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MUSIC & MEDIA

Volume 6
Issue 7
February 18
1989

The European
Music &
Broadcast
Trade Magazine

Commercial Radio Rejects BBC Criticism

by Cathy Inglis

London - A claim by Roger Lewis, Head Of Music at BBC Radio 1, that commercial radio is abandoning its commitment to new artists (see page 7) has met with widespread scorn from music programmers at most IR stations.

Tony McKenzie at Liverpool's Radio City: "We're a commercial business and we won't get anywhere by not playing what our audience wants which is basically top 40. It's rubbish trying to be all things to all people as Radio 1 is doing and IR stations should stop pretending that's what they are trying to do."

And at Radio Clyde, Graeme Moreland points out that Glasgow has "a huge pool of untapped and emerging talent". The station records two sessions a week with local bands and selected tracks are fed into evening and daytime out-

Madonna Gets Record Exposure

by Machgiel Bakker

Amsterdam - Corporate sponsorship reaches new heights with Pepsi's US\$ 7.8 million European investment in Madonna's new album. The LP's first single, the title track *Like A Prayer*, will debut on a two-minute Pepsi TV commercial to go out worldwide on just one day - March 2. A day later, the single will be released in 7", 12" and CD-3 formats.

The deal is all the more remarkable as Pepsi will start its campaign with lifestyle TV commercials in the period February 20 to

March 2, before any action by the record company, WEA.

A major teaser campaign in the press, organised by WEA, will run from the single's release until the album comes out on March 21. WEA will then launch its own European TV campaign for the LP.

WEA will also be doing merchandising, press and in-store campaigns. A spokesman for WEA Europe confirmed the company will spend US\$ 2 million to launch the album. ■



A Place Like Sweden - Robbie Nevil (centre) was in Sweden recently to promote his latest LP *A Place Like This* on the *Jacob's Ladder* TV show. He is pictured here with EMI Label Mgr. Michael Manasse (left) and EMI head of Int. A&R Sven Petersson.

Orbison Hits No. 1

Roy Orbison's *You Got It* has made it to the top of the European Airplay Top 50 in just four weeks. The single also seems to have every chance of topping the Euro-chart Hot 100 Singles.

Orbison's sudden death in December came at a time of renewed interest in his work and these chart achievements are an appropriate tribute to the man

who changed the face of rock & roll.

Meanwhile, albums featuring Orbison are flooding the European market. These include *Mystery Girl*, Orbison's last studio LP for Virgin from which *You Got It* is taken, and *All Time Greatest Hits*, a successful CBS sampler which is charting in five European countries. ■

(advertisement)

The new name for Germany's ex-Kingdom is...

DOMAIN

After a rocking success in Germany, their highly-acclaimed debut album "Our Kingdom" is released now all over Europe.

ON TELDEC/WEA compact discs, records and tapes.

'Album of the Week' On A Prayer The Final Countdown Over The Hills And Far Away 'style calibre ... Hotter than hell' (Kerrang)

'Domain' - Germany's biggest hope in commercial hard rock' (Metal Hammer)

THEIR KINGDOM SPREADS...

Territories with domestic release of **DOMAIN** debut album

TELDEC
A&R SERVICE CENTER

FINE YOUNG CANNIBALS
FYC
THE RAW & THE COOKED
LP: CD/MC
RELEASE DATE: 5TH FEB 1989

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The talent for 1989 - according to majors, insiders and DJs

An EMR publication in partnership with



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MEDIA

READ ALL ABOUT IT

BMG Values Domestic Product

by Machiel Bakker



Michael Dornemann (left) and Monti Luftner at the recent New York press conference.

Company Report

A lack of hierarchy and creative freedom are the two key factors in the success of

BMG Music, according to Michael Dornemann, the Co-Chairman, President & CEO of BMG was speaking at a special international press conference in New York.

After the acquisition of RCA/Ariola in January 1987, the BMG management was faced with the difficult task of restructuring the company at the same time as expanding it.

The US\$ 65 million profit that BMG Music achieved in the last two years (see Music & Media issue 6) was the result of what Dornemann calls "entrepreneurial latitude". He explains: "It is created in an environment with few management layers and entrepreneurial independence, specifically in creative functions".

For example, says Dornemann, both Arista President Clive Davis and RCA US President Bob Buziak used to report through several management levels. "Today they have a lot of latitude and can take major decisions directly to BMG's board".

In January 1987 ex-PolyGram International Vice President Rudi Gassner was brought in to head BMG's international opera-

tions which, before the takeover, were just affiliates of the domestic record company. With the international operation now a separate and independent unit of BMG, the company seems to have found the right balance between restructuring and expansion.

BMG's primary asset was the success of the *Dirty Dancing* soundtrack. With more than 21 million copies sold, it is the second largest selling film soundtrack in history. Other success stories include Rick Astley, whose debut LP sold over seven million copies worldwide, and Whitney Houston whose two LPs have so far sold some 27 million copies. Houston was also the first artist ever to enjoy seven consecutive no. 1 singles on the Billboard chart.

No music company can thrive without an effective and creative

A&R strategy. Monti Luftner, who combines his functions as BMG Co-Chairman with that of being President and Chief Executive Officer of BMG Ariola, has played an important role in A&R.

Although BMG's revenues are derived from three types of repertoire - BMG-owned repertoire (Houston, Astley etc), licensed product (Island) and distributed product (A&M in the US) - Luftner feels the primary goal is to strengthen BMG's own repertoire.

"Our two goals for the future are the breaking of new talent and the further investments of established artists." BMG was very successful in reviving the careers of artists like The Four Tops, Dionne Warwick and Grateful Dead.

Although most of the A&R activities are centred around the Anglo-American market, BMG values the development of domestic product. Luftner: "In Europe, within a common media market, the already existing product exchange across borders will further intensify through the expansion of pan-European radio and television broadcasting." He points to Mecano (Spain), Luca Carboni (Italy), Vaya Con Dios (Belgium) and Elsa (France) as domestic artists with great crossover potential.

BMG is one of the six independent divisions of the US\$ 6 billion West German media conglomerate Bertelsmann AG. The other sections include the Bantam Doubleday Dell Publishing Group, the Doubleday Book and Music Clubs, Gruner & Jahr (magazine publishing and printing), the Brown Printing Company and BP/MC (Bertelsmann Printing and Manufacturing Corporation).

Hottest rumour of the week is definitely that surrounding the future of Chrysalis. US record company Geffen has been shadowing Chrysalis for some time and increasing its shareholding. Chrysalis' Chris Wright is on record as describing this move as "hostile" but has kept much quieter on growing rumours that BMG is interested in a buy-out. Although Wright has admitted talks are taking place, he points out that these could be on a number of subjects. Chrysalis is distributed by BMG in Europe.

★ ★ ★
Hopefully CD manufacturer Discotronics will fire better now that a new MD has been appointed to replace Roger Richmond-Smith. The new man is Henry Martin and he is based at the new company HQ in New York. Let's hope he can do something about the drop in Discotronics shares - they fell from Aus \$ 0.64 in September to as low as Aus \$ 0.20 at one stage.

★ ★ ★
PolyGram's Lisa Anderson is tipped to be the new MD of RCA UK.

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★ ★ ★
CBS Sweden is stopping promotion to DJ as from March '91. The news has not gone down very well with the other record companies which feel DJs are a vital part of overall promotion. Although reluctant too say much at this stage, the radios are not too pleased by the move either.

★ ★ ★
'Zik Zak' the new Swedish TV pop show which was launched in last year amidst a blaze of publicity is still in the limelight - even though it's just been taken off the air. The programme is at the centre of a row because of its inclusion of a lottery. TV commercials are not allowed in Sweden and some feel the publicity given to the lottery breaks the law.

★ ★ ★
Around 50 representatives from Dutch broadcasters, record companies and artists are meeting this week to discuss the disastrous state of domestic talent and how to fight the Anglo-American chart monopoly.

A.D.

by request

Toni Childs

out now

the new single 'zimbabwe'
from the A&M album 'union'

this record was made by david tickle, david ricketts & toni childs

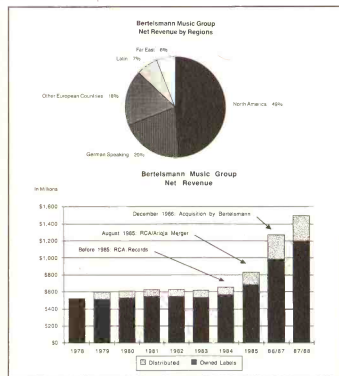


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THE SINGLE ABANDON
THE ALBUM OUT OF THE SILENCE



EUROCLIPS

The most aired music video clips through-out Europe in the week prior to publication. It includes more than 50 video programmes and other TV shows partly using videos from 14 European countries.

VIDEO FAVOURITE

Roy Orbison
You Got It...Sittin' Here

VIDEO HITS

- Simply Red
Where Is The Love - Video
Fine Young Cannibals
She Drives Me Crazy - France Plus
Simple Minds
Belfast Child - Video
Holly Johnson
Love Train - The One
Sheena Easton
The Lover In Me - Prologica Films
Mike & The Mechanics
Living Years - wavy Clips
Kim Wilde
Four Letter Word - M-Ocean
Poison
Every Rose Has Its Thorn - Neil Lead
Neneh Cherry
Buffalo Spence - Aiko-Haha Prod.
M. Almond & G. Pitney
Something's Got An Hold - ARIA Network

WELL AIRED

- Duran Duran
All She Wants Is - PM
Yaz
Free Time - Radar Film
Roachford
Caddy Boy - M-Ocean
Level 42
Track - Holben Brothers
Tina Turner
Wild Thing - Neil Lead
Robert Howard & Kym Mazelle
Wait - Holben Brothers
Bobby Brown
My Prerogative - Luvaglio
Kylie Minogue & Jason Donovan
Especially For You - Short Stories

MEDIUM ROTATION

- Milli Vanilli
Baby Don't Forget My Number - Aukus
Tania Tikanam
Twist In My Sobriety - ARIA
Samantha Fox
Only Wanna Be With You - MOPN
Edwige
Edwige - Edwige
Then Jerico
Big Arms - Video
Aerosmith
Rag Doll - Neil Lead
Gloria Estefan
Anything For You - Neil Lead
Erasure
Stop! - Aukus/Havill Production

FIRST SHOWINGS

- Def Leopard
Rocket - Neil Lead
Debbie Gibson
Look In Your Eyes - PXL
Haze & Cry
Looking For Love - OLF Fantasy

Canal Plus & Bertelsmann Sign Deal

Paris - France's Canal Plus, Europe's leading subscription TV channel, has finalised a deal with the Bertelsmann group in West Germany to develop a similar station for the West German market.

The Bertelsmann subsidiary involved is the television/film company UFA Film & Fernseh

which will be in a joint partnership with Canal Plus. The aim is to start broadcasting through the French TDF 1 satellite early next year.

No details of programming have been given, though it is likely to be a mixture of new films, sport, culture and major events.

Saatchi Wins Soviet Contract

Moscow - Gostelradio, the Soviet Union's committee for television and radio, has booked Saatchi & Saatchi to advise it on advertising.

The aim is to build and market Gostelradio's advertising sales operations in order to attract income from foreign and domestic companies. The TV audience in the Soviet Union is almost 200 million, with 30 million more in Poland, Bulgaria and Yugoslavia. There are more than 200 million radios in Russia.

Television commercials are relatively new to Russia, though advertising spots for British Air-

ways and ICI have been screened recently. Rates for a 30-second commercial are likely to be £10,000 - £20,000, about a quarter of the cost in the UK.

Michael Parker, Deputy Managing Director of Saatchi & Saatchi says: "TV will undoubtedly become the most important commercial medium in the Soviet Union. It's aim is to become self sufficient through commercial revenue."

The London-based advertising agency will also advise Gostelradio on sponsorship for special interest broadcasts. ■

VIVID NEWS

Vivid Reminders

Vivid-produced videos are doing remarkably well. Simply Red's *It's My Love* (directed by V&A and produced by Melissa Stokes) is the best-played clip after Roy Orbison while Simple Minds' *Belfast Child* (directed by Andy Morahan and produced by Luc Roey) is the highest new video in the list. Then Jerico's *Big Area* (directed by Nick Eng and produced by Stephen Brown) also features. ★



Duran Duran - a hit on video.

Interestingly, the brilliant video to *All She Wants Is* from Duran Duran (directed by Dean Chamberlain and produced by Elizabeth Flowers for PMI) is high up in the Eurocharts, while the single fell to no. 51 of the Eurochart Hot 100 singles at press time. ★ High up in the Italian charts is Fabio Concato's anti-child abuse single 05-222525. The clip was directed by Ambrogio Lo Giudice for free. And Kodak gave him 5,000 metres of free film. ★

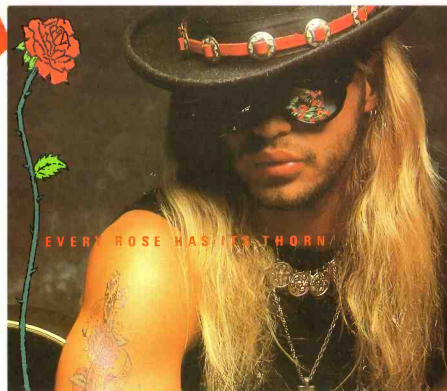
New in the chart is the clip to Samantha Fox's *I Only Wanna Be With You*. The promo was directed by MGM's Brian Grant and produced by Kate Thorne at the Grighthouse Studios in London. ★

DM.

