



MICHAEL JACKSON GRAND PREMIERE

ROME 22/23 MAY

MUSIC & MEDIA

Volume 5
Issue 22
MAY 28
1988

The European Music & Broadcast Trade Magazine

The Worldwide Impact Of Jackson

by Mchagiel Bakker

Rome - No other artist defines the concept of global marketing better than Michael Jackson. His involvement with Pepsi Cola, the official sponsor of the European tour, has paved the way for many other multimedia sponsorship deals and the targeting of brand-specific artists, finely matching with products, will be tomorrow's reality.

More than 700 European media people were invited to Rome by CRI Europe to attend press conferences and to witness Jackson's first European concert in the Stadio Flaminio. Meanwhile, the *Bad* LP is on its way to world domination with total sales exceeding 15 million. For more details on the European marketing and promotion campaigns on the baddest boy in pop music, turn to page 4. ■

L'Esprit Français

When it comes to finding alternative sounds and promoting them in the hit parade, no other European country is as trendsetting as France. Who would have thought a year ago that Flamenco, African music, zouk, calypso and disco could find mainstream acceptance and that these sounds could even be

promoted abroad? The French music industry has new vitality and Paris seems to be the A&R base in Europe. In this week's issue of M&M this positive development is acknowledged with a special feature - L'Esprit Français. See pages 13-21. ■

The Global Dialogue Of The 3rd IMMC

IMMC '88 More than 800 people invaded the Convention Centre here in Montreux to attend the third International Music & Media Conference (IMMC) held from May 11-15.

Global sponsoring of product, events and tours as well as general marketing and issues directly relating to the broadcasting community were the hotly debated topics touched upon at this year's IMMC. Music sponsors were highly visible, including Coca-Cola, Pepsi Cola, Michelob, Nestle, Foster and McCann-Erickson as well as several TV and radio broadcasters who did live shows directly from Montreux.

During one of the panels on music sponsorship, Jim Beach, Manager of Queen and Chris Rea, accused the record industry of lack of interest: "With the notable exception of CBS, I hardly

ever see the record industry on the panels. They should be more involved from the beginning."

Overall, panel attendance and audience participation was strongly increased and the live showcases, especially the one by new Virgin signing Julia Fordham, were much welcomed.

According to the IMMC organisers, the Conference's success was beyond expectations: "Considering the problems that have plagued us this year - the late confirmation of the television shows - we are extremely happy with the 25% attendance increase. The dialogue between all the different levels of the entertainment and marketing industries was very lively and especially the Continental European input strongly increased."

For more IMMC coverage turn to pages 6/12/33. ■



Red Goes Platinum - PolyGram awarded the Communards with a platinum record for sales of their latest LP, 'Red'. The presentation was made during the Communards' recent Spanish tour by Rafael Revetti (centre), Music Programming Dir. of the private SER network.

(advertisement)

NO. 1 FRENCH INDEPENDENT

Vogue

Tel: (0031) 42.27.07.03.
Telex: 649 650 - France
7, rue Alfred Vigny
75008 Paris

(advertisement)

CONTENTS

The Arrival Of A Legend Jackson hits Europe 4

The Erotic Talent Of A French Chanteuse Guesch Patti wins two IMMC awards 5

Fine-Tuning Your Radio Jeff Pollock's keynote address at IMMC 6

Music For Grown-Ups Radio Radio aims for wider age reach 7

A Long Hot Summer 20 rock festivals in Finland 8

The Power Of The Privates German magazine publishers want involvement in private radio 9

Esprit Français 13-21 A special feature on French product

Hotline 31 The love-hate relationship between the music industry and radio

An EMR publication in partnership with



Extra! Extra!

READ ALL ABOUT IT

A work group chaired by EMI Music Publishing's Peter Smith is currently examining the controversial BUMA/STEMRA central licensing deal with PolyGram. Smith says "there is a strong probability" that the UK's Music Publishers Association (MPA) and Dutch copyright society BUMA/STEMRA will sign an agreement shortly. Although he was not able to give details, Smith confirms that his group is looking for a way to solve the problem of "how an international record company that wishes to obtain a licence for the whole of the EEC can do so and pay royalties in the most efficient manner".

In his keynote address at last week's IMMC in Montreux, Bill Lynn, VP of Coca-Cola, pointed out that the annual advertising turnover in Europe is currently worth US\$ 4.5 billion. "If we could increase European advertising time on TV and radio to the moderate level of the UK, this ad revenue would reach US\$ 7 billion. And if we had unrestricted advertising, this figure would double to US\$ 14 billion." That's an awful lot of fizzy.

The presentation of the IMMC Video Awards didn't come off at Montreux because of communication difficulties with the organisers of the TV Rock Galas but Claude Nobs, founder/organiser of the Montreux Jazz Festival, has kindly offered to hold the ceremony during the Jazz Festival in July.

One of the last tasks of the outgoing French administration was to authorize TV and radio advertising for records, cassettes and CDs.

Still in France, the new Minister Of Communication & Culture, Jack Lang, has appointed a member of the ill-fated CNCL as Minister Designate For Communication. Pascale Caspa, who was one of the three people nominated for the CNCL by Mitterrand, now has to step down from the 13-member CNCL to take up her new post. Pasca leaves at a good moment - Mitterrand is more than likely to replace the CNCL with a media regulatory clause in the constitution.

A.D.

Is Europe Ready For Jackson?

Rome - More than 700 European media people attended the start of Michael Jackson's European mega-tour here in Rome with two special press conferences - one Italian and one international. This was followed by the superstar's first European appearance at the impressive and beautiful 35,000 seater Stadio Flaminio.

The Rome spectacle is the second phase in what can already be seen as one of the longest and most intensive marketing campaigns in the history of the music business. It is organised and financed by CRI Europe in co-operation with Pepsi (also the official tour sponsor), the national TV Channel Video Music and the

local newspaper Tutto. So far CBS has released five singles from the *Bad* LP and, according to Paul Burger, Vice President Marketing & Sales CRI Europe, this is only the beginning. "There will be phase three and four and we will be still talking about *Bad* this time next year. Even if we don't sell any more copies as from today, it is still one of the most successful LPs in history."

Burger refers to *Thriller* which, with 40 million copies worldwide, is the best sold album ever. The question is if CBS will be able to match these unprecedented sales. Up until now *Bad* has sold a total of 15 million cop-

ies, six million in the US, two in the UK and 3.8 in Continental Europe.

The famous *Bad* album cover will be the vehicle of forthcoming promo campaigns that, backed by an incredible line-up of merchandising materials, will make its mark deep into 1989. All the tracks on the album will be released as singles, another landmark in the history of the music business.

Jackson will visit Europe for 30 concerts and new dates keep being added.

Russian Artists Suffer

by Vadim Yurchenkov

Moscow - As the Soviet record industry edges towards what is likely to be a new boom era, there is growing awareness that many of the artists largely responsible are not getting their just rewards for their creative efforts.

Composers and lyricists are, via the VAAP copyright agency, earning substantial sums from royalties paid on albums

However, the artist may earn only £ 70 for his contribution, the prevailing attitude of the authorities being that he is basically getting "free publicity" on the records.

And performers here do not get rich from live shows either. Under the USSR's long-standing payment system, pop and rock artists are paid according to the number of shows performed, irrespective of the box-office takings. The average fixed rate per show is just under £ 15, so a performer has to play 20 concerts merely to earn the average monthly wage of £ 270.

To make matters worse, performing rights are completely ignored by national and regional radio/TV operators who can use any performer previously published, recorded or performed with no fee payable.

But as the USSR has not yet signed the 1961 Rome Convention, there is no income for use of Soviet works by overseas broadcasters either.

Devereux Takes Over At Super

London - Super Channel have confirmed that Virgin's Robert Devereux is to oversee the future development of the satellite channel, together with an in-house management team.

This will include Paul Kempton, Director Of Legal Affairs, Erik Krogger, Director Of Commercial Services, Michael Roles, Head Of Programmes and Michael

Schlagnam, Director Of Advertising Sales. It is unlikely that a replacement for the departed Managing Director, Richard Hooper, will be made in the near future.

Virgin increases its shareholding to between 25-30% and will, together with Anglia, Granada, Television South and Yorkshire, have an 80% stake in the channel. Central and LWT will remain in

the company though with reduced shareholdings.

Devereux comments: "It is unfortunate that a lack of unanimity among shareholders had held the channel back for so long. At last the financial security of the company has been assured and we have a united set of shareholders confident in the future of the channel."

The most aired video clips throughout Europe in the week prior to publication. It includes more than 50 television programmes and shows jointly airing videos from 14 European countries.

VIDEO FAVOURITES

- Prince
- Alphaville
- Pet Shop Boys
- Mary Kate
- Yoko Ono - Lennon

VIDEO HITS

- George Michael
- George Thorogood
- Michael Jackson
- Dirty Data
- Narada
- S Express
- Theme From S Express
- Broken Land
- Danny Wilson
- Mary's Prayer
- Narada
- Paul Collins
- Beha
- Belinda Carlisle
- Circle In The Sand

WELL AIRED

- Fleetwood Mac
- Everywhere
- Adventures
- Broken Land
- Danny Wilson
- Mary's Prayer
- Narada
- Paul Collins
- Beha
- Belinda Carlisle
- Circle In The Sand
- Simon Simon
- Hall & Oates
- Everything
- Oz
- Iron Maiden

MEDIUM ROTATION

- PreFab Sprout
- Yoko Ono
- Kylie Minogue
- Get To Be Certain
- Jermaine Stewart
- Christians
- Blue Monday
- Eddy Grant
- James Brown
- Drop The Bomb

FIRST SHOWINGS

- Yello
- Sorilla Politti
- Yoko Ono
- Yoko Ono
- Yoko Ono

Guesch Patti Wins 2 IMMC Awards

Guesch Patti walked away with two of this year's IMMC Video Awards; her *Etieme* was named both Best Performance Female and Best Continental Video.

A jury of eight international video professionals met for three hours at Montreux to select the winners of this year's Awards. For the full list see photo caption.

- ★ Best Overall Video - George Harrison When We Was Fab
- ★ Best Performance Male - Sting Englishman In New York
- ★ Best Performance Female - Guesch Patti Etieme
- ★ Best Performance Group - Climie Fifer Rise To The Occasion

- ★ Best Design - New Order True Faith
- ★ Best Storyline - Thomas Dolby Airhead
- ★ Best Continental Video - Guesch Patti Etieme
- ★ Best Longform - Queen Magic Years
- ★ Best Director - Philippe Deuille
- ★ Best Special Effects - Eddy Grant's Gimme Hope Joanna



The IMMC Video Awards jury, 1 to 7: Tom Huysbrechts, Prod. BRT; Brian Diamond, Dir. Prog. MTV Europe; Steve Dupler, Video Editor Billboard; Machel Baker, Editor M&M; Birgitte Thøgers, Prod. STV; Diana Smith, Co-Ordinator Music Box; Brenda Jackson, Prod. Canal Plus; and Patrick Altenbach, Prod. TSR

VIDEO NEWS

Race To The Top

Dieter Meier, the blond half of Yello, directed and produced the clip to the duo's single *The Race*, the title track to German pop programme 'Formel Eins'. The video, which shows a comic car race, was shot at the Bellverle Studios in Zurich.

Director Eurythmics' Wali To Break Up. The clip was shot at the home of one of the production team and in the Four Walls Studios in London. Chester Den and John Stewart directed *Lover In Japan*, also for Eurythmics.

This one was shot at the Holiday Inn in Swiss Cottage and Rotherhithe Tunnel, both in London. Both videos are part of the soon-



Yello's Boris Blank trying to win the contest

to-be-released video album (see issue 17) ★

Also Oil Factory: Police & Thieves, a director duo from New York, are working on a clip for *London Beat The Best Goes On*. *London Beat* is one of the new acts on Anxious Records, Dave Stewart's label. The video is shot at various locations throughout London. Billy Poveda and (again) John Stewart are producing ★

Not many non-English language records get to the top of the Euroclips but Mory Kane entered the "Video Favourites" column last week with his *Yéyé Yéyé* and is still there this week. French production company Barodeur was responsible for this clip.

Radio For The 90s

Fine Tuning Your Station

by Maryryn Valentine-Bignold

IMMC '88 Jeff Pollack, radio consultant to 80 stations in seven countries, launched the second day of IMMC with a keynote address highlighting the importance of specific targeting for broadcasters. "Radio stations can no longer be all things to all people," said Pollack. President of the Pollack Media Group.

"There is a tough time ahead," he warned, "even FM stations have problems distinguishing themselves from each other. People want variety between stations - not on them." Pollack then outlined 10 key areas to set programmes apart:

- **Positioning.** "It is essential to identify what audience you want to reach, specifically which age group. News, music, everything must fit that position."

- **Research.** "Passive listeners, that is people who don't buy records or call up the station, account for 80% of the audience. There are three ways of surveying audience taste. 'Passive audience research' - playing clips of records and gauging audience reaction, often used by golden oldie style stations, it allows objectivity. 'Focus groups' - a pre-selected group, free to give an opinion on DJs, jingles, music formats etc. 'Perceptual research' - 500-600 phone interviews that survey in more depth and allow you to fine-tune your station."
- **Personality.** "DJs should be funny, involved and warm. The breakfast job is probably the most important, he can get an audience that stays all day and the rest of the staff should complement his image."



Jeffrey Pollack

- **Basics.** "Are DJs following the format? Are they talking too much? This is very important and so obvious it can be overlooked."
- **Promotion.** "Get your station talked about. Create a separate image for yourself and don't under-rate the power of word-of-mouth recommendation."
- **Community involvement.** "This is obviously difficult for networked stations but very important for locals. Don't forget that ratings measure awareness rather than listeners. Get involv-

ed in local charities and causes."

- **Production.** "Jingles, trailers and name checks should sound exciting, give a sense of urgency. People should get the impression that if they turn off they might miss something. Radio is a balance of art and science, the business of entertaining."
- **Image.** "The audience should see the station as a leader so reinforce the idea that people made the right choice when they tuned in to you."
- **Competition.** "Don't underestimate your competitors. The ego in some stations astounds me. It's as hard to stay at no. 1 as to get there."
- **Advertising and marketing.** "This is vital, you must win this one but don't advertise until you're ready and then say something specific if you want people to switch to your station." Pollack's address was warmly received by the conference delegates. ■

TV Tomorrow -

A High Tech Triumph Or A Horror Story?

by Abi Darwalla

IMMC '88 Allied Entertainment's Harvey Goldsmith (UK), always a controversial figure, launched a fierce attack on the record industry during a highly charged panel entitled TV Tomorrow - a high tech triumph or a horror story?

With characteristic force, Goldsmith denounced the record industry for making their participation in music events on TV too conditional and making unacceptable demands. "The record industry does not understand the value of TV or radio and never has. TV is there to entertain people, not for the convenience of the record industry."

Goldsmith said event TV, especially music orientated event TV, is suddenly the norm in Europe with four mega events planned within three months during the summer: the Prince's Trust Concert, the tribute for Nelson Mandela's 60th birthday, the Atlantic Records 40th Anniversary, and the Amnesty tour.

"For me the more the merrier, everyone wants music, it's cheap and it attracts the younger audience - who are running away from television in droves. The big problem is that event TV has, until now, been for charity causes. TV's like it because it's cheap, artists like it because it's fun. But

the artist managers, the lawyers, the record companies - do they like it? Do they hell! They will destroy it!"

"If we want to make music work on TV we have to work together. If the record industry put a quarter of the money it wastes on clips, if the copyright people put money back into the industry, if anyone stopped being so greedy. The record industry always steps back from new technology and is getting more and more insular," said Goldsmith.

But Jim Beach, Manager of Queen, pointed out it was a catch 22 situation: record companies wanted to know how much exposure a TV programme would get before committing their artists, while broadcasters would not commit themselves before they knew which artists would be participating. And he said it was inevitable that TV needed major stars to promote their shows.

Kevin Wall, President Radio Vision US, enforced this view, saying: "We have to build up music shows on TV on a regular basis through major artists."

While conceding that the record industry should perhaps get more involved with music events on TV, Paul Burger, Vice President Marketing & Sales CBS International, wanted to know

what benefits his company could expect.

He said the record industry was being asked to subsidise events such as Ibiza 92 (an annual TV festival) without being told where the programme would be broadcast. "Where is our share of the profit?" he asked. "We have to take a long-term approach and event TV is one-off. We are interested in artist development and event TV is only interested in big stars."

And Henri De Bodinat, Managing Director of CBS France was angry too: "I am tired of being used as a bank. The only future for record companies is to get directly involved in TV programme production not to give money to other people. We have to do it ourselves and that is what we are going to do - to produce programmes ourselves".

Goldsmith came back in fury: "That is an insular, crazy idea. Our industry is based on pooling resources. There are experts who sell records, and experts who produce records and experts who make TV programmes."

MORE... continued on page 12



TV Tomorrow panelists, from l. to r.: Harry De Winter, MD ID Productions (NL); Harvey Goldsmith, CEO Allied Entertainment Group (UK); Hein Edin, Ass. MD BUMA/STEMRA (NL); Bill Grantham, Editor Television Business Intl. (US); Tom Freston, Pres. MTV Networks (US).

Radio Radio Audience Aim

by Edwin Riddell

Johnny Walker, currently presenting BBC Radio 1's Saturday afternoon stereo session, has been poached by Virgin to launch their Radio Radio live overnight service to UK commercial stations on July 1.

Walker will fill the 23:00-01:00 hours slot in a big-name schedule that includes regular pre-recorded contributions from Channel 4 TV presenters Jonathan Ross and Ruby Wax.

The initial schedule is: 22:00-23:00 hours Ross, Wax etc; 23:00-01:00 hours Johnny Walker; 01:00-03:00 hours Bob Harris (former presenter of BBC's long-running rock show 'The Old Grey Whistle Test'); and 03:00-06:00 hours Diana Lake.

Leading UK radio syndicators Piccadilly Productions have been acting as consultants to Virgin on the Radio Radio project and the schedule and presenters are the result of several weeks of close consultation between Virgin's Rob Jones and Tim Blackmore of Piccadilly.

"Pop and rock for grownups," is how Blackmore describes the music policy of the station, which will be aimed at a audience generally over 23 years old. "It's not a station aimed at teenyboppers," says Blackmore, "though

there will be a spread downwards to younger age groups".

Blackmore's targeting is supported by recent population information which shows, for the first time, a decline in the 16-23 proportion of the UK population.

Rob Jones of Virgin confirms that on September 27 the station hopes to start at 19:00 hours, using two nationally known presenters. Blackmore denied that Mike Smith, who recently left the BBC Radio 1 breakfast show would be one of the two, but agreed that Smith was a likely candidate for some of the pre-recorded slots.

So far 15 stations have agreed to take the initial service, starting on July 1, including the three major regional groups Trent, Yorkshire and GWR. Although the service is known as Radio Radio, it will be identified differently on air.

Flexibility will be the main aim, says Blackmore: "What we supply is a sequence of stand-alone programmes, each with its own identity. If a station decides to take just the 22:00-23:00 programme it will still make sense." Jones confirmed that the overnight package will be sold nationally by Broadcast Marketing Services. ■

YTV To Showcase Music Box Overnight

Yorkshire Television (YTV), shareholders in the Virgin-owned Music Box, is to showcase some of the music channel's leading shows when YTV launches its new overnight service on May 30.

Music Box will supply YTV with one hour of programming every night between 03:00 and 04:00 hours. The shows selected include Germany's hugely successful pop magazine 'Foolish Ems' which makes its debut on Britain's TV networks.

