Programme Director Helmut Thoma says he “will never again accept somebody from a public broadcaster, because they seem to have problems adapting to the requirements at a private station”.

Bergmann is the former Assistant Director of Westdeutschen Rundfunk (WDR) which is one of the Burda publishing house’s major weekly magazines.

NOV. 17-18 DIAMOND AWARDS TV-SHOW

The Diamond Awards TV Show, the core of the festival, has captivated audiences worldwide. This year television spectacular features more than 20 top international artists as they each receive an award for their outstanding musical achievements and perform 2 or 3 songs before live audiences of 50,000 and millions of TV viewers around the world.

THE FOLLOWING ARTISTS WILL BE HONORED THIS YEAR:

John Lennon / Cliff Richard / Chris De Burgh / Simply Red /
Mike Oldfield / Sonja / Billy Ocean / Soul Sisters / Julia Fordham / Jason Donovan / Belinda Carlisle / Big Run / UB40 / Countess / Imaginación / Technostrut / Sydney Youngblood / Bros

NOV. 16 DIAMOND PROFESSIONAL AWARDS

The Festival takes place on a unique creative dimension with the Diamond Professional Awards - the Diamond Recording and Videoclips Awards, designed to emphasize the different visual tools used to convey the image of contemporary music. They bring into the spotlight the often unrecognized "artists behind the scenes", who give the industry its visual excitement.

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OBERTON PAVILION

The second International West German Rock Awards, (TIGRA) launched last year by publisher Dankmar Isbel, will not be awarded this autumn as originally planned.

The event, delayed because organisers say they have not had enough time to organise it, will now be held next spring. Isbel: "The form will be the same as the first award ceremony, although unlike last year, the event will not be held in Munich. There are, however, a number of offers from cities and cultural groups in the west of West Germany that we are currently considering.”

Negotiations with both public and private broadcasters are also proceeding. The 1988 awards were broadcast by the ARD, which ran a similar event in 1987 but this year TIGRA says it is considering offers from the private media.

DIAMOND PROFESSIONAL AWARDS

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CBS Predicts 50% Chart Share

New albums by Liza Minnelli, Barbara Streisand, Spandau Ballet, Bros and Bob Dylan are among the new releases that CBS West Germany predicts will help it claim 50% of the country’s top 20 LP charts in the run up to Christmas.

The company registered an 11.7% album chart share from late September to mid-November of this year. Head of Marketing, Hubert Wandjo, says the new product line-up, coupled with "best of" compilation releases from Michael Jackson and Tom Jones, will be promoted by the slogan "We Are Up And Running Again".

TIGRA Delayed Until 1990

The German Rock Awards, (TIGRA) announced last year by publisher Dankmar Isbel, will not be awarded this autumn as originally planned.

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The works of professionals worldwide are eligible for nomination for the Diamond Professional Awards. The award winning photographs, album sleeves and videoclips, selected by international judges from among the works of professionals worldwide, are announced at a televised music industry gala.

For more information, check coming issues M & B.

DIAMOND AWARDS TV-SHOW

The festival is in its third year and has already been hailed as the event of the future. The 1987 awards took place in front of an estimated audience of 500,000 and millions of TV viewers around the world.

The following artists were awarded this autumn as originally planned:

Elton John / Cliff Richard / Chris De Burgh / Simply Red /
Mike Oldfield / Sonja / Billy Ocean / Soul Sisters / Julia Fordham / Jason Donovan / Belinda Carlisle / Big Run / UB40 / Countess / Imaginación / Technostrut / Sydney Youngblood / Bros

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THE MUSIC EVENT OF THE YEAR

For the fourth consecutive year the Diamond Awards Festival will turn Antwerp into the capital of the music world. Professionals from all branches of the industry will be united at the fabulous Sportpaleis from November 14-16, 89 for spectacular worldwide television shows, presentations of the prestigious Diamond Awards, professional competitions, seminars, showcases, exhibitions, interviews, photo sessions and press-conferences.

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NOV. 16 SEMINARS

The topics discussed will focus primarily on the issues faced by the professionals in the areas of videoclip production, photography, and design.

NOV. 15 & 16 SHOWCASES

Showcase concerts are organised in smaller venues in the city. This will provide an ideal opportunity to present new and/or upcoming artists.

NOV. 14 OPENING GALA

 organised in collaboration with the local copyright society.

For more details in next issue.

DIAMOND AWARDS FESTIVAL

Tel: 32/2/736.10.10 - Fax: 32/2/734.88.16 - Tlx: (26169)

FLYING DUTCHMAN

Tel: 31/20/662.84.83 - Fax: 31/20/664.90.59 - Tlx: (12938)
FHH To Win Hessen Private Radio Licence?

By Peter Viscount

Hessen’s state media authority was expected at press time to award FHH Radio with a private radio licence to Funk & Fernsehen Hessen (FHH), following its merger with the national funktank Radio Hessen (RTK).

Only last month PRH said it would not award any private radio licence to Funk & Fernsehen Hessen (FHH), upholding its main competition. Following the merger, FHH will not only acquire the main PRH licence but none were regarded as serious rivals to the Frankfurt-merger with Prithftunk Radio for the nationwide publishing deal with marketing, distribution and ad-
pany.

and production base to Duelers.

record company MCA last July, is
Miller International, which was
as the recording industry, TV,
workshops covering subjects such
music industry, will hold its first
the West German and European
proving communication
firms. But Social
in the past.

Specific target
for release at the beginning of
September, it has not charted.

FrankBomemann’s
874), was released by WEA in
August.

Tina Turner Concerts

EMI reports that Tina Turner’s Foreign album sold 500,000 units within the first three months of its release, for a platinum award. To

British gigs will be done as a World Tour, with in the West German singles chart with a
debut album, Joid (243
was introduced last year, wasn’t
necessary we wanted it to be special.

Rai To Upgrade Tenko Awards Coverage

State TV RAI 2 is to upgrade its coverage of the annual Tenko Awards Festival. Channel Director Giampietro Sciante visited this evening.

The Foundation was created two years ago by the West German Phonograph-kerrenment of the first record, created by Enid Berliner. Its aim is to promote young West German rock musicians.

Tina Turner Tours

EMI that Tina Turner’s Foreign album sold 500,000 units within the first three months of its release, for a platinum award. To
capitalise on the LP’s success the US singer has planned five West German dates - at Cologne, Munich, West Berlin, Frankfurt and Oldenburg - on her Foreign Tour - ‘Darling You’. The gigs will take place in May and June next year.

Joan Taxi - Hoaner's Latest Rock Export

Joan Taxi does not want to be “a heavy metal atom or a chirping little pop star” - it is the latest rock ex-
port from Hanover, home to the Scorpions, Victory and Thunderhead.

her debut album, Joan, (243 874), was released by WEA in September and was produced by Frank Bornkamm, former Stnic Studios by Victorious activist Tommy Newton and his partner Tom-
my Hanemaier. The group has been played from the LP is Rock That City.

WEA Marketing & Product Manager, Fred Vermoen, said the media response to her has been fantastic. Although we con-
entrated our personal promotion on the heavy metal and rock music market, the title being a hit was just a fortunate coincidence, he said.

Robin, the new LP, Heart Like A Sky will exceed their previous

Joel - Hoaner’s Latest Rock Export

The new single is expected to be
Don’t Miss The Turn. It is due for release at the beginning of
next year.

CBS Italy Push Spandau Ballet

CBS Italy Marketing Director Fabrizio Intr is confident about Italian single To the Heart of my Heart which will be released by PolyGram in November.

De Wall: “WEA will kick its
marketing machine into full gear with the second single. We are
suiting the West German rock
marketers, including Stevie Ray,}

As De Wall admits a detailed
decision on future marketing activities will not be
made until the end of this month, he says WEA will launch the
new single with a West German tour.

Denovo’s brand of punchy pop
has been given a new edge of
maturity with the production
skills of noted EMI artiste Franco
Battisti on the band’s new PolyGram album, Venuti Dalle Madonne A Cercar Carbone (38293-0).

Denovo, which was aired exclusively on
Radio Rock, says it is an unproduc-
tive experience and forgotten talented.

The competitive element to San Remo will now feature only the

San Remo Shake-Up Sees

Emerging Talent Dropped

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The changes follow discussions
between Festival organiser
Adriano Argonzi, state TV
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tions. AFI’s Vincento Misciani: “Because next
year is the Festival’s 40th anniver-
sary we wanted it to be special.