Video information and photos for inclusion in this column are welcome. Please send to the attention of Diana Myles. We are particularly interested in receiving more info from continental European video companies.

Poison

"EVERY ROSE HAS ITS THORN"



Poison

EVERY ROSE HAS ITS THORN

... smells like a hit!

Billboard® **HOT 100.**

Compiled from a national sample of retail store and one-stop sales reports and radio playlists.

THIS WEEK	LAST WEEK	WEEKS ON CHART	PEAK POSITION	TITLE	PRODUCER (CONSUMER)	ARTIST
1	1	11	11	EVERY ROSE HAS ITS THORN	★ NO. 1 ★★	POISON

EVERY ROSE HAS ITS THORN 3 weeks at No. One
 11 WEEKS ON CHART
 11 WEEKS ON CHART

... and now a smash in Europe

The Album ...

Open Up and Say... Ahh!

(5 million Americans can't be wrong ...)



RADIO RAP

By Cathy Inglis

Is an IR station's first duty to entertain, or to promote new talent? The stations themselves disagree widely. In Liverpool, Radio City's Tony McKenzie says radio should be just "fresh, bright and fun", while Radio Clyde's Graeme Moreland in Glasgow thinks radio has a mission to encourage local talent.

Finance is often a factor. It costs money - and can be risky - to record a local session. A regime of top 40 hits is cheaper, safer and more likely to attract advertisers.



Then there is the audience to think of. Should a station risk losing a mass audience to satisfy a minority element? Or should the minority of listeners lose out for the sake of the masses? Clyde's Moreland is currently working with a list of 20 bands. "I expect a large proportion of these will be household names by the

end of the year. I reckon 80%-85% of them will be signed up to record companies.

Take, for example, the three bands who have just emerged through Clyde: Texas, now signed to Phonogram, River Detectives on WEA and Wild River Apples, who are about to sign to CBS.

But City's Tony McKenzie says, "We'll only play new talent if it warrants being played. Most IR stations have these high-faloot ideas about helping new bands but it's time they came down from the clouds." ■

THE GERMAN TASTE



ISSUE 13

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For all info contact: Teddy Hoersch on 49.221.55.20.36
Or M&M's Main Office: Ron Betist & Staff on 31.20.662.84.83



Grab Your Copy! Niewski Ertegan, Pres. IFPI receives the first copy of Eurofile, the new directory for the European music & broadcasting trade. The presentation was made by Theo Root, Publisher Billboard Operations Europe & Publisher Music & Media at MIDEM.

Soviet Summer Rock

Rock Summer 89, the Soviet Union's biggest pop festival, is expected to attract big names from the West and international TV coverage this year.

Among the stars who have been named, but not confirmed, are Simply Red and Robert Cray. Top East bloc musicians will also be featured. The event is being organised by an association called Musix which is headed by Yuri Makarov, the presenter of a monthly pop show on Soviet TV. Musix hopes to sell broadcasting rights for the festival via an international distributor.

Rock Summer 89 will be held in Tallinn, the capital of Estonia, on June 16-18. The festival was held for the first time last year and attracted 300,000 people. ■

2nd Satellite

London - Societe Europeenne Des Satellites, the Luxembourg based group which financed the Astra TV satellite, is expected to decide to back a second 16-channel TV satellite at a meeting at the end of this month.

If the decision is approved, Astra would buy the satellite from US-based GE Astro. One potential option would be to take a satellite no longer required by another client which could be launched as early as the middle of next year. ■

BBC Radio 1 Committed To Specialist Music

By Edwin Riddell

London - BBC Radio 1's Head Of Music, Roger Lewis, pledges that, unlike commercial radio, the station will not abandon its commitment to new and specialist music.

Lewis: "What cost a mass audience? What we will continue to do is provide the widest range of popular music to the mass audience and at the same time continue our commitment to specialist music."

The radio audience is becoming older, says Lewis, and that has to be reflected in the BBC's daytime listeners to achieve a mass appeal. But he promises that this will not be done at the expense of minority interest specialist music programmes.

Lewis points to various new bands that Radio 1 has broken. "We're very proud of Fine Young Cannibals. They've just released their second album which we're

featuring on the Simon Bates show. That was a band which we took across to the European Broadcasting Union rock festival four years ago."

More recent bands that have been featured on evening shows before signing record deals and being put on the playlist include Wee Papa Girl Rappers and Transvision Vamp.

Lewis says new talent has to be actively looked for. "We're



Roger Lewis

looking through our sessions. We see these not as a way round needletime agreements but as a way of giving musicians the opportunity to come into recording studios to record the music they want to, free of any commercial pressure. We're in the studios 5,000 hours a year and that results in sessions on many of our shows." ■

Piccadilly & BRMB Merger Blocked

Birmingham - Owen Oyston's Miss World radio and leisure group has succeeded in blocking the merger of independents Piccadilly Radio in Manchester and BRMB in Birmingham (see Music & Media issue 5).

Following an offer from Miss World to buy Piccadilly for £35 million, £14 million more than its current stock market value, a

meeting of Piccadilly shareholders to approve the merger was cancelled last week at the last minute. Under stock exchange rules, the purchase bid must be considered before the merger proposal.

Oyston's bid is almost certain to be regarded as hostile by Piccadilly. ■

IR Revenue Up 24%

London - Last year's total revenue for UK Independent Radio (IR) rose 24.1% compared with 1987, at £123.4 million. Anthony Jones, Marketing Executive at the Radio Marketing Bureau said: "In the past, radio has tended to be undervalued as

an advertising medium. But I can see no reason, as more split frequency stations gain larger and larger combined audience figures, why IR shouldn't continue to boom. I'm very hopeful that the IR market will keep growing." ■

SPOTLIGHT

Roachford - That's Their Pigeonhole

By Sally Stratton



Happy Birthday - To commemorate 15 years of Glasgow's Radio Clyde, CBS Promotion Mgr Robbie McIntosh (left) presents a gold disc to the station's Jay Crawford. Head Of Music Graeme Moreland looks on.

If you like to classify bands, Roachford might cause you a problem. The current single *Caddy Toy* has brought a strong rock guitar sound into the UK top 5 and yet the band have just been singled out in Billboard's dance column. "We play Roachford music," says singer Andrew Roachford, "and that's our pigeonhole."

He goes on: "If you get a black band from London, they are normally a straight funk band so people had this concept that we were going to sound a certain way and, when they came to the gigs, they were shocked and surprised because it was pretty raunchy."

Andrew Roachford signed to CBS in April 1987 and only then recruited the other band members. They played their first tour supporting label-mate Terence Trent D'Arby a few months later. "Terence is a fan of ours," Roachford explains. "He was one of the main reasons why I got a deal with CBS. He was buzzing about the demos and being the main



man at the time, people listened to him."

The debut album, *Roachford*, was originally released in the middle of last year but the singles failed to make much of an impression on the national chart. When *Caddy Toy* was re-released this year, being playlisted by BBC Radio 1 made all the difference.

CBS are now re-promoting the first LP while the band press on with recording the new one. However, they are playing a handful of European dates this month. Roachford: "The band sound at their best live and I want to see if we can get a couple of live tracks on the next album." ■

4 Launches World Music Show

Kassav, The Judas, S'Express and Throwing Muses will be the lead acts on the first show of the new 10-week World Music TV series starting on Channel 4 this week (February 19).

Other acts confirmed for the 'Big World Cafe' series include the UK's New Order, West Germany's Dagmar Krause, Fishbone from the US and Tabu Ley from Zaire.

Each hour-long show will feature live performances from London's Brixton Academy and profiles of music styles from around the world. "The aim is to introduce World Music to the UK

audience in an accessible, fast-moving and varied format," says researcher Mike Wooding. "We want to let the music speak for itself." Three new presenters will host the series, including Eoghan Eye Cherry, brother of US artist Neneh Cherry.

London-based PMI is handling international distribution of the show which will be made by the UK's Zenith North/Spellbound Pictures. The French commercial channel La Sept, due to launch later this year, will also carry the programme.

'Big World Cafe' goes out on Sundays at 15.55 hours.

Jobs Lost At Radio Radio

Virgin subsidiary Radio Radio has cut its production staff by three, including Head of Music Phil Ward-Lane. Pressure to cut costs has come from some of the independent radio (IR) stations which together own 60% of Radio Radio, with Virgin holding the rest.

The company supplies a night-time service, Super Station, to around 19 independent radios. Though happy with the service's programming, the IR stations want improved revenues. Radio Radio's Managing Director Rob Jones agrees this was "high on the list of priorities," and says the station will concentrate its efforts on sales.

Radio Radio is likely to move

PLAYLIST REPORT

U.K. 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. Roy Orbison - You Got It
2. Hue & Cry - Losing For Love
3. Fine Young Cannibals - She Drove Me Crazy
4. Simple Minds - Buffalo Bill
5. Simply Deep - It's Only Love
6. Almond Krieger - Something's Gonna Get Me
7. Holly Johnson - Love Train
8. Level 42 - Traces
9. Chris Rea - Working On It
10. XTC - Move On Up
11. Morrissey - The Last Of The Romans
12. Mike & The Mechanics - Living Years
13. Roadshow - Candy Tax
14. Howard & Mozelle - No
15. Rick Astley - Never To Be Yours
16. Rick Astley - Never To Be Yours
17. Brother Beyond - My Hypocrite
18. Brother Beyond - My Hypocrite
19. Taz - You're Fine
20. Mick Taylor - Hey, Hey, Hey

its operations to an IR station in the London area in the near future. The other UK-based night-time satellite service Nova closed down earlier this month.

SKY PLANS RADIO LEASES

Andrew Neil, Executive

Chairman of Sky, says that the four current channels operated by Sky Television each have four sound channels. Aside from Euro-sport which will broadcast in different languages, spare sound channels could be leased out.

Neil says he believes that there was a "gap for a decent rock station, and other services." He added that so far plans to lease out sound channels were still at an early stage.

Restructuring of the Virgin Records operation this week means the launch of AVL (Associated Virgin Labels), a combination of Virgin, JCRica, Enigma, EG/Editions EG and Caroline will be held up.

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Capital Signs Sponsorship Deal

London's Capital Radio has signed a record £1 million sponsorship and advertising deal with the US' Continental Airlines.

The one-year deal is believed to be the UK's biggest ever for a single radio station.

Continental will now sponsor Capital's annual Music Festival and continue to fund Capital's

traffic report plane. Continental has become increasingly involved in music events over the last two years, sponsoring Chris Rea's recent UK tour and a stage performance of "Dirty Dancing" at London's Albert Hall. Most of Continental's UK advertising budget is now spent with Capital.



SKY PLANS RADIO LEASES

London-Sky Television is considering leasing out sound channels on the Astra TV satellite to radio operators who want to broadcast to the UK.

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SKY PLANS RADIO LEASES

London-Sky Television is considering leasing out sound channels on the Astra TV satellite to radio operators who want to broadcast to the UK.

Andrew Neil, Executive

Chairman of Sky, says that the four current channels operated by Sky Television each have four sound channels. Aside from Euro-sport which will broadcast in different languages, spare sound channels could be leased out.

Neil says he believes that there was a "gap for a decent rock station, and other services." He added that so far plans to lease out sound channels were still at an early stage.

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BR Rescue Pan For Eurovision Shortlist

by Philip Raser

With West Germany's shortlist for the Eurovision Song Contest now complete, public broadcaster Bayerischer Rundfunk (BR) has introduced changes to the final selection process (see Music & Media issue 52/1). BR's Head Of Entertainment, Hans Helmut Boeck, says these will "retrieve the show from the darkest recesses of current musical events."

This year, instead of inviting entries from all members of the copyright society GEMA, BR has asked 10 producers of chart-topping tracks to contribute a Eurovision song. Taking part are: Dieter Bohlen; Camouflage; Domino; Tolo Gomez; Bernd Goetz; Nino Hendrik; Axel Henninger & Achim Ullrich; Dieter Roccolet; John Anthony Taylor; and Fancy.

In a sideshow leading up to the West German Eurovision finale, state broadcaster ARD, of which BR is a part, will present a special ARD Radio Award. This will be based on listeners' votes at the end of February. A special Journalists' Award will also be presented.

BR will screen the national finals from Munich's Deutsches Theater on March 23; the show will be hosted by TV personality

Hape Kerkling. Viewers will vote for their favourite entry. The signature tune for the programme has been composed by Michael Creutz.

Thomas Gottschalk will be the West German presenter of the international ceremonies in Lausanne on May 6.

More Music On Sat 3

Sat 3, the satellite TV channel run by West Germany's ZDF, Austria's ORF and the Swiss SRG, has extended music programming. Various music shows, formerly part of a pilot cable project called the ZDF Music Channel, now go out on Sat 3 from 14.00 to 17.00 hours; Monday afternoons are dedicated to rock and pop. Programming consists of concert extracts and archival material.

PLAYLIST REPORT

Media Control Germany

From the airplay hit parade from Media Control including 29 radiochannels. For more info please contact Media Control - Postfach 625, D-7570 Baden Baden, tel: (0721)-33066.