Other Music Box programmes to get a regular slot are 'Video Pics', 'The Power Hour', 'Tracking In', 'Chart Action', 'Boogie Box' and 'The Nino Firetto Show'.

Yorkshire was the first of the ITV companies to experiment

with overnight programming when it used Music Box output 18 months ago. It is to showcase some of the music channel's leading shows when YTV launches its new overnight service on May 30. Music Box will supply YTV with one hour of programming every night between 03:00 and 04:00 hours. The shows selected include Germany's hugely successful pop magazine 'Foolish Ems' which makes its debut on Britain's TV networks.

Other Music Box programmes to get a regular slot are 'Video Pics', 'The Power Hour', 'Tracking In', 'Chart Action', 'Boogie Box' and 'The Nino Firetto Show'. Yorkshire was the first of the ITV companies to experiment

Capital Music Festival Line-Up

by Edwin Riddell

London - Capital Radio's annual music festival starts with two special concerts by Wet Wet Wet at Alexandra Palace, London, on June 22/23. The festival, largest of its type in Europe, will run from June 22 to July 27 at major venues across London and the events will be broadcast on the UK commercial radio network.

On June 24 Sade takes over at the Alexandra Palace and on June 25 Capital's Mega Junior Best Disco, also a sell-out event, will take place. June 26 sees the start of the soul/reggae part of the Festival, under the title

Pink Lady Roots Rockers. This year's line-up includes Aswad, Maxi Priest, Frankie Paul and Ziggy Marley.

From July 4 to 9 is Rock Week at the Hammersmith Odeon, sponsored by Carling Black Label. Status Quo are booked for two Wednesday concerts, July 6 and 7. Other bands include Los Lobos (July 4), Then Jerico (July 5) and Kenny G (July 7).

The Rock Week will be rounded off by a Nostalgia Dance at Le Palais, Hammersmith, on July 10 with The Searchers, The Trogs and the Tremeloes. ■

ROCK OVER LONDON

Globe Theatre, Shaftesbury Avenue, London W1, tel 1-4377122

Support slot on Michael Jackson summer concert dates in the UK and Ireland has been landed by Kim Wilde. She will celebrate by releasing a new LP, *Close*, in June, and has something else to smile about this week, especially when she visits her dad. *Hey Mr Heartache* has just become her 14th singles chart appearance in the UK and that means she has eclipsed father Marty, who noched 13 hit singles.

The A's and R's in M/A/R/R/S, namely the group A R Kane, are back in recording action with a single called *Up Home*, and they will release their third EP, sharing the same name, in June. The band are planning to work with Sly & Robbie and they have also written the soundtrack for a film.

A word about an interesting solo project from live Records, whose gutsy chanteuse Ruby Turner is currently working on her next album. The book is that many classic Motown stars will appear on the LP, including the *Four Tops*, *The Temptations*, *Junior Walker* and *Jimmy Ruffin*. Jane's General Manager in London, Bob Noy, tells ROL that there is also a good chance of contributions from Stevie Wonder and Smokey Robinson. The record should be ready by late summer.

The word is that the *Pet Shop Boys* will not release another UK single until August, and when they do, a song called *Domino Dance* is favourite for selection.

As Scritti Politti's *Oh Patri (Don't Feel Sorry For Loveless)* hovers on the verge of being a big UK hit, there is news that their new



Gutsy chanteuse Ruby Turner's new LP includes top Motown stars

album will be out on June 6, with the title *Provision*.

Elvis Costello gave an impromptu concert last week for the striking seamen at Aberdeen in Scotland, on the condition that they would not disrupt the ferry which was due to take him and other musicians to the Shetland Folk Festival. "They were good enough to allow the boat to sail so we could get up here, and I think it only respectful to do something for them," was Costello's comment.

Life At A Top People's Health Farm is the distinctly unusual title of the new single by The Style Council. The band are now officially a three-piece: Paul Weller, Mick Talbot and DC Lee.

News on Bob George: June 5 sees the release of his next single *Clash 28* which is his protest against the introduction of the contentious clause in the Local Government Bill which would give local authorities from funding any event or organisation that 'promotes' homosexuality. ■

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

Jackson Leads Video Boom

'Michael Jackson - The Legend Returns' is expected to break all UK records for pre-recorded vi-

PLAYLIST REPORT

UK Radio Airplay Report

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

1. *Cliffie Fisher* - 'This Is Me'
2. *Wet Wet Wet* - 'We're Back!'
3. *Michael Jackson* - 'Daddy's Home'
4. *Whitney Houston* - 'Love Will Save The Day'
5. *New Order* - 'Be Bop A Lula'
6. *Prish Spry* - 'The King Of Rock 'n' Roll'
7. *Prince* - 'Agnostic'
8. *Falgunatraction* - 'Perfect'
9. *Woodkid* - 'Glad To Be Here'
10. *Narada* - 'Dance Encore'
11. *Rod Stewart* - 'Glad To Be Here'
12. *Belinda Carlisle* - 'Circle In The Sky'
13. *Ora Xena* - 'No One In The World'
14. *Johnny Wilson* - 'My Hero'
15. *Alexander O'Neal* - 'The Lower'
16. *Michelle Flowers* - 'Don't Go'
17. *Spirit Patrol* - 'On The Run'
18. *Five Star* - 'Another Weekend'
19. *The Jets* - 'Rude In U'
20. *The Christians* - 'Son Again'

deo sales when the first 150,000 are released next month. Britain's leading retailers are anticipating massive demand for the 55-minute compilation which costs £9.99.

It is expected that by the end of the year 500,000 copies will have been sold. The Woolworths retail chain, which has 45% of the business, reckons the total video market will be 20 million units by the end of the year and Virgin Retail is currently reporting sell-through business up by over 250% and is planning a major assault on the European market this year.

The optimism is prompted by the fact that although half of the UK homes have a video recorder, only about 13% of the population has ever bought a pre-recorded video cassette.

The 'Legend' promotion, accompanied by a television campaign, will be launched six weeks before Jackson's UK appearance at Wembley. ■

High-Speed Copying Ban Fails

The UK record industry has lost its four year battle to have high-speed audio cassette copiers banned. Five Law Lords rejected the case brought by leading record companies, together with the British Phonographic Industry (BPI) and Mechanical Rights Society (MRS), against Amstrad Consumer Electronics and the Dixons retail chain.

The action, by CBS, Chrysalis, EMI and others, called for the manufacture and sale of home recording equipment with built-in copying facilities to be outlawed.

Amstrad and Dixons, respectively manufacturer and sell high-speed double play cassette recorders designed to simplify the process of copying from one tape to another. The record industry estimates that 50 million blank tapes are used every year for illegal home taping. If this could be prevented, say BPI, the in-

dustry might sell another 30 million records.

The Lords agreed that "the present position was infuriating" for the record industry and that "millions of breaches of the law must be committed by home copiers every year", but suggested "a law treated with such contempt should be amended or repealed".

HOT BREAKOUTS

National hits for the international markets

- Wet Wet Wet** - 'We're Back! (From My Friends) (Childs)
- Liverpool FC** - 'Anfield Rap (Virgin)
- Prefab Sprout** - 'The King Of Rock 'n' Roll (Kitchener/CBS)
- Derek B** - 'Bad Young Brother (Tuff Audio/Pyramid)

Magazines Express Radio Interest

by Peter Woerle

Following the formation of Funk Und Fernsehen Hessen GmbH (Radio & TV Hessen, FFH), a company set up by the major newspaper publishers in Hessen to secure private radio broadcast-

ing licences, 15 magazine publishers have also expressed their interest in private radio. Hessen is the last German state to allow private broadcasting with the exception of Bremen. Magazine publishers from Hessen, Baden-Wuerttemberg, Bavaria and Lower Saxony confirmed at a recent meeting in Frankfurt, that a state-wide radio channel in Hessen, financed through advertising, would damage the magazines' commercial basis. The magazine publishers want to co-operate with the newspaper publishers and may even buy into FFH.

Moreover, the RPR directors stress that by loosening the existing time-allocation structure, RPR will take on a wider charac-

ter, increasing its already successful competition against the public SWF 1 and SWF 3, as well as the private RTL.

According to a recent survey, RPR is Rheinland-Pfalz's most popular station, reaching an average of 300,000 listeners per hour, which represents around 10% of the total population over 14 years old in its official broadcasting area. ■



Was Sold Das? - Herbert Greenemeier can call himself Germany's most successful singer at the moment. His latest LP 'Oa' achieved gold status (250,000 copies) in less than two months. After a sell-out gig in Munich, Greenemeier (second from left) was visited backstage by Bhaskar Menon, Chairman EMI Music Worldwide. Also joining in the celebrations are Helmut Fest, MD EMI Electrola and Wilfried Jung, MD EMI Music Central Europe.

PolyGram Austria Is Market Leader

by Manfred Schreiber

Vienna - Last year the Austrian PolyGram group recorded a turnover of more than US\$ 25 million, on a factory value basis, a rise of 14% over 1986.

PolyGram President Wolfgang Arming revealed that according to the official Austrian IFPI figures PolyGram was the market

leader with a market-share of 27.4% in 1987.

In 1987 PolyGram sold 510,000 music cassettes (20% of PolyGram's turnover), 560,000 CDs (23%) and 1.32 million albums

(57%). This breaks down into 17% classical music, 29% national pop and 54% international pop. International best-selling artists were Black, Dire Straits and Suzanne Vega. ■

Swedish/Russian Co-Production

by Cathy Inglis

Stockholm - Swedish state TV, SVT, broadcast the second of their annual co-productions with state Russian TV, Jostele Radio last Saturday (May 21).

Rod Stewart topped an international bill of artists including Agnetha Faltskog, Europe, Tommy Korberg and Orup from Sweden, Lemper from Germany, Alla Puutajoa and hard-rock band Krizz from the USSR and Will Downing and Elisa Fiorillo from the US.

The team of SVT's most suc-

cessful TV pop show 'Jacob's Ladder' is behind the show which will be presented by Jacob Dahlin.

The show will be broadcast on June 5 in the Soviet Union and the rest of the East Bloc as well as North Korea, Angola, Vietnam and Cuba. The US' ABC TV network, which is currently in Stockholm to transmit its 'Good Morning America' show back to the US for a week, is likely to broadcast a selection of the concert. ■

SAF Broadcasts Casey Kasem

Stockholm - SAF Radio, one of Stockholm's local community stations, has bought the rights to Radio Express' 'Casey Kasem's American Top 40' countdown show, making it the first station in Sweden to programme the chart show which is now heard in almost all West European countries.

While the majority of community stations in Sweden are run on a shoe string, SAF Radio is financially secure being patronised by the 42,000 companies belonging to the SAF organisation (Confederation Of Swedish Industries). ■

Rock Around Finland

by Kari Helgolahti

Helsinki - Some 20 rock festivals are to take place in Finland this summer, many at rural locations. The festival boom is kicked off by Provinssirock in Seinajoki on June 4/5, and the list continues at August with the famous Ruusirock in Turku.

Many top Finnish artists are moving from one event to another, while foreign acts scheduled to appear include the Ramones, The Jesus & Mary Chain, the

Christians, Ry Cooder, Zodiac Mindwarp, Joan Jett, Motorhead, Girschel, UDO, Sinitta, Proclaimers, Steve Ray Vaughn, Aswad and more.

Many of international acts at these festivals are imported by local organisers, or established booking agencies such as Showco, Rockadillo and EMA-Telstar, who has been handling Ruusirock since the 70s. ■

Nine New Privates

Helsinki - Licences for nine new private local radio stations have been granted by the Finnish government. Two of the newcomers will operate in the Helsinki-Vantaa area, where five other privates are already fighting for audiences. Some 40 applications were rejected, including one from the TV company Oy MTV Ah. ■

HOT BREAKOUTS

National hits for the international markets

- Aki & Turo** - 'Hämmöinen' (One Inch Rock/CBS)
- EM Holdet** - 'En For Alle' (PolyGram)
- Alien** - 'Only One Woman (Virgin)
- Style** - 'It's A Secret (Alpha)

PLAYLIST REPORT

Media Control Germany

From the airplay hit parade from Media Control including 29 radio channels. For more info please contact Media Control - Postfach 625, D-7570 Baden Baden, tel (0714) 33066.

1. *Frankie Galt* - 'Go On The Line'
2. *Herbert Greenemeier* - 'Was Sold Das!'
3. *Pat Shop Boys* - 'Heart'
4. *Bruce Hornsby* - 'The Way You Move'
5. *Manhattan Transfer* - 'We Are Unbroken'
6. *John Niggel* - 'Scream On The Wind'
7. *Maxine Cole* - 'The Culture'
8. *George Michael* - 'One More Try'
9. *George Baker* - 'From Your Love'
10. *Michelle Flowers* - 'Don't Go'
11. *Mary Kelly* - 'You Talk'
12. *George Harrison* - 'The Way I Feel'
13. *Bananarama* - 'I Want You Back'
14. *Gerry Rafferty* - 'I've Gotta Go'
15. *Queen* - 'We Are The People'
16. *Geoffrey B. Crome* - 'A Little Peace'
17. *HESE* - 'Don't Leave'
18. *Kylie Minogue* - 'I Should Be So Lucky'
19. *Aswad* - 'Don't Turn Around'
20. *BAV* - 'On The Capriote'

Media Control Austria

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

1. *George Michael* - 'One More Try'
2. *Drew Miller* - 'Dad Said No'
3. *Ash* - 'Say On The Radio'
4. *Olivia* - 'Face And Feet'
5. *Mani Tordella* - 'No Tears, No Regrets'
6. *Peru* - 'Aksa'
7. *Rainbirds* - 'Bionic'

8. *Mona* - 'Dancing On Fire'
9. *Taylor Dayne* - 'I'll Be To My Heart'
10. *France Gall* - 'Etu Etu La'
11. *Pat Shop Boys* - 'Heart'
12. *T.T. Diddy* - 'Get Your Love'
13. *Billy Ocean* - 'Get Outta My System'
14. *Michael Jackson* - 'The Way You Love Me'
15. *All Stars & Romina Power* - 'Pleasure'
16. *Pleasurehead* - 'Eye-Envision'
17. *Rock Against* - 'Together Forever'
18. *Mo* - 'Rise Of Spanish Heart'
19. *Frankie The Bear* - 'Be Die'
20. *Corrado* - 'Irene'

Media Control Switzerland

Most played records as checked by Media Control on the national channels DRS 3, Couleur 3 and 4 private stations. For more info please contact Media Control, Post-Postage 2, Basel, 4002, tel. 061 - 2289197

1. *Eddy Grant* - 'Gimme Steps In Awa'
2. *Prince* - 'Apogee 5'
3. *George Michael* - 'One More Try'
4. *Ash* - 'Say On The Radio'
5. *Billy Ocean* - 'Get Outta My System'
6. *Brenda Russell* - 'Pass To The Dark'
7. *Pat Shop Boys* - 'Heart'
8. *Armand* - 'Don't Turn Around'
9. *Johnny Cheez & Savala* - 'Cat Your Name'
10. *Gerry Rafferty* - 'I've Gotta Go'
11. *Rick Astley* - 'Together Forever'
12. *Taylor Dayne* - 'From Your Love'
13. *Neil & Oates* - 'Loving You Heart'
14. *Broas* - 'Drop The Boy'
15. *Herbert Greenemeier* - 'Was Sold Das!'
16. *Yello* - 'The Race'
17. *The Christians* - 'Son Again'
18. *Colleen O'Keefe* - 'No Tears, No Regrets'
19. *Art Garfunkel* - 'So Much In Love'
20. *Belinda Carlisle* - 'Circle In The Sky'

9 Apply For Private TV

by Volker Schurnbusch

Dusseldorf - Northrhine-Westphalia's state government (the SPD) has announced that nine groups have applied for private broadcast licences, including SAT 1, RTL Plus, Tele 5, Eureka and five interested groups proposing part-time programming.

According to the state media legislation, two applicants must combine their services, one taking responsibility for regional programming.

Of the five independent candidates, the most promising candidate is the Development Company For Television Programmes (DCTP), an unusual coalition of

film/theatre directors and book publishers with Dentsu Inc, Japan's largest worldwide advertising agency.

If Cologne-based RTL Plus win the licence for the main service then the favourite for the regional portion of the programming would be the independent WAZ newspaper group, which is a 10% shareholder in RTL. Newspaper publishing group RPR (members of which are shareholders in SAT 1) are only applying for a licence for the larger service.

The third independent candidate is Constantin TV, an independent film production and distribution company which recently moved to Cologne from Munich, where it was unsuccessfully involved in a local radio station, Radio 44. Another applicant is Kanal 4, made up of independent film producers and cultural organisations which, using the British Channel 4 as a model, proposes a five-hour cultural programme.

A group of theatre actors and directors from the region, are the fifth independent group applying. A decision is expected from the state before the summer. ■

HOT BREAKOUTS

National hits for the international markets

- Out** - 'On The Beach (Snakes Hit Connection) (BM)
- Curacao** - 'Yello (Exclusiv/Wach)
- Yello** - 'The Race (Fontana)
- Chris Norman** - 'Broken Heroes (Hansa)

On The Road With Cock Robin

by Machiel Bakker

Paris - French audiovisual production company Secovia has made a 52-minute documentary on Cock Robin. Virtually neglected in their home country, this American band were scored gold albums in France, Holland and Germany.

The musical documentary gives an insight into the experiences of a band on the road with its daily toll of stress, hard work and lack of sleep. It also features six songs, recorded live.

So far the programme has been sold for broadcast to the ZDF in Germany, La Cinq in France and strong interest from other companies was expressed at this year's IMMC.

Secovia was founded in De-



Dominique Ferran, founder of Secovia

A Financial Boost For FMs

by Cathy Inglis

Few French private radios are financially solvent. But a new pay-as-you-phone development, Mintel, could inject much needed extra cash into broadcasting.

Mintel is a cheap, computerised teletext service installed in 37 million homes. Private radios began using the system at the end of 1985 and since then the airwaves are increasingly buzzing with DIs plugging the use of Mintel.

Each time someone phones a station (for concert tickets, quizzes or advice) the radio earns a 'consultancy fee'. The caller pays both the telephone company and the station, a mutually beneficial partnership between French Telecom and the private radios.

The three networks that have capitalised on the Mintel the most are Sky Rock, RFM and NRI. Sky Rock's President, Pierre Bellanger, owns a separate company, Telefun, which operates a dozen different services. A total of 35,000 hours of connections are made each month and last year Telefun's turnover exceeded FFr 16 million, with a profit of FFr 1 million.

RFM offers two Mintel services, one relating exclusively to matters connected to the network, and the other a dating service called Tina. The former attracts most callers and according to Marie-France Briere of La Cinq and Pierre Lescure of Canal Plus.

Not surprisingly, the top two positions were the Beatles' *Abbey Road* and *The White Album*, followed by Jimi Hendrix's *Electric Ladyland* on no. 3.

The top 20 media personalities included Philippe Labro of RTL, Michel Drucker of Antenne 2, Marie-France Briere of La Cinq and Pierre Lescure of Canal Plus.

M6/TMC Partnership Starts

Paris - French private TV channel, M6, has gained another 2.6 million potential viewers in the south of France, thanks to the agreement signed between M6



National hits for the international markets

- Mylene Farmer**
Les Chances (Polygram)
- Shona**
Elodie Mon Rose (Columbia/Pathe)
- Gerard Blanc**
Du Soleil Dans La Nuit (EMI)
- Sandy Stevens**
J'ai Faîm De Toi (Carere)

Media Select Top 100

Paris - When the French newspaper, Liberation, asked 20 top TV, radio and press personalities to select their top 100 LPs from 1968 to '88, it was not until no. 52 that a French act appeared - Les Rita Mitsouko's *The No Comprendo*.