Tina Turner Tours

EMI reports that Tina Turner’s Foreign album sold 500,000 units within the first three months of its release, for a platinum award. To
capitalise on the LP’s success the US singer has planned five
West German dates - at Cologne, Munich, West Berlin, Frankfurt and Oldenburg - on her Foreign Tour - ‘Darling You’. The gigs will take place in May and June next year.

Joan Taxi - Hoaner’s Latest Rock Export

Joan Taxi does not want to be “a heavy metal atom or a chirping little pop star” - it is the latest rock ex-
port from Hanover, home to the Scorpions, Victory and Thunderhead.

her debut album, Joan, (243 874), was released by WEA in September and was produced by Frank Bornkamm, former Stnic Studios by Victorious activist Tommy Newton and his partner Tom-
my Hanemaier. The group has been played from the LP is Rock That City.

WEA Marketing & Product Manager, Fred Vermoen, said the media response to her has been fantastic. Although we con-
entrated our personal promotion on the heavy metal and rock music market, the title being a hit was just a fortunate coincidence, he said.

Robin, the new LP, Heart Like A Sky will exceed their previous

Joel - Hoaner’s Latest Rock Export

The new single is expected to be
Don’t Miss The Turn. It is due for release at the beginning of
next year.

CBS Italy Push Spandau Ballet

CBS Italy Marketing Director Fabrizio Intr is confident about Italian single To the Heart of my Heart which will be released by PolyGram in November.

De Wall: “WEA will kick its
marketing machine into full gear with the second single. We are
suiting the West German rock
marketers, including Stevie Ray,}

As De Wall admits a detailed
decision on future marketing activities will not be
made until the end of this month, he says WEA will launch the
new single with a West German tour.

Denovo, which is expected within the next
nine months, will have its
first artist release in the autumn of
next year. AFI, the Festival’s pro-
organisers say it
is an unproduc-
tive experience and forgotten talented.

The competitive element to San Remo will now feature only the

San Remo Shake-Up Sees

Emerging Talent Dropped

The annual San Remo Festival,
the world’s best-known music
festival, has undergone a

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new single with a West German tour.
Hi Definition Video For Les Nегresseг Vertes

French audiovisual company Program 33 has produced what is believed to be the first Hi Definition (HD) video music in Europe for Les Nегresseг Vertes' new single.

The video was produced at a cost of more than €120,000 as part of the EC's Eureka project which aims to develop the European audiovisual business.

Program 33 General Manager Fabric: "The French government agency CNC asked me if I had any plans. As we have always been interested in new technologies - we used 3D in Mondino's C'Est Comme Ca so we jumped at the chance."

Program 33 had just three weeks to organise the production. It involved Les Nегresseг Vertes' label Off The Track, their publishing company Virgin Music, CNC, production company SFP and TV channel FR3. Philippe Gautier was brought in to direct.

The video was shot with European HD equipment over 4 days during the International Audiovisual Fair in West Berlin, where the equipment was on display. Two HD systems are currently in competition - a European version developed by Philips, Bosch and Thomson and a Japanese system.

Transmusicales Line-Up Revealed

The final line-up for the Transmusicales - one of France's most interesting rock festivals - has been revealed and features a list of promising new acts. The event will be held in Rennes from December 6-9.

Artists include soul act Barrence Whitfield & The Savages, Spanish band La Buqueta, West German's Eintumunde Neubauten, French bands VRP and Le Cri De La Moudre, the UK's House Of Love, and, from the US, band 24.7 Spyz, The Washington Squares and Royal Crescent Mob.

Four acts will be featured each night at the Salle De La Cite (1,000 capacity) and on December 6, Bob Dylan will perform at the city's stadium (2,000-4,000).

And for the first time, Rock Affaire, a convention for France's independent music scene, will be held in conjunction with the festival. It will take place at the La Halle Des Lices, where some 1,000 professionals are expected and 45 stands will be made available to labels, tour promoters, publishers, distributors and the media.

Among the companies that will attend are Crammed Discs and Play It Again Sam from Belgium, Rough Trade from the UK, Virgin, and CBN Brivton from the UK, Swiss label Najine and Tonono from Holland.

Four independent labels and distributors to take part include Boucherie, Bonbons, Art Traffic, Just In, New Row, Discodix and Wore Music. Majors Nord South and Square/CBS will also attend.

Bruno Boulanger, organiser of Rock Affaire: "We are trying to create a new type of professional meeting and the association with the Transmusicales is perfect for that goal."

France's New Flame For Simply Red

While the UK and Italy are already busy with the fourth single from Simply Red's album A New Flame, WEA France is still working on the second. If You Don't Know Me By Now has only just been released and the company has launched a big TV advertising campaign to promote it.

Jean-Paul Commin, International Manager at WEA France: "The group has not been available for promotion and concerts in France so we had to change the timing. We started to work on the single a couple of months ago and got good radio airplay, so we convinced the band to come back to promote it. They will appear on one of the top shows, TF1's Samedi Soiree, on November 29 and will tour France in January."

Dee Dee Bridgewater - Bitter-Sweet Blues

Dee Dee Bridgewater's new album, her first for Polydor, sums up the bittersweet blues qualities that inform her work. Victim Of Love (841 199-1), which was released in France, Belgium and Switzerland at the beginning of September, will be out in West Germany in the New Year.

Polydor is now negotiating rights and release dates for other European countries.

The album includes her new single Heaven's Canavan, as well as the previous single Precious Thing - a duet with Ray Charles. The LP was produced by her manager Jean-Pierre Gros, mixed by Steve Forward and recorded at eight studios throughout Europe: Paris (Des Dames, Marcadet, D'Autruil), MPI and Guillaume Tell, London (Tri-Den), Norway (Troms/o) and Denmark (Piek).

Bridgewater takes the writing credits for five of the tracks on the album including the new single Heaven's Canavan. The album and single are being heavily promoted on French TV.

Marie-Agnes Beau, responsible for international promotion at PolyGram France: "She has been doing a lot of TV work in France and did a great interview for RTM Veronique in Holland. Because Ray Charles is not available for TV shows, she performances the track Precious Thing by using the video for Ray Charles' parts. It works very well. She will be joining Ray Charles on stage at the Zeltib in Paris this month."

The US born singer has lived in Paris for a number of years and her career spans jazz, film and theatre. Her first album, It's Blues, was recorded in 1974 for Trio Records/Japan. It was followed by albums for Atlantic and Elektra Records. In 1987 Jean-Pierre Gros released Live In Paris.
Dutch Media Law To Be Amended

by Jon Henley

National commercial TV stations in Holland will have to pay up to 15% of their advertising revenue to the government, this will apply to the country's cable networks, if a draft amendment to the Medialaw gets government approval.

The amendment - which was drawn up by Culture-Minister Eelco Brinkman - was circulated to the Media Commission, public broadcasters, private TV stations, and major publishers at the end of October.

If the stations will have to contribute to a national fund, which will compensate the press for any loss of advertising income. And it suggests publishers should be allowed to own a stake of up to 30% in a commercial station. If they do, they will lose any right to payments from the press fund and their commercial license may eventually be revoked.

RFM & Radio Contact Joint Venture

Radio Contact Brussels - the parent company for the 90-station Radio Contact Network - and the RFM network are to form a new company on a 50/50 basis. Called Radio Contact, it aims to attract more advertising through complementory programming.

The move gives Radio Contact its advertising department and which can help it to compete with foreign owned channels featuring Dutch programmes on the cable network. Existing public stations will be free to apply for a commercial license, as Veronica has already done.

The amendment may save TIV, the tiny Luxembourg-based satellite channel which had intended to go on air on October 28. If the company can stay afloat until the Media Law is amended, which could be within six months, Vertigo, VNU, and possibly the NPS, can eventually receive from the state TV advertising facility, Ster.

TIV's broadcasters such as Elsevier, VNU and the Telegraf group - who have already expressed an interest in taking part in the commercial TV - will have to decide if the profits they will make from commercial TV outweigh the less than the advertising revenue that publications may suffer.

If the amendment is approved, foreign commercial broadcasters, which comply with the Media Law's requirements for foreign ownership will be allowed free access to the cable network. Existing public stations will be free to apply for a commercial license, as Veronica has already done.