1. Robin Beck - First Time
2. Roy Orbison - You Got It
3. Will To Power - Love Like You
4. Phil Collins - You Hear My Heart
5. Soulizer - The Way To Your Heart
6. Klaus Lage - Love Like You
7. The Beach Boys - Kokoro
8. Tania Tikanan - Twin In My Solitary
9. Will To Power - Love Like You
10. Fine Young Cannibals - She Drove Me Crazy
11. AJ. Johnson & AJ. Green - You Like Love
12. Bobby McFerrin - Don't Worry, Be Happy
13. Kylie & Jason - Equally For You
14. Tony Carey - Love Like You
15. Herbert Gronomeyer - Kunst
16. Kim Wilde - The Loner Walk
17. A-Ha - You Are The One
18. Enya - Orinoco Flow
19. The Four Tops - Love Like You
20. Inner City - So Good

Media Control Austria

Most played records as checked by Media Control on the national channel O3 and Radio Brenner.

1. Will To Power - Love Like You
2. AJ. Johnson & AJ. Green - You Like Love
3. Tania Tikanan - Twin In My Solitary
4. Robin Beck - First Time
5. Enya - Orinoco Flow
6. Pit Stop Boys - Let's Be My Own Devotee
7. Climax Filter - Love Like You

'Music Avenue' Is A Hit

'Music Avenue' is one of SWF 2's most popular programmes, according to a recent survey. The 25-minute Saturday morning show plays anything from orchestral rock to Mendelssohn, and music from the Third World. The aim of the show is variety, says

Editor Achim Hehgen: "This response shows that we are meeting listeners' needs that have been neglected for too long. I believe picking out the best from all styles of music creates a very attractive programme."

SPOTLIGHT

Albert Mangelsdorff: Combining Energy Sources

by Robert Lyng



Listen And Lay Back is not an album that one would expect an established jazz legend like the trombonist Albert Mangelsdorff to make. He is the creator of a very distinctive style of playing, using both his breathing and his voice to coax the most unusual sounds from his horn.

And as members of one of

West Germany's most successful rock groups, Martin Englein (bass), Danny Deuschmark (keyboard), Wolf Simon (drums), and Bernd Kraemer (trumpet) are no less respected. The idea to combine these energy sources came when Albert Mangelsdorff played a recording session for Klaus Lage who was producing his hit, *Faust Auf Faust*.

The inclination to develop a project together was mutual. Dieter Dellm, Mangelsdorff's publisher, called in Offenbach-based Bruber Group of Rockport Records as the production company. Based on his excellent production of Lage's products, Martin Englein was appointed producer.

"In order to get this instrumental album out to the broad audience for which it is intended we chose to release on the Dino label, which has a lot of experience with radio and TV-advertised compilations. The release was accompanied by massive media advertising."

Some 13 tracks make up *Listen And Lay Back* including classics such as *Angie*, *Time After Time*, *Reach Out*, *Now That You've Gone*, *Hey, Joe*, *Hello, Hello*, *To Billy Joe and Michelle*. All the songs are skillfully and innovatively arranged in instrumental versions by Deuschmark and provide a refreshing setting for Mangelsdorff's very special sound and phrasing. A true treasure chest for all kinds of radio formats.

Ariola Tops Swiss Charts

BMG Ariola was the most successful company in the Swiss singles chart last year and PolyGram topped the albums list, but both companies scored slightly fewer chart points than in 1987. These are the findings of Media Control Analysis.

BMG Ariola achieved 19.85% of singles chart points with 40 titles - down 0.61% compared to the previous year. EMI came second with 15.15% and 24 titles. CBS was a close third with 26 titles, but just 14.47% of points.

The PolyGram labels together ranked fourth, with a 13.7% share and 27 titles. The Warner companies, WEA and Teldec, followed in fifth and sixth place; WEA had 22 entries and 10.54%, Teldec 19 titles and 9.69%.

On the albums side, the PolyGram labels jointly scored 48 chart entries to lead with more than 21%; down almost 3.5% from 1987. BMG Ariola's 38 titles and 19.26% came in only slightly before CBS, which managed 19.23% with just 27 titles.

EMI, in fourth place, accounted for 15.7% of the market

with 31 titles. WEA got a respectable 13.38% with 27 titles, while Teldec managed just nine titles and a mere 4.81% share. ■

PolyGram Signs Nikka Costa

M Nikka Costa has signed worldwide with PolyGram Germany for release on the Polydor label. A single is scheduled for late spring followed by an LP in September.

Ben Bunders, President of PolyGram Germany and Goetz Kiso, Managing Director of Polydor, arranged the deal with Costa's production company ZigZag, Christian De Walden, President

ZigZag, and Dieter Bohlen with the LP. Bunders is confident that Costa will become a big star in Europe: "She knows the entertainment business very well and she's a great talent."

The daughter of Don Costa (the arranger and producer for Frank Sinatra), Nikka Costa enjoyed big European success eight years ago with the 3.7 million selling single *On My Own*, the original song from 'Fame.' ■



Finalising the deal at MIDEEM are, from l. to r. Neville Johnson, Nikka Costa's lawyer; Steve Singer, Go-Pop and V2 ZigZag; Ben Bunders, Pres. PolyGram Germany; Christian De Walden, Pres. ZigZag; Goetz Kiso, MD Polydor; Wolfgang Johannesen, Dir. A&R Polydor Germany.

OK Drops Radio 107

Frank Otto, owner of Hamburg private OK Radio, has withdrawn a bid to take over rival Radio 107 in order to keep the station on air (see Music & Media issues 3 & 5).

Otto's move follows intervention by the Hamburg Media Authority which said Radio OK's plan was against local media law. The same law may block a bid

from the other applicant, Radio Hamburg, and Radio 107 may have to close after all. ■

Sponsored LPs

Munich-based magazine Musik Express/Sounds is sponsoring two double albums which have just been released. *World Music*, compiled by Klaus Frederking and released on the independent Monsun label, features ethnic pop and dance music from all parts of the world. *Teutonic Beat* on Phonogram, is a compilation of various West German artists. Berlin-based record artist 'Westbam' produces a live mix on the first two sides and Phonogram staff sound Thomas Fehlmann gathers various acts with new songs on sides two and three. ■

Rock Am Ring Cancelled

Rock Am Ring, one of Europe's largest annual pop festivals since 1985, will not be held this year. A spokesman for the organisers, Nuerburg Ring, says it was impossible to put together an attractive programme for the tradition-

al Whitens dates and alternative dates were not available at the festival site. But Rainer Martels, the company's Managing Director, says "nothing is standing in the way of holding the event as normal next year." ■

ARD Turnover Up 22%

Net turnover of the nine affiliates of the ARD public broadcasting network rose 22% over 1987, to DM 677.5 million last year. But in northern West Germany, where competition from private radios was felt first, all three ARD stations (NDR, Radio Bremen and SFB) had a drop in revenue of DM 5.6 million.

The overall result was only positive because the ARD's largest station, WDR in Cologne, boosted advertising time. WDR's turnover was seven times bigger than in 1987. Without WDR, the other stations attained only a 2.9% total increase. ■

Radio Korah Saved

Berlin furniture magnate Edgar Stoll has been named as the man who has saved private station Radio Korah (see Music & Media issue 5). Stoll, whose company Radiowerk has injected DM 4 million into the station, intends to maintain the station's non-profit concept. Radio Korah is scheduled to come back on air with a staff of 25 (formerly 35) from a new station on September 1. ■

Nostalgie, Fun & RFM Ratings Up

French radio stations are all losing the fight for audiences - except FM networks Nostalgie, Fun and RFM, according to the latest figures from the CESP audience research body.

Nostalgie improved its July audience share to end 1988 with 4.2%. "We are naturally delighted with the proof that our format is working," said a Nostalgie spokesperson. "We gained listeners in practically every survey period." AOR network RFM and Fun FM also increased their share to 1.2% and 1.9% respectively.

The audience share of the country's peripheral stations dipped from a total of 45.5% in July to 41.2% by the end of the year. Radio Monte Carlo's share from 66.0% to 5% and RTL's from 25.6% to 24.1%.

The growth of France's most successful FM station, NRJ, also seems to be slowing. NRJ's audience share fell from 9.9% to 8.9% during the survey period. Director Of Programming Max Guazzini: "It is important to realise that listening habits change from month to month."

"To get the right idea of how a station is doing you must look at the cumulative audience figures for the same month in the previous year. It is clear from those

that NRJ is still growing. And CESP surveys always give more importance to rural audiences than city-dwellers. ■

Arcade Starts TV Marketing In France

Dutch company Arcade has kicked off its French business with a Fr 5 million marketing campaign to promote the double compilation LP, *The Love Album*. The LP features 26 slow songs from artists like George Michael, Freiheit, Terence Trent D'Arby and Billy Joel.

Advertising agency Saatchi & Saatchi have devised the radio and TV promotion: 30-second spots will go out at prime time on radio RTL, Europe 1, NRJ and RMC and the TV channels TFI, A2 and La Cinq. Arcade reckons each spot reaches some 35 million people and says some 160 million people will be reached over the whole campaign. The first ship-out totalled around 220,000 units and Arcade aims to sell 500,000.

Arcade opened its Paris offices in December last year and has an exclusive sales and distribution deal in France with CBS.

Oui FM In New Talent Project

by Jacqueline Escott

FM network Oui FM is working with the French government and concert promoters Caracem Productions to give unknown homegrown talent the chance to play live.

On the initiative of the Ministry Of Youth & Culture's Carce

Jeunes section, fortnightly concerts at Paris' Elysees-Montmartre venue are scheduled to start in March. Carce Jeunes' Bruno Perrone: "They will be proper concerts, with a well-known band headlining and two smaller bands supporting. We plan to expand to venues throughout France."

Oui FM, which will advertise the concerts, is also helping select acts to perform and is considering airing them live. Camille Trumer, Oui FM's Commercial Director: "We decided to get involved with the project because Oui FM and Carce Jeunes are addressing the same audience - young people. It gives us the chance to discover new groups, too."

Perrone: "We wanted to enter the market with real professionals. Having looked at Oui FM's track record in promoting less well-known bands live, we felt they shared our ideals." ■

SPOTLIGHT

Art Mengo - Success At A Stroke

by Heidi Ellison



Toulouse-based Mengo has been involved with music since he was 12 and plays bass, keyboards and guitar. His lyrics are written by his brother-in-law, Patrice Guirao. The two have to collaborate through the French telephone system's computer network Mintel, as Guirao lives in Tahiti.

The single and accompanying video, directed by Oliveri Divo, received rave reviews and Mengo is currently working on another single. ■

Art Mengo, whose first single *Le Sentiment Des Partirans De Sa Vie* shot into the national top 50 in November, has had something of a fairy-tale debut into the music industry.

After years of working at odd jobs to support his music ambitions, he went into the studio to record his first demo, was overheard by the owner and, within three days, had signed a contract with an independent producer. A contract with CBS France and the debut single *Le Lai* 'Tant Aimee' soon followed.

PLAYLIST REPORT

- Media Control France**
From the airy hipsters provided by Media Control France. For more info please contact Media Control France 29 Blvd. Haider - 67000 Strasbourg - France - tel (88)366580.
- Radio FM**
1. *Michael Jackson* - Smooth Criminal
 2. *Eurovision Dishes* - Don't Hurry Me Honey
 3. *Enya* - Orinoco Flow
 4. *The Passions* - Being On A Train
 5. *Elton John* - I'm Close To You
 6. *J.J. Goldwasser* - I Changelia La Vie
 7. *Womack & Womack* - Teardrops
 7. *David De Souza* - La Vie
 8. *Innocent City* - Big Fun
 9. *Sandra* - Secret Land
 10. *Kylie Minogue* - The Locomotion
 11. *Whitney Houston* - One Moment In Time
 12. *Patricia Kaas* - Hello Me & You
 13. *Elton John* - I'm Close To You
 14. *Lauric Vauby* - La Solitude
 15. *West West West* - Sweet Little History
 16. *The Boys* - Del My Heart
 17. *Kruse* - The Party
 18. *Midnight Oil* - The Dead Heart
 19. *Bernard Lavilliers* - On The Road Again
 20. *Brea* - I Quit

Radios Peripheriques (AM Stations)

1. *Nagusa* - La Solit D'Inser
2. *Jeanne Mas* - Y'a Des Roses
3. *Enya* - Orinoco Flow
4. *J.J. Goldwasser* - I Changelia La Vie
5. *Bernard Lavilliers* - On The Road Again
6. *Eurovision Dishes* - Don't Hurry Me Honey
7. *Patricia Kaas* - Hello Me & You
8. *Enigma* - Prayer - Laisse Nos Respirer
9. *Elton John* - I'm Close To You
10. *Vanessa Paradis* - Hello - Mieux
11. *David Halliday* - High
12. *Michael Jackson* - Smooth Criminal
13. *Maxime Le Forestier* - Amaluba
14. *Hynde Farmer* - Froum Qu'Est Sien
15. *Womack & Womack* - Teardrops
16. *Lauric Vauby* - La Solitude
17. *L'Affaire Louis Trilo* - Non Ton Cote

HOT BREAKOUTS
National hits bound to explode

Riffi
Dir. Acid & Mr. House (BCM)

Die Aertze
Su To Space (CBS)

Engelbert
Radio Dancing (Ariola/BMG)

Sandra
Secret Land (Yrign)

HOT BREAKOUTS
National hits bound to explode

Les Fetes Musicales
La Fete Au Village (A&R/Polydor)

Charlie Couture
Ame Moi Encore... (EMI)

Shona
Au Jour Le Jour (EMI)

Jill Caplan
Cesse File N'Est Pas... (CBS)



First Class - Robin Beck, whose single 'First Time' on Mercury was no. 1 in the Eurochart Hot 100 at press time, goes gold in West Germany. Metromome's MD Klaus Ebert presents the gold disc for sales of 250,000 copies of the single.