Not surprisingly, the top two positions were the Beatles' *Abbey Road* and *The White Album*, followed by Jimi Hendrix's *Electric Ladyland* on no. 3.

The top 20 media personalities included Philippe Labro of RTL, Michel Drucker of Antenne 2, Marie-France Briere of La Cinq and Pierre Lescure of Canal Plus.

Sono Moves Into Italian CD Market

by Vittorio Castelli

Milan - Record and CD manufacturer Sono Press has moved into the Italian CD market with a new office in Milan. Sono is the production company of the Berlusconi group and the first of its kind to open an Italian office.

PLAYLIST REPORT

- SER - Spain**
The 20 best played records in Spain from Cuarenta Principales, covering the major Spanish stations.
1. Joe Cocker - A Woman Loves A Man
 2. Rick Astley - Together Forever
 3. T.T. D'Arcy - Sign Your Name
 4. George Michael - Father Figure
 5. Cassi - Eros
 6. Taylor Dayne - Tell It To My Heart
 7. Sting - Englishman In New York
 8. Eric Ramirez - Chicago
 9. Bruce - When Will I Be Famous
 10. La Dana De Escandio - En Tu Teatro
 11. The Commodores - Stillbreig
 12. Billy Ocean - Get Outta This Town
 13. Michael Jackson - Heal Your Heart
 14. Nina Simone - My Baby Just Cares For Me
 15. Tina Turner - Nelson Cuts In
 16. Duncan Dhu - Les Dieux De Paris
 17. Miguel Bosé - Coseche
 18. Sade - Love & Sorrow (The Probe)
 19. The Cure - No One Is Here
 20. De Dingo - Home In Rome
- RAI - Italy**
Most played records as compiled from RAI Stereo Due.
1. Erasme - Die Of Hook
 2. Shakatak - Doctor Doctor
 3. Lorenda Goggi - Down To Drama Tu
 4. Tom Hocker - Keepin' On
 5. Morrissey - Suburban
 6. CSI - Good Morning Houston
 7. Rod Stewart - Love On Top
 8. A-Box - The Blood That Runs The Body
 9. Sade - When Will I Be Famous
 10. Sergio Caputo - Non Sono Po' Trupia
 11. Hall & Oates - Everlasting Yearning
 12. Tracy Chapman - Avalanche
 13. Genesis Part 2 - Let's Be The Queen
 14. Prince - Alphabet St.
 15. Robert Plant - Hell On Top
 16. Thomas Dobby - Anvil
 17. Pirella Göttsche - King Of Rock'n'Roll
 18. Sade - Parade
 19. Julio Iglesias/Serie Womani - My Love
 20. Gloria Estefani - Happy To Be

trally-placed production plants will, hopefully, be able to hold the best market position," says Montagna.

"Up to one year ago the situation in Europe was very favourable to CD producers and profit share was very good. Now the industrial price of CD is one third of last year's there will be less profit and more competition. The whole European CD market in 1987 was 75 million units from a capacity of 300 million, a ratio of one to four".

In Italy the ratio is even greater: when all three Italian CD fac-

Radio Grows More Than TV

Madrid - Spain's radio audience has grown faster than that of TV in the past 12 years according to a study compiled by Alejandro Munoz Alonso, a professor at the University of Madrid.

In 1973 there were 6.8 million radio listeners in Spain and 14.3 million television viewers but by 1985 the figures were 16.9 million for radio and 24.5 million for TV. The arrival of new radio networks is thought to be responsible for the growth.

HOT BREAKOUTS

National hits for the international markets

Julio Iglesias
Love (CBS)

Dor
Volare (CBS)

Enrico Ruggeri
Gloria (RCA)

Betti Villani
De Nuovo Tu (EMI)

Salon Du Disque Postponed

Paris - The first Paris record fair, the Salon International Du Disque, has been postponed to October/November from its original June schedule.

Andre Hadziej, organiser of the 10-day event, decided to delay the fair for "political reasons".

Uphelds are expected in the French audiovisual scene, and in particular in television, with the

installation of the newly elected government. Hadziej is therefore adopting a "wait and see" attitude until the inevitable disruptions in the media and recording industries have settled down.

It is also rumoured that a couple of the major record companies have refused to commit themselves to taking a stand.

PLAYLIST REPORT

Media Control France
From the airplay hiparades provided by Media Control France. For more info please contact Media Control France 29 Blvd Tautel - 67000 Strasbourg - France - tel: (883)366580.

- Radios FM:**
1. A-Box - Say On Your Rock
 2. Billy Ocean - Get Outta My Dreams
 3. J.J. Goldman - Cool To Be Crazy
 4. Francis Gull - Endemore
 5. Kylie Minogue - I Should Be So Lucky
 6. Guencis Part 2 - Les Dieux De Paris
 7. Mylene Farmer - Amis Ses Jrs
 8. Mylene Farmer - Amis Ses Jrs
 9. Desireless - Just
 10. Michael Jackson - Dirty Diana
 11. France Gall - Endemore
 12. Renaud - Renaud
 13. Sting - Englishman In New York
 14. Patrick Kasse - Oklahoma
 15. Liane Foly - Ca Va Comme Ça
 16. Steve Wallis - Let's Get Together
 17. George Michael - One More Try
 18. Kaseya - Say Bye
 19. Meryl Kante - Take Take
 20. Prince - Against It

Local TVs Join Forces

by Marc Plas

Antwerp - Recent developments in Flanders' media legislation are to create three prospective regional TV stations to join forces in a bid to speed up the lengthy government approval procedure.

Antwerp-based ATV, AVS Meetsjand and RTVO West Vlaanderen are planning new strategies together following the Media Council's inability to reach a decision at a meeting in April.

So far, only VTM (the Flemish commercial broadcaster) have a licence to broadcast although they are still recruiting staff and are many months away from their first transmission. Seven other private stations applied for licences.

Bertram De Coninck, President of AVS Meetsjand, says: "We are dealing with two different kinds of law, we applied for our authorisation on October 16 and have had no positive answer

Govt Backs More Ad Time

by Edwin Bakker

The Dutch parliament, led by Prime Minister Ruud Lubbers, is backing Media Minister Eelco Brinkman's proposal to increase commercial airtime. According to Lubbers, the maximum commercial airtime on the national television network will be raised to 4.5% on January 1, 1989.

But when the proposal becomes law, the extra revenue generated will not benefit programming. The cash will be used to bring Holland's TV and radio licence fee already the lowest in Europe, down still further.

strength to cover the whole country in depth. We are perhaps helping them out so I see regional TV not in competition but in addition to national television".

Bert De Neve, board member at RTVO West Vlaanderen, says: "We figure that regional television issue is in an important aspect of TV in general because the national broadcasters (commercial or not) will not have the



National hits for the international markets

- Gerard Joling**
Shang-La (Mercury)
- Rene Shuman**
Sweet Lovin' (CBS)
- Dennis Jones**
Don't Wanna... (Cherry Records)
- Florie**
No Cure No Pay (Dureco)

PLAYLIST REPORT

Stichting Nederlandse Top 40
Airplay checked on Radio 2 and 3, the Dutch national pop channels. For info contact Stichting Nederlandse Top 40, PO Box 706, 1200 AS Hilversum, tel (0353) - 231647.

1. Ziggy Marley - Tomorrow People
2. Fleetwood Mac - Evermore
3. Jon Anderson - Just On To Love
4. A-Box - Say On Your Rock
5. Glenn Medeiros - Mylene's Gonna Change
6. Dennis Jones - Love Got Love
7. Renee Schickman - Sweet Lovin'
8. Sting - Ings
9. S. Express - Stayin'
10. Eddy Grant - Getta Getta Go! (A&A)
11. Prince - Alphabet St.
12. Mylene Farmer - Yes Yes Yes
13. Grant & Forsyth - Anything For You
14. Mickey Rourke - Love Got Love
15. Nikky Katt - Bangkok
16. Gary Michael Walden - Dewe Entours
17. Pat Sharp - Hear
18. Soultaker - Like A Mountain
19. Jackson 5 - I Want You Back
20. Fairground Attraction - Perfect

The Top 40 Tyranny

by Cathy Inglis

IMMC '88 "In as much as the Top 40 is based on sales of 7" singles, it is dominated, as these sales are now insignificant." This prophecy from BBC Radio 1's Head Of Music, Roger Lewis, set the tone for one of the hottest IMMC panels, entitled, 'The Top 40 Tyranny', which explored the

Lewis's hypothesis that: "Radio 1 leads the charts, but does not follow them."

The Top 40, said Russell, is not tyrannical except where it involves "an oppressive concentration of power" and becomes the only chart being played. Russell praised the chart for its value in keeping the music industry in the

der 18-year-olds!"

Representing the US viewpoint was Ekke Schnabel, Vice President International of copyright society BMI. "I would like to see a wider playlist, but unfortunately we have to follow what the audience wants. As far as the music industry is concerned, it is indeed negative for those artists

ing to ride on, I would rather get out now. Backing new talent is not only good for your stations, it is vital for the industry."

Bakker is pessimistic about the future. "The Top 40 has become a self-perpetuating music machine that refuses to die and keeps on pouring out the same harmless and standard formulas."

The plea for more imaginative broadcasting was echoed by Patrick Isherwood, legal advisor of the British Phonographic Industry (BPI). "There is too much dependence from the public, the record companies and the broadcasters on charts. It dictates tastes and in this way is a tyranny. It brings everything down to the lowest common denominator and causes a lack of originality."

Despite this, Isherwood, a self-confessed chart junky, stressed that the industry could not do without charts. However he found it harder to decide whether Top 40 radio should be scrapped.

Moderator Tim Blackmore, Programme Director of the UK's Piccadilly Productions, summed up the feelings of the radio and record industry panelists who all agreed that the rigidity of Top 40 programming was a real danger and that broadcasters should strive for more imagination. ■



The Top 40 Tyranny panelists, l. to r.: Ekke Schnabel, VP Int. BMI USA; Paul Russell, MD CBS UK; Tim Blackmore, Prog. Dir. PPM; Machigiel Bakker, Editor M&M; Roger Lewis, Head Of Music BBC Radio 1; and Patrick Isherwood, Legal Advisor BPI UK.

dual tyranny of Top 40 charts and Top 40 programming.

Lewis denied that Radio 1 was dominated by the charts, claiming that over half his playlist was not Top 40 material. This produced the expected raised eyebrows from the representative of the record industry, CBS UK's Managing Director, Paul Russell, which rose even higher with

public eye, its usefulness as a marketing tool and its assistance in establishing artists and encouraging the sales of albums.

"The real tyranny comes from the fact that that the no. 1 record in the UK is decided upon by the handful of teenagers buying singles. The terrifying thing is that in our present Thatcherite society, we are in fact run by un-

not making it into the big league."

M&M's Editor Machigiel Bakker made an impassioned plea for radio stations to back more new talent. He bemoaned a comment from an earlier speech by Bill Lynn, Vice President Coca-Cola, who said that: "We will all embark on a global train journey, with no local stops." Bakker: "If that is the train we are all go-

More Freedom For The Viewer

by Abi Daruvalla

IMMC '88 Also speaking on the "TV Tomorrow" panel, Tom Freston, President MTV Networks US, said the most important thing about advanced technology was the freedom of choice it gave viewers: "In Europe the increase in programming, deregulation and technological advance are all important but the ultimate is a wide choice for the consumer.

"MTV Europe would like to see much more competition - there is a lack of innovative programming in terms of ideas and formats. We applaud the launch of Eurosport and would welcome more of this sort of strong competition in the European marketplace."

Freston went on to describe how MTV planned to broaden its programming policy: "24 hours of video clips is not what the future is going to be. MTV is going to incorporate other programming. We will, of course, always be orientated to young people but we will introduce documentaries, quiz shows, and so on, but all done in a certain style. The problem in the early days, of course, is where is the money for programming coming from. People have to invest in the long term. MTV doesn't expect to make money until 1996."

But Freston defended the future of the video clip as a programming format when Allied Entertainment's Harvey Gold-

smith declared they were "a thing of the past".

From his perspective, fellow panelist Hein Endlich, Assistant Managing Director of the Dutch rights society BUMA/STEMRA, voiced a positive approach to the future of TV. "In Holland 80% of households have cable with an average of 10 channels in four languages without subtitles. More TV only means more of the

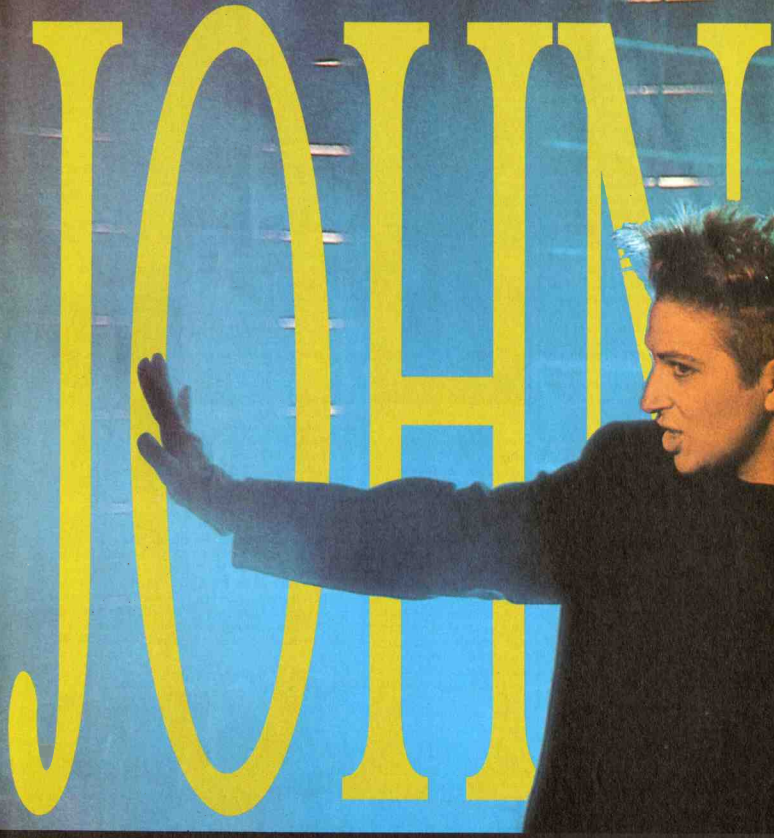
same, say the culture pessimists, but I say, the more the better."

Harry De Winter, Managing Director of ID Productions in Holland, made a plea for broadcasters to spend more money on programme production: "We should be talking about the quality of programming, not technology... programme makers have no budget and it's killing our industry." ■

IMMC IN PICTURES!

Turn to page 33 for the first of our photo pages from IMMC - more next week! All IMMC photos by Arjan Wijnstra and Bryan Viereck for Chris Van De Vooren Photography.

DESIRELESS



NEW SINGLE - MAXI - 3'CD - AVAILABLE NOW

CBS
FRANCE

C'Est Ça - The French Have Colonised The Charts

by Machiel Bakker

With an increasing fusion of pop styles and the growth in 'world' music, France is slowly becoming a European trendsetter. Paris is well known as home base to many artists from former French colonies like Senegal, Mali and Guinea. Recently France has proved itself as Europe's second crossover market and its charts are an intriguing mixture of styles, from calypso, chanson, rock and folk to flamenco, zouk (from the French Antilles) and mandingo (from Mali and Guinea). Will France maintain the high standards set in 1987?



Johnny Clegg - cheerful African pop

In the 70s, the mid 80s saw a burgeoning of fresh talent ready to conquer the world market. The French now compete on all levels with their European counterparts, both in production and originality of style.

According to Danny Goldschmidt, A&R Manager of EMI Pathe Marconi, industry structure and artists' attitudes have changed considerably. "The bullsh*t is over," he insists, "in the past we were plagued by 'copinage' - DJs being paid to air certain product - and this popola issue damaged industry and artists. Until the early 80s the business was only semi-professional and international product totally dominated domestic output. People realised something had to change and a new style of management gradually took over. A new breed of managers brought the business back to normality and we're finally competing abroad on equal terms."

Success in 1987 was definitely not coincidental," says Bernard Carbonez, Managing Director BMG Ariola. "The success of France abroad is not a one-off thing, there is a new generation of artists who realise that the world

does not stop at the French borders. They are aware of international possibilities for their product and the quality of production, arrangement and composition has improved dramatically."

Marc Lombroso, Managing Director of Polydor, also believes in the enduring qualities of current French productions. "But I never thought for a second that we could score with Vanessa Paradis. Never before have we witnessed so much creativity. Now the French seem to acknowledge their multi-cultural roots and Latin, African and Spanish influences suddenly crop up. But we still need to look at it very carefully, record by record, as it is still too early for long-term careers."

Pierre Satche, International Exploitation Manager for PolyGram, has seen many of his acts cross borders but maintains it would be dangerous to stick to a "safe formula" for success. "The basic problem is that foreign record companies only seem to be interested in female singers. I would love to break a rock act as well - like Niagara. There is a wide range of good French product, from rock, pop/disco to African, calypso and zouk and if we want to maintain the high standards of 1987 we should come up with something different."

There is no doubt that the talent is there. In terms of variety

and originality, the French market easily surpasses the rest of Europe and is nearly in line with the UK.

The diversity of the French Top 50 is enormous. From the stirring African dance music of Mory Kanté (*Ye Ke Ye Ke*) to the acoustic fireworks of Gipsy Kings (*Bamboléo*) and tropical disco of zouk ambassadors Kassav' (*Sye Dwa*). Add to this a steady flow of chansonniers (Florent Pagny's *N'importe Quoi*, Elsa's *Quelque*



Cora player Mory Kanté

Chose Dans Mon Coeur), the odd novelty song (Simon & Les Modanais' *Etoile Des Neiges* and Bezu La Classe's *La Queue Leuleu*) and the cheerful African pop of Alpha Blondy (*Sweet Fanta Di-allo*) or Johnny Clegg (*Asimbonanga*) and the picture is clear: a lively musical landscape rich in colour, tone and effect. ■



The tropical zouk music of Kassav'

GUESCH PATTI

SORTIE MONDIALE / WORLDWIDE RELEASE

MAI 1988

L'ALBUM
EVENEMENT



Labyrinth





French FM - A Flooded Market?

by Cathy Inglis

Competition is generally a healthy phenomenon, but the flourishing FM networks in France seem to provide quantity rather than quality. Duplication is the order of the day and the market is dominated by seven major networks. Diversification may save some but industry experts agree there is not room for all seven. So how many will survive?

NRJ is the undisputed FM leader. In terms of listeners and profits, they are unbeaten among the FM networks and only the nationwide AM station RTL can boast a larger audience (although NRJ President Jean-Paul Bauderoux claims to beat even RTL for the under-50-year-olds). NRJ's Swiss affiliate in Geneva is picking up listeners from its rivals and it plans international development, including expansion in Germany and, in the long term, a European radio with international partners. Last year NRJ made a profit of FFf 65 million from a turnover of FFf 300 million.

The key to NRJ's success is its unshamed commercialism: a diet of top 40 hits throughout the day with jingles jamming home the NRJ name. Other stations have tried to emulate this success but NRJ Director Max Guazzini points out: "An Elvis lookalike will never be the real thing."

Sky Rock, the no. 2 FM in Paris, is also 100% commercial though they individualise the station with carefully chosen presenters. Compères are characters rather than mere announcers, in line with the station's policy of "gueule radiophonique" (radio gobs). The network's Programme Director, Laurent Bonneau, is convinced that ultimately there will be two networks and that all other radios will have to specialise.