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Urban Dance Squad Go International

by Mark Fuller

The debut single by Amsterdam-based rap crew Urban Dance Squad has just been released in Holland by BMG Ariola. The double 12" single features 6,000 units in the first two weeks of release.

It will be released in West Germany at the end of this week and in the UK and US at the beginning of December.

BMG General Manager Albert Van Der Kroft: "Urban Dance Squad have a unique sound and stage performance. They have the potential to become an international super group."

Urban Dance Squad are a five piece, made up of 'Rude Boy Remington' (Patrick Tilson), Rene Van Bernard (guitar), Silvano Mattard (bass), Michael Schoots (drums) and Arjan 'Nana' De Vroome (scratch DJ).

Their music is an original mixture of hip-hop, hard rock and powerful dance rhythms, mixed with ragga and acoustic guitar.

The 12 tracks on the album were produced by MC Tug guitarist Jean Marie Aerts at the IPC studio in Brussels.

Two New Studios For VTM

Flemish commercial television station VTM is using two new audio studios to produce what it hopes to meet studio demand for local productions. The former 1,500 seat Westclox studio which has been rebuilt and the 'VTM Top 50' is now being recorded there. The weekly show is shot before a live audience.

One other new location is Studio House, which is the 250 VTM's head office at Vilvoorde. It is a joint operation between VTM, Videobank, DKO Productions and the Gemeente Bank.

Launched at the end of October by a live radio broadcast of several tracks from the new Gabinete Caligari LP on the SER network's Radio Cadena.

EMI Hispano Marketing Manager Martin Martin: "It is the first time we have done something like this in Spain. We wanted to do something different which would attract the maximum attention."

The band's debut album with EMI, Camino Sur, which was released in September, has already attracted double platinum sales. Their first three albums with independent labels were moderately successful with average sales of 30,000 to 40,000 units.

Two New Studios For VTM

show is shot before a live audience. The new location is Studio House, which is the 250 VTM's head office at Vilvoorde. It is a joint operation between VTM, Videobank, DKO Productions and the Gemeente Bank.

The band's sophisticated, soulful group could stand alongside the likes of Paul Carrack, Michael Bublé, and Joe Cocker.

A number of international companies, believing in the potential of Dance With A Stranger, have asked to see Matheson since early 1988 when the self-titled debut LP was released. But Matheson decided on a launch date but should be on air in the spring.

The channel will concentrate mainly on news and current affairs but will include some music programming. The specially built studio complex includes an international super group.

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Belgian industry organisation SIBESA (FIPT Belgium) has reached an agreement with private network Radio Contact to use the so-called broadcast fee. The deal, for an undisclosed sum, was drawn up at a SIBESA board meeting on October 26.

The idea of a broadcast-fee was first put to the private stations in early 1987 and met with strong resistance. As a result SIBESA members stopped supplying sample records, interviews and information about new releases to the 25 major private radio companies in Belgium.

State broadcasters RTBF and BRT have been paying for a pre broadcast-fee since 1994. The agreement between SIBESA and Radio Contact and future partner RFM will be signed shortly.

The network will pay a broadcast fee, although the exact amount has not been released.

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**YOUR DAILY BREAD**

**Studio Diary**

**Davout & Du Chesnay**

*Broaden Appeal*

by Emmanuel Legrand

This month, to coincide with Music & Media's feature on France, we look at the newly refurbished Studio Davout in Paris and the network of Du Chesnay Studios throughout the country.

For years Studio Davout in Paris has been recognised as the home for French soundtracks. More than 1,000 movie scores were recorded at Davout, including Bertrand Tavernier's famed Round N' Round featuring Dexter Gordon and Herbie Hancock (who eventually won an Oscar for the soundtrack). Last year, the studio was bought by the publishers Eurydice & Paul Pari and since then it has undergone extensive changes.

Studio Manager Olivier Kowalski: "The studios have been completely renovated. We have created a rest area with a bar, hired a full-time technician and changed some of the equipment. We have tried to attract a new type of client, particularly through the new labels, like Barclay, Virgin, Wanted and Squatt!"

Davout has three studio rooms. The biggest is Studio A which has a metre high ceiling and 300 square metres of floor space. Studio B and M (a marble room) both average 60 square metres.

As SSL 64 was installed recently in studio B and a new SSL 9000 will be acquired soon for Studio A. Daily rates are Ffr 8,500 (app. F 825) for Studio A (Ffr 11,500 for lock-out), Ffr 9,500 for Studio B (Ffr 12,500 for lock-out) and Ffr 11,500 for Studio M (Ffr 13,000 for a lock-out).

Davout's current clients include Jean-Louis Aubert, Les Negresses Vertes and Jean-Louis Marit. Durandaran have recorded three albums at the Studio and Island label Mango, has booked the facilities for some of its acts, including Ray Lema and Salif Keita.

Kowalski: "Production of records has changed in recent years. More and more musicians are choosing to play fewer electronic and more natural instruments, preferring a live sound. Partly because of this, large studios are once again proving popular.

Davout is expanding its activities in the production field. A label has been created and will be distributed by Vogue. The Studio has produced the new album by Nicolas Peyrac and has licensed it to Wanted.

Studio Du Chesnay is one of Europe's few sound studios. The network was created by Philippe Besombes, owner of the Versailles Station Studio in Paris. Using it is his base, Besombes has created a network which operates through a series of franchising agreements. Three studios to Lyon, Strasbourg and Nantes make up the chain.

Nathalie Noguera, Head Of Communication for the network: "The franchising system allows us to create an energy between the various studios. All of them have a standard image through national advertising campaigns and from our technical expertise. This sort of system also allows us to get the best prices for new equipment!"

The Versailles studio offers a 32-track SSL desk, a Mitsubishi X500 32-track digital recorder and a 24-track Juke Odyssey desk linked to an Otari MX 80. The daily rate is Ffr 7,450. Recent Versailles clients include Tourn Kunda, and Frederic Chauvet. The Du Chesnay priority next year will be to invest in new digital equipment for the Lyon facility. Noguera: "The market is growing fast in Lyon - there is a new generation of bands, like Ualllouis Triou, who want to make their own home town!"

**STUDIO**

Sam Brown ( Pete Brown), A&M. Powerplay, London, 441.381.3001.


The Dicksons (Tim Martin), Mother Records, Wimbledon Studios, Dublin, 35.3137.2444.

Placido Domingo (A. Meyer-Whelden), Gi Music, Munich, Ffr 627.430400.


Ian McCulloch (Ray Schulman), WEA, Orion, London, 441.1232.0008.

George Michael (George Michael), Epic, Pal Studio, Denmark, 441.65.47.6600.


Running Wild (Peter Ernst), Modern Media, Holland, 31.35.217256.

Styx (Sloven Zing), CBS, Amsterdam, Soundtrack Studios, Amsterdam, 41.41.4948.94.

Simple Minds (Stevie Limon), Virgin Records, Whippendell, Hartford, 31.2127.64.

Jimmy Somerville (Scotch Gabriel), Oriental Recording Studios, London, 441.656.7746.


The Stranglers (Roy Thomas Baker), CBS, Wimbledon, London, 441.656.7746.


Key to listing: Artist (Producer), Label, Studio, City/Country, tel. no. Artist Name = inclusion of levels. Listings in alphabetical order.

**STUDIO**

London's Abbey Road Studios is going fully residential in a bid to attract more clients from abroad. The Studio owns the building next door, and expects renovations to be completed by March. Manager Ken Townsend: "The UK has too many facilities chasing too little work. We have every confidence in our future but we are determined to attract more work from outside Britain."

George Michael has again been enjoying the facilities on offer at Denmark's Pal Studios for his latest project. Michael has used Pal for previous albums and now, as then, developments on the early stages of his new project are being kept confidential.

UK console manufacturers Soundtracs are currently enjoying a double celebration - Technortnic's big European dance hit Pump It Up The Jam was recorded and mixed using a PC MIDI 24 console at De Clip Studios in Alost, near Brussels. Coinciding with this chart success is the launch of the Soundtracs PCX, a new 24-track desk.

The new Indochine album will be released later this month by BMG. The group recorded the LP in Paris with mixing work done in the Bahamas at Nassau's Compass Point Studios.

In Madrid, audio and video post-production facility Melamora has become the first operator of Solid State Logic's Screen Sound editing suite. This fully-integrated system is designed to enable track lay-up and editing to picture.