Merger Talks Reopen

Negotiations over the possible merger of public broadcasters Sudwestfunk (SWF) and Sueddeutscher Rundfunk (SDR) have been re-opened. Protests are expected from the employees and boards of both stations, which broadcast for the states of

Rhineland-Palatinate and neighbouring Baden-Wuerttemberg respectively. Negotiations stopped two months ago with the resignation of the former Minister-President of Rhineland-Palatinate. ■

Rhineland-Palatinate and neighbouring Baden-Wuerttemberg respectively. Negotiations stopped two months ago with the resignation of the former Minister-President of Rhineland-Palatinate. ■

New Look For 'Radio Deejay TV'

by David Stanfield

Milan - Radio Deejay Television, the popular afternoon music show on independent TV network Italia Uno, has been completely revamped. The show has a fresh look, a different name and a new presenter. A spokesperson said the aim of the changes is to reverse a drop in ratings.

Now called 'Radio Deejay Fans Club', the show centres on a quiz between two fan club teams who answer questions on video clips and news items. The winners of the knockout competition earn free advertising time on Italia Uno for their fan club magazine.

Virgin & Radio Milano Release LP

Milan - Virgin Italy has released a house music compilation LP together with independent network Radio Milano International. *House The Compilation* will be advertised six or seven times daily on the station, says Radio Milano's public Relations Manager Luca Dondoni.

Virgin believes it is the first LP of its kind to be aimed solely at the home market. None of the 12 tracks on *House The Compilation* have been released before in Virgin's Rosella Leonardi: "Milan International were the

obvious choice to promote the LP because they are the network who play the most house music."

This is the third in a series of music compilation albums which Radio Milano is producing with record companies. Former releases were *Hot Back and Hot Black Summer*, distributed by EMI.

Tracks on the LP include Mac Thornhill's *Who's Gonna Ease The Pressure*, which Dondoni says is particularly popular with disco DJs in Italy. ■

PLAYLIST REPORT

RAI - Italy
Most played records as compiled from RAI Stereo Dues.

1. *Elvis Costello - Spins (EP)*
2. *Bob Dylan - Graceland (LP)*
3. *Marc Almond - New Love (EP)*
4. *Mario Castiglione - Salvo Mio Del Corallo*
5. *Roberto Vecchioni - My Little Italy*
6. *Massimo Privitera - San Valentino (EP)*
7. *Barry White - The Collection (EP)*
8. *Robin Beck - The First Time*
9. *Silencio - A Buena Fede (LP)*
10. *Daddy Yankee - Romeo Inglesino (EP)*
11. *Dire Straits - Money For Nothing (EP)*
12. *Mica Paris - In Good (EP)*
13. *Janet Jackson - Control (EP)*
14. *INER City - Good Life*
15. *OST - Scamp*
16. *Four Tops - Love In Aquarius*
17. *Ellis Riggs & Howard - Homeland (EP)*
18. *Tina Turner - Music (EP)*
19. *Pink Floyd - Delicate Sound Of Thunder (EP)*
20. *Love & Money - Love & Money (EP)*

Long-Distance Listeners

Milan - Worldwide transmission of programmes broadcast in Italian amounts to 150 hours a day, claims a new free monthly magazine, Radiodays. Some 32 international stations broadcast Italian music, news and politics on the short wave, the monthly says.

The Milan-based magazine was set up in response to growing interest in long-distance listening. It is a guide to the programmes that can be heard outside Italy. ■

RAI To Show 100 Hours Of San Remo

San Remo - State channel RAI will devote a total 100 hours to this year's San Remo Festival, including 26 hours of live broadcasting.

TV coverage starts with a pre-Festival special on February 12 and finishes on February 26 when the final night goes out live across Europe. Italy's RAI 1 will show the most of the broadcasts, but programmes will also be shown on RAI 2 and 3. RAI Radio will also cover the event between

February 23 and 26.

A jury of 10 selected 76 national acts from a total of 262 songs for the 'champion', 'upcoming' and 'new' sections. Fausto Leali & Anna Oxa, Jovanotti, Julio De Piscope, Gino Paoli and Al Bano & Romina Power are among those chosen to appear. Meanwhile, Tina Turner and Rod Stewart have been confirmed as the two main international acts to perform. ■

SPOTLIGHT

Ivano Fossati - Man Of The Sea

by David Stanfield



There seems to be something very special about Ivano Fossati. He recently won a critics' award for his latest CBS album, *La Pianta Del Te*, and current sales figures of 100,000 show that record buyers share the critics' views.

Born in Genova, Fossati has released 11 albums since starting his recording career in 1973. The latest comes after a two-year gap and shows that the artist used the time well - the LP contains nine quality ballads.

House Radio Show

Rome - House music's rising popularity has prompted independent radio station L'Radio Citta Uno to introduce a new music show, 'Mix Up', focusing mainly on house. Broadcast on Friday and Saturday nights at 22.00 hours, the shows feature the latest record releases plus a guide to the city's discos. The programmes are presented by Roberto Brandolini, Mauro Comberio, Tito Jay and Nino Scario. ■

Much of Fossati's material is steeped in the history of the sea and the right recording atmosphere was essential. Using Allan Goldberg as producer, Fossati recorded the LP in a villa on the Ligurian Riviera where the sophisticated mobile facilities of Lark Studio from Carimate were installed.

Some important musicians play on the album and noted singers Francesco De Gregori and Teresa De Sio make guest appearances. But perhaps the most illustrious guest is Andean flute player Yula Ramos. This musician is well known as leader of Los Incas and for his recording work with Paul Simon; his delightful playing is unmistakable on *La Pianta Del Te*.

Italy's leading music critic, Paolo De Bernardis, says Fossati "represents a culture of the sea... full of adventure and discovery." ■

HOT BREAKOUTS

National hits bound to explode

I Fans
Milan Milan (Five/CCD)
Loretta Goggi
Il Mio Uomo (Font Cetra)
Loretta Cuccharini
La Notte Viva (PolyGram)
La Redazione Di Emilio
Emilio (Five/CCD)

Court Rejects NOS Claim

The Hague - The Dutch court has refused to hear a case put forward by state broadcaster NOS against commercial stations Cable 1, Radio 10 and Sky Radio.

NOS insists broadcasters like Cable 1 are really Dutch and come under Dutch media laws while the stations claim they are technically 'foreign'. But the court dismissed the case, saying the nationality of the stations was of no concern to NOS.

A spokesperson for NOS said: "We'll find a way to prove that Dutch law should be applied to Cable 1 and the others. We're getting a lot of unfair competition. These 'foreign' radio stations are doing things that are forbidden to us."

Belgium Drops RAI

Brussels - Belgian cable operators have not carried satellite broadcasts of Italian state channel RAI 1 since February 1. The channel has been dropped, despite protests from Belgium's Italian community, because RAI has not paid TV rights for the US series and films it carries. Belgian cable operators fear they may have to pay the rights fees themselves. ■

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 (0)35 - 231647.

1. *Mika & The Mechanics - Living Toys*
2. *Rox - Outbreak - You Got It*
3. *Kim Wilde - It's Only Love*
4. *Joe Young - I'm Not Crazy*
5. *Paul Young - I'm Not Crazy*
6. *Paul Young - I'm Not Crazy*
7. *Paul Young - I'm Not Crazy*
8. *Glenn & Rita - Love Always Finds A Reason*
9. *Glenn & Rita - Love Always Finds A Reason*
10. *Tina Turner & David Bowie - Touch Me*
11. *Merchery - Bullets In Love*
12. *One 2 Many - One 2 Many*
13. *Simply Red - It's Only Love*
14. *Rick Astley - Never Gonna Give You Up*
15. *Kyrie & Jason - Specialty For You*
16. *Holly Johnson - Love Train*
17. *Midnight - Don't Forget My Number*
18. *Steve Winwood - Higher On*
19. *Mar - Almost - Something's Gonna Happen*
20. *Janet - Control - Control*
21. *Tania Tikanam - Almost Here*
22. *The Judds - My Man*

Cable 1 On Air In Belgium

Antwerp - Dutch commercial satellite radio Cable 1's total potential audience has been boosted to 3 million by a recent deal with Antwerp-based cable distributor Integan. Integan can now deliver Cable 1 to 170,000

homes in the Antwerp area - the first time the station has been carried in Belgium. ■

De Mol Wins Award

John De Mol, Director of Conamus, the Dutch foundation for popular music, has been named 'best promoter of national product' by the International Federation of Festival Organisers (FIDOF). FIDOF's President Jim Halsey presented the award. ■

EC May Take TM To Court

Brussels - The European Commission has given the Belgian government two months to comply with European legislation for VTM, the new Flemish commercial channel. If Belgium does not step into line, the issue will go to the European Court.

The move follows claims by the Commission that Belgium is breaking European law with its rules for the launch of the channel (see Music & Media issue 6).

But Culture Minister Patrick Dewael says that the Belgian government's conditions "will strengthen our cultural identity". He adds that VTM has placed orders worth up to half a billion Belgian francs with the Flemish audiovisual industry. ■

SPOTLIGHT

Astral Bodies - Not Like Everyone Else

by Mark Fuller

New Amsterdam-based band Astral Bodies have an interesting strategy to break into the domestic market. Since December, they have brought out a new single each month on Megadisc. This month's release is *Just Like Everyone Else* and new singles are planned for the next three months.

Megadisc spokesman Corne Bos: "By releasing a new single



each month the band gets more airplay than if we put out an album after the first single. Each single is accompanied by a clip, which MTV has screened."

A CD with six singles is scheduled for release in March when the group begin a 25-date tour of Holland. "We believe the band have international potential and have sent samplers to other European countries," says Bos.

Astral Bodies were formed last year by three members of the Amsterdam new wave band Blue Murder, which broke up in 1987 after five LPs and one top 50 single.

The experience of the ex-Blue Murder members shows through in the infectious, simple beat and witty lyrics of the songs. Until now, Maarten Van Der Ploeg produced the band's records. With a top-rate producer behind them, Astral Bodies' international potential could come into its own. ■

'Foreign' Radios Dodge Dutch Law

Amsterdam - While Holland's commercial radio debate centres on the nationality of stations like Cable 1, Radio 10 and Sky, a collection of technically 'foreign' local stations are successfully broadcasting into Holland.

The so-called 'vrije senders', located as little as 50 metres over the Belgian border, are granted five-year licences by the Belgian government. The largest broadcast 24 hours a day and air six minutes of advertising an hour. The Dutch Media Commission accepts they are 'foreign broad-

casters' and the most successful, including Hamond-based Radio Royal, are carried on Dutch cable networks.

Radio Royal, relayed by the Southeast Brabant cable network, claims a listenership between half a million and 800,000. A spokesperson says its format of two oldies followed by a current top 40 track is "highly successful" in the Brabant province. Annual press reports say the station now enjoys a clear lead in the region over Dutch state channel Radio 3. ■

HOT BREAKOUTS

National hits bound to explode

Tragic Error
Tanzes (Who's That Bear)

Koos Alberts
Ik Ben Geboren Om... (CNR)

Beethoven
Call The Cops (Target)

Plastic Bertrand
Give To The Best (AKG)

SCANDINAVIA

City 103 Attracts Young Listeners

Gothenburg - City 103, Gothenburg's year-old community radio station, has more young listeners than state-owned Radio Gothenburg. This has emerged from a survey carried out at the end of 1988 by official audience research body PUB.

Although City 103 only has a 10% audience share, compared with Radio Gothenburg's 27%,

the independent station attracted a 31% share of 15 to 24-year-olds against Radio Gothenburg's 29%.

But City does not seem to be stealing listeners from its state competitor. PUB researcher Claes Falck: "City 103 is clearly doing extremely well. But what's interesting is that it seems to be attracting entirely new listeners. These findings showed Radio Gothenburg's audience had actually grown by 5% since our survey last spring."

Lennon Tapes

Nine leading private stations in Finland are airing the 'Lost Lennon Tapes', a series produced by the US' Westwood One with local editing by Radio City/Kimmo Helsinki. The series has 20 programmes and is sponsored in Light beer by Sinebrychhoff. ■

WEA To Go Solo

Helsinki - Warner Bros' WEA music operation in Finland will operate as an independent company as from July 1. Marita Kaasalainen, formerly with K-Tel

International (Finland), has been named Managing Director. Distributors Fazer/Finnlevy will handle WEA's catalogue and distribution until June 30. ■

SPOTLIGHT Mercury Motors - This Is Power!

by Gary Smith

After stalling a few times in the mid-80s, Mercury Motors came together in their present form in 1986. Two years later, they had released their debut LP *This Is* on Sweden's Misty Music - a sparkling album which shows their abilities to the full. Spring 1988 saw the release of their first single, *Runaway*.

The band made a name for themselves in their native Norway as a power trio par excellence. Singer, guitarist and main composer Jorn Christensen recalls: "We didn't have to mess around going to lots of different companies on our knees, the first people to hear the demo offered us a deal."