"Record companies and artists have a lot to thank the FMs for," says Bonneau. "The number of radio stations and the diversification in other media have prompted an explosion of new ta-

lent in France and, what's more, the technical sound quality of FM has forced productions to improve and the peripheral stations to change accordingly."

Sky Rock had a turnover of FFf 30 million in 1987 and made a loss. Network President Pierre Bellanger predicts that 1988's turnover will be around FFf 40 million and he expects the network to make a profit "possibly this year, but more likely in 1989".

If Sky Rock is the closest rival to NRJ, the Fun network is not far behind though the station management are not sure of the image they are aiming for. According to Pierre Lattes, Fun's Director, the only thing which can differentiate similar sounding stations is the speed at which they programme new releases and the records they play from the top 50.

"Our tactic is to play new tracks at a very early stage, sometimes two or three months before other stations. We also choose *not* to play certain records from the top 50 and around a third of our playlist is made up of new records. We think it is important to have a variety of programmes throughout the day and we have a specific method of programming LP tracks: we choose a track from an album which is sporting a current hit, play it a couple of times a week for about a month, and then use another track from the same LP."

The key to NRJ's success is their unshamed commercialism.

Lattes admits that the station cannot afford to commercialise its image yet. "We have not yet imposed our 'commercial brand' on the market, one of our mistakes was that we tried to be too complicated in the past but this will now change. We are launching a new publicity campaign in the press and on TV."

Lattes is aware that he will have to move fast. "I think there will be a big shake-up this year. There is not room for the number



Laurent Bonneau, Programme Director Sky Rock

of FMs we have at the moment (NRJ, Nostalgie, Sky Rock, Fun Kiss FM, RFM, Europe 2) - the advertising market can probably sustain four of the major networks."

Fun's turnover is expected to be around FFf 60 million this year but Lattes predicts the network could lose FFf 20 million. As a result Fun is making drastic cutbacks including redundancies and a reduction in local programming in the affiliated stations. "Unfortunately our only local element is publicity, though, hopefully, we will return to local priorities in the future."

NRJ, Sky Rock and Fun aim at a young audience but no one is sure that the related advertising market can support all three. NRJ's position seems indomitable, so the other two may be drawn into a dogfight for a permanent niche in the market.

seeking an identity. "The FMs have still not reached maturity, they are still copying NRJ. We don't intend to be a tap of non-stop music, searching for popularity at all costs."

Kiss opts for originality. It recently introduced a jazz programme and a Max Headroom show and its presenters include several well-known personalities, such as Bernard Le Noir (presenter of A2's 'Les Enfants Du Rock' pop show), actor Richard Borhinger and journalist Frank Eskenski. "The only future for FMs is as complementary stations. I believe there is room for two FMs directed at the young audience but only one for the slightly older audience."

The seven-year-old RFM network has 42 transmitters covering 50 major cities. The playlist is based on LP tracks, typically from Chuck Berry, the Beatles or Dire Straits, and a few new releases.

As with the other FM networks (with the exception of NRJ) Jean-Bruno Michaud, RFM's Programme Director, emphasises that the DJs are of prime importance. "We encourage them to voice their opinions," says Michaud. "Although I check the contents of their programmes, they are encouraged to express themselves as they wish."

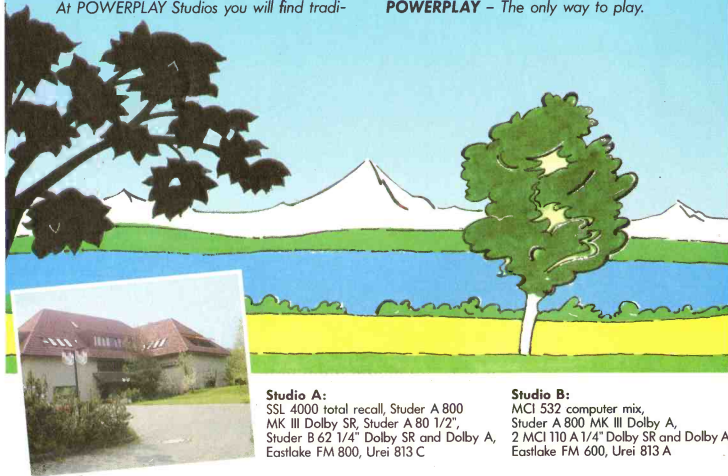
RFM is confident that its position in the marketplace is secure. The network is 100% owned by Patrick Meyer though he is now looking for a minority shareholder to join him as partner. The company is self-supporting and breaks even financially but Michaud believes there is only sufficient advertising revenue to sustain five or six networks.

The fierce competition on French airwaves will not necessarily lead to station extinction as exemplified by the recent merger of Hit FM and Europe 2. When and how the changes occur depends largely on the fate of the regulatory body, the CNCL (National Commission For Communications & Freedom) and the consequences of the inevitable political upheavals now that a socialist government has been reinstated.

SOMETIMES, IT JUST TAKES A BIT OF POWER TO PLAY THE GAME RIGHT.

To reach lofty goals, one has to aim high. Your target is the heart of Europe, just a few minutes from Zurich Airport. That's where POWERPLAY Studios offer you sophisticated technology in a charming and peaceful setting with a magnificent view of a lake and the great panorama of the Alps. At POWERPLAY Studios you will find tradi-

tional Swiss reliability and hospitality at their best. Comfortable rooms, a delicate cuisine and everything else you need for a creative atmosphere. If you have great expectations, let POWERPLAY help you hit your target. POWERPLAY - The only way to play.



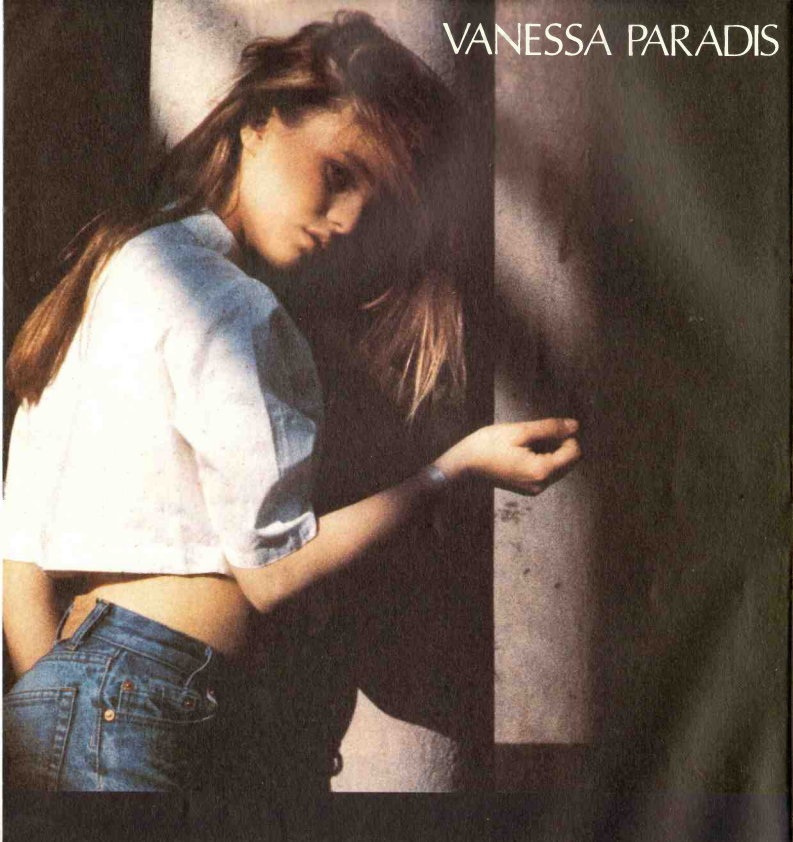
Studio A:
SSL 4000 total recall, Studer A 800
MK III Dolby SR, Studer A 80 1/2",
Studer B 62 1/4" Dolby SR and Dolby A,
Eastlake FM 800, Urei 813 C

Studio B:
MCI 532 computer mix,
Studer A 800 MK III Dolby A,
2 MCI 110 A 1/4" Dolby SR and Dolby A,
Eastlake FM 600, Urei 813 A

For further details, call Hans at:
POWERPLAY Recording Studios AG,
Föllandenstrasse 20
CH-8124 Maur/Switzerland
Phone (41)-1-980 15 21

POWERPLAY

VANESSA PARADIS



HER DEBUT ALBUM
OUT SOON



ESPRIT FRANÇAIS



The Pop 'Fiesta' Of Gipsy Kings

Flamenco goes mainstream

by Machgiel Bakker

The French have rediscovered the stirring rhythms of flamenco. A seven-piece band from Montpellier and Arles have conquered the top 40 with their specific brand of Spanish and Hungarian gipsy music. The success of songs like 'Bamboleo' and 'Djebi Djoba' is more than that normally earned by the odd chart-bound novelty song. This is because the Gipsy Kings add a vital ingredient to their musical roots: a basic understanding of the laws of pop music. And this explosive mix is about to set the rest of Europe on fire.

It is to the credit of the French that they have created a climate where such music can flourish but it is the Gipsy King who made flamenco palatable for a top 40 audience. Purists may object, but it is pioneers that make crossover hits.

All seven members have been playing gipsy music for 16 years but the group officially formed in 1979 when gipsy families from Montpellier and Arles joined forces. Three musicians come from the Reyes family, all sons of Manitas De Plata guitarist Jose Reyes, while the rest belong to the Baliardo family and are either cousins or brothers-in-law of the Reyes.

"Our family ties are sacred to us," explains Chico Bouchikhi, singer, guitarist and main spokesman of the band. Some members have apartments in Montpellier, others live in caravans. "We stay very close to the tradition and spirit of gipsies, our motto is freedom and faith. Luckily we've kept faith and stayed together for years."

The band has toured worldwide, playing the club circuit from New York to Saudi Arabia, from Tunisia to France but, while highly successful as a live act,

they could not make a commercial breakthrough.

Band Manager Claude Martinez discovered artists like Coluche, Thierry Luron and Le Grand Orchestre Du Splendid with partner Paul Lederman before joining Gipsy Kings in August 1986. "I was never satisfied with what I heard," he explains. "Although I was impressed with their rich melodies, something was missing. We worked in the studios for almost a year to find a new sound."

The new sound came when the group decided to mix today's technology with their fluent gipsy melodies. "I think pop music needed this sort of inspiration," says Bouchikhi. "The same thing has happened to Caribbean and African styles of music."

Gipsy Kings' music is quite unique: not pure flamenco (which is set in a 12-bar structure), nor rumba (with its two-bar rhythms) and certainly not pure pop. The pop element is no more than the subtle use of synthesizers and electric bass. What makes the result so satisfying, and promises longevity, is the group's penchant for writing powerful, universal songs.

The album *Gipsy Kings* (PEM/CBS '87) presents a strong collection of flowing instrumentals and passionate ballads. Songs like *Moorea*, *Inspiration*, *Faena* and *Duende* feature the gifted guitar solos of Tonino Baliardo and the steady and sharp acoustic backings of the rest of the band. Breathtaking compositions that, with the addition of string arrangements in *Duende*, balance on the edge of pure kitsch but, thanks to the rich melodies, manage to stay on the right side of the line.

The band's strongest asset is likely to be *Quiero Saber*, the happiest marriage of flamenco and pop. After some dazzling guitar solos from Tonino Baliardo the song evolves into a sexy and shuffling acoustic beat, sporting the confident vocals of Nicolas Reyes. The chorus, set in another key, is blatantly commer-



Gipsy Kings - crossing barriers

"We stay very close to the tradition and spirit of the gipsies."

cial and is reminiscent of another fruitful marriage - that of the jazz/bossa nova of the early 60s. The song demands a single release and could yield the band the pan-European success they are so entitled to. Obvious 'fiesta' songs like *Bamboleo*, *Djebi Djoba* (the band's two French hit singles) and *Amor Amor* complete this playful set.

Bamboleo has charted in Holland (no. 17 at press time) via a licensing deal that Martinez struck with Durco. A rival version by Los Reyes (two of the

band members are brothers of Gipsy Kings) is also enjoying success. Yet another version was released by CBS in Spain, by top group Tjeritas, and has been well-received. Italian company CGD will also release the group's material and Martinez is on the verge of making similar licensing deals in the rest of Europe.

This fusion of pop and flamenco could be the next big thing in music; it would inject the self-perpetuating pop/disco business with a bit of spark that it so desperately needs. ■

Where the music is we are



sacem

Société des Auteurs, Compositeurs et Éditeurs de Musique

225, av. Charles de Gaulle 92521 Neuilly-sur-Seine Cedex, France
Tél.: (1) 47.47.56.50 - Téléc.: Musica 630 312 F - Télécopie: (1) 47.45.12.94

ESPRIT FRANÇAIS

FRENCH TALENT

MUSIC & MEDIA

S N G L E S A L B U M S



SINGLE OF THE WEEK

Elli Medeiros

Bom Bom... - Barclay

We were glad to see *A Bailar Catyso* become a hit in some European countries last year. But *Bom Bom...*, the title track of her debut LP, is far more representative of the album's style and feel: airy, summery, with sensually brooding percussion and bass licks, accompanying a casual voice, all tuned into Caribbean idioms. A unique talent, that still needs support and recognition on an international level.



ALBUM OF THE WEEK

Mylene Farmer

Ainsi Soit Je... - Polydor

A first-class electro-based pop LP of the kind that only the French can produce. That sophisticated sensuality! Laurent Boutonnat's production and compositions are flowing with a commercialibility, comparable to the works of the Pet Shop Boys. Farmer wrote most of the lyrics and reveals the full palette of her caressing and dreamy voice. Don't miss *L'Horloge*, *Allan*, *Sans Logique* and the title cut.

Veronique Jannot

Aviateur - Carrere

Dreamy vocals float over layers of soft and lightweight synthesizer sounds. Written by Laurent Vuitly and Alain Souchan.

Philippe Russo

Corps Et Ame - EMI



Funky, Minneapolis-influenced dance track in a perfect production by Vincent Frerebeau and JC Chacuity.

Jil Caplan

Comme Sur Une Balancoire - Epic

A moody piano solo leads into a catyso-influenced shuffle. A very gentle and relaxing beat reminiscent of Working Week.

Louis Bertignac Et Les Visiteurs

Jack - Virgin

A swinging, medium-paced pop song, cheerful, makes you want to sing along. There is a strong merry-go-round feel in here.

Florent Pagny

N'importe Quoi - Philips

Passionate and dramatic rock song in a rather pompous, 'full-blown' setting. France's current no. 1 hit record, with sales already up to 380,000 copies.

Rap Two

La Voix Du General - Epic

Funky slice of French house featuring the voice of General De Gaulle and many others. Good dance material.

Jean-Jacques Goldman

C'est Ta Chance - Epic

An infectious, thoughtful number with a touch of Eurovision in the overall sound and some fine singing by Goldman.

Renaud

Jonathan - Virgin

A song in praise of Johnny Clegg that combines an Afro-music intro with a fairly straightforward rock song and Renaud's quirky vocal style.

Hydra

Vers Un Nouveau Monde - Vogue



A very MOR slice of pop that takes off in a most charming way in the chorus. Hints of Supertramp in the backing.

Pacifique

Sur Les Ailes Des Alizes - Carrere

Waiting female vocals over a steady, persistent disco beat. Nice chorus.

Gerard Blanc

Du Soleil Dans La Nuit - EMI

A mid-tempo ballad with a strong dance-beat and a good, clear production where Blanc's voice gets more and more soulful as the song develops.

Shona

Eldode, Mon Reve - Columbia

Synth-orientated, floating and atmospheric pop song. Despite the clear and open production, it remains a rather flat composition.

Alpha Blondy

Revolution - EMI

Featuring the multi-cultural talents of Blondy. A man who mixes Afro-music and rock like no one else, producing a melange of radical, roots reggae, pop-rock and hi-life. Check out *Blessed*, *Rock And Roll Remedy* and *Time*.

Niagara

Quel Enfer! - Polydor



An album of electro-based funk featuring the excellent current single, *Assez*. Some great dance grooves and a big, open production make this act, alongside Guesch Patti, one of the most exciting things happening in France right now. Never a dull moment.

Alain Chamfort

Double Vie - CBS

A double album recorded live at the Casino de Paris and featuring a good cross section of Chamfort's own brand of smooth-rock. The production is good and the backing tight and professional. Best tracks include *La Plus Grand Chapiteau*, *Malaise En Malaisie* and *Baby Boom*.

Charliele Couture

Solo Girls - Columbia

Intriguing, upward and rocking are the key-words to this half-acoustic pop/rock album. The material is essentially guitar-

orientated, but the rather open compositions (most by Charliele himself) leave room enough for keyboard lines and some discreet percussion. Remarkable is the use of both Spanish guitar and electric guitars. Try *Elle N'Aime Pas Ca*, *Juanita La Meduse*, *Solo Girl* and the jazzy *Golden Fish*.

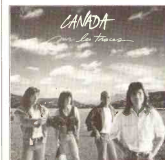
Zani Diabete & The Super Djata Band

Zani Diabete & The Super Djata Band - Mladly Music/Mango

Originally released in 1985 on the French Mladly Music label, and recently picked up for distribution by Mango/Island. Diabete is a Malian guitarist whose delicate solo's wave a tapestry around the stirring and urgent rhythms. Sometimes bluesy, and hypnotic, then dreamy and floating, his guitar playing is strictly unique. Highly recommended.

Canada

Sur Les Traces - Columbia/EMI



American-orientated music from a four-piece guitar band. Their rock repertoire, fuelled with blues, country and folk elements, largely relies on the perfect use of warm, ringing guitars and a harmonica. Try *La Chaleur Du Sud*, *Les Cavaliers Bleus*, the brooding *Chattanoga*, the moody and bluesy *La Fille Du Lac* and the rocking *Boue Ma Vie*.

PREVIEWS

SINGLES



SINGLE OF THE WEEK

Afrika Bambaataa & Family
Sho Nuff Funky - EMI
Sho-written with James Brown and Max Kidd, this single has the King of Soul's identity written all over it. The same sort of groove as *Living In America* with some great scratching and rapping make this an undoubted dancefloor winner.

The production, by Bambaataa and Jazzy Jay, successfully keeps under control a huge sound full of horns, soul spiced backing vocals and some funklike style mayhem.

Heart

What About Love - *Capitol*
A hard rocking ballad with dramatic backing taken from the quintet's self-titled LP. Brilliantly produced by Ron Levison, this song years for repeated play.

Matt Bianco

Don't Blame It On That Girl - *WEA*
One can tell Emilio Estefan, Miami Sound Machine's producer, was at the knobs for this one as the hammering salsa-style piano makes a stylish entry into Matt Bianco's special brand of swinging cocktail pop. A winner from the forthcoming LP, *Indiana*.

Joni Mitchell

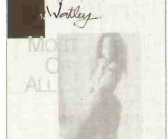
My Secret Place - *Geffen*
Atmospheric and comforting song, as relaxing as soft-coloured wallpaper, yet also textured with friendly rhythmic patterns that keep you lightly awake. Very welcome to night-time programmers.

Jon Anderson

Hold On To Love - *CBS*
A smooth, funky-ish sort of ballad written by Anderson and Lamont Dozier. More commercial than anything Yes have produced recently.

Jody Watley

Most Of All - *MCA*



Jonathan Butler

Over-flowing - *Jive*
Pleasant, almost festive pop song, ready for the charts and the dance floor. Made with integrity and sheer professionalism, this one is richly textured and built on an easy, funky groove.