The UK's Association Of Professional Recording Studios (APRS) holds its annual exhibition at London's Olympia next year from June 6-8.

London complex Strongroom is the first studio in the world to have an Amek Mozart console installed. The 68-channel desk is fitted with Amek/Steinberg automation, driven by Pro 24 software via an Atari computer.

The first 48 track digital Studer will be installed at Powerplay in Switzerland at the beginning of next year, making it the first studio in the world to have the new equipment.

ATTENTION! Please send information on your major projects to Stephen Burn, Music & Media, Postbus Stuyvesant, 507 DB, Amsterdam. All items included at the Editor's discretion.
**SINGLES OF THE WEEK**

Youssou N'Dour

**Walking On Thin Ice**

A bombastic and romantic pop LP, spiced up by a classic brass riff and the aggressive vocal delivery of Muriel Moreno. A band that you will be hearing more about.

---

**ALBUMS OF THE WEEK**

The Lilac Time

Paradise Circus - Fontana

The second LP by the Stephen Duffy fronted six-piece is instantly likable but at the same time it has genuine depth. The whole thing fits together well - the gentle harmonies, lilting tunes and tranquil vocals combine to make this a highly accomplished record. Congratulations to the excellent Guy Emile, who wrote practically every track and co-produced. Best of The Days Of The Week, The Last Girl In The Midnight Sun. Work For The Weekend.

---

**SINGLES OF THE WEEK**

Taylor Dayne

- Every Beat Of My Heart - BMG Arista

Pop music for grown-ups. A credible, one-dimensional LP.

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**EXPLODERS**

Explores features the major new releases by established and new artists.

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**SINGLES**

Sydney Youngblood Airplay Kaoma Sales

Tracy Chapman Airplay Tracy Chapman Sales

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**CHART ENTRIES**

Airplay Top 50

Phil Collins - Another Day In Paradise (WEA)

Steve Wonder - If She Knew What I Feel (WEA)

Janet Jackson - I Want That Man (WEA)

Bob Marley & The Wailers - One Love - CBS

**FAST MOVERS**

Airplay Top 50

Sydney Youngblood - I Only Could (BMG Arista)

Tina Turner - The Best (CBS)

Belinda Carlisle - Leave A Light On (BMG Arista)

**EMERGING TALENT**

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

Lenny Kravitz - Let Love Rule (BMG Arista)

George Michael & Faith Hill - I Will Always Love You (WEA)

Desireless - Francophon (BMG Arista)

**ENCORE**

New acts with hot product.

Paul Simon - Everyday's A Star (CBS)

Regina Belle - Good Lovin' (CBS)

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**EURO-CROSSOVERS**

Continuous records ready to cross over

Niagara - Baby Louis (Wea)

Urban Dance Squad - Mental Floss For The Globe (BMG Arista)

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**MUSICAL MEDIA**

**ALBUMS**

MUSIC & MEDIA - November 11, 1989
**REPORT**

**THE MOST PLAYED RECORDS IN EUROPE**

### United Kingdom

From the airplay hit parade from Media Control including 29 radio stations. For more info please contact Media Control, Post Passage 2 Basel 8004, tel: 611-22999. To order a copy of Radio 2: The Best of London Radio and the Media Control on the national station.

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABELS</th>
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</thead>
<tbody>
<tr>
<td>1. Lisa Stansfield</td>
<td>All Around the World</td>
<td>Reprise</td>
</tr>
<tr>
<td>2. Kim Wilde</td>
<td>You Keep Me Hangin' On</td>
<td>CBS</td>
</tr>
<tr>
<td>3. Rod Stewart</td>
<td>The First Cut Is the Deepest</td>
<td>Atlantic</td>
</tr>
<tr>
<td>4. Chris Rea</td>
<td>Leave A Light On</td>
<td>MCA</td>
</tr>
<tr>
<td>5. George Michael</td>
<td>Don't Let The Sun Go Down</td>
<td>Parlophone</td>
</tr>
</tbody>
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### Germany

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<tr>
<th>ARTIST</th>
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<tbody>
<tr>
<td>1. Krome</td>
<td>Berlin</td>
<td>MCA</td>
</tr>
<tr>
<td>2. Syndey Youngblood</td>
<td>In The Name Of Love</td>
<td>Polydor</td>
</tr>
<tr>
<td>3. Peter Gabriel</td>
<td>Sledge</td>
<td>Virgin</td>
</tr>
<tr>
<td>4. Tony Christie</td>
<td>Turn The Screws</td>
<td>London Records</td>
</tr>
<tr>
<td>5. Udo Lindenberg</td>
<td>Was Ist Los?</td>
<td>Deutsche Grammophon</td>
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### Switzerland

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<td>2. Syndey Youngblood</td>
<td>In The Name Of Love</td>
<td>Polydor</td>
</tr>
<tr>
<td>3. Peter Gabriel</td>
<td>Sledge</td>
<td>Virgin</td>
</tr>
<tr>
<td>4. Tony Christie</td>
<td>Turn The Screws</td>
<td>London Records</td>
</tr>
<tr>
<td>5. Udo Lindenberg</td>
<td>Was Ist Los?</td>
<td>Deutsche Grammophon</td>
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</table>

### Austria

From the airplay hit parade provided by Media Control France. For more info please contact Media Control France. For more info please contact Media Control on the national station. Most played records as checked by Radios Peripheriques (AM Stations) and Radios FM.

<table>
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<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABELS</th>
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<tbody>
<tr>
<td>1. Ausa Sable</td>
<td>The Message Is Love</td>
<td>Polygram</td>
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<tr>
<td>2. Tony Banks</td>
<td>If I Could Turn Back Time</td>
<td>Polygram</td>
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<tr>
<td>3. Baccara</td>
<td>C'est L'Amour</td>
<td>Polydor</td>
</tr>
<tr>
<td>4. The Pointer Sisters</td>
<td>This One</td>
<td>CBS</td>
</tr>
<tr>
<td>5. The Pointer Sisters</td>
<td>Another Day In Paradise</td>
<td>CBS</td>
</tr>
</tbody>
</table>

### Holland

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<td>Another Day In Paradise</td>
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<td>Polydor</td>
</tr>
<tr>
<td>5. The Pointer Sisters</td>
<td>This One</td>
<td>CBS</td>
</tr>
</tbody>
</table>

### Spain

From the airplay hit parade from Media Control. For more info please contact Media Control, Post Passage 2 Basel 8004, tel: 611-22999. To order a copy of Radio 2: The Best of London Radio and the Media Control on the national station.

<table>
<thead>
<tr>
<th>ARTIST</th>
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<tr>
<td>2. Baccara</td>
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<td>Polydor</td>
</tr>
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<td>C'est L'Amour</td>
<td>Polydor</td>
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### France

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<td>Polydor</td>
</tr>
<tr>
<td>5. The Pointer Sisters</td>
<td>This One</td>
<td>CBS</td>
</tr>
</tbody>
</table>