Mercury Motors

SPAIN & PORTUGAL

'Rockpop' Ratings Almost Double

by Marya Meyer

Madrid - 'Rockpop', the new show which was launched on TVE 1 three months ago, has almost doubled its initial audience of 6 million, according to the state broadcaster.

A media study conducted by TVE shows a high viewer loyalty - over 80% of viewers tune in each week. About 90% of the audience is aged between 16 and 22.

A second three-month contract has been signed for the

show, which is sponsored by Coca-Cola. And producer Beatrice Becker recently signed Radio Espana DJ Paloma Serrano to present the 'Rockpop' chart instead of Yolanda Valencia, who returns to SER's Radio Madrid. The show also takes on Teresa Viejo who used to be a DJ at Radio Viniola.

'Rockpop' features hits based on TVE's own albums sales chart and pop news. ■



Producer Beatrice Becker (left) with presenters Teresa Viejo and Paloma Serrano (right).

New Look Boosts Radio Barcelona

Barcelona - Radio Barcelona SER's new policy to attract more young listeners has brought the station record ratings nationwide.

With Jaime Baro as acting Music Programme Director over the past six months, the station increased its audience from 470,000 in July 1988 to 525,000

by the autumn. This is higher than any regional broadcaster, according to the latest General Media Study.

Baro was officially named Music Programming Director this month. He replaces Jose-Maria Baque who continues to work at Radio Barcelona, though no longer with music.

The station's new look includes more time for top 40 singles, a younger DJ staff and organising free concerts. A concert last month featuring BVSMF, Duncan Dhu and The Union attracted 6,000 people. ■

PLAYLIST REPORT

SER - Spain

The 20 best played records in Spain from Cuarenta Principales, covering the major Spanish stations.

1. **Womack & Womack** - *Tourist*
2. **Glass Menagerie** - *Healing In Green Church*
3. **Enos Ramazzotti** - *Nails In Ti*
4. **Robby McFerrin** - *Don't Worry, Be Happy*
5. **Eighth Wonder** - *Baby Baby*
6. **Rick Astley** - *Take Me To Your Heart*
7. **Paul Shoggy** - *Lean To The Own Devotee*
8. **Nacha Pop** - *Unle Pover Peur*
9. **Banzarama** - *I Want You Back*
10. **Los Inkaburnas** - *Quié Dico*
11. **La Union** - *Vivir Al Este Hasta El Amor*
12. **Samantha Fox** - *Love Me Hard*
13. **Michael Jackson** - *Smooth Criminal*
14. **Los Ratonés** - *Ma Pez*
15. **Steve Presley** - *Nobody's Perfect*
16. **Joaquín Sabina** - *Quien Me Ha Robado*
17. **CC Catch** - *Back In It Your Cadillac*
18. **Ciudad Jardín** - *Overse Road*
19. **The Christians** - *Happen For The World*
20. **Art Of Noise** - *Kiss*

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La Union

Vivir Al Este Del Este (M&A)

Los Ratonés

Ma Pezcas (Fononisc)

Joaquín Sabina

Quien Me Ha Robado. (Ariola/BMG)

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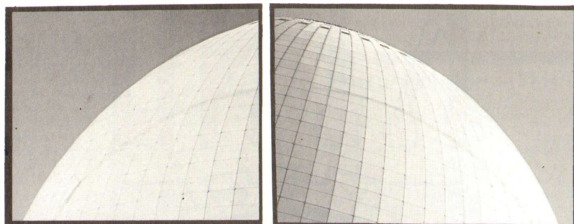
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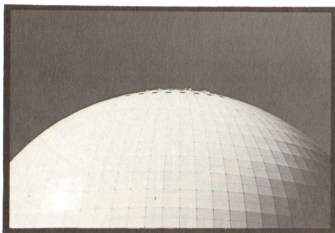
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 **STOCKHOLM GLOBE ARENA**
S-10680 Stockholm, Sweden

The World's Talent In Sweden's Globe

The sound will be big...

by Ken Neptune

The record industry is enthusiastic about the launch of Stockholm's new multi-entertainment complex, the Globe Arena, which opens with a star-studded gala on February 19. The show will be screened live on State TV, Kanal 1.

the new arena. But Svante Berg, one of the architects from the Berg Architect office responsible for its design, claims that it should sound like an outdoor arena. The sound will clearly be big.

Hans Breitholtz, BMG Ariola's Managing Director, says: "The Globe is absolutely welcome here. Both for the industry and for Stockholm. It's a national landmark - they are building a whole city around it. Stockholm was lacking that size of venue. Also, it looks as if it's going to be more aggressively marketed than our existing venues - which must be a good thing."

There will be restaurants and other facilities in the complex, so going there will be a more everyday event - Breitholtz hopes this could boost attendance at some of the less immediately crowd-pulling acts.

Other artists who may play the Globe have not yet been confirmed but are believed to include Elton John, Diana Ross, Jackson Brown and the Bee Gees. Benke Berg, BMG's Marketing Director, recalls how, when Diana Ross last played Stockholm, she broke records by squeezing 12,000 people into the ice hockey stadium. In the Globe, she could comfortably play to many more.

■ continued on page 38

The festivities begin at 18.00 hours with a laser show. The concert starts an hour later. Who is actually to perform on the Globe's opening night is a closely guarded secret. But the rumour is that several world-renowned artists will take part, as well as top Swedish acts like Roxette, Orup and Tommy Nilsson.

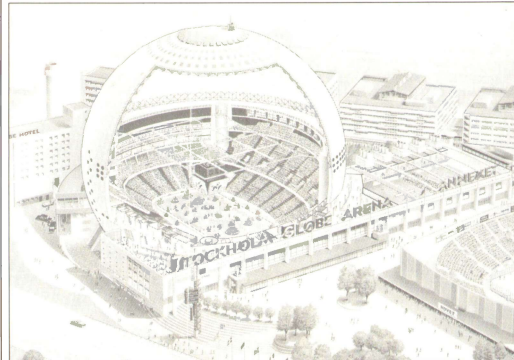
The Globe Arena building, which looks something like a giant golf ball, is the largest spherical structure in the world. Inside is a hall 85 metres high and 110 metres wide. The interior is designed like an amphitheatre to allow spectators a good view, no matter where they sit. It can house between 12,000 and 16,000 people, depending on the event.

The performance hall is the first stage of a planned 'Globe City', which is scheduled for completion in 1993. Further plans include a hotel, shops - including a record store - restaurants and offices.

After the opening night come the concerts. Gary Moore's will be the first - he is scheduled to appear on April 8, the first gig in the Scandinavian leg of a tour promoting his *After The War* album, on Virgin. EMA-Telstar is promoting the concert. Virgin UK's International Director Chris

Griffin says, "We think it's brilliant for Gary. We're very pleased about it. It's quite a big deal - not least because he's already big in Scandinavia. This is the biggest venue on the whole tour. Bigger than Wembley, even. Also, they are giving the whole thing a lot of publicity."

No one yet knows what it sounds like to hold a concert in



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THE GLOBE ARENA

MUSIC
&
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Sweden's Globe

continued from page 35

The record companies agree the Globe is primarily a megastar's venue. Breitholtz: "At BMG, we would have people like the Eurythmics or Rick Astley play there. But what's also good is the entertainment angle offered by the place - it doesn't have to feel like a football stadium. So we could bring someone like Julio Iglesias." Griffin says: "Virgin would send people like Peter Gabriel and Genesis. And Simple Minds, definitely."

One of the Globe's biggest advantages is its flexibility - which means it can literally be transformed overnight from, for example, a sports venue to an opera hall or rock concert. Jan Kristiansson, Marketing Director for Stockholm's Arena AB, the company responsible for the management and programme activities at the hall, says: "The Globe is an arena of possibilities, an entertainment and cultural centre. Because of its flexibility, it is possible to hold many varied activities



Gary Moore - first rock artist to play the Globe

here. Not just concerts but also opera, dance, hockey matches, circus performances and even film premiers."

Other features at the Globe include Western Europe's largest

television (a 12.5 square-metre Sony Jumbotron), a TV studio which can transmit to internal video monitors or all over the world via satellite and what the Globe claims is the world's largest indoor movie screen (15 X 32 metres).

The Globe also has 35 glass-enclosed lodges, which can be rented on a yearly basis. These have been rented out to companies for a yearly fee of between 5kr 200,000 and 300,000. But renting a lodge does not guarantee entry to all events. The lodge rental only applies for a limited range of performances.

And the arena is conveniently near to three other entertainment venues: the Soderstadion (capacity 19,000), which is normally used for football, the Isstadion (capacity 9,000) and the Annex (capacity 4,000 standing or 2,000 seated) where tennis matches and conferences are usually held.

The Globe is already almost fully booked for 1989 and is taking bookings into 1990. Apart from concerts, the scheduled events include Trolle Rhodin's Wonderful World Of Circus, Holiday On Ice, the World Hockey Championships and a mass to be celebrated by the Pope on June 8.

Berg feels the Globe will play an important role in making Stockholm an international centre: "Copenhagen used to be the 'capital' of Scandinavia. But now people are focusing more on Stockholm. The Globe is a major move in this direction."



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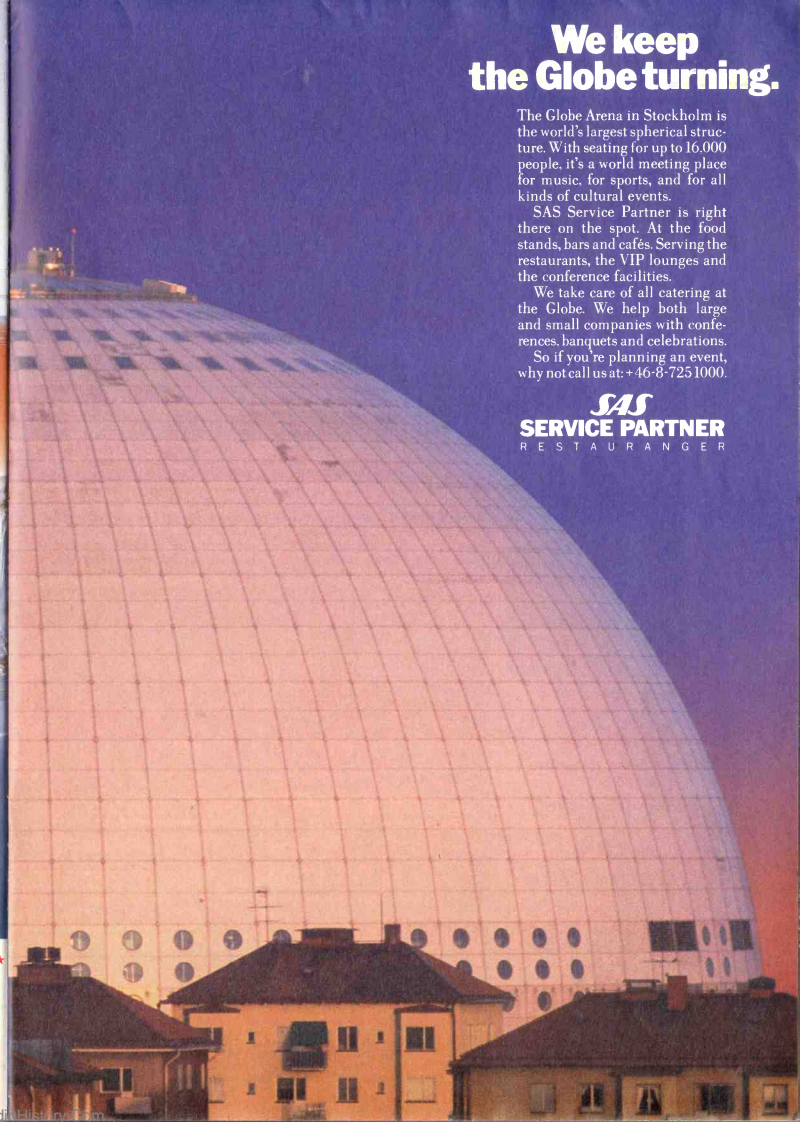
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MUSIC & MEDIA



Venice

You Gave Me Love (Flex/Italy) Contact:Ala Bianca/Toni Veneta/tel:39.59.223897/fax:219218

A song that must be said to be European dance music, although that can sometimes be an insult - in this case not so. A good record by this Danish DJ. Rights still widely available in Europe.

Tazenda

S'Urtima Luche (Dischi Ricordi/Italy). Contact:Dischi Ricordi/Angelo Yag-gi/tel:39.2.88811/fax:8881270

Fairly easy-going material from this Italian group as you might expect. But their material is strong and they sing like angels. Licence and sub-publishing still widely available.

Tony Carey

Room With A View (Metronome/West Germany). Contact:Metronome/Ullis Hoppel/tel:49.40.308704/fax:3087346

A warm-hearted song with a hint of C&W that is top 5 in the German chart and has every chance of repeating that elsewhere. Licence and sub-publishing available where PolyGram affiliates do not take up an option.

The Needles

Who's Gonna Hold Your Hand (Lux Noise/Switzerland). Contact:Lux Noise/Michael Hediger/tel:41.64.714386/fax:718008

A fairly traditional band by the standards of this label with some interesting songs. Licence and sub-publishing available for the world except Switzerland.