George Pettus

My Night For Love - *MCA*
Slick, smouldering soul song, written and fashionably produced by La La.

In Tua Nua

All I Wanted - *Virgin*
Shades of Lou Reed/Velvet Underground in this lilting, melodic, semi-acoustic poprock song. Great voice and some nice violin playing; should be a hit.

Orchestra J.B.

On A Love Groove - *Metro Music*
An infectious house track rather like the Europe-wide hit by M.A.R.K.S. It goes without saying that this is great dance floor material but it might well do more than that.

Toto

Pamela - *CBS*
This track has been played extensively from the LP for some months, now wisely released as a single. A funky semi-ballad that will undoubtedly do well.

Nick Kamen

Tell Me - *WEA*
A disco number that has the Patrick Leonard/Madonna identity stamped all over it. The best thing that he has released so far.

Swimming With Sharks

Careless Love - *WEA*
In which the renamed Humpe Sisters prove their undoubted international potential. A dreamy, atmospheric and thoroughly wonderful song produced by Armando Volker.

ALBUMS



ALBUM OF THE WEEK

Guesch Patti
Labyrinth - Comotion/EMI
By two hit singles and two uncompromising, highly erotic videos behind her, Patti is on her way to become one of the most intriguing personalities that Continental Europe has ever had the pleasure to know. Of this debut LP puts her right at the top; predominantly unrelenting and hard-hitting rock by a very accomplished and powerful singer - maybe for the first time in history - that the French can make R&B!

Evelyn Champagne King

Flirt - *EMI*
A good mix of straight ahead dance material and passionately sung ballads. The voice is better than ever, more mature than on her previous releases and the music has taken a leaf out of Prince's book. Sparse arrangements and good tunes combine to make this one of the best R&B albums of this year. Check out *Flirt*, *Stop It* and *Before The Date*.

Scorpions

Savage Amusement - *Harvest*



The 16-year-old German quintet continues a repertoire that bears comparison with the highest Anglo-American hard-rock standards. Not only are the dramatic, hook-heavy songs ruling, the band also depens their sound with interesting, well-crafted arrangements and excellent, often very melodic guitar playing. Key cuts include *Media Overkill*, *Every Minute Every Day* and *Don't Stop At The Top*.

Toni Childs

Union - *A&M*
Featuring the larger than life voice of Toni Childs, her gutsy power is singularly awesome. The material is always good, often excellent, a mixture of commercial and politically aware soul/funk that makes for a first-class debut album. Check out *Stop Your Fassin*, *Come Down and Hush*.

Prince

Lovesexy - *Paisley Park*
Prince's answer to the bootlegged 'Black Album' is too much of a non-inspired rush release. Obviously, the tracks are far better in composition and arrangements than any other artist could ever dream of, but still it lacks the usually brilliant creativity. *Amo Sessia* and *I Wish U Heaven* are very touching songs though.

The Fatal Flowers

Johnny D. Is Back! - *WEA*
The third album by a Dutch roots-R&B band who are locally known for their brooding live concerts. Now aiming for international success (recorded in Woodstock with producer Mick Ronson), they should be given a fair and deserving chance. A Dire Straits-like sound is very near in places. Try *Round And Round*, *Second Chance* and the burning, bluesy *Too Free*.

The Housemartins

Now That's What I Call Quite Good! *Doubt*
A retrospective farewell double album by one of the wittiest and most refreshing groups of the last five years. It includes all the chart hits like *Caravan Of Love*, *Thank For A Minute*, *Happy Hour* etc and some more obscure material such as *Freedom from their first* Janice Long session and *Drop Down Dead* from the John Peel Show.

Richard Elliot

The Power Of Suggestion - *Intima*
On his third solo LP, the versatile sax player delivers a set of first-class contemporary jazz material, largely instrumental and fuelled with funk, soul and R&B idioms. Programmers who serve the 30-plus age bracket should definitely take notice of this smooth and breezy album that knows highly atmospheric as well as easily swinging moments.

THE RIGHT PLACE AT THE RIGHT TIME



"The New Music Seminar is helping to make the Atlantic a two-way street."
Jan Abbink, General Manager, Flying Dutchman, Holland

"If you are in Rock & Roll, you have to be at the New Music Seminar."
David Simone, President, UNI Records, U.K.

"The New Music Seminar in New York—hot in lots of ways. Full of people, noise, contacts and color. 10,000 miles is never too far to travel if you want to plunge into the madness of the global market. This is the place to do it!"
Martin Fabinyi, Managing Director, Regular Records, Australia

"The New Music Seminar surpasses MIDEM in catching the newest music industry trends. I hope to attend the Seminar every year."
Tsutomu Tobiya, Victor Music Industries, Inc., Japan

"I've been to every one. That speaks for itself."
Martin Mills, Managing Director, Beggars Bureau/4AD, U.K.

NEW MUSIC SEMINAR 9 July 16-20, 1988 MARRIOTT MARQUIS HOTEL, NEW YORK Including NEW YORK NIGHTS: THE INTERNATIONAL MUSIC FESTIVAL, JULY 15-20*

FOREIGN REPRESENTATIVES

AUSTRALIA: Phil Tapp, IMMEDIAT Sydney, Tel: (02) 212-6677, Fax: (02) 211-5938, Telex: 10716991 Media AA
BELGIUM: Herman Van Loon, Het Gerucht, Brussels, Tel: (02) 538-3797, Fax: (02) 538-3768
CANADA: Stuart Rowan-Hill, Intrepid Records, Toronto, Tel: (416) 598-8952, Fax: (416) 598-4752
GERMANY, AUSTRIA, SWITZERLAND & SCANDINAVIA: Walter Holzbaur, Wintrup Musikverlag, Detmold, West Germany, Tel: (52) 31-2701, Fax: (52) 31-27390, Telex: 935779 WIMUS D
JAPAN: Jack Matsumura, CBS-SONY, Tokyo, Tel: (03) 285-5803, Fax: (03) 233-1725, Telex: 124766 CBSJON
HOLLAND: Sieb Kroeske, Stitching Nederlandse Top 40, Hilversum, Tel: (35) 231647, Fax: (35) 40354, Telex: 02496
U.K.: Philip Rombow, Time Capsule Brokerage Ltd., London, Tel: (01) 960-0154, Fax: (01) 968-4897, Telex: 8415640 ABS C
U.K. PRESS AND INDUSTRY REP: Meredith, Cork, The Rock Shop Ltd., London, Tel: (01) 823-4175, Fax: (01) 750-2721
U.S.: Jim Levitt, The New Music Seminar, Tel: (212) 473-4243, Fax: (212) 353-3162, Telex: 446737 NMS NYK, E-mail: 62782328

Take advantage of the Special Early Registration Rate of \$195.00 before May 20th. Register now, call (212) 473-4343 and charge it by phone with Amex, Visa or Mastercard.

Don't delay, reserve your room at the Marriott Marquis, and ask for the NMS Delegate Rate. Call the Marriott Marquis at (800) 228-9290 or (212) 398-1900. Discount rooms are limited and subject to availability.

For fantastic airline discounts contact American Corporate Travel, (800) 448-9494 or (212) 353-3408, fax (212) 353-2876.

*For artist showcase information call Liz Irons at NMS (212) 473-4343.

PRESS CONTACT: Raleigh Pinsky, The Raleigh Group Ltd., c/o NMS (212) 473-4343

NEW MUSIC SEMINAR
632 Broadway, New York, NY 10012
Fax (212) 353-3162, E-mail: 62758238

I want more information about NMS!

Name _____
Company _____
Address _____
City _____
State _____ Zip _____
Country _____
Postal Code _____
Telephone No. _____
Occupation _____

RETURN THIS FORM TO:
New Music Seminar
632 Broadway, New York, NY 10012
NMS



| THIS WEEK | LAST WEEK | WKS ON CHARTS | TITLE | ARTIST - ORIGINAL LABEL - (PUBLISHER) | COUNTRIES CHARTED | THIS WEEK | LAST WEEK | WKS ON CHARTS | TITLE | ARTIST - ORIGINAL LABEL - (PUBLISHER) | COUNTRIES CHARTED | THIS WEEK | LAST WEEK | WKS ON CHARTS | TITLE | ARTIST - ORIGINAL LABEL - (PUBLISHER) | COUNTRIES CHARTED | |
|-----------|-----------|---------------|---|--|---------------------------------|-----------|-----------|---------------|------------------------------------|---|-------------------|-----------|-----------|---------------|---------------------------------------|---|-------------------|--|
| 1 | 1 | 8 | Heart | Pet Shop Boys- Parlophone (Cage Music/10 Music) | UK.G.B.H.Sp.A.Ch.Sw.Po.Dn.Fi.Gr | 69 | 91 | 4 | Walk Away | Joyce Sims- Sleeping Bag/London (Chrysalis Music) | UK.G | 70 | NE | 70 | Don't Go | Hothouse Flowers- London (Warner Chappell Music) | UK.Ir | |
| 2 | 3 | 8 | N'importe Quoi | Florent Pagny- Philips/Phonogram (Glem Productions) | FB | 71 | 57 | 7 | Push It | Salt 'n' Peppa- FFRR/London (Warner Chappell) | G | 72 | 60 | 14 | Doctorin' The House | Coldcut/Yazz & Plastic People- Ahead Of Our Time (Not Listed) | G.Ch.Fi.Gr | |
| 3 | 19 | 2 | She's Leaving Home/With A Little Help | Billy Bragg/Clare Tivey/Wet Wet Wet- Chaldine (Northern Songs) | UK.Ir | 73 | NE | 73 | Im Nin'Alu | Ofra Haza- Hed Arzi/GlobeStyle (Supreme Songs/TBM Int.) | UK.B | 74 | 41 | 3 | Pump Up The Bitter | Star Turn On 45 Pints- Pacific/Immaculate (Various) | UK | |
| 4 | 5 | 15 | Nothing's Gonna Change My Love For You | Glenn Medeiros- Mercury (Various) | FB.H | 75 | 92 | 4 | So Emotional | *Whitney Houston- Arista (B. Steinberg/D. Barry) | F | 76 | 61 | 13 | That's The Way It Is | Mel & Kim- Supreme (All Boys Music) | FG.Ch.Gr | |
| 5 | 2 | 4 | Perfect | Fairground Attraction- RCA (MCA Music) | UK.Sw.Ir | 77 | 45 | 20 | Come Into My Life | Joyce Sims- Sleeping Bag/London (Chrysalis Music) | G.Ch.Gr | 78 | 53 | 10 | Cross My Broken Heart | Sinitta- Fanfare (All Boys Music) | G.Sp.Ch.Dr | |
| 6 | 6 | 9 | Stay On These Roads | A-Ha- Warner Brothers (ATV Music) | FG.B.H.Sp.A.Ch.Po.Dn.Fi | 79 | 49 | 6 | Let's All Chant | Pat & Mick- PWL (All Boys Music) | UK | 80 | 69 | 5 | Sye Bwa | Kassav'- Epic (CBS Music) | F | |
| 7 | 11 | 7 | Ella, Elle L'A | France Gall- Apache/WEA (Not Listed) | G.Ch | 81 | 87 | 6 | Love Is Stronger Than Pride | Sade- Epic (Angel Music) | G.H.Sp.Fi.Gr | 82 | 63 | 18 | When Will I Be Famous ? | Bros- CBS (Copyright Control) | G.A.Ch.D | |
| 8 | 10 | 3 | Alphabet St. | Prince- Paisley Park (Controversy Music) | UK.G.B.H.Sp.Ch.Sw.Dn.Fi.Gr | 83 | 65 | 29 | My Baby Just Cares For Me | Nina Simone- Charly (Copyright Control) | FA | 84 | 64 | 5 | A Love Supreme | Will Downing- 4th & Broadway (Island Music) | UK | |
| 9 | 4 | 6 | Theme From S-Express | S-Express- Rhythm King/Mute (Copyright Control) | UK.G.B.H.Ch.Dr | 85 | 68 | 16 | Slave | Francois Feldman- Big Bang/Phonogram (Caradam) | F | 86 | 74 | 15 | A Caus' Des Garcons | A Caus' Des Garcons- WEA (Dreyfus/Rock 'n' Rose) | FI | |
| 10 | 14 | 8 | Asimbonanga | Johnny Clegg & Savuka- EMI (Sweet 'n' Sour Songs) | FB | 87 | NE | 87 | Elodie Mon Reve | Shona- Columbia/Pathe Marconi (EMI/Louis Music) | F | 88 | 86 | 5 | Unchain My Heart | Joe Cocker- Capitol (Respea Music) | FG | |
| 11 | 44 | 2 | Anfield Rap | Liverpool FC- Virgin (Virgin Music) | UK | 89 | NE | 89 | Out Of The Blue | Debbie Gibson- Atlantic (Various) | UK.Ir | 90 | 82 | 39 | Boys | Sabrina- Five Records (Canale 5/DJ's Gang Music) | FG | |
| 12 | 16 | 12 | I'm Not Scared | Eighth Wonder- CBS (10 Music/Cage) | G.B.Sp.A.Ch.Po | 91 | 88 | 20 | Sign Your Name | Terence Trent D'Arby- CBS (Young Terence/Virgin) | G.B.Sp.A.Po | 92 | 70 | 11 | Love Changes (Everything) | Climie Fisher- EMI (Rondor/Chrysalis Music) | UK.A.Po | |
| 13 | 9 | 3 | Blue Monday 1988 | New Order- Factory Records (Benson/Warner Brothers) | UK.G.P | 93 | 73 | 17 | I Need You | B.V.S.M.P.- BCM (Brian Carrer Music) | G.H.Sp | 94 | 76 | 5 | Beds Are Burning | Midnight Oil- CBS (Warner Bros. Music) | UK.B.H | |
| 14 | 7 | 9 | Prove Your Love | Taylor Dayne- Arista (Warner/Chappell/Jobete) | UK.G.B.H.Ch.Sw.Dr.Fi.Gr | 95 | 77 | 29 | Etienne | Guesch Patti- Comotion/EMI (Comotion/Musicales Cesar) | I.Sp.A.Ch | 96 | NE | 96 | My One Temptation | Mica Paris- 4th & Broadway (A&J/Warner Chappell) | UK | |
| 15 | 8 | 11 | La Gitane | Felix Gray- EMI (Charles Talor/PEMCT) | FB | 97 | 90 | 10 | L'Envie | Johnny Hallyday- Philips/Phonogram (J.R.G./Laura) | F | 98 | NE | 98 | Flames Of Love | Fancy- Metronome (Frankl Music) | G | |
| 16 | 12 | 8 | Was'Soll Das | Herbert Groenemeyer- EMI Electrola (Greenland Musik) | GA | 99 | NE | 99 | Oh Patti | Scritti Politti- Virgin (Chrysalis/Warner Bros) | UK | 100 | 95 | 3 | Quand La Musique Tourne | Images- Flarensch/WEA (Flarensch) | F | |
| 17 | 54 | 2 | Got To Be Certain | Kylie Minogue- PWL (All Boys Music) | UK | 61 | 83 | 3 | Ainsi Soit-Je... | Mylene Farmer- Polydor (Bertrand LaPage/PolyGram) | FB | 62 | 99 | 2 | Somewhere In My Heart | Aztec Camera- WEA (Warner Chappell) | UK | |
| 18 | 20 | 7 | Pink Cadillac | Natalie Cole- Manhattan (Zomba Music) | UK.G.B.H | 63 | 62 | 8 | To Be Reborn | Boy George- Virgin (Virgin/Warner Bros.) | F | 64 | 48 | 20 | Quelleque Chose Dans Mon Coeur | Elsa- GM Productions/Ariola (Ed. Georges Mary) | FB | |
| 19 | 29 | 15 | Quand Je T'Aime | Demis Roussos- Flarensch/WEA (Zone/Flarensch Music) | FB | 65 | NE | 65 | What About Love | Heart- Capitol (ATV/Rondor Music) | UK.Ir | 66 | 55 | 11 | Don't Turn Around | Aswad- Mango/Island (Empire/Warner Chappell) | G.B.H.Ch.Dr | |
| 20 | 30 | 3 | The Race | Yello- Fonana (Warner Brothers Music) | G | 67 | 66 | 9 | Velomoteur | Les Calamites- Polydor (Acide Productions) | F | 68 | 80 | 3 | Broken Land | The Adventures- Elektra (Chrysalis/Rare Blue) | UK.Ir | |
| 21 | 25 | 5 | One More Try | George Michael- Epic (Morrison Leahy Music) | UK.G.B.H.Ch.Ir.Nr | 69 | 80 | 3 | Broken Land | The Adventures- Elektra (Chrysalis/Rare Blue) | UK.Ir | | | | | | | |
| 22 | 15 | 17 | I Should Be So Lucky | Kylie Minogue- PWL (All Boys Music) | FG.B.I.A.Ch.Dr | | | | | | | | | | | | | |
| 23 | 24 | 8 | Yeke Yeke | Mory Kanté- Barclay (Yaba Music) | FB.H | | | | | | | | | | | | | |
| 24 | 21 | 10 | Drop The Boy | Bros- CBS (Copyright Control) | UK.G.B.H.Ch.Dn | | | | | | | | | | | | | |
| 25 | 13 | 3 | Loadsamoney | Harry Enfield- Mercury (Copyright Cont./Illegal) | UK.Ir | | | | | | | | | | | | | |
| 26 | 22 | 6 | I Want You Back | Bananarama- London (In A Bunch/WC-All Boys) | UK.G.B.Dr.Fi | | | | | | | | | | | | | |
| 27 | 28 | 12 | La Queue Leuleu | Bezu "Lacasse"- Carreer (Carreer Music) | F | | | | | | | | | | | | | |
| 28 | 17 | 14 | Etoile Des Neiges | Simon Et Les Modanais- Ariola (C. Robins Music Corp.) | FB | | | | | | | | | | | | | |
| 29 | 33 | 17 | Tell It To My Heart | Taylor Dayne- Arista (Chappell/Warner Brothers) | FG.B.Sp.A.Ch.Dn.Gr | | | | | | | | | | | | | |
| 30 | 26 | 16 | Get Outta My Dreams, Get Into My Car | Billy Ocean- Jive (Zomba/Aqua Music) | FG.Sp.A.Ch.Sw.Dn.Fi.Gr | | | | | | | | | | | | | |
| 31 | 59 | 4 | Divine Emotions | Narada- Reprise (Gratitude Sky/When Words) | UK.H.D | | | | | | | | | | | | | |
| 32 | 23 | 40 | Wonderful Life | Black- ABM (Rondor Music) | Fi.Sp | | | | | | | | | | | | | |
| 33 | 46 | 15 | Gimme Hope Jo'Anna | Eddy Grant- Ice (Greenheart/Intersong) | G.B.H.I.Sp.Sw.Po.Dr.Fi.Gr | | | | | | | | | | | | | |
| 34 | 34 | 18 | Need You Tonight | INXS- Mercury (Tol Musik) | FI.A | | | | | | | | | | | | | |

UK = United Kingdom, G = Germany, F = France, Ch = Switzerland, A = Austria, I = Italy, Sp = Spain, H = Holland, B = Belgium, Ir = Ireland, Sw = Sweden, D = Denmark, N = Norway, Fi = Finland, Po = Portugal, Gr = Greece

○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY



NARADA

Divine Emotions

NEW ALBUM
ALSO AVAILABLE ON
COMPACT DISC
&
CLEAR COMPACT
CASSETTE

NEW SINGLE
DIVINE
EMOTIONS

7" & 12"