**MUSIC & AIRPLAY TOP 50**

**1. If Only I Could**

**2. The Best**

**3. Sowing The Seeds Of Love**

**4. Lambada**

**5. The Road To Hell (Part 2)**
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
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<td>&quot;Lambada&quot;</td>
<td>Kizz Daniel</td>
<td>Africa</td>
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<td>2</td>
<td>&quot;I'm Gonna Miss You&quot;</td>
<td>Phil Collins</td>
<td>MCA</td>
<td>UK, CA</td>
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<td>3</td>
<td>&quot;That's What I Like&quot;</td>
<td>Joe Burley &amp; &quot;The Masterminds&quot;</td>
<td>MCA</td>
<td>UK, IE</td>
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<td>4</td>
<td>&quot;Swing The Mood&quot;</td>
<td>Joe Burley &amp; &quot;The Masterminds&quot;</td>
<td>MCA</td>
<td>UK, IE</td>
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<tr>
<td>5</td>
<td>&quot;Pump Up The Jam&quot;</td>
<td>Technetronic</td>
<td>A&amp;M</td>
<td>FR, NL</td>
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<tr>
<td>6</td>
<td>&quot;Ride On Time&quot;</td>
<td>Black Box</td>
<td>SBK Songs</td>
<td>UK, D</td>
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<tr>
<td>7</td>
<td>&quot;If Only I Could&quot;</td>
<td>Sydney Youngblood</td>
<td>MCA</td>
<td>UK</td>
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<td>8</td>
<td>&quot;The Best&quot;</td>
<td>Timi Turner</td>
<td>Giant</td>
<td>UK</td>
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<td>&quot;Right Here Waiting&quot;</td>
<td>Richard Marx</td>
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<td>UK</td>
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<td>10</td>
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<td>Tears For Fears</td>
<td>PolyGram Music</td>
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<td>Lila Louis</td>
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<td>&quot;If I Could Turn Back Time&quot;</td>
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<td>UK</td>
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<td>14</td>
<td>&quot;Y A Pas Que Les Grands Qui Revent&quot;</td>
<td>Cher</td>
<td>MCA</td>
<td>UK, D</td>
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<tr>
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<td>MCA</td>
<td>UK</td>
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<td>16</td>
<td>&quot;Leave A Light On&quot;</td>
<td>Belinda Carlisle</td>
<td>MCA</td>
<td>UK, D</td>
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<td>18</td>
<td>&quot;Room In Your Heart&quot;</td>
<td>Elvis Presley</td>
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<td>UK, D</td>
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<td>19</td>
<td>&quot;We Didn't Start The Fire&quot;</td>
<td>Billy Joel</td>
<td>PolyGram Music</td>
<td>UK</td>
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<td>20</td>
<td>&quot;Tell It Like It Is&quot;</td>
<td>Don Johnson</td>
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<td>UK</td>
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<td>&quot;Drama&quot;</td>
<td>Erasure</td>
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<td>UK</td>
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<td>24</td>
<td>&quot;Toy Soldiers&quot;</td>
<td>Martha &amp; The Viables</td>
<td>MCA</td>
<td>UK</td>
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<td>25</td>
<td>&quot;Poison&quot;</td>
<td>Alice Cooper</td>
<td>MCA</td>
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<td>Kool &amp; The Gang</td>
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<td>UK, D</td>
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<td>27</td>
<td>&quot;The Road To Hell (Part 2)&quot;</td>
<td>Chris Rea</td>
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<td>UK</td>
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<td>28</td>
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<td>Milli Vanilli</td>
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<td>Big Fun</td>
<td>Epic</td>
<td>UK</td>
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<td>30</td>
<td>&quot;C'est Ecrit&quot;</td>
<td>France Gall</td>
<td>MCA</td>
<td>UK</td>
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<tr>
<td>31</td>
<td>&quot;I Feel The Earth Move&quot;</td>
<td>Martha &amp; The Viables</td>
<td>MCA</td>
<td>UK</td>
</tr>
</tbody>
</table>

**NEW ALBUM**

deep dee bridgewater

**VICTIM OF LOVE**

LP/MC/CD
### Hot Breakouts

**UK & Ireland**
- Kylie Minogue
- Never Too Late (P. & C.)
- Phil Collins
- Another Day in Paradise (A&M)
- Transvision Vamp
- Born To Be Self (CASA)
- Eurythmics
- Don't Ask Why (CBS/EWE)

**Germany, Austria, Switzerland**
- Peter Maffay
- To Die For (B.B./Cor)
- Flipper
- Late Goodbye (Polydor)
- Julianne Werdin
- The Trip Is Over (B.B./Cor)
- Boris Bukowski
- You Are More Lies We Ever Heard (EPSON)
- Johnny Halliday
- To Tell The Truth (EMI)

**France**
- Patricia Kaas
- Quand Jamie Dis (Polydor)
- Joe Dassin
- L'En Indien (CBS)
- Zucchero Fornaciari
- Danse (Polydor)
- Umba
- (EMI)
- Angelo Branduardi
- Fare Di Sola (CBS)

**Italy**
- Edoardo Bennato
- Volo Bipedale (Polydor)
- Zucchero Fornaciari
- Danza (Polydor)
- Umba
- (EMI)
- Angelo Branduardi
- Fare Di Sola (CBS)

**Spain**
- Tommy Ekman
- Haar Stylist Dir Don (CBS/Swe)
- Lars H.U.J.
- Guarena (Polydor)
- MC Einar
- Kolber (CBS/Swe)
- Ulf Ludell
- Skjot Ny De Karkort (EMI)

**Scandinavia**
- Tommy Ekman
- Haar Stylist Dir Don (CBS/Swe)
- Lars H.U.J.
- Guarena (Polydor)
- MC Einar
- Kolber (CBS/Swe)
- Ulf Ludell
- Skjot Ny De Karkort (EMI)

**Benelux**
- Annie Schilder
- You Are My Heart (EMI)
- Hot Goeds Driel
- Met Open Ogen (Polydor)
- Jimmy Frey
- Sieren (Polydor)
- Lore
- Welcome To My Party (Epic)

### A Hot Hit! This Could Be Your Own Hot Breakout!

For all info call H&M's sales dept.
Amsterdam:
31.20.6628483

### Eurochart Hot 100 Singles

<table>
<thead>
<tr>
<th>Country</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK</td>
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<td>Looking For Freedom</td>
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<tr>
<td></td>
<td>Lierce</td>
<td>Local Love</td>
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<td></td>
<td>The Pretenders</td>
<td>Meat Is Murder</td>
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<td></td>
<td>The Smiths</td>
<td>Please Please Please</td>
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<td>The Smiths</td>
<td>This Charming Life</td>
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<td></td>
<td>The Smiths</td>
<td>I Fought The Law</td>
</tr>
<tr>
<td></td>
<td>Talk Talk</td>
<td>The Nightmares</td>
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### European Top 100 Albums

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<thead>
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<tbody>
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### Music & Media Top 3 Albums in Europe

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<td>This Charming Life</td>
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<td>RANK</td>
<td>ARTIST</td>
<td>TITLE (ORIGINAL)</td>
</tr>
<tr>
<td>------</td>
<td>--------</td>
<td>-----------------</td>
</tr>
<tr>
<td>1</td>
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<td>Private Dancer</td>
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<tr>
<td>2</td>
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<td>Brothers in Arms</td>
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<tr>
<td>3</td>
<td>Bruce Springsteen</td>
<td>The River</td>
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<td>4</td>
<td>The Eagles</td>
<td>Hotel California</td>
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<tr>
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<td>Fleetwood Mac</td>
<td>Rumours</td>
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<td>6</td>
<td>John Lennon</td>
<td>Imagine</td>
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<td>7</td>
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<td>On The Border</td>
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<td>8</td>
<td>Eagles</td>
<td>One More Night</td>
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<td>9</td>
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<td>Desperado</td>
</tr>
<tr>
<td>10</td>
<td>Eagles</td>
<td>Seven Bridges Down</td>
</tr>
</tbody>
</table>

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**Rock Affaire**

*A Forum For European Music*

**Exhibition Stands**

- Conferences
- Workshops
- Preferential Access to the Transmusicales' Concerts

**Booking/Information**: Rock Affaire, 20 Rue Voltaire 93100 Montreuil. Tel: (01033) (1) 48 70 12 30 - Fax: (01033) (1) 48 70 11 97

---

**Rock Affaire**

**Rennes, France**

Dec. 6th - 10th 89

At "la Halle des lices" in association with the festival les transmusicales

---

**Who will be the stars of the 90's?**
**SPOTLIGHT**

**Bros Take Time In Europe**
by Sally Strahan

Bros are about to begin a three-week promotional tour of Europe to publicise the release of their latest album 'The Time' on CBS. The single 'Chocolate Box', their seventh successive UK top 10 hit, appears to enjoy being teen idols. The teenage market is notoriously volatile and even Bros admit that UK fans are now ready to move on to new heroes. "The teen bubble has burst here in the UK," says the company's Maurice Stenler. "We knew that months ago when heroes. "The teen bubble has burst here in the UK," says the company's Maurice Stenler. "We knew that months ago when the group's 10th LP, 'URK', was released. In a new territory per album. Rothe, the band in Holland in 1987 through the single 'Chocolate Box', which resulted in a top 30 single in the UK top 10 hit. The first single is a live-version of Bros' 'URK', the group's 10th LP for CBS, which only became a major success in Europe and France was the target territory. Earlier this year The Nits performed at the Moscow Theatre in Moscow and now they are looking to break into the US market. Rothe: "The Nits are now ready for the US. We are starting to look for a record company which is prepared to make a long-term investment in the band. After finishing their current European tour with a charity-concert in Amsterdam on December 30, The Nits want to take six months off from touring and devote time to individual projects and a new studio album which is scheduled for next September.