Agaric

I Am Gonna Beat Dis (Kaos/Belgium). Contact:Antler/Maurice Engelen/tel:32.16.567666/fax:567670

From the home of new beat came a hypnotic dance track with some fine sampling. Licence and sub-publishing still widely available.

S.M.G.P.

Ibrahim (Kill Da Rock/Switzerland). Contact:Kill Da Rock/Bruno Stretler/tel:41.4328980/fax:520787

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

Talent Tracks

PROMISING ACTS

WORTH WATCHING

SPOTLIGHT

Les Negresses Vertes Say Mlah!

by Gary Smith

One of the most striking and significant shifts in the world of A&R has been the rise of ethnic, or 'World' music. Much of the action in this field is centred around Paris, partly due to its connections with West Africa, but equally because the French have long had an appetite for this kind of music.

Les Negresses Vertes are white and very French. But their debut LP *Mlah!*, which has just been released on independent label Off The Track (OTT), is as genuinely ethnic as Mory Kanté - or anyone from the African continent. The 13-piece combine complex vocal harmonies with a refreshing acoustic backing. And they perform with a level of honesty and commitment often lacking in today's music.



Trying to pin down the influences in their music can be confusing. They combine traditional French styles with a dash of Spanish flamenco, some Arabian melodies and a sprinkling of blues. The band put it much more clearly. Bassist Paulo: "Paris is a city full of different cultures all living next to each other. We live in the midst of that and absorb the different influences. The result is Negresses Vertes music."

Remarkably for a group that has created such a buzz, they have only been together since September 1987. That was when an ex-circus clown, a bank clerk, a fisherman and a fairground worker decided that they preferred the idea of making music. This is the sort of band who always knew what they wanted - and when they got together they decided to make an album within a year. Only 13 months later they were in Davout Studios with

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producers Clive Martin and Sodi doing exactly that.

The band have already played at France's Transmusicales Festival in Rennes and will next appear at the Printemps De Bourges, the huge multi-media festival held each spring in the French town of Bourges. They also have plans to tour Europe extensively over the next year, in the converted bus which has become as much a part of their image as their 30s gangster look.

Mlah! is a French/Arabic word meaning "everything is OK". And as Paulo points out: "Our music is very simple, we are uncomplicated people." Les Negresses Vertes are also very much a family affair - the four backing singers are all girlfriends or wives of band members. Guitarist and composer Stefan 'Cheb' Mellino's wife, Iza Mellino, also designed and painted the LP cover. The band stress the importance of family participation - the family is where they draw much of their inspiration.

Their love of straightforwardness was also why, when the major French record compa-

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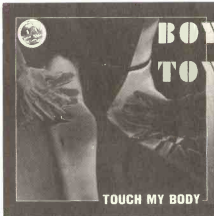


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SPOTLIGHT

The Wonder Stuff - Eight Legs In The Groove

by Marjolin Rotsteeg

UK band The Wonder Stuff say their name means nothing. But the success of the first two singles from the LP, 'The Eight Legged Groove Machine', on Polydor, suggests they may be wrong.

The Wonder Stuff have been topping polls in the UK music press. After ample indie success, the UK's official chart welcomed their singles, *Give Give Give Me More More* and *A Wish Away*, from the *Eight Legged* debut LP. And this month the band bring out a new single - not taken from the album.

While many bands would get a foot in the door with a major record company, The Wonder Stuff took the opposite approach. Drummer Martin Gilks: "We were not really interested in signing to a major. We put a single out ourselves on our own label, The Far Out Recording Company. Rob, the bassist, had won some money on the football pools so we could record four songs and release them on an EP. Because we made some money on that, we could afford another."

The second EP featured the single *Unbearable*, which appears on the album. Gilks continues: "Unfortunately we ran out of money. By then quite a few majors were interested. Some had tried to sign us before."

The Wonder Stuff signed to Polydor and made their first full-length album. The "Eight Legged" part of the title stands for the simple fact that the band's four members, drummer Martin Gilks, vocalist/guitarist Miles Hunt, guitarist/vocalist Malcolm Treece and Rob Jones, (the bass thing) have eight legs between them. "Groove Machine" is just an apt description of the Most Verhampton guitar band. What then does the band's name stand for? "It means absolutely nothing," states Gilks.

The *Eight Legged Groove Machine* was produced by Pat Collier, former bassist with the punk bands The Vibrators and The Boyfriends. "The idea to have him produce the album came from our A&R man at Polydor when we first signed," says Gilks. "He used to work with bands like The Weather Prophets and Primal Scream and Pat had

worked with them too. He has the same ideas about things as us and it worked really well. All the songs for *The Eight Legged Groove Machine* were ready before we went into the studio. He brought out the sound that we wanted on the album."

The album hints at a strange cocktail of styles: the Beatles, Sex Pistols and Slade. But Gilks denies The Wonder Stuff have any major musical influences.

However, draw attention to the similarity between John Lydon's minimalist lyrics and those of



Like A Merry-Go-Round and Unbearable, and he admits that Hunt is a big John Lydon fan.

Gilks continues: "I think the lyrics are getting a lot deeper on the new songs. Probably because

we are learning how to do it a bit more. *Merry-Go-Round and Unbearable* were about the fifth and sixth songs we ever wrote. That was some three years ago. I think we are growing a lot. ■

Wood, Canvas & The Stones

by Sally Stratton

As the Rolling Stones pursue solo careers, Ron Wood is about to tour - with a different product. The guitarist's paintings hit the road in March. But a Stones reunion is in sight.

showing at Hamilton's Gallery. "The greatest buzz for me is that this is the first time I have exhibited my big oils," says Wood, who introduced the public to his paintings and drawings with a show in the summer of 1987 and his book, "The Works." Some will also be familiar with his artwork for the Eric Clapton box set, *Crossroads*, which features in this exhibition. A limited-edition print signed by both Clapton and Wood is also for sale, at £ 700.

Paintings of fellow musicians the Stones, John Lennon, Elvis Presley, Chuck Berry and Jerry Lee Lewis hang alongside portraits of his favourite artists: Picasso, Rembrandt, Toulouse-Lautrec and Van Gogh.

But with renewed interest in another Rolling Stones album, how does Wood plan to manage "two careers"? "Painting will take a back seat now. I've had a great time while the band has been off the road. But now it looks as if the album is going to happen. I am very excited and I have got to limber up for it." However, he has always worked at sketches and ideas on the road. "It is an outlet and a very rewarding one. I will do it more now, but if it gets in the way, then I will put music first."

Wood is certainly confident about the Stones reunion: "I think we are keen. I know Mick and Keith are ready, both having come off their tours. I know Charlie is ready - secretly underneath. I know I am and so is Bill. The good thing about the Stones is that when we do get together, no matter how long we've been off, the time difference goes out of the window. We are lucky there."

Meanwhile, the exhibition will be packed up for transfer to Munich in March. In April it goes to Geneva and reaches Madrid in the summer. Wood would also like to add shows in Budapest, Vienna and Paris to the itinerary and return to Japan and the US where his work has already proved popular. ■



Top 3 SINGLES IN EUROPE

Table of Top 3 Singles in Europe. Columns: Country, Rank, Song Title, Artist, Original Label. Rows include United Kingdom, Germany, France, Italy, Spain, Holland, Belgium, Sweden, Denmark, Norway, Finland, Ireland, Switzerland, Austria, Greece, and Portugal.

Top 3 ALBUMS IN EUROPE

Table of Top 3 Albums in Europe. Columns: Country, Rank, Album Title, Artist, Original Label. Rows include United Kingdom, Germany, France, Italy, Spain, Holland, Belgium, Sweden, Denmark, Norway, Finland, Ireland, Switzerland, Austria, Greece, and Portugal.

Top 100 ALBUMS



Table of Top 100 Albums. Columns: This Week, Last Week, Weeks In Charts, Artist, Title, Original Label, Countries Charted, This Week, Last Week, Weeks In Charts, Artist, Title, Original Label, Countries Charted, This Week, Last Week, Weeks In Charts, Artist, Title, Original Label, Countries Charted. Includes album numbers 1-100 and a 'RE' (Re-Entry) indicator.

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RICKY STILEY

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- 15th MANNHEIM, ROSENGARTEN
- 16th HAMBURG, CCH
- 17th HANNOVER, STADIONSPORTHALLE
- 20th COLOGNE, SPORSHALLE
- 21st BELGIUM, FOREST NATIONAL
- 23rd ROTTERDAM, AHOF
- 24th PARIS, ZENITH
- 26th ZÜRICH, HALLENSTADION
- 27th STUTTGART, LIEDENHALLE

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- 3rd MUNICH, RUDI SADIEMEYER
- 5th VIENNA, KUNHALLE OBERLAAR
- 7th PADOVA, PALASPORT
- 8th TORINO, PALASPORT
- 10th PARMA, PALASPORT
- 11th MILAN, PALATRIUSORDI
- 14th BARCELONA, SPORTS PALACE
- 16th MADRID, SPORTS PALACE

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- 9th BARCELONA, TELESTE
- 10th MANRESA, THE MENTHIS 2 (TBC)
- 13th MUNICH, THEATRE FABRIK
- 14th DUSSELDORF
- 15th HAMBURG, THE DOCKS
- 17th COPENHAGEN, MONTMARTRE
- 19th BRUSSELS, ANCIENNE BELGIQUE
- 20th AMSTERDAM, PARADISO
- 22nd PARIS, NEW MORNING CLUB

FEBRUARY

- 7th COLOGNE, RADIO SHOW
- 9th MADRID, JACARA
- 10th BARCELONA, ZELESTE
- 11th VALENCIA, ARENA
- 13th BORDEAUX, LE CHATBLEU
- 15th BASTIA, CORSICA, CENTRE CULTUREL
- 17th MILAN, PALASPORT
- 18th GRENOBLE, LE SUMMUM
- 19th LAUSANNE, GRANDES DE VENNES
- 21st PARIS, LA CIGALE
- 22nd LYON, LE TRUC
- 23rd BESANCON, LE NUORSAL
- 24th ORLEANS, LE BALCON
- 25th RENNES, L'UBU
- 26th RENNES, L'UBU
- 27th LUDWIGSBURG, STUTTGART
- 28th DUSSELDORF, TOR 3

MARCH

- 2nd LONDON, ULU
- 17th OSLO, SARDINES
- 18th STOCKHOLM, THE RITZ
- 20th COPENHAGEN, THE HUSSET
- 21st HAMBURG, MARKTHALLE
- 22nd FRANKFURT, BATSCHKRAPP
- 23rd MUNICH, MANAGÉ
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COMPACT DISC - CASSETTE - ALBUM
'A BLUES FOR BUDDHA'

Great British Talent The Big Sound of '89

What are the UK record companies' Great British hopes for 1989? Music & Media invited 11 majors to place their bets...

EMI - Diesel Park West

Ever since the release of their debut single *When The Hoodoo Comes* in August 1987, this Leicester-based band have been hailed as something special. Next came the even more enthusiastically received *Jackie's Still Sad* in October 1988, which proved that this band can write strong, uncompromising and melodic pop songs.

On stage their jangly guitar-based sound is already turning heads across Europe. Now their first LP, *Shakespeare Alabama*, has just been released and EMI's Director of International Marketing Rick Blaskie is convinced that 1989 will be their big year.



Diesel Park West



King Swamp



Dare

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A&M - Dare

Annie Newel, A&M's International Director, sticks her neck out with Dare. The band were born after the sudden and untimely end of Thin Lizzy in 1984 and keyboard player Darren Wharton immediately set about forming a new group. Based in Manchester, they soon gained a reputation as a live act.

They signed to A&M in 1987 and went into the studio with



Polydor - The Wonder Stuff
A&R Director John Williams reckons he has found an act that can only be called The Wonder Stuff. A large win on the football pools enabled this foursome from Wolverhampton to set up their own label, The Far Out Recording Company. They released two singles on the label, the second of which made the indie chart and brought them attention from the majors.



They signed to Polydor and their first single for their new label was the catchy, witty tune, *Give Give Give Me More More More*, which made the national top 75. The debut LP, *The Eight Legged Groove Machine*, gives further proof that this was no ordinary group. It is a sparkling collection of inspired and timeless guitar-based pop songs.

producers Mike Shipley (who worked with Def Leppard) and Larry Klein. The result was *Out Of The Silence*. The record has already been widely praised in the UK press and now the band are poised for an assault on Europe. From January onwards they will be doing an extensive European tour, ending in the UK at the end of March.

■ continued on page 38



Burning worldwide from February 13th



British Talent

continued from page 35



WEA - Beloved

WEA's UK Managing Director Max Hole is enamoured of Beloved, the songwriting partnership of Jon Marsh and Steve Waddington. They have been together since 1984. By 1987, following a series of well-received singles on the Film Flam label, the group had built a considerable reputation as a worthy left-field pop band.

Now they are the magazine 'Smash Hits' tip for the top in 1989 and their latest single, the dance-oriented *Your Love Takes Me Higher*, produced by Paul O'Duffy, is receiving strong airplay on BBC Radio 1. They are also getting plenty of press attention and have several UK TV appearances lined up.



CBS - Deacon Blue

Says Andy Stephens, Senior Director International Marketing at CBS UK: "Although Scottish band Deacon Blue are a platinum act in the UK, they have yet to gain a foothold in Europe. This will change with the release of their second LP in April. Quite simply it is a masterpiece."