MUSIC
&
MEDIA

EUROPEAN

Airplay Top 50

ROD STEWART

LOST,
NOW BACK

| THIS WEEK | LAST WEEK | TITLE | ARTIST | ORIGINAL LABEL | (PUBLISHER) | THIS WEEK | LAST WEEK | TITLE | ARTIST | ORIGINAL LABEL | (PUBLISHER) | |
|-----------|-----------|---|---------------------------|-------------------|----------------------------|-------------------------|-----------|--|---------------------------------------|---------------------|-----------------------------|------------------------------|
| 1 | 1 | Heart | Pet Shop Boys | Parlophone | (Cape Music/10 Music) | 26 | 28 | I Want You Back | Michael Jackson/Jackson 5 | Motown | (Jobete Music) | |
| 2 | 3 | Alphabet St. | Prince | Paisley Park | (Controversy Music) | 27 | 12 | Beds Are Burning | Midnight Oil | CBS | (Warner Bros. Music) | |
| 3 | 2 | Stay On These Roads | A-Ha | Warner Brothers | (ATV Music) | 28 | 15 | Together Forever | Rick Astley | RCA | (All Boys Music) | |
| 4 | 8 | One More Try | George Michael | Epic | (Morrison Lealty Music) | 29 | 31 | Imi Nin'Alu | Olra Haza | Hed Arzi/GlobeStyle | (Supreme Song/10M Int.) | |
| 5 | 6 | Prove Your Love | Taylor Dayne | Arista | (Warner/Chappell/Jobete) | 30 | 25 | Who's Leaving Who | Hazell Dean | EMI | (All Boys Music) | |
| 6 | 4 | Get Outta My Dreams, Get Into My Car | Billy Ocean | Jive | (Zomba/Jobete Music) | 31 | 26 | Broken Land | The Adventurers | Elektra | (Chrysalis/Rare Blue) | |
| 7 | 12 | Yeke Yeke | Mory Kanter | Burley | (Tata Music) | 32 | 47 | Let Be Must The Queen | Guests: Factor, Comosion | EMI | (Comosion/Musicales Ccor) | |
| 8 | 9 | I Want You Back | Banarama | London | (In A Bunch/WCJ/All Boys) | 33 | NE | Lost In You | Rod Stewart | Warner Brothers | (Rod Stewart) | |
| 9 | 11 | Ella, Elle L'A | France Gall | Apache | (WEA (Not Listed)) | 34 | 42 | Blue Monday 1988 | New Order | Factory Records | (Bennu/Warner Brothers) | |
| 10 | 21 | Mary's Prayer | Danny Wilson | Virgin | (Copyright Control) | 35 | NE | The King Of Rock 'n' Roll | Prefab Sprout | Kitchenware/CBS | (Kitchen Music/SBK Songs) | |
| 11 | 7 | Everywhere | Fleetwood Mac | Warner Brothers | (Fleetwood Mac Music) | 36 | 34 | Get Lucky | Jermaine Stewart | Siren | (Warner/Chappell/Chrysalis) | |
| 12 | 5 | Pink Cadillac | Natalie Cole | Meridian | (Zomba Music) | 37 | 17 | Piano In The Dark | Brenda Russell | ABM | (Various) | |
| 13 | 10 | I Should Be So Lucky | Kylie Minogue | PWL | (All Boys Music) | 38 | NE | Circle In The Sand | Belinda Carlisle | Virgin | (Various) | |
| 14 | 27 | The Valley Road | Bruce Hornsby & The Range | RCA | (Zappo/Bacally Gap) | 39 | NE | Love Will Save The Day | Whitney Houston | Arista | (Hovee Of Fun Music) | |
| 15 | 18 | Was Soli Das | Herbert Groenemeyer | EMI | Electrola | (Groenland Musik) | 40 | NE | This Is Me | Climie Fisher | EMI | (Chrysalis/Randor Music) |
| 16 | 22 | Divine Emotions | Narada | Reprise | (Graceland Sky/When Words) | 41 | 40 | A Little Piece Of Heaven | Godley & Creme | Polydor | (Warner Brothers Music) | |
| 17 | 29 | Theme From S-Express | S-Express | Rhythm King/Plate | (Copyright Control) | 42 | NE | She's Leaving Home/With A Little Help | Billy Bragg/Claire Tolley/Wet Wet Wet | Chadline | (Northern Song) | |
| 18 | 14 | A Love Supreme | Will Downing | 4th & Broadway | (Island Music) | 43 | NE | Oh Patti | Scrictti | Polygram | (Chrysalis/Warner Bros.) | |
| 19 | 20 | Don't Turn Around | Aswad | Meridian/Island | (Empire/Warner/Chappell) | 44 | NE | Ainsi Soit-je... | Mylene Farmer | Polydor | (Bertrand LePage/PolyGram) | |
| 20 | 19 | Born Again | The Christians | Island | (10 Music/Copyright Cont.) | 45 | 43 | Devil Inside | INXS | Mercury | (Tel Musik) | |
| 21 | 32 | Don't Go | HotHouse | Flowers | London | (Warner/Chappell Music) | 46 | 46 | Ne Partez Pas Sans Moi | Celine Dion | Carrere | (Nouveaux Volages/10M Prod.) |
| 22 | 33 | Perfect | Fairground Attractions | RCA | (MCA Music) | 47 | 49 | Bis Wir Uns Wiederseh'n | Huenchener Freiheit | CBS | (Hemos/SBK) | |
| 23 | 24 | C'est Ta Chance | Jean-Jacques Goldman | Epic | (RGI/Marc Lombroso) | 48 | 38 | Evidemment | France Gall | Apache | (WEA (Not Listed)) | |
| 24 | 16 | Tell It To My Heart | Taylor Dayne | Arista | (Chappell/Warner Brothers) | 49 | RE | Gimme Hope Jo'Anna | Eddy Grant | Ice | (Greenbeard/Intersong) | |
| 25 | 23 | Shipyard Town | Gerry Rafferty | Polydor | (EMI Music) | 50 | 35 | Girlfriend | Pebbles | MCA | (Warner/Chappell Music) | |



The Music Industry And Radio - A Love-Hate Relationship

by Machiel Bakker

In the second of our monthly Hot Line series, M&M's Machiel Bakker talks to Robbie Robinson, Managing Director of Dublin's private station Radio Sunshine, and Pierre Lattes, Programme Director of Parisian network Fun FM. The love-hate relationship between the music industry and radio turned out to be a sensitive issue that covered plugging, CD servicing, format and airplay overexposure. Hot line is designed to encourage European dialogue and each month M&M chairs a conference call between radio executives from different countries. Reactions and suggestions are welcome.

To what extent is your playlist dictated by the release schedules of the record companies?

Robinson: Pluggers and promoters from record companies have a

playing what they want - that's their problem. Our mission in life is to put together the best radio programmes.

Lattes: Nobody agrees, however, on what is really good music. Research has not been developed in this country so you have to stick to what the Americans call 'gut' programming. And that is where it begins, with the record company. What they have decided they are going to sell can be totally different from what the radio has decided to play. The main problem is: what kind of relationship exists between the record company and the station?

We do even need them if we are just going to play music. But we might need interviews, we might need our support etc. That is where the relationship becomes more complicated. If (for one reason or the other) the station yields to the company's request and plays a record that it really considers a 'bad' record, then we should do another job.

Robinson: The companies' promotion power is weakening. We buy approximately 75% of the product we play. In the case of CDs, it's like asking for gold, they want to give me a few singles and make that some sort of big deal. Like 'you should plug our record because we're giving it away'. I am not going to jeopardise elements of my programming for any record company reason.

Lattes: The CD problem is a mystery to me too. Until very recently a CD from a record company was like a gold-sent gift. Things have evolved with the arrival of the 3" CD but still we end up in the bizarre situation where a record company would rather send us 100 singles than one CD!

Robinson: I agree and would like to add one more point: the manufacturing industry has tried to lay some of the blame for falling singles sales on the ears of our radio stations as giving to new product but radio stations are frequently ahead of their release dates. That is the record industry's problem. They should get their release dates, manufacturing plans and promotion organised. For me to get a CD and promote it and then for them to tell

me, six weeks later, that they haven't even got it into the shops... that is their problem, not mine.

Is it overexposure killing sales or is it not?

Robinson: It is not killing sales but generating them. They should co-ordinate their efforts better. If we can get their release dates simultaneous across various territories then they are going to succeed. In the past they relied on record sales for profit, now they are relying far more on the royalties from broadcasting rights and that is the wrong approach. Their prime business is producing and distributing records not relying on the broadcasters to produce revenue for them.

Lattes: This is all part of the same stupid game we have listened to for too long. Of course I agree that they should get their revenue from somewhere but records sell in a notoriously sensitive market and if everybody can make exact copies of whatever is on the market then radio revenues are going to be an important share of publishers' and record companies' income. But another big problem with record companies is that because of the size of our market they cannot plug every record they have. So quite often we are requested, more or less politely, not to play something! They try to block us from playing their own records!

Robinson: That's a very sinister situation and should not be tolerated. That sort of influence would never creep into this radio station here.

Lattes: Because the market has been fragmented you might think they would be very happy with more exposure. But eventually it comes down to the same thing: they want to have all stations playing the same cuts, all TV's playing the same sort of music. Of course we don't forget that we are giving to new product but radio stations are frequently ahead of their release dates. That is the record industry's problem. They should get their release dates, manufacturing plans and promotion organised. For me to get a CD and promote it and then for them to tell

serve your image so you must try to put on the best promotions, play the best music, have the best presenters: that is the short cut to dominance.

Lattes: That is quite true but you have to realise that sales here in France are notoriously slow. It can take ages to break a band but they might still sell a million copies. If we play a record so far in advance of release that it takes a long time to catch up, shouldn't we then just drop it?

Robinson: No, because at that stage it is just starting to catch the ears of the listening public.



Pierre Lattes, Programme Director of Fun FM.

Lattes: We understand that but you must realise that records just entering the top 50 may have been played by us for 18 or 19 weeks!

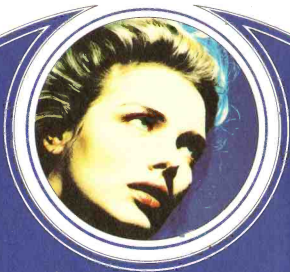
Robinson: But would you only introduce a record to your playlist when it started to get some sales results?

Lattes: There are limits to the amount of time you can play a record even if you are very happy about its success. And although the poor jocks have no choice in what they play, I think five months is a very long time. Robinson: You know what you should do with your DJs? Get them deeply involved in your station's promotions, quizzes and games and give them outrageous roles to play. That will feed their ego's.



| THIS WEEK | LAST WEEK | ARTIST | COUNTRIES CHARTED | THIS WEEK | LAST WEEK | ARTIST | COUNTRIES CHARTED | THIS WEEK | LAST WEEK | ARTIST | COUNTRIES CHARTED |
|-----------|-----------|--|-------------------|-----------|-----------|--|-------------------|-----------|-----------|--|-------------------|
| 1 | 2 | TITLE | ORIGINAL LABEL | 1 | 2 | TITLE | ORIGINAL LABEL | 1 | 2 | TITLE | ORIGINAL LABEL |
| 5 | 2 | Sade Stronger Than Pride | GB | 35 | 31 | Magnum Wings Of Heaven | UK | 69 | NE | Judas Priest The Hellfire Club | GB, SW |
| 1 | 3 | Iron Maiden Seven Sons Of A Seething Son | GB | 36 | NE | The Housemartins Now That's What I Call Quiz Good Old Christmas | UK | 70 | 59 | Nina Simone My Baby Just Cares For Me | GB, SW |
| 3 | 1 | Soundtrack - Dirty Dancing Dirty Dancing | UK, GB, US, SW | 37 | 35 | Jean-Jacques Goldman Entre Gens, Clair Et Gris Fonce | FR | 71 | NE | Niagara Que Est-ce? | FR |
| 4 | 4 | Soundtrack - Dirty Dancing More Dirty Dancing | UK, GB, US, SW | 38 | 43 | Bruce Springsteen & The E Street Band Scenes From The Southside | UK, GB, SW | 72 | 73 | Isabel Pantoja Desde Andalucía | ES |
| 5 | 2 | A-Ha Stay On These Roads | UK, GB, SW, US | 39 | 43 | Prefab Sprout From Langley Park To Memphis | UK, GB, SW, US | 73 | 77 | Westernhagen Westernhagen | FR, SW, US |
| 6 | NE | Prince Lovezsy Baby | UK, GB, SW, US | 40 | 4 | Yngwie Malmsteen Arise | UK, GB, SW, US | 74 | 76 | Orup Orup | SW, US |
| 7 | 28 | Rick Astley Whenever You Need Somebody | UK, GB, SW, US | 41 | 37 | Arzte Das Ist Nicht Die Ganze Wahrheit | GB | 75 | NE | Vasco Rossi Bravo Vasco | UK, GB, SW, US |
| 8 | 7 | Herbert Groenemeyer Die 19 | GB, SW, US | 42 | 27 | Erste Allgemeine Verunsicherung Liebe, Tod Und Teufel | GB, SW, US | 76 | 70 | Howard Cendpende Erlige In Emma | FR |
| 9 | 57 | Fleetwood Mac Tango In The Night | UK, GB, SW, US | 43 | 45 | France Gall Bibi | FR | 77 | 65 | Manhattan Transfer Brooklyn | GB, SW, US |
| 10 | 44 | Tenec Trest Dirty Introducing The Hardline According To | UK, GB, SW, US | 44 | 59 | Belinda Carlisle Heaven On Earth | UK, GB, SW, US | 78 | 74 | Paul McCartney All The Best | UK, GB, SW, US |
| 11 | 10 | Scorpions Savage Amusement | UK, GB, SW, US | 45 | 5 | Midnight Oil Diesel And Dust | UK, GB, SW, US | 79 | 80 | Rainbirds Rainbirds | FR |
| 12 | 15 | Sting Nothing Like The Sun | UK, GB, SW, US | 46 | 18 | Johnny Hates Jazz Sins Back The Clock | UK, GB, SW, US | 80 | 60 | Karajaz Edition Officielle 80ème Anniversaire | FR |
| 13 | 11 | Bros Push Out | UK, GB, SW, US | 47 | 45 | Mory Kates Akwaaba Beach | FR | 81 | 5 | Carole Officele Di Spéale Danza | FR |
| 14 | 12 | Tina Turner The Love We Had | UK, GB, SW, US | 48 | 38 | Billy Ocean Till Dawn These Walls | UK, GB, SW, US | 82 | 66 | Will Downing Will Downing | FR, SW, US |
| 15 | 13 | Erasure The Innocents | UK, GB, SW, US | 49 | 15 | Peter Maffay Lange Schichten | UK, GB, SW, US | 83 | 62 | Pink Floyd A Monstrous Day Of Reason | FR |
| 16 | 43 | Johnny Clegg & Savuka Third World Child | FR | 50 | 34 | Johnny Hallyday Johnny A Berry | FR | 84 | NE | Reinhard Mey Balladen | FR |
| 17 | 16 | George Michael Faith | UK, GB, SW, US | 51 | 27 | Claude Nougou Nougou | FR | 85 | NE | The Adolescents The Sea Of Love | UK |
| 18 | 19 | INXS Kick | UK, GB, SW, US | 52 | 31 | The Communards Red Letters | FR | 86 | 25 | Luca Carboni Luca Carboni | UK |
| 19 | 13 | Renaud Plain De Canton | FR | 53 | NE | Gary Rafferty North & South | UK, GB, SW, US | 87 | 49 | AC/DC Blow Up Your Video | GB, SW, US |
| 20 | 26 | Whitney Houston Whitney | UK, GB, SW, US | 54 | 18 | Luca Carboni Non Tu, Giu Liommi | UK, GB, SW, US | 88 | 10 | Bar White The Day After Tomorrow | UK, GB, SW, US |
| 21 | 17 | Orchestral Manoeuvres In The Dark The Best Of O.M.D. | UK, GB, SW, US | 55 | 34 | Bonnie Tyler Hide Your Heart | UK, GB, SW, US | 89 | NE | Mandy Mandy | UK, GB, SW, US |
| 22 | 25 | Wet Wet Wet Popped In Solid Cool | UK, GB, SW, US | 56 | 17 | Climie Fisher Everything Is | UK, GB, SW, US | 90 | 78 | Primitives Loudly Loudly | UK, GB, SW, US |
| 23 | 34 | The Christians The Christians | UK, GB, SW, US | 57 | 54 | Eros Ramazzotti In Certi Momenti | UK, GB, SW, US | 91 | 72 | U2 The Joshua Tree | UK, GB, SW, US |
| 24 | 14 | Toto The Seventh One | UK, GB, SW, US | 58 | 11 | Kassav Vive Pou | UK, GB, SW, US | 92 | 19 | Dance With A Stranger Dance With A Stranger | UK, GB, SW, US |
| 25 | 25 | Black Wonderful Life | UK, GB, SW, US | 59 | 4 | G.G. Anderson Sister Sommerhaus | UK, GB, SW, US | 93 | 18 | Michel Sardou Michel Sardou | FR |
| 26 | 29 | Talking Heads Naked | UK, GB, SW, US | 60 | 40 | P'au Bridge Of Spies | UK, GB, SW, US | 94 | 87 | Fleetwood Mac Rumours | UK, GB, SW, US |
| 27 | 21 | Pet Shop Boys Actualisation | UK, GB, SW, US | 61 | NE | Poison Open Up And Say: Ah! | UK, GB, SW, US | 95 | 33 | The Sugarbubs Life's Too Good To Lose | UK, GB, SW, US |
| 28 | 23 | Michael Jackson Bad | UK, GB, SW, US | 62 | 58 | Renzo Arbore Disco Mediterraneo | UK, GB, SW, US | 96 | 86 | Luis Cobos Tango Di Corra | UK, GB, SW, US |
| 29 | 25 | Serge Gainsbourg You're Under Arrest | UK, GB, SW, US | 63 | 54 | Morrissey Viva Hate | UK, GB, SW, US | 97 | 10 | Milva Unterwegs Nach Morgen | UK, GB, SW, US |
| 30 | 36 | Joe Cocker Unchained My Heart | UK, GB, SW, US | 64 | 59 | Joyce Sims Come Into My Life | UK, GB, SW, US | 98 | 79 | Bananarama Remember When | UK, GB, SW, US |
| 31 | 37 | Muenchener Freiheit Fantasie | UK, GB, SW, US | 65 | 33 | Luciano Pavarotti Les Pavarotti De Pavarotti | UK, GB, SW, US | 99 | 67 | Gipsy Kings Gipsy Kings | UK, GB, SW, US |
| 32 | 14 | Leonard Cohen In Your Own Time | UK, GB, SW, US | 66 | 74 | Foster & Allen Remember Your Mine Solo | UK, GB, SW, US | 100 | 17 | Glass Tiger Diamond Sun | UK, GB, SW, US |
| 33 | 43 | Mylene Farmer Avec Son | UK, GB, SW, US | 67 | 43 | Depeche Mode Music For The Masses | UK, GB, SW, US | | | | |
| 34 | 12 | Taylor Dayne Tell It To My Heart | UK, GB, SW, US | 68 | 55 | Franco Battiato Fisognonica | UK, GB, SW, US | | | | |

FAST MOVERS RE = RE-ENTRY



MCA and wea

ARE PROUD TO ANNOUNCE

THAT

THE WILDE

WILL BE APPEARING

ON MICHAEL JACKSON'S

SELL-OUT EUROPEAN

CONCERT TOUR

THROUGHOUT MAY, JUNE & JULY

VERY MANY THANKS

TO

MICHAEL JACKSON and FRANK DILEO



Heavy Talk - Robert Palmer listens carefully to the questions raised at a press conference organized by EMI Music to promote the artist's forthcoming album entitled 'Heavy Nova'.