---

**The Nits Celebrate 15th Anniversary**
by Marilyn Rockwell

The success of Dutch band The Nits is due to "old-fashioned artist development" according to Gerard Rothe, Senior Product Manager CBS Holland. The band are currently celebrating their 15th anniversary with the release of their first live album, 'URK'. Re-release sales figures for URK, the group's 11th LP for CBS, exceeded 200,000 units in Holland and a limited edition 112 page magazine is being distributed with selected copies of the album.

The first single is a live-version of Adriaan Swart Boshoff and is supported by a video shot mainly for board the Amsterdam to Paris train. MTV has plans for an interview with lead guitarist Henk Hofstede. "We knew that months ago when there was no more graffiti being added to the walls at CBS!" These walls will be sandblasted just as they were after Wham! fans besieged the building. In fact, George Michael's international success as a solo artist is something the record company would like to emulate with Bros.

Bros have just returned from a successful tour of the US as part of a nine-piece band supporting Debbie Gibson with a 35-minute set. The record company anticipates this will boost the duo's album sales by between 200,000 and 300,000 units across the country. In all territories their image as good-looking, clean-living boys is still very important. "They are highly professional when dealing with the media and they always look the part," says Shneider. Having spent several weeks with Bros in the US, Shneider is making plans to take them across Europe for three weeks of promotion later this month.

---

**TAKE THE LEAD**

- Inform your trade
- Target your advertising
- Optimize your sales
WHATEVER THEY SAY MUSIC VIDEOS IN FRANCE BRING GOLD AND PLATINUM

GOLD MUSIC VIDEO

SERGE GAINSBOURG

PINK FLOYD

DIRE STRAITS

MYLENE FARMER

JOHNNY HALLYDAY

PLATINUM MUSIC VIDEO

DIRE STRAITS

MYLENE FARMER

JOHNNY HALLYDAY

The spending spree by French record companies anxious to capitalise on the new industry trend - TV advertising - is one of the topics Music & Media addresses this week in Esprit Français. Many fear the rush of campaigns may saturate the market and question whether the expense is justified, while others say TV has broadened the consumer base but call for more creativity. We look at the pros and cons of TV campaigns on page 29. On page 31, we talk to two FM stations which have opted to change the way they compile their playlists. Skyrock and Europe 2 now ask members of the public what they want to hear, through telephone polls and questionnaires. And on pages 32-35, Music & Media presents an overview of the most important independent labels in France - their major acts, priorities and philosophies.
Counting The Cost Of TV Campaigns

By Emmanuel Legrand

From May 1988 - when TV advertising was given the go-ahead in France - until May this year, the French music industry spent about 300 million on 141 TV campaigns, according to Jean-Paul Bessieres, Head Of Market Research at EMI/Pathé. The first major campaign, for an Edith Piaf compilation, saw 600,000 LPs sold for a 4 million investment. It was followed by Barclay's Ffr 5 million campaign for the Jacques Brel compilation, which sold 480,000 units.

Bessieres: "TV showed its power and the music industry responded accordingly."

The number of campaigns is soaring to such a degree that record companies are concerned that their impact may be reduced. Alain Artaud, Marketing Manager at Virgin: "It's terrifying - the market will never absorb all these products. The effect of surprise has passed and there are increasing signs of saturation. We have to carefully watch our investments because in some cases, even if we increase sales, the price of the campaign matches our margin!"

Jean-Luc Lavignette, General Manager at Arcade, adds: "TV campaigns are good for consumers but for retailers they can be very confusing. There are too many products that do not sell!"

PolyGram Advertising Manager Jean-Luc Bres does not share these worries: "I think there is more than enough room for what we are doing. This year there will only be about 30 major campaigns with the rest being more targeted."

"There's no longer a major album without a TV campaign. Some artists now insist on TV campaigns in their contracts," Philippe Desindes

At BMG, Marketing Manager Philippe Desindes says TV advertising has brought a new category of consumers to stores. "The campaigns have resulted in retailers realising that records can provide significant turnover, so some of the chains are dedicating more space to the product. There's no longer a major album without a TV campaign. Some artists now insist on TV campaigns in their contracts."

According to SECOPA, a company that analyses advertising expenditure, the biggest spend from May 88 to May 89 was PolyGram. It was followed by CBS, WEA, EMI, Carrere, BMG, Atlantique AB, Virgin and Vogue. Most of the investment was spent on France's first TV channel TF1 (68%), followed by La Cinq (15%), Canal Plus (9%), Antenne 2 (4%), M6 (9%) and FR3 (9%).

Four types of products are promoted through TV artist compilations (such as EMI's Piaf, Barclay's Brel, Phonogram's Money For Nothing by Dire Straits or WEA's Eagles compilation); new releases (Virgin's Jean-Luc Muset, CBS' Sade and PolyGram's Texx; hit compilations (CBS' Boulevard Des Hits, PolyGram's Polylys, BMG/EMI/Virgin's Top Des Tops) and thematic compilations.

According to the EMI study by Bessieres, 52% of the money spent on TV advertising is used to promote new releases, 18% for thematic compilations, 15% for artist compilations, 8% for classical records and 7% for hit compilations.

"As the market becomes more and more saturated it will only be the most creative campaigns that will have any impact," Alain Artaud negotiates global deals on our behalf. We use Sanichi and Sastchi and are happy with the present system. I prefer to pay and to know exactly what I am paying for!"

PolyGram's Jean-Luc Bros says: "The problem with TV advertising is always going to be the expense. Even the smaller companies are expected to put product in stores with the help of a TV campaign. The majors, in some cases, are able to meet the costs but it is difficult for the independents. They would be better off joining forces and negotiating as one body. The more volume and power you have as a company, or group of companies, the better the deal!"

Virgin's Alain Artaud points out that the cost of the campaigns demands good results: "A campaign succeeds when a series of different factors come together well. The choice of the product and the timing are both crucial aspects of maximising the marketing impact. These two points, coupled with the quality of the spot and the media planning, will determine whether the money has been well-spent or not."

"As the market becomes more and more saturated it will only be the most creative campaigns that will have any impact. In the 90s creativity will be the key."

ESPRIT FRANCAIS

ESPRIT FRANCAIS continues on page 31
In August, FM radios Skyrock and Europe 2 each began asking the public to help them compile their playlists. It is common practice in the US, but in France it is a controversial novelty. Record company involvement has fuelled criticism of the surveys, but the stations defend them as providing a better guide to what listeners want.

Skyrock's Programme Director Laurent Bouneau says the surveys are revolutionising French radio. "Before it was radio for the DJs - they were the ones choosing the records. And then there was radio for programmers, whose programming depended on what they liked and how the discs were doing at a sales level. Now it is radio for listeners; we program the discs that our listeners like."

"It is a work method that is very revolutionary for French radio and one which is going to affect all the media because, at the moment, we do not pay enough attention to listener needs. Bouneau says Skyrock, one of France's top FM networks, telephones a minimum of around 300 people in its 15-25 year-old target audience every week. A part of a track is played and then listeners are asked to give their opinions. They are not told the name of the artist or the disc, and Skyrock is not identified as the caller. Bouneau then uses the information to help compile the playlist which, as a result, now includes fewer top 50 tracks.

Bouneau: "For me the panel is the most reliable guide to our listeners' tastes. Before, the higher rotation records were those with the best sales, while those with a lower rotation tended to be new releases. But the best selling discs are not necessarily those that the majority of people want to hear."

Bouneau acknowledges that this has led to problems with record companies. "When the playlist was based on the best sales our centres of interest were closer. The record company wants to sell records, we want to play records that our listeners like. But the listeners are not necessarily record buyers. Relations with the record companies are more difficult now."

The situation has been further complicated by Skyrock's decision to team up with CBS, which co-fines the project. CBS Radio Promoter Pascal Negro: "We pay a small amount to Skyrock and in exchange we receive all the results concerning CBS artists."

"The best selling discs are not necessarily those that the majority of people want to hear," Laurent Bouneau, Skyrock

Nege acknowledges that the size of the polls limits the use of their findings. "The panel is like Media Control, it is a guide. Radio stations which use the panel like an automatic pilot make a very big mistake."

"All radios will eventually use panels. We are seeing a revolution in radio in terms of our ways of working. The record companies are changing their functions accordingly."