"The commitment from CBS companies in Europe is so strong that we are confident of getting it right this time. Very few things are certain in this life, but Deacon



Blue's European success in 1989 is about as close as you will get." Their first LP was *Rainbow*, followed by a single, a remix of Bob Clearmountain's song *Dignity*. Next came *When Will You (Make My Telephone Ring)* and *Chocolate Girl*. All three were minor hits and the LP began a long stay in the UK chart. But *Real Gone Kid* was the first single to make the top 10, boosting sales of the LP to a very respectable 300,000.

Phonogram - Texas

Even before asking Phonogram's Head of A&R Dave Bates to make his 1989 selection, it is already clear that the choice will be Texas. The four-piece is the latest addition to a list of Scottish acts including The Silencers. Singer Sharleen Spiteri fronts the band with her distinctive country twang, giving them a very Texan sound. Ex-members of Hipsway and Love & Money make up the rest of the group.

Texas made a successful live debut at Dundee University in March 1988. Since then the only problem has been capturing that spirit on record. Producer Tim Palmer (David Bowie and Robert Plant) was brought in to achieve this and the single *I Don't Want A Lover*, speaks for itself. It is a big, warm sound, full of life and energy. Their album, *Southside*, comes out in March.



Island - The Kevin

McDermott Orchestra
Island's Head Of Press Rob Prtridge is convinced that 1989 will be the year of Glasgow's Kevin McDermott and band. McDermott has a long and interesting history going back to the heady days of punk in 1977. He was in-

spired enough by punk to buy an acoustic guitar and then between 1980 and 83 he busked his way round the world. On returning to the UK he cut his first album, *Suffocation Blues*, for the independent label No Strings.

In 1986 he took off again, this time for an extensive busk around the US. In 1987 he made his first demo and Island signed him up. For the last six months the group have been in the studio putting down tracks for *Mother Nature's Kitchen*, due for European release in March. The first single



go with their debut single, *A Trick Of Light*, on Siren.

BMG - The Silencers



BMG's Head Of International Marketing, Chrissie Harwood, says she knows many good bands that could be mentioned here. Among them is Scottish foursome The Silencers. Although they have not yet achieved chart success, she reckons 1989 will bring a major breakthrough. After receiving rave reviews, their debut LP, *A Letter From St Paul*, sold more than 100,000 copies worldwide.

The Silencers ended last year with a sellout tour in the UK and in January they released the single, *The Real McCoy*, currently starting to be tipped in Europe. Their second LP, *A Blues For Buddha* has just arrived in the shops. Worth looking out for.

PWL - The Shooting Party
PWL's next big thing is, according to Managing Director David Howells, a duo called The Shooting Party. The band caught Music & Media's attention a few years



ago with their debut single, *A Trick Of Light*, on Siren.

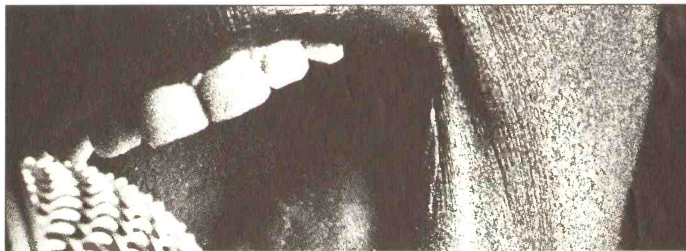
Their first single under PWL's wings, *Safe In The Arms Of Love* (produced by Phil Harding and Ian Currow), has clearly warmed the audience for the big breakthrough. PWL's production outfit Stock, Aitken & Waterman will help them with forthcoming products - although Howells could not specify in what capacity.

Chrysalis - Living In A Box

Mike Allen, International Director at Chrysalis suggests you watch out for the new Living In A Box single, *Blow The House Down*, due out this week, features Queen guitarist Brian May. The trio, fronted by vocalist/guitarist Richard Darbyshire, made quite a splash in Europe in 1987 with the funky pop single *Living In A Box*.



The new single is taken from the forthcoming album, *Gate-crashing*, produced by the band in co-operation with Dan Hartman (Time Bandits, James Brown) and Tom Lord Alge (Steve Winwood). Some tracks have been co-written with hit-maker Albert Hammond. Allen says the new LP is an evolution of the sound from the band's first self-titled album. "It is still recognisable as Living In A Box. But the sound is bigger - and better!"



"If music be the food of joy..."

(as Shakespeare might have written), "play on, give me excess of it". Music, joy and happiness are the theme of what is to be the largest music fair ever to be held in Scandinavia. MUSIC 89 will be opening wide its doors to welcome the public to The Swedish Exhibition Centre in Gothenburg on 4-8 October 1989, and will present an opportunity for Scandinavian music to take a bow. Every aspect will be represented, including trends, equipment and instruments, techniques, record companies, music publishers and literature about music.

A mass of musical fringe activities and a broad range of educational seminars and debates are being arranged in conjunction with the Fair. You can read more about MUSIC 89 in the special brochure that has been prepared. Please let us know if you have not yet received a copy.

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Touring

Clive Solomon, Managing Director of Fire Records: "The key to selling records or signing licensing deals in Europe is getting the band over there to play. There's still a fascination with British bands. It sets you up well when you have a record out."

Creation President Alan McGee agrees: "Touring is important for a band's success in Europe. We send our bands on six-week European tours. Show me a public toilet in, say, Vienna, and you'll see a Creation band." Jazz Summers, Big Life's Managing Director: "Yazz takes Europe very seriously. We're always coming and going from there." Factory Managing Director Tony Wilson recalls: "18 months ago Virgin in France said if New Order would do some gigs in France they'd have a top 5 album." New Order refused. Their LP never made the top 5.

Although Solomon thinks sending bands over before they have brought out a record can produce a licensing deal, others think a band should have a record out before they start touring. Chapter 22's Managing Director Craig Jennings sums it up: "Promoters prefer product."

Distribution

While touring cement's a band's position, most companies agree good distribution - starting at home - is crucial to an independent label's success in Europe. Rod Buckle, Managing Director of Sonet, which distributes for a number of labels: "You have to move very, very quickly. Distribution is very important. Indies that have stayed the course are the ones that stayed with us." Director of Rhythm King Martin Heath and Factory's Tony Wilson think the UK's independent distribution system now helps to get a good number of songs into the UK chart. They see these as a good indicator of likely success in Europe. Chapter 22's Craig

UK Indies: Still Setting Europe's Trends

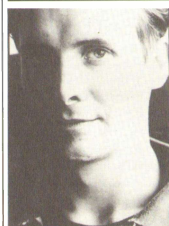
by Sarah Davis

Jennings says, "Success in Europe tends to mirror what's popular in the UK. For example Loop's European success will be affected by how much we've done for them here."

to work them hard. Visit them regularly, once a month at least. You get dividends only where you put your resources."

But how easy is it to get licensing deals for the indie

"There's more competition in Europe."



Martin Heath, MD Rhythm King, thinks the British media are important even for European success.



Creation Records Pres. Alan McGee sends his bands touring the Continent's far-flung corners.

"Promoters prefer product."

Licensing

An aggressive licensing strategy is also vital, the indies agree. Rhythm King's Martin Heath says too many independent companies do not put together a strategy for the European market. "To make money you have to break in three or four countries. People like Creation who've worked at it have turned up dividends - others assume that if it's British it will be a hit. But there's more competition in Europe than in the UK."

"British records constitute no more than one-quarter of the European charts, so picking licensees who will work hard for your material is important. In France we use Virgin and we have five records in the French top 40 right now. You must give them information, teach them how you want things done, chase them, treat them as your company. You have

product? Fire Records, which has had a high press profile recently, both for the label and the product, has found it tough. Solomon: "You've got to fight for every deal. And the money is often not good. Spaceman 3's album cost £ 10,000 to make, but in 80% of the distribution deals offered, no one would advance more than a few thousand pounds. A licensee is rarely interested in signing an act if they do not already have a high profile in their own country. I feel sorry for the labels that get less coverage than us."

The co-owner of Sarah, who is simply known as Matt, has found it easier: "People often write to us from Europe and offer to put on our bands, or to distribute things or license tracks. We amaze our distributors by our success because we only produce 7" singles - which we're told don't sell well in Europe." Jane

Burridge, Managing Director of Blast First, agrees: "We're always approached by licensees - we don't contact them. We are now looking to work with the majors that are approaching us. Marketing takes on a different meaning if you use a major. Majors are based on marketing. Bands need that input at a certain stage."

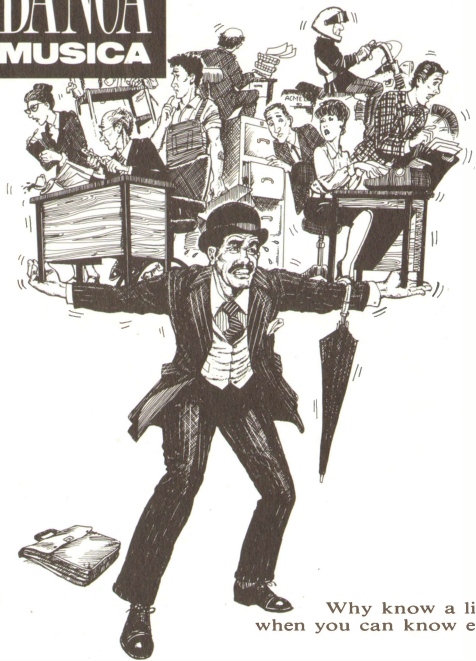
Media

Press and promotion are also important. Most labels rely on their licensees. Rhythm King, for example, asks for weekly marketing reports on the amount of radio play, clubs, press and TV and intervenes if the record is taking too long to do something. Heath: "This keeps licensees on their toes. If they're sending in weekly reports they have to have something to report." The fact that most European music press comes out monthly rather than weekly can help a band last longer in Europe. Creation's McGee: "In Britain, with the weekly press, things happen so fast - a cult band can break or disappear within a month. In Europe bands have longer to become established. The press is important to the success of a band."

Heath: "The British press helps - it's got more influence than you can imagine." He points out that the availability of British broadcast media in countries like Holland, Belgium and West Germany is a useful promotional tool.

Word-of-mouth also promotes independent music in Europe. Matt: "The impression we get from letters is that Europeans are not so interested in the hip things. There's an underground network in Europe as a whole. People like to write to each other to keep informed, to be part of something." Buckle: "The club mafia thing breaks more records than the press. Bomb The Bass did not have proper exposure. They sold 40,000 12" singles and we had people phoning from Europe, Japan, all over, about the record." ■

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UK SPECIAL

Split Frequencies: More Room For Syndicators?

by Robin Valk

Frequency splitting is all the rage in UK Independent Radio this year. As split frequencies promise a station a larger total audience, is the market for syndicated music programming on the rise?

for new product. Stations are asking us for it and recently we have had specific requests for programmes for an older audience." Lannon stresses PPM's proven strengths in delivering quality programming that stations cannot produce themselves.



Tony McGinn, MCM

Major Independent Radio (IR) stations like Capital in London, Clyde in Glasgow and Piccadilly in Manchester are now running two stations each, one on FM and one on AM. And other IR names like Guildford's County Sound, Swindon's GWR, Hampshire's Ocean Sound and Radio Trent have split AM/FM frequencies already - almost 20 new services are likely to be on air by this summer. All these in the new franchises - the 'incrementals' - scheduled to be granted in 1989 by the IBA.

Tony McGinn, MCM's Managing Director, is another syndicator who feels very positive about the new markets. He is enthusiastic about a new pan-European programme MCM is due to launch in March, but he admits that most of MCM's trust is still aimed at the UK's 18-plus FM market. "Nonetheless," he adds, "we are developing several new projects. I expect to see more and more narrowcasting as the UK market grows and we aim to have product ready."

By splitting frequencies, stations aim to deliver a larger total audience to advertisers and hope to generate more revenue. But at the same time on each frequency there is a trend towards specialisation. Programming for the new stations varies widely, but the overall theme is towards softer music or a classic oldies format on AM, with a harder, younger version of the original pre-split format on FM. There are some clear exceptions to this: Piccadilly's split has created the up-market Key-103 on FM, and the split services Trent offers are deliberately closer in style than other split operations. At the other end of the scale, Beacon's new offshoot WABC (for Wolverhampton and the Black Country) goes much further towards easy listening than elsewhere, except possibly GWB's AM offshoot Brunel.

Another potential operator in this field will be Virgin's Radio Radio. Programme Controller Rob Jones: "Certainly, split frequencies present more opportunities than before. It's all down to the product, which at the moment, as programme suppliers, we're aiming towards the FM market with some success. But older, AM-oriented programming is a growing area and we have it very much in hand."

Beyond the syndicators, some IR companies are lining up productions for sale around the network. West Midlands' XTRA-AM is set to take the 70s oldies show produced at Piccadilly and presented by Slade's Noddy Holder. And Capital is looking closely at more syndication of AM output. Managing Director Richard Park sees a Motown memories show with Tony Blackburn as a possible candidate.

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The new hours of broadcasting present an attractive market for a growing number of programme syndicators. So several new companies are developing projects to meet the new demand. Katherine Lannon of UK market-leaders PPM Radiowaves is positive about the new opportunities. "There is a definite need

But so far, the stations themselves show mixed feelings about syndicated shows. Phil Riley, new Programme Controller at West Midlands' XTRA-AM, which goes on air from April, is after the right kind of programming for his 35-55 target audience. "I'm

Continued on page 45

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continued from page 43

starting a new station from scratch and it's helpful to have quality specialist material. I appreciate high-quality production - which syndicated material must have." He plans to take Capital's David Hamilton show and Radio Express' 'American Country Countdown'. He is also developing other projects with syndicators.