Happy Times - Claude Nobs (left), MD WEA Switzerland and organizer of the Montreaux Jazz Festival, shares a drink with Tom Freston, President/CEO MTV Networks and Mark Booth, MD MTV Europe (right) at the MTV/IMMC welcome party.



The Dutch Treat - The Dutch Veronica team relaxes after a hard day's live broadcasting from their glass dome studio. IMMC organisers Jan Abbink, Martin Lassen and Martin Granberg join in.



Bubbly Cheers - Maurizio Cannici (left), Int. Dir. CGD Italy, discusses the qualities of MTV Vevey Sieve Blame (right) with Diana Smith, Music & Talent Coord. Music Box and John Briley, MD International Consultancy.



Roll With It - Steve Winwood discusses his new album 'Roll With It', to be released June 20, at a special press conference organised by Virgin UK.



The Son Of ? - Dweezil Zappa, Chrysalis recording artist and MTV US Vejeva, takes a break at the M&M stand after speaking on the panel 'Multi-Media Broadcasting'.



Not Too Close! - Kim Wilde, at the IMMC to promote her new single for MCA 'Hey Mister Heartache', is bombarded by hordes of international photographers.

600 STATIONS DE RADIO LEADERS
ONT CHOISI:

Selecto[®]

IL CONNAIT LA MUSIQUE

SELECTOR est le programme informatique de votre station de radio.

Il gère votre discothèque. Il programme votre musique.

Il imprime vos conducteurs. Il analyse vos rotations.

Simplement. Sûrement.

Nos représentants exclusifs:

PHILLIPE GENERALI
Rue de la Mouchetière, 21, 1^{er} étage
4540 Saint-Jean-de-la-Ruelle, France
Tel. 33-88-1110

PETER REIN
Music Line, Landgrabenstrasse 40
8500 Nuremberg 70 W, Germany
Tel. 911-425-457

MARIO SEMPRINI
Radio System Sound, 20090 Segrate
Garden House Acquario T9, Milano 2 Italy
Tel. 2137706-2135473

POUR L'ESPAGNE
contact New York office.
Tel. (914) 723-8567

ANGELA BOND
154 DeLoe House, The Barbican
London EC2Y 8DN England
Tel. (01) 636-1174

NEIL HAMILTON
Paperwork Systems Inc., 1st Floor
11-17 Khartoum Rd, North Ryde, NSW 2113 Australia
Tel. (02) 887-444

RCS

RADIO COMPUTING SERVICES, INC.

One Chase Road • Suite 206 • Scarsdale, New York 10583 • (914) 723-8567
FAX: (914) 723-6661 • TELEX: 425900 SWIFT UJ AT TRCS

SPOTLIGHT

Leonard Cohen - A New Success After 20 Years

by Paul Sexton

Michael Jackson and George Michael have a new challenger, in Norway at least. That is where the megastar's sales are almost matched by CBS label mate, and 53-year-old alternative veteran, Leonard Cohen.



Elsewhere in Europe the success of his *I'm Your Man* album and European tour is just as impressive: 380,000 units sold, excluding the UK, with the final target around half a million. All quite strange for a Canadian singer/songwriter who has been a respected member of the international music community since his first album *Songs Of Leonard Cohen* in 1967.

CBS Marketing Manager in London, Herve Defranoux, purrs

with satisfaction at the way the project has gone. "In Norway the album has been stuck at no. 1 for 13 weeks. He has always been popular, but not to that extent. Obviously Norway is not the most important territory but it is a country of 4.5 million people buying 100,000 records. If you compare that with Britain, for example, it would be over a million copies."

Defranoux has no doubts that the success lies first and foremost in better material. "This album is much better than Leonard's last four or five. He has changed his sound a bit and managed to craft four or five 'pop' songs; still Leonard Cohen but with pop arrangements. He has managed to extend his basic market to young people and the CD market has been very important too, about 30% of the sales have been on CD."

Cohen's album success has been reinforced with a 50-date European tour which began in April and runs until early June. *I'm Your Man* is his second album of the 80s, although his profile was raised considerably in 1986 when Jennifer Warnes released her album of Cohen songs, *Famous Blue Raincoat*.

Defranoux maintains, however, that the current Cohen regeneration is all down to the man himself - his creativity and co-operative attitude. "This has been one of the few albums that we have been able to work on with a desirable schedule," he confides. "Everything occurred at the right moment, the album was released the first week of February (which is a good month), he was very co-operative, and he did in-depth promotion in all the countries. ■"

Afrika Bambaataa's United Front

by Gary Smith

Having established himself as one of modern black music's most conspicuous collaborators, Afrika Bambaataa has taken that style to the limit on his first album for EMI. The list of guest appearances on 'The Light' reads like a Who's Who of music.

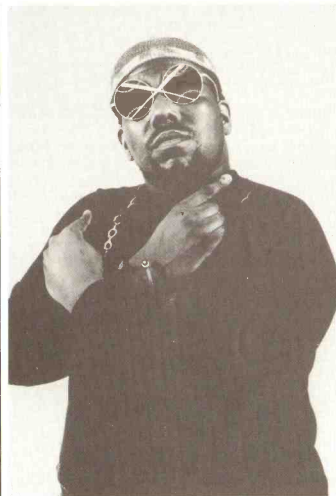
and calypso.

Planet Rock was his first recording success. It combined rap with a Kraftwerk backing track and sold 600,000 copies in America before becoming an international hit. This opened new doors and the next record was his first collaborative effort. *Unity*, a duet with longtime hero James Brown, was followed by *World Destruction* featuring the unlikely, but highly effective, rap talents of John Lydon (Sex Pistols/Public Image).

But this is not the whole story, everything he does is a political statement, its purpose is the promotion of "world unity" through music. Not a new idea but one that he has pursued, in one way or another, since he started as a DJ at school in the early 70s.

Inspired by Louis Farrakhan, Marcus Garvey and Malcolm X, Bambaataa wanted to steer his fellow gang members away from violence, crime and drug abuse. So in 1974 he formed The Zulu Nation, a coalition of gang members, break-dancers and DJs. He quickly became known in New York for his mixture of funk, electro-pop, rock, heavy metal

is the keyword. ■



ACTIVE IN 18 COUNTRIES

3 FORMATS

IN ONE MAGAZINE



"I give Music & Media fifteen minutes per week. And they give me the whole European scene."

Paul Burger, Vice President, Marketing and Sales, Europe, (CBS Records International)

COMPACT

The modern Music & Media manager has little time to spend on reading. But he/she wants optimal information in the few moments he/she can spare.

Music & Media writes short, to-the-point stories. The territorial NEWS SECTIONS give the hottest topics for the major European markets, gathered and delivered by on-the-spot journalists.

Music & Media predicts the hits and follows them on their way up airplay and sales charts.

Music & Media shows you where you stand amidst your peers, colleagues and competitors.

UPDATED IN FIFTEEN MINUTES PER WEEK.



All three formats fit into one amazingly complete magazine. We follow the eyes and ears of 330 million viewers and listeners. You'd better follow us!

COMPLETE

2 But there is more to read in Music & Media. The magazine supplies a wealth of important professional information for media programmers, recording studios, talent scouts, music publishers and all the other who are concerned with the marketing, production and distribution of Music and/or Media.

Music & Media is the bridge between the suppliers of sound (or image) and the broadcasters who satisfy the public demand.

Music & Media explores repertoire, signals releases and tours, spots trends and highlights important new talent. The airplay charts and station reports reveal the taste and choice of the main media who reach mass audiences in Europe.

Music & Media is compulsive as well as compact reading.

INFORMED IN LESS THAN AN HOUR PER WEEK.



"A must for music. Music & Media is the only information tool with a European perspective. And that is what I need for my job at RTL!"

Monique le Marcis, Head of Variete, (RTL France)

Get your personal copy every week.
Fill in the subscription card (enclosed in this magazine) or for quick delivery call our subscription dept. in Amsterdam: (0)20 - 628483 ask for Katinka Buters

MUSIC & MEDIA



CONVENIENT

3 The Music & Media Specials offer in depth background information and serve as excellent reference guides for managers and decision makers who have to deal with various, sometimes highly specialised topics.

Territorial Specials cover major European Markets, like the UK, Germany, France and Scandinavia. Extremely helpful information to refresh your knowledge of local markets when necessary.

Supergigs deals with touring and festivals. We investigated the economy and organisation of mega tours and identify the personalities who manage the stars tours.

A series of six Publishing & Rights Specials explore the intricacies of modern music publishing and the collection of rights payments.

Technical innovations, like CD and CDV are introduced and explained. Market patterns are predicted and analysed in four CD(V) specials per year.

Music & Media publishes approximately 40 specials a year on these and many more subjects.

EXCELLENT BACKGROUND DOCUMENTATION FOR GENERAL MUSIC & MEDIA MANAGEMENT.

MUSIC & MEDIA

Talent Tracks

PROMISING ACTS WORTH WATCHING

Records mentioned on this page are by new artists and have been specially selected by M&M for the pan-European market. Radio/TV programmers who want to programme these records should note that they are not always released in all territories. International A&R experts and music publishers on the lookout for new disks should contact the original masterpublishing owners. Country of origin and contact numbers are published in M&M as known. Those wishing to submit material to this section should send their records, biographies and photos to: Music & Media, PO Box 50538, 1007 DB Amsterdam-Holland.



Erikarol

Partir (Victoria) France. For all info contact Jacky Chalard on 1-4256202; tlx 642891

Already doing well in France (and deservedly so) this record features the extraordinary voice of Erikarol. In the chorus he changes from a fairly standard rock voice to opera, and it sounds great. A good pop rock song with a different angle.

Mafalda Vega

Plancie (EM) Portugal. For all info contact David Ferreira on 1-665982; tlx 16696

A haunting ballad with a traditional flavour, reminiscent of the Gaelic folk of Ireland with touches of something Eastern. An unusual mixture that works well, supported by a clever arrangement and some good singing.

Tove Naess

I Want You Back (Virgin) Sweden. For all info contact Kalle Onsbäcke on 8-806340; tlx 12436

Sometimes it seems there is no justice. Just as a sizzling new version of the Jackson 5 track is recorded featuring the original musicians and Tove Naess' excellent voice, the original is re-released. Do not let that put you off, this is the version that fits much more comfortably into a modern radio format.

Komeda artist

Muscles (Dean) Germany. For all info contact Konrad Von Lohneysen on 89-7241034; tlx 5218349

Not the Diana Ross track of the same name. A disco number with loads of energy and a welcome sense of humour. There is something reminiscent of early Spandau Ballet or Simple Minds in the backing, but really this record is one on its own.

Crime And The Big City Solution

On Every Train (Mute) UK. For all info contact Bob Cunningham on 711-470050; tlx 25793

Rather dreamy but rhythmically insistent song with touches of The Bunnymen. A big noise with lots of acoustic guitars and violins that is, perhaps, part of a general move away from digital programming to a more natural feel.

The Wild Ones

This Land Wants Rock (Accord) Belgium. For all info contact Pierre-Paul Puljiz on

2-649-6390; tlx 25304

Rockabilly with a dash of humour and some thundering jungle drumming. Good singing and a good song make this a crucial record full of energy and sparkle.

Love Construction

Kama Sutra Eyes (Medley) Denmark. For all info contact Michael Ritzo on 1-171411

One of the strangest records to be heard for a long time. It starts off like James Brown but turns into an eastern disco song a la Monson. There is a searing harmonica break and a great chorus. Check it out.

Alan Woerner

Wenn Dann Fur Immer (CBS) Germany. For all info contact Walter Pütz on 221-234165; tlx 8881499

After an opening that sounds like something from a 30s musical, this develops into mid-tempo ballad that has hit written all over it. It remains to be seen whether a song sung in German can cross over.

New Talent selections from earlier issues.

For information on a particular record please check the corresponding magazine.

Michael Falch

Venter Pa Vind (Waiting For The Wind) (Medley) Denmark. For all info contact Michael Ritzo on 1-171411; tlx 19175

(issue 20)

Charly Danone

Take Me To Bed (Blanco Y Negro) Spain. For all info contact 200-7077; tlx 98064

(issue 20)

Florence

No Cure No Pay (Dureco) Holland. For all info contact Fritz Van Swell on

02940-15321; tlx 1440999 (issue 20)

Real Man

Follow Me (Carrera) Belgium. For all info contact Theo Linder on 2-1540979; tlx 64137 (issue 20)

Johnny Hammond

Shifting Gears (ACE) UK. For all info contact Donna Cotten on 1-4531311; tlx 839805 (issue 19)

Seventy 'Seven

Tell Me Why (Mega) Denmark. For all info contact Lene Olsen on 1-117711; tlx 19532 (issue 19)

Jean-Louis Murat

Si Je Devais Marquer De Toi (Virgin) France. For all info contact Stephanie Giraud on 1-42394044 (issue 19)

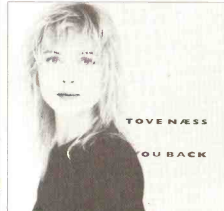
Wilmer X

No Glamorous (MNV) Sweden. For all info contact 401 803 25 tlx 33922 (issue 19)

Simon Rowe

Bird Of Joy (Maverik) France. For all info contact Marie-Helene Goutan on 1-42560985; tlx 643125 (issue 18)

T O V E N A E S S
I W A N T Y O U B A C K



Produced by VAL GARAY. Available on Picture "CD plus" and 12". For all info, contact Kalle Onsbäcke.

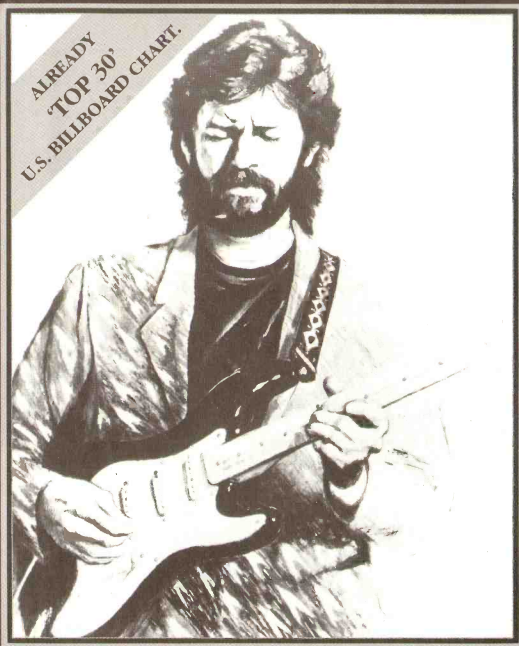


A NEW MUSIC & MEDIA INFO SERVICE FOR ACTIVE TALENT, SCOUTS, 30 HOT TIPS EVERY 2 WEEKS ON CASSETTE CALL HARRY KNIPSCHILD FOR ALL INFO. AMSTERDAM (0)20 - 628483

ERIC CLAPTON – *Crossroads*

73 TRACKS AVAILABLE AS EITHER 6 ALBUM,
4 CASSETTE OR 4 C.D. BOX SET.

ALREADY
"TOP 30"
U.S. BILLBOARD CHART.



Features rare Yardbirds, Derek & The Dominos & Eric Clapton (solo) material
Unreleased Blind Faith & Cream songs
Remixed version of 'Layla'. Newly recorded version of 'After Midnight'
Peter Tosh, Bob Dylan, George Harrison etc etc.....
covering the years 1963-1987

'THE DEFINITIVE CLAPTON COLLECTION'



HIGHLIGHTS

By Diana Mus



A-Ha's Morten Harket

EUROPE
Due to production schedules we were not able to mention the incredible feature achieved by **A-Ha** last week, when their album *Stay On These Roads* entered straight in at no. 2 of the Eurochart Hot 100 Albums. This is the highest album entry ever in the *H&M*'s albums chart history, and it has broken the record set by **Iron Maiden** four weeks ago, when *Seventh Son Of A Seventh Son* entered straight in at 4. Also causing some excitement is **Sade**. Her album *Stronger Than Pride* which debuted at 5 last week shoots to the very top this week, overtaking **A-Ha!** In the meantime, **Prince's** *Lovesexy* enters straight in at no. 6. It will be interesting to see how things develop at the top of the Eurochart Hot 100 albums next week. **Red Stewart's** first single in two years *Lost In You* enters the Airplay Top 50 at 33, just before **Prefab Sprout's** *The King Of Rock 'n Roll*, entering at 35. ●

UNITED KINGDOM

The double A-sided charity single by **Wet Wet Wet** / **Milly Bragg** called *With A Little Help From My Friends/She's Leaving Home* moves from 5 to no. 1 increasing the profits going to Childline Charity. After **Ferry Aid's** *Let It Be* this single marks the second time that a Beatles' cover has been used for charity. **Fairground Attraction** fall back to the second position with *Perfect* and **Liverpool FC** shoot from 13 to 3. **Kylie Minogue's** follow-up, *Got To Be Certain*, moves from 15 to 4. The single is produced by Stock, Aitken & Waterman who are also behind her debut album *Kylie*, which will be released July 4. **Narada** is also new in the top 10 as his *Divine Emotions* moves from 16 to 8. A lot of fast movers this week from which the most important ones are: **Belinda Carlisle's** *Circle In The Sand* (12-31); **Prefab Sprout's** *The King Of Rock 'n Roll* (14-28); **Derek B's** *Bad Young Brother* (16-26); **Aztec Camera's** *Some-where In My Heart* (17-33); **Heart's** *What About Love* (19-40); and 31-year-old Israeli megastar singer **Ora Haza** with *Im Nin'Alu* (25-38). The highest entry is for **A&J** signed **LA Mix** with *Check This Out*. Other entries are **Climie Fish-er's** *This Is Me*, **Aswad's** *Give A Little Love*, and **Samantha Fox** (who has just recovered from a throat operation) with *Naughty Girls (Need Love Too)*. **Prince's**

These Roads (13-20); **Sabrina's** *Hot Girl* (15-24); **Mylene Farmer's** *Ainsi Soit Je* (18-24); **Whitney Houston's** *So Emotional* (21-27); and **Shona** with *Elodie Mon Reve* (25-36) (for a review see page 21). New this week are **Gerard Blanc** with *Du Soleil Dans La Nuit*; **Taylor Dayne**; and **Sandy** with *J'ai Faim De Toi*.