At Europe 2, which is challenging NRJ's title as France's top FM network, some 300 different people are surveyed each week. They are invited to attend sessions where tracks are played and they are then asked to complete a questionnaire. Programme Director Marc Garcia: "Telephone interviews are used to gather an audience and FM stations like Skyrock who want an immediate answer. Our audience is older. However the approach is virtually the same. The listeners know the title but not the radio or the name of the artist."

"We have worked with Poly-Gram on that principle - we did it for the Rolling Stones and for Johnny Hallyday. But we are also negotiating with other record companies such as Virgin. We want to fight against the idea of selling exclusively to one partner. It would be a pity to exchange the dictatorship of the top 50 for that of a panel."

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Tuning In To Public Demand
Radios use surveys in the compilation of playlists
by jacquelin Escoot

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ESPRIT FRANÇAIS

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Tuning In To Public Demand
Radios use surveys in the compilation of playlists
by jacquelin Escoot

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France's Indies On Parade

by Emmanuel Legrand

Independent companies play a vital role in the development of French talent. They sign up acts, initiate marketing and promotion campaigns and exploit publishing rights. Music & Media presents an overview of the most important French independent labels who all follow a similar formula - control as much as you can, keep creativity intact and leave distribution to the majors.

AVREP
Tel: (I) 4265780 Contact: Pierre Alain Simon (founder, GM / A&R); Francine Selaby (co-founder); Anne-Catherine Bey (Nat. & Int. Mark.)
- Founded: 1978
- Major acts: Pierre Bachelet; Marc Lavoine; Pierre Conos; Caroline Grim; Dave
- The label has a few acts, although each one is carefully managed and promoted. Bachelet is a well-established artist, and Marc Lavoine is being developed. AVREP had its first no. 1 with Pierre's Amor De Mis Amores in 1988.
- Distribution deal with Polygram (Marc Lavoine) and BMG (Pierre Bachelet).
- National priorities: A new double LP by Pierre Bachelet; Marc Lavoine's LP Les Amours Du Dimanche and its new single Ami
- International priorities: Marc Lavoine
- International deals: Pierre Costo (Polydor West Germany);
- ARREP stands for A Vos Risques Et Perils

BIRD
Tel: (I) 4013262 Contact: Dominique Nee (GM)
- Founded: January 1989
- Major acts: Jean-Michel Jarre, Daniele Guichard, Alan Stivell, Tristan, Christophe, Philippe, Marie, Gino Vanni, Jean-Marc Pesin
- Dreyfus is known for being the label of Jean-Michel Jarre; perhaps the best-selling French artist in the world. Dreyfus recently signed the label DJ international for France and has been active in publishing since 1963 (for a long time he was the publisher of Miles Davis). The following catalogues are represented by Dreyfus: Elvis Presley Music (ex. Chappells), Al Jarmaa Music (since 1976), Thriller Miller Music (Marcus Miller), House Music (David Sanborn), Black Keys Music (Gino Vanni), Mayflower Music Corp, Ganz catalogue; Enja Musik (from Germany); Four Knights Music (Crusaders); Star Wild Music (US catalogue).
- Distribution: Two labels - Diques Dreyfus and Motors - are both distributed by Polygram International.
- National priorities: Tristan, plus new LPs by Parkolone and Guichard. Establish DJ International (Yrre, Joe Smooth) in France. LPs by Stivell (with Kate Bush), Gino Vanni and Jean Michel Jarre are expected for 1990.
- International priorities: Jarre's live album and Stivell's new LP
- International deals: Dreyfus has a licensing deal with Polygram International in most territories for Jarre's products, except for the US.
- Philosophy: Dreyfus: "Our real job is to do what the majors cannot do any more because of their size - develop creativity!"

GEORGES MARY PRODUCTIONS
Tel: (I) 4299100 Contact: Georges Mary (MD)
- Founded: 1985
- Major acts: Elsa, Romano Musumbaria, Roch Voisine
- Initially dedicated to original film soundtracks (Ennio Morricone, Nino Rota), the company has made a successful entry in the international recording market. Elsa was discovered at the 1987 Cannes Film Festival. Her single L'amour Une Chose (two no. 1s, three no. 1s, one no. 2) has the last one has just cracked the top 50. GMP has produced the soundtrack for D'Ours, one of last year's blockbusters. Projects include soundtracks for new movies from Rosam Joffe and Jean-Jacques Annaud.
- Licensing deal with BMG
- National priorities: Elsa's new single Jan Cyber and Helene by Canadian artist Roch Voisine
- International priorities: Elsa
- International deals: GMP has an international licensing deal with BMG. Elsa's LP has been released throughout the world, except the US.
- Philosophy: Georges Mary: "I'm a craftsman and I want to keep a very small company so that I will never do what I can't control!"

SHEP PETTIBONE
Remixed in August 1989 for:

OFF THE TRACK
(OTT)
Tel: (I) 43564040 Contact: Peter Murray (MD); Liz Townsend (Int. PR); Laure Cheneux (Label Mgr.)
- Founded: 1987
- Major act: Les Negresses Vertes. Back To Scratch
- An independent label, linked for a few years with indie distributor Just-In - the mastermind behind the French success of The Pogues. OTT has become the home label of one of France's most happening bands - Les Negresses Vertes. Murray signs few acts and concentrates on their international potential.
- Licensed by Polydor
- National priorities: LP from Les Negresses Vertes and new single.
- International priorities: Les Negresses Vertes; Back To Scratch
- International deals: territory deals as with Les Negresses Vertes: Rhythm King in the UK (where the band reached no. 4 in the indie charts; Skin/ Warner for Northern, Central and South America; Boudisque

SOMEBEIN IN AN OFFICE IN EUROPE

"I gave it away at the interview"

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MARS, PARIS, 14-18 NOVEMBER 1989

ESPRIT FRANÇAIS

Productions Editions Claude Martinez
Tel: (I) 5514440 Contact: Claude Martinez, Laurence Vayer

Productions Editions Claude Martinez
Tel: (I) 4746382 Contact: Jacques Revaux; Regis Talar (co-founder); Alain Renaud (GM); Claude Brunet (Consultant); Marc Exigu (Marketing) Founded: 1985

Major acts: Philo, Sarah Brightman, Phil Collins

Distribution: Toshiba/EMI (Japan); Max/Moritsch, PolyGram, CBS, Sony Music, EMI, Toshiba/EMI (Japan); Sony Music, EMI, Toshiba/EMI (Japan); Sony Music, EMI, Toshiba/EMI (Japan); Sony Music, EMI, Toshiba/EMI (Japan).

Philosophy: « Chaque artiste a sa musique, sa publicité et sa sortie »

TREMA
Tel: (I) 4746486 Contact: Daniel Vanguard

Founded: 1975

Major acts: La Compagnie Creole

Vanguard, who worked in the 70s to establish the Gibson Brothers, is now concentrating on one act - La Compagnie Creole, from the French Antilles. He composed most of their tunes and also publishes them.

Distribution: Carrere

National priorities: Forthcoming LP by La Compagnie Creole in conjunction with their show at the end of the year.

International deals: La Compagnie Creole has a strong following in French speaking countries, especially in Canada.

ZAGORA
Tel: (I) 4746486 Contact: Daniel Vanguard

Founded: 1975

Major acts: La Compagnie Creole

Vanguard, who worked in the 70s to establish the Gibson Brothers, is now concentrating on one act - La Compagnie Creole, from the French Antilles. He composed most of their tunes and also publishes them.

Distribution: Carrere

National priorities: Forthcoming LP by La Compagnie Creole in conjunction with their show at the end of the year.

International deals: La Compagnie Creole has a strong following in French speaking countries, especially in Canada.
LUV

"WELCOME TO MY PARTY"

Already climbing the Dutch charts!

So watch out for the 6 tracks mini-cd/mc with 5 brand new songs plus greatest hits medley, to be released next week.

Contact: Dureco Holland, Fris van Swoll
Tel: (31) 2940.15321 - Fax: 18725

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The Parachute Men

Bed And Breakfast (Fire Records/UK).
Contact: Dave Beddall (tel: 44.1.3596141/fax: 3596661)
A driving and hypnotic song. The blanket of ringing guitars and touching female vocal make up this excellent track. The band are from Leeds (UK) and have recently been joined by a new bassist and drummer.