At GWR/Brunel, Programme Controller Mike Enfield outlined a possible conflict between locally targeted programming and the more general focus of syndicated product. "We're trying for a local flavour, so we record our own David Hamilton show, along with David Symonds. We're determined to deliver our own output and a lot of syndication can simply dilute that impact."

No matter how good a production, its presenter must fit with existing programming. Often this means the presenter is picked from a limited range of the industry - a well-established DJ with a national image is frequently chosen. This can spark resistance in provincial stations

UK SPECIAL

"There is a definite need for new product."

which resent the same old names cropping up again and again.

Ocean Sound in Portsmouth has exactly this problem. With the most complicated split pattern, its network comprises Power FM, Ocean Sound, Ocean Sound Light FM and Ocean Gold AM. But despite the extra airtime, Programme Controller Michael Betton uses very little syndicated product. "I think it's unlikely that we can be offered the right stuff. Our future lies in individual programming with a strong identity. Syndicated material has to top our own programming in every way - and it has to be relevant."

Gaerne Moreland of Glasgow-based Radio Clyde has particularly specific reactions to London-based programming. Moreland uses Scott Shannon's 'Rockin' America', but feels that some syndicators suffer because they use a limited number of London-based ex-BBC Radio 1

personalities: "Such presenters, while thoroughly professional, don't really carry much weight, especially in our market," Moreland says.



Richard Park,
MD Capital
Radio

Pete Wagstaff at Beacon/WABC will carry Capital's Hamilton show, but he points out that in choosing a syndicated show, a lot depends on quality of production and the merits of the show itself. Wagstaff also feels that some syndicators are not offering the right product for his audience: "A lot of the music shows leave me cold, frankly. They're often not that relevant to us, or we find we can do better ourselves. I'd rather pay for a soap opera, or some late night horror."

On the prospects for sponsorship of the new-style syndicated shows, PPM's Lannon points out that up to now PPM's 'Rockline' and 'US Countdown' have been aimed at pop audiences and attracted youth-oriented sponsors. Programming for the 'grey' market may have some difficulty in attracting funds, she feels.

On the subject of sponsorship, Capital's Richard Park points out that Capital's market size and financial strength sets it apart from the rest of the network. This can present a major problem for both syndicators and sponsors looking to the provincial market. If a syndicator is to attract sponsorship, exposure in all major markets is important - in London, it is essential.

So within split-frequency programming at least, the market for syndicators and sponsors seems to be limited by the new stations' local focus. It is opening up, but slowly. Perhaps the real opportunities will come with Independent Network Radio on the one hand, and the very tightly targeted community and ethnic franchises on the other. ■

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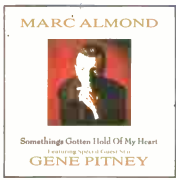
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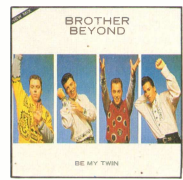
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Pet Shop Boys
LEFT TO MY OWN DEVICES
 Second international Top 10 hit from **INTROSPECTIVE**.

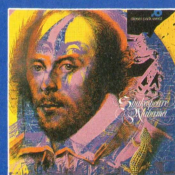
AND INTRODUCING... DIESEL PARK WEST

"If songs ever make a comeback, Diesel Park West could be massive".
RECORD MIRROR

"With '89 barely under starter's orders, Diesel Park West come riding into town on board one of the hot faves for album of the year. DW have collected 10 of the most sumptuous and exhilarating songs under one sleeve".
RECORD MIRROR

"Unlike their polished singles, they make a terrific racket on stage".
NEW MUSICAL EXPRESS

"The 10 songs on the band's album, Shakespeare Alabama (you get more on the CD), must add up to one of the assured beginnings in recent history. Diesels have crafted a head spinning set of tunes you can barely resist joining in".
THE GUARDIAN



THE ALBUM

"A definite 80s group who are good enough to usurp the glorious pop and rock elements of the 60s and make it all sound new again."
MUSIC WEEK

"Their's are potentially world-beating songs played out with myth, mystery and that certain mystical slur we look for in our heroes".
SOUNDS

"Diesel Park West - harmonies, three guitars, bass and drums mesh in a fearsome display of noisy self-control."
RECORD MIRROR

"They're tight - without being boring muses. They're loud, their songs are crafted with grand emotions and choruses that build around surging melody, and they have a vicious guitar back four who produce a sweltering brand of R & B."
SOUNDS

Hot Talent - The DJ Decides

Russ Williams Wants 'Til Tuesday

Russ Williams of Newcastle's Metro Radio goes for US band "Til Tuesday. The band have just released their third album, *Everything's Different* now on Epic, with a different line-up, a different style and, says Williams, a different future.

Singer/songwriter Aimee Mann is still with the band, but Michael Hausmann replaces keyboard player Joey Pesce and Michael Montes has taken the place of bassist player Robert Holmes. The result is a slower,



more sophisticated sound. One track, *Telescope*, features Elvis Costello, who also co-wrote the song.

Mick Brown's Perfect Day

"There is a local band called Perfect Day who I think are brilliant," says London-based Capital Radio DJ Mick Brown. "We have been right behind them ever since we first heard their material and we make a point of playing their songs."

"When we play them at Capital Radio discs there is a great



response from the audience. The result has been a big buzz about the band and it looks as if their latest single, *Liberty Town*, on London, is about to take off."

Les Ross Takes The Plunge With Waterboys

Dublin-based Waterboys have a fan in Birmingham's BRMB DJ Les Ross. Although they already have a remarkable history, including doing support for Simple Minds on European gigs and a US tour, they have not yet really made it to big audiences. But

Which international acts will get main support on the UK airwaves? Music & Media asked nine music programmers to spotlight their best bets for success.

Ross thinks the time is now ripe. The current line-up is a Scotsman, singer/songwriter Mike Scott, who founded the band, Englishman Anthony Thistlethwaite and two Irishmen, Trevor Hutchinson and Steve Wickham. Their repertoire contains elements of



country, gospel, and, of course, Irish traditional music. Their latest album *Fisherman's Blues* on Chrysalis, was no. 63 in the Eurochart Top 100 Albums at press time.

Jeff Graham Goes For Roachford

London-based RTL's Head of Music Jeff Graham has no doubts: "My vote would definitely go to the UK's own Andrew Roachford. All the singles he released last year were very strong and although he didn't see



much chart action then, it will have laid the ground for 1989.

"He's not just a singles act either - his self-titled LP is so good all the way through that I am sure he will get a breakthrough this year. Early last year, when *Caddy Toy* was first released, we phoned CBS to get an interview with him and they were genuinely surprised that we wanted to speak to him!"

Dave Bowen Is Burning Midnight Oil

In Swindon, GWR's Head Of Music Dave Bowen gets heated over *Midnight Oil*. "I think that Australian band *Midnight Oil* are heading for the top this year. They seemed on the verge of a major breakthrough last year -

but then somehow they lost their momentum.



"Not only do they make great records, like the latest LP, *Diesel And Dust* on CBS, but they are a superb live act who deliver honest-to-goodness rock & roll.

Tony McKenzie's Will To Power

"The band that I was most impressed by last year was the US' *Will To Power*," says Tony McKenzie of Liverpool's Radio City. "It might seem like a rash choice on the basis of one single, *Baby I Love Your Way/Freebird*,



on Epic but I feel they have done something highly original in their presentation of the old *Frampton/Lynyrd Skynyrd* songs."

"This year will prove whether or not there is more to them - but even if they turn out to be just another studio project they will still have achieved something original and important."

Roachford Is Paul Fairburn's Bet Too

"Andrew Roachford is such a talented guy," says Paul Fairburn, Head Of Music at Preston/



Blackpool Red Rose Radio. "When I heard *Family Man*, his first single on CBS, I was convinced he would be a major star. "Now after a year of being ig-

nored he is finally on the BBC Radio 1 playlist. It is only a matter of time before his talent is widely recognised."

Dan Reed Network Get To Robin Ross

"This band is the future of rock & roll," says Piccadilly Radio's Head Of Music Robin Ross. US five-piece *Dan Reed Network* can certainly count on support in Manchester. After seeing the band live, Ross was convinced that they can be as big as Prince or the Rolling Stones.



Formed in 1984 around front man Dan Reed, the band recorded a self-financed EP which led to a contract with PolyGram. Bruce Fairbairn (Bon Jovi, Aerosmith and Loverboy) produced their self-titled album, which earned brilliant reviews. The single, *Get To You*, on Mercury, has just started being tipped in Europe.

Dave Kilner Rates Boy Meets Girl

"The most all-round impressive band I heard last year was the US group *Boy Meets Girl*," says Dave Kilner at Sheffield's Radio Hallam. "They had already proved that they could write hits



with *I Wanna Dance With Somebody* and *How Will I Know* which of course were made famous by Whitney Houston.

"But *Waiting For A Star To Fall*, their single on RCA/BMG, is also a great number. With a compositional ability like that I think they will go a long way in 1989."



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STATION REPORTS

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

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

UNITED KINGDOM

BBC RADIO 1 - London
Chris Lyceyt - Sen. Prod.
A List:
AD Bobby Brown-Prerogative
Rick Astley- Hold Me
Sheena Easton- The Lover
Yazz- Fine Time

B List:
Eddie Brickell- What I Am
Morrissy- Last Of
Gap Band- I'm Gonna Git
Def Leppard- Rocket
Sam Brown- Stop
Londonbeat- Falling
Gloria Estefan- Anything
Four Tops- Indestructible
Bananamarama- Help

GREATER LONDON RADIO - London
Trevor Dann - Head Of Music
AD Roy Orbison- various
Toni Childs- Zimbabwe
REM- various
Sherrif- When I'm With You
Sam Brown- Stop
Waterboys- various
Diesel Park West- Myths
Wendy & Lisa- Are You My

CAPITAL RADIO - London
Richard Park - Prog. Contr.
AD Home Love- I Can Do
Bananamarama- Help
Anita Baker- Just Because
Julia Fordham- Where Does
Elvis Presley- Mean Woman
Karyn White- Secret
Sam Brown- Stop
Sterling Void- Runaway Girl

RADIO CITY - Liverpool
Tony McKenzie - DJ/Prod.
AD Attractions- Clare
Ivan Neville- Another Girl
Jason Donovan- Too Many
Frazier Chorus- Dream
Roy Orbison- You Got It
Tracy Spencer- Symptoms
Simply Red- It's Only Love
Ten City- That's The Way
XTC- Mayor Of Simpleton
Luther Vandross- She Won't
Proclaimers- I'm On My Way
Sam Fox- I Only Wanna Be
Yazz- Fine Time

RADIO HALLAM - Sheffield
Beverley Chubb - Head Of Music
AD Julia Fordham- Where Does
Living In A Box- Blow
Londonbeat- Falling
The Bunburys- Fight
Gloria Estefan- Can't Stay
Style Council- Promised
Shakin' Stevens- Jezabel
Michael Ball- Love Changes
Waterboys- Fisherman's
Texas- I Don't Want
Sherrif- When I'm With You
S-Express- Hey Music Lover

CHILTERN 97 & NORTANTS
96
Paul Robinson - Ass. Prog. Contr.
AD Proclaimers- I'm On My
Rick Astley- Hold Me
Living In A Box- Blow
Style Council- Promised
Simple Minds- Belfast
Chris Rea

OCEAN SOUND - Fareham
Guy Hornsby - DJ/Prod.
AD Londonbeat- Falling
AD Lenny Williams- Giving Up
Rondez-Vue- I Feel
Bernice Fraser- Use Me
Gap Band- I'm Gonna Git

DOWNTOWN RADIO - Belfast
John Rosborough - Head Of Prog.
AD Julia Fordham- Where Does
Anita Baker- Just Because
Hue & Cry- Looking For Linda
Luther Vandross- She Won't
Gloria Estefan- Can't Stay
Daryl Braithwaite- As Days
Michael Ball- Love Changes
Morrissy- The Last
4 Of Us- I Just Can't Get
The Bunburys- Fight

GERMANY

SWF - Baden Baden
Ulli Frank - DJ/Prod.
AD Darling Buds- Hit The Ground
The Free- Driven Out
IQ- Sold On You
Texas- I Don't Want A Lover
LP New Order- Technique
Scorpions- Passion Rules
David Crosby- Oh Yes I Can
Roy Orbison- Mystery Girl

NDR - Hamburg
Axel Lerche - DJ/Prod.
AD Sam Brown- Walking Back
Luther Vandross- She Won't
LP Eddie Brickell- Shooting
FIC- The Raw & The Cooked

NDR - Hamburg
Volker Thormaehlen - DJ/Prod.
LP FIC- The Raw & The Cooked
PP Jeremy Days- Brand New Toy
AD Travelling Wilburys- End
Tanita Tikaram- Cathedral

WDR - Cologne
Buddah Kraemer - DJ/Prod.
AD Almond/Pitney- Something's
Mike/Mechanics- Living Years
TP FIC- She Drives Me Crazy
Paral/Downing- Where Is
BAP- Dat Daaset Joet
Enya- I Want Tomorrow
Eros