HOLLAND

Senegalese singer **Mory Kanté** sticks on top followed by **Glenn Medeiros** (coming from 7) and **Fleetwood Mac's** *Everywhere* (from 4). **Sting's** *Fragile* and **S-Express** are the best movers this week, jumping from 26 to 14 and from 29 to 18 respectively. Debuting are: **Narada's** *Divine Emotions*; the debut of **Steve Wonder & Michael Jackson** with *Get It (Steve Wonder is currently involved in yet another duet, this time with Julio Iglesias, for My Love)*; **Bruce Springsteen's** *One Step*; and German act **CCCP** with *Made In Russia*. ●

ITALY

Patsy Kensit has got something to celebrate. Apart from her wedding with **BAD's** Dan Donovan, her band **Eighth Wonder** move to the top of the Italian charts (from 4), replacing the four-week chart topper from Luca Barbarossa who is now in third position. In between, at 2, is **Tullio De Piscopo**, coming from 3 with *Andamento Lento*. **Guesch Patti's** follow-up *Let Be Must* The Queen moves into the top 10 from 12 to 8, while **Etienne** is still charted at no. 6. **Prince** has an addition to the top 10 as well: his *Alphabet St* moves from 15 to 9. Debuting are: **Whitney Houston's** *Where Do Broken Hearts Go*; **Kylie Minogue's** *I Should Be So Lucky*; and **M&M's** ex-Euro Crossover tip **Beti** with *De Nuevo Tu*. ●

FRANCE

Polydor still rules the French charts with **Florent Pagny** on top (*l'Importeur Quo*) and **Glenn Medeiros** in second position. **Johnny Clegg's** *Asimbanaga* follows in third. **France Gall's** *Evidement* moves from 11 to 9 into the top 10. High climbers are: **A-Ha's** *Stay On*

in at 5. Also new are: **George Michael**; **Coldcut**; **S-Express**; **Patrick Swayze**; and **Cue** with *Out Of The Blue*, a collection of Smokey Hits. The single is produced by Peter Columbus (the man behind **Francesco Napoli's** *Balla Balla* mixes) and includes pieces of *Living Next Door To Alice*, *Needles And Pins* and *Loke*. In *The Arms Of Someone*. ●

IRELAND

The debut single **Perfect** by **Fairground Attraction** remains on top. **New Order's** *Blue Monday* '88 jumps from 5 to 2. **Prince's** *Alphabet St* creeps from 4 to 3. With 10 Irish productions out of 30, the national music scene in Ireland is flourishing as never before. The fastest mover is also for an Irish act: **Daniel O'Donnell & Margo** shoot from 13 to 4 with *Two's Company*. Other records to watch out for are: **Hothouse Flowers**, continuing their second journey through the national charts with a move from 15 to 7 (probably due to their appearance in the Eurovision Song Contest); **Adventures Broken Land** (8-12); and **Big Tom** with *Jealous Heart*. **Wet Wet Wet's** charity record has the highest entry at 12. Other debuting records include: **Heart's** *What About Love*; **Belinda Carlisle's** *Circle In The Sand*; **Prefab Sprout's** *The King Of Rock 'n Roll*; **Scott Fitzgerald's** *Alibi* (no. 2 in the Eurovision Song Contest); and **Billy Ocean's** *Calypso Crazy*. ●

DENMARK

Straight in at no. 1 of the Danish charts is **Em Holdet**, the national football team with *En For All*. A conversation with Radio Voice's **Bo** Berg informed us that there has been another football record released by football coach **Sipp Pionnik** together with some Danish artists and the Danish Dairy Company. The song is called *Sipp Pion Teak* and **Berg** expects that one to enter next week. **Mathilde's** *Hulubulu* falls back to the second position and **Taylor Dayne's** *Tell It To My Heart* to third. ●

SWITZERLAND

Pet Shop Boys stick firmly on top, followed by **Taylor Dayne's** *Prove Your Love* (2-5) and **Kylie Minogue's** *Should Be So Lucky*. **Prince** enters straight

STATION REPORTS

NORWAY

NRK P2 - Oslo
Vidar Lonn-Arnesen- Prod.
Playlist:
AD Led Zepplard- Armageddon It
Pet Shop Boys- Heart

DENMARK

RADIO VIBORG
Stig Harvig Nielsen- station manager
PP EFM-Holme- En For Alle
Tasi & Chris- Garden- Ein Lied
W/Houston- Broken Hearts
Gnags- Jeg Elsker Dig
Fairground Attraction
Jackson 5- I Want You Back
AD Belinda Carlisle- Circle
Nanna- Forar I Faengsel
Cher- We All Sleep Alone
Kylie Minogue- Certain

RADIO VOICE
Bo Berg- Progr. Dir.
Airplay charts:
AD Aha- Touchy
Orup- Min Mor Sa Til Me
Wonder/Jackson- Get It
Eidkvarn- Karleken
Donald Fagen- Century's End
Ry Cooder- Get Rhythm
Mantronix- Simple Simon

DANMARK'S RADIO
Michael Juul Sorensen- DJ/Prod.
PP Overlords- Night Fever
UPTOWN FM - Copenhagen
Niels Pedersen- Head Of Music
AD HC Enar- En Al Den
Pebbles- Mercedes Boy
Blues Troatour- Un Soir
Kim Wilde- Mr. Heartache
Judy waley- Moss Of All
Run DMC- Run's House
Pat & Mick- Let's All Chant
Lloyd Cole- The Hip

IN Erasure
Everything But The Girl
ST Overlords
TP HFO- Suit
SLR - Slagelse
Rune Petersen- Head Of Music
LP Kylie Minogue- Certain
Lolita Pop- Bang Your Head
Kim Wilde- Mr. Heartache
Michael Falch- Vener Fa
Blues Troatour- Un Soir
Scritti Politti- Oh Patti

FINLAND

DISCOPRESS - Tampere
Pentti Teravainen- Progr. Dir.
AD Belinda Carlisle- Circle
Tove Ness- I Want You Back
Sabine Sabine- Cat Walk
Gregory Abbott- I'll Prove
Iglesias/Mooney- My Love
Box Scags- Heart Of Mine
Good Evening Manchester

PORTUGAL

RADIO COMERCIAL - Lisbon
Luis Filipe Barros- DJ/Prod.
LP Timbuk 3- Eden Alley
PP Timbuk 3- Easy
IN Poison
A List:
Sisters Of Mercy- Lucretia
Talking Heads- Flowers
Primitives- Crash

B List:
Iron Maiden- Seventh Son
Iron Maiden- Can I Play
Alice Cooper- Freedom

RFM - Lisbon
Pedro Tojal/Marcos Andre- DJ/Prod.
PP G Harrison- This Is Love
Prefab Sprout- The King
Prince- Alphabet St
Rod Stewart- Lost In You
Saxon- Ride Like The Wind
Wonder/Jackson- Get It
AD Scritti Politti- Oh Patti
Well Wet Wet- Back To You

GREECE

ERT 1 - Athens
Yannis Petrakis- DJ/Prod.
LP OST- Powaqqatsi
PP New Order- Blue Monday '88
Christiano- Born Again
Prince- Alphabet St
A1 B- Sure- Nite & Day

EUROPE

VOA EUROPE
June Brown- Music Director
PP White Lion- Wait
Brenda Russell- Piano
Johnny Hates Jazz- Dreams
George Michael- One More
Gloria Estefan- Anything
TT O'Arby- Wishing Well
Foreigner- Don't Want To
AD Prince- Alphabet St.
Pet Shop Boys- Heart

Cable Programmes



Sky Flyer:
Ofra Haza- Im Nin'Alu
Wet Wet Wet- Little Help
Fairground Attraction
Prince- Alphabet St
Kylie Minogue- Certain
New Order- Blue Monday '88
Prefab Sprout- The King
Belinda Carlisle- Circle
Pet Shop Boys- Heart
Narada- Divine Emotions
Danny Wilson- Mary's Prayer
Hothouse Flowers- Don't Go



Powerplugs:
Eddy Grant- Harmless
Miguel Bose- Lay Down

A List:
Fleetwood Mac- Everywhere
Mory Kante- Yeke Yeke
Aha- Stay On These Roads
Pet Shop Boys- Heart
George Michael- One More
Prince- Alphabet St
Iron Maiden- Can I Play
Taylor Dayne- Prove Your
Ziggy Marley- Tomorrow
Jermaine Stewart- Get Lucky
Sing- Fragile
S-Express- S-Express

SKY CHANNEL

CL Toto- Pamela
George Michael- One More
Try
Taylor Dayne- Prove Your
Pet Shop Boys- Heart
Clime Fisher- This Is Me
Michael Jackson- Diana
ST Jermaine Stewart- Get Lucky
Eddy Grant- Harmless Piece
Rod Stewart- Lost In You
Bruce Hornsby- Valley Road
Sinitta- Broken Heart

EUROCHAT SKY CHANNEL

CL Guesch Patti- Let Be Must
Eddy Grant- Jo'Anna
Harry Enfield- Loadsomey
Prince- Alphabet St
New Order- Blue Monday '88
Fairground Attraction
ST Scott Fitzgerald- Go
Nadia- Dancing In Rhythm
Natalie Cole- Cadillac



ST Dennis Jones- Don't Wanna
Los Reyes- Bambolero
CL S-Express- S-Express
Hall & Oates- Everything
Sing- Fragile
Narada- Divine Emotions
Sinitta- Broken Hearts
Bruce Springsteen- One Step
Dale- Simon Simon

TV Syndication



No new report received.

TV Programmes

UNITED KINGDOM

Top Of The Pops
Paul Claini- Producer
ST Prefab Sprout- The King
Derek B- Bad Young Brother
Hearts- What About Love
Billy Bragg- She's Leaving
CL Kylie Minogue- Certain
Belinda Carlisle- Circle
Ofra Haza- Im Nin'Alu
Hothouse Flowers- Don't Go
Debbie Gibson- Out Of
Liverpool FC- Anfield Rap

GERMANY

ARD - Formel Eins
Andrea Thiesmeyer- Producer
ST Natalie Cole- Cadillac
Glass Tint- Diamond Sun
Guesch Patti- Let Be Must
Fancy- Flaming O'Lo
Natalie Cole- Cadillac
Primitives- Crash
Fairground Attraction
ST Hazell Dean- Who's Leaving

Die Aeerze- Blumen
BR - Clip Tip
Susanne Philipp- Producer
CL Herbie Hancock- Vibe Alive
Danny Wilson- Mary's Prayer
Jill Jones- Mia Bocca
Wet Wet Wet- Temptation
Brenda Russell- Piano
Shella- E- Love Bizarre
ST Eddy Grant- Jo'Anna
George- Io Con te
James Reyne- Fall Of Rome
Vaya Con Dios- A Friend

FRANCE

ANTENNE 2- Les Enfants Du Rock
Patrice Blanc-Francard- Producer
CL Nancy Sinatra- Doing What
I'm Good For
Bob Dylan- Don't Let Me
Megadeth- Anarchy In The UK
Dale- Simon Simon
Features:
Ice T
Los Lobos
Beast Farmers
Rosie Flores
Dave Alvin

M6
Thierry Chapin- Producer
Clips Des Clips:
Phil Barney- Avec Qui Tu
4 times

Lavoine/Ringer- Que'est Ce
Bros- Will I Be Famous
Claudia Phillips- Quel Souci
Guesch Patti- Let Be Must

HOLLAND

VERONICA - Top 40
Rob de Boer- Producer
CL Bruce Springsteen- One Step
Wonder/Jackson- Get It
Narada- Divine Emotions
Sing- Fragile
Jackson 5- I Want You Back
Judy Waley- Tomorrow
Fleetwood Mac- Everywhere
Glenn Medeiros- Gonna
Change
Mory Kante- Yeke Yeke

AVRO - Toppop
Jan Steeman- Producer
ST Eddy Grant- Harmless Piece
Handy- Boys & Girl
Prefab Sprout- The King
Judy Cheeks- I Still Love
CL Taylor Dayne- Prove Your
Prince- Kiss
Toto- Stop Loving You
Wet Wet Wet- Wishing

TROS - Popformule
John De Mol- Producer
ST Dennis Jones- Don't Wanna
Will Downing- A Love
Ofra Haza- Im Nin'Alu
Glenn Medeiros- Gonna
Change
Revelations- The Only One

BEELGIUM

BRT - Bingo
Tom Huybrechts- Producer
CL George Michael- One More
Jermaine Stewart- Get Lucky
Andrea Thiesmeyer- Producer
ST Natalie Cole- Cadillac
Danny Wilson- Mary's Prayer
Dirk Blanchard- Railway

SWITZERLAND

DRS - Tiparade
Bruno Bieri- Producer
CL Housemartins- There's Always

Geoffrey Williams

debut album
HEROES SPIES & GYPSIES

featuring the singles
THERE'S A NEED IN ME CINDERELLA

DOOR

(advertisement)

1988 EDITION

Join The Professionals

WORLD RADIO TV WRTH Handbook

You can have your personal copy of the authoritative guide to International Radio & TV - the one the Professionals use!

| | Surface Mail | Airmail |
|-------|--------------|--------------|
| D.Kr. | 210.00 | D.Kr. 260.00 |
| £ | 18.00 | £ 23.00 |
| DM | 55.00 | DM 65.00 |
| US\$ | 21.50 | US\$ 27.00 |

Send your payment to:
WRTH88, Søliljevvej 44, DK-2650 Hvidovre, Denmark.

Comprehensive country-by-country listings of long, medium and short-wave broadcasters by frequency, time and language. SPECIAL FEATURES INCLUDING SHORT-WAVE RECEIVER TEST REPORTS WORLDWIDE BROADCASTERS IN ENGLISH BROADCASTER ADDRESSES AND PERSONNEL WHO COMPLETE WITH MAPS OF PRINCIPAL TRANSMITTER SITES

EUROPE'S MOST

Radio Active

HIT MATERIAL



IT'S NO. 1!

SINGLES

Pet Shop Boys *Airplay*
Pet Shop Boys *Sales*

ALBUMS

Prince *Airplay*
Sade *Sales*

EXPLOSIVES CHART BUSTERS

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

SINGLES OF THE WEEK

Vital for your play list.

- Afrika Bambaata & Family - Sho Nuff Funky (EMI)
- Heart - What About Love (Capitol)
- Matt Bianco - Don't Blame It On That Girl (WEA)
- Toto - Pamela (CBS)

SURE HITS

- Joni Mitchell - My Secret Place (Geffen)
- Jonathan Butler - Overflowing (Jive)
- Jody Watley - Most Of All (MCA)
- Jon Anderson - Hold On To Love (CBS)
- Im Taa Nua - All I Wanted (Virgin)
- Nick Kamen - Tell Me (WEA)

EURO-CROSSOVERS

Continental records ready to cross-over

- Swimming With Sharks - Careless Love (WEA)
- Elli Medeiros - Bom Bom (Barclay)
- Jill Caplan - Comme Sur Une Balancoire (Epic)
- Rap Two - La Voix Du General (Epic)
- Renaud - Jonathan (Virgin)
- Jean-Jacques Goldman - C'est Ta Chance (Epic)

EMERGING TALENT

New acts with hot product.

- George Pettus - My Night For Love (MCA)

ENCORE

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

- Geoffrey Williams - There's A Need In Me (Polydor)
- The Sugar Cubes - Life's Too Good (LP) (Little Indian)
- The Bible - Crystal Palace (Chrysalis)

ALBUMS OF THE WEEK

- Guesch Patti - Labyrinthine (Comotion/EMI)
- Evelyn Champagne King - Firt (EMI)
- Toni Childs - Union (A&M)
- Scorpions - Savage Amusement (Harvest)
- Prince - Lovesexy (Paisley Park)
- Fatal Flowers - Johnny D. Is Back! (WEA)
- The Housemartins - Now That's What I Call Quite Good (Go! Discs)
- Richard Elliot - The Power Of Suggestion (Intima)

CHART ENTRIES

Airplay Top 50

- Rod Stewart - Lost In You (33) (Warner Brothers)
- Prefab Sprout - The King Of Rock 'n Roll (35) (Kitchenware/CBS)
- Balinda Carlisle - Circle In The Sand (38) (Virgin)
- Whitney Houston - Love Will Save The Day (39) (Arista)
- Climie Fisher - This Is Me (40) (EMI)

Hot 100 Singles

- Heart - What About Love (65) (Capitol)
- Hothouse Flowers - Don't Go (70) (London)
- Otra Haza - Im Nin'Alu (73) (Hed Arzi/GlobeStyle)

Hot 100 Albums

- Prince - Lovesexy (6) (Paisley Park)
- The Housemartins - Now That's What I Call Quite Good 36 (Go! Discs)

FAST MOVERS

Airplay Top 50

- George Michael - One More Try (4-8) (Epic)
- Mory Kante - Yeke Yeke (7-12) (Barclay)
- Danny Wilson - Mary's Prayer (10-21) (Virgin)
- Bruce Hornsby & The Range - The Valley Road (14-27) (RCA)

Hot 100 Singles

- Billy Bragg/Wet Wet Wet - She's Leaving Home (3-19) (Chilidine)
- France Gall - Ella, Elle L'A (7-11) (Apache/WEA)
- Prince - Alphabet St. (8-10) (Paisley Park)

Hot 100 Albums

- Sade - Stronger Than Pride (1-2) (Epic)
- Sling - Nothing Like The Sun (12-15) (A&M)
- Whitney Houston - Whitney (20-26) (Arista)
- Mylene Farmer - Ainsl Soit Je (33-44) (Polydor)

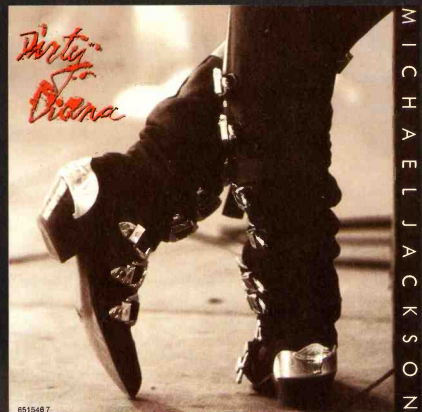
HOT ADDS

Breaking Out On European Radio

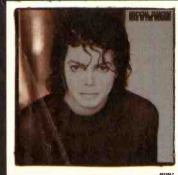
- Stevie Wonder & Michael Jackson - Get It (Motown)
- Heart - What About Love (Capitol)

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

THE COLLECTION OF HIT SINGLES



M I C H A E L J A C K S O N



MAN IN THE MIRROR



MICHAEL JACKSON THE WAY YOU MAKE ME FEEL

THE WAY YOU MAKE ME FEEL



MICHAEL JACKSON BAD

BAD



MICHAEL JACKSON LOVE YOU DOWN TO EARTH

I JUST CAN'T STOP LOVING YOU

TAKEN FROM THE 'BAD' ALBUM AVAILABLE L.P., C.D. AND M.C.



THE BAD TOUR 1988



MAY

- 23 ROME Flaminio Stadium
- 24 ROME Flaminio Stadium
- 29 TURIN Stadio Comunale

JUNE

- 2 VIENNA Prater Stadium
- 5 ROTTERDAM Fijenoord
- 6 ROTTERDAM Fijenoord
- 7 ROTTERDAM Fijenoord
- 11 GOTHENBURG Erikshaven
- 12 GOTHENBURG Erikshaven
- 16 BASEL St Jakob's Stadium
- 19 BERLIN Reichstagsgelaende (The Wall)
- 23 LYON Stade Gerland
- 27 PARIS Parc des Princes
- 28 PARIS Parc des Princes

JULY

- 1 HAMBURG Volkspark
- 3 COLOGNE Muengersdorfer Stadium
- 8 MUNICH Olympic Stadium
- 10 MANNHEIM Ockenheim Ring (Germany)
- 14 LONDON Wembley Stadium
- 15 LONDON Wembley Stadium
- 16 LONDON Wembley Stadium
- 22 LONDON Wembley Stadium
- 23 LONDON Wembley Stadium
- 26 CARDIFF Cardiff Arms Park
- 30 CORK (Eire) Parc Ui Chaoimh
- 31 CORK (Eire) Parc Ui Chaoimh

AUGUST

- 5 MARBÉLLA Estadio de Marbella
- 7 MADRID V Calderon Stadium
- 9 BARCELONA Noucamp
- 12 MONTPELLIER Stade Richter
- 14 NICE Stade de l'Quest
- 19 LAUSANNE Stadium Pontaise
- 21 WUERZBURG (Germany) TBC
- 23 WERCHTER (Belgium) Werchter Stadium
- 26 LONDON Wembley Stadium
- 27 LONDON Wembley Stadium
- 29 LEEDS Roundhay Park

SEPTEMBER

- 2 HANOVER Niedersachsenstadion
- 4 GELSENKIRCHEN Park Stadium