Their second LP is due out in early 1990 to be produced by Hugh Jones. Licence and sub-publishing free except France, West Germany, Austria, Switzerland and the Benelux.

---

LUV*

Welcome To My Party (High Fashion/ Holland).
Contact: Dureco/Fritz van Swoll
Tel: 2940.15321/fax: 18725
Not a song that will ever be acclaimed as highly original but it has a great hookline. Very SAW. Simple fun music with both club and chart potential. Licence and sub-publishing free except the Benelux.

---

Dayenee

We're On This Case (Sweens/Sweden).
Contact: Sweens/Sweens/Hedehusy
Tel: 44.84.44081/fax: 444480
The debut single by these two Swedish girls is a Swingbeat/Hip Hop fusion. After a career backing various Swedish rock groups they started recording their own material with the Sweens team and the results speak for themselves. Licence and sub-publishing free except Scandinavia and West Germany, Austria and Switzerland.

---

Rat Pack

Jeff Calca (Radical/UK).
Contact: Radical/Sabrina Brangers (tel: 31.20.655738/fax: 9242634)
Funky House music with a soulful vocal delivery that everybody should check out. Created by DJ Eveson and Lippman Mark, who belong to the DJ-elite using the Rat Pack title. Should I Stand Up can be a smash club hit. Licence and sub-publishing free except UK and France.

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Delegation Featuring Ricky Baily

The Mix (Touch Of Gold/ France).
Contact: Scorpio Music/Marlina Levy
Tel: 41.47.204395/fax: 9520218/lines: 642981
This new recording is a cheerful and, ofcourse, danceable medley of a few Delegation tracks from the late seventies, including Where Is The Love (We Used To Know). No sub-publishing available, but licence free except West Germany and France.

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Eric Davis of Project Records in Italy reports that Broccoliativity (Tracké cassette no. 33) have signed a deal with Polystar in Japan and publisher CBS/Sony Songs. The as yet untitled CD will be released there in March, followed by a tour. The company has had a good response to Chained Heart and expects to conclude deals for Europe by the end of the year, after which there will be an extensive tour.

One of the more adventurous labels in France is Danceteria, run by Bertrand Blaha. One of its best bands, in fact one of the best bands in France, The Pulles (cassette no. 28), are about to go into the studio to record their first full-length album (the first one was a mini LP). It will be released in January, with a single and video to follow. And in the same month they will do some live work in Belgium (BCM). This looks likely to move up into the top five next week.

Eight new entries grace the album chart including the new self-titled Mudhoney LP at no. 5, Livin' Than God (Situation Two) by The Hypnoxics at no. 11, Widowermaker-a six-track mini LP by Blast First's Butthole Surfers - at no. 12 and the first Colorblind James Experience album for Cooking Vinyl, Why? which was released in the previous week.

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Carlos Perez

Carlos Perez (cassette no.28), the ex-Hello member, has signed up with leading German Independent Label. His first LP for the label is Gold For Iron.

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Records mentioned on this page are being promted which have potential for breaking into the pan-European market. The selection is done by the editorial staff of Music & Media. Readers who are interested in wanting to play the material mentioned here should be aware that not all records are necessarily released in every territory. International AIR manager, John Forrest, does the look out for new deals should contact the original/publishing owner. Country of origin and contact numbers are listed as known. These wishing to submit material to this section should send their records, biographies and photos to: Music & Media, Gary Smith, PO Box 50538, 80DB Amsterdam, Holland.
UK record companies have been told that the artists tipped to be performing at The Silver Clef Award Winners Show at Knebworth on June 30 1990 include George Michael, Genesis, The Who, Rolling Stones, Dire Straits, Paul McCartney, Pink Floyd, Elton John, David Bowie, Eric Clapton, Phil Collins, Team For France, Cliff Richard, Status Quo and Queen. The event will benefit the Nordoff Robbins charity which provides music therapy for handicapped children. The Who’s rumoured participation at the event is certainly encouraged by the news that their current reunion/farewell tour is already looking sure to stretch into 1990. European dates are being pencilled in for the early part of the year. They have already recorded a number of concerts on the current tour and are considering releasing another live album in the new year. Their last release, of course, was the concert set ‘Who’s Last’.

Eric Clapton’s new studio album Journeyman was released in the UK at the beginning of November. Produced by Rick Tietelman, it features two tracks written by Clapton. According to a newspaper interview he feels much happier with it than he was with August which was "more commercial than I really wanted". Talking about the continuing contradiction between his music as a musician and his personal problems in middle-age, Clapton confessed, "I am constantly trying to find my way because I really would like to be a balanced human being. But I find that a very difficult goal!"

The links continue... Clapton is just one of an impressive guest list on Phil Collins' But Seriously album due for release in November. Slowhand plays guitar on ‘I Wish It Would Rain Down’ and Phil’s other sessionmen including the single Another Day In Paradise and That’s Just The Way It Is and Steve Winwood on Hammond organ for All Of My Life. Recorded near his home in Surrey and in Los Angeles, the album clocks in on vinyl with 10 tracks. The CD and cassette run two additional songs, Heat On The Street and Saturday Night, Sunday Morning.

Level 42’s Brian Alan Murphy has died of pneumonia and complications arising from AIDS. Murphy, who joined the band last year and has also worked with Kate Bush and Mike & The Mechanics, died in London in October. The band have expressed ‘deep sorrow at the loss of a close friend and colleague’. We are also sad to report the death of UK DJ, artist Ian MacColl, father of Kirsty, who was in no way connected with the re-release of UK folk music in the 50s and 60s. MacColl aged 74, developed complications after heart surgery. He was also noted as a playwright but he leaves a lasting contribution to the pop world be largely ignored, having written Roberts Ford’s The First Time Ever I Saw Your Face.

Talent Hacks! is a bi-weekly cassette service directed at an expert selection of potential hits, together with a newsletter containing details of 20 tracks which are available for many territories. Talent Tracks presents you with exciting new artists and songs and expands your a&amp;r activities for only US$15 - a week, it gives you a head start in the race to discover new talent. And it makes great listening on your car’s cassette player when stuck in the rush hour. For a subscription or more information, complete and return the coupon today. 

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**United Kingdom**

**BBC Radio 1 - London**

Chris Lyttle - Sen. Prod. (C)

Ad: Additions to the playlist (T)

PP: Powerplay (LP)

LP: From the album of the week (C)

ST: Studio (C)

IN: Interview

**Capital Radio - London**

Richard Park - Prog. Contr. (C)

Ad: Additions to the playlist (T)

PP: Powerplay (LP)

LP: From the album of the week (C)

ST: Studio (C)

IN: Interview

**Radio City - Liverpool**

McKenzie - DJ Prod. (C)

Ad: Additions to the playlist (T)

PP: Powerplay (LP)

LP: From the album of the week (C)

ST: Studio (C)

IN: Interview

**Red Rose Radio - Preston/Bolton**

Paul Fairburn - Head Of Music (C)

Ad: Additions to the playlist (T)

PP: Powerplay (LP)

LP: From the album of the week (C)

ST: Studio (C)

IN: Interview

**Stations Reports**

- continued on page 40

**Rock Over Europe**

A service of Rock Over Europe Ltd, which produces the weekly syndicated Rock Over London, presented by DJ Goldman, for international radio. Contact Brian C. & Co., 157 Old Compton Street, Soho, London, W1D 4QH. Tel: 01-434 1917

**Music & Media**

November 11, 1989
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| **GERMANY** | Top 5: |
|             | Udo Lindenberg - The Big Fat Sloth |
|             | Lena Hennig - My Heart |
|             | De La Soul - Eye Know |
|             | Living Colour - Glaadin |
|             | Postmodern Jukebox - Joe Cocker - Unchain My Heart |
|             |argedale - The Best |

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<thead>
<tr>
<th><strong>UNITED KINGDOM</strong></th>
<th>Top 5:</th>
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<tr>
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<td>Milli Vanilli - Girl</td>
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<td>Fabio - Milk</td>
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<td>Waes - Surrender</td>
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<td>Jason - Here I Am</td>
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<td>UB40 - Luvin' It</td>
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| **SWEDEN** | Top 5: |
|            | Björn Tjøtta - Helsinki - Head Of Music |
|            | Philip Collins - Paradise |
|            | Richard Marx - Right Here |
|            | Tevin Campbell - Take Me |
|            | J. Bunny - What I Like |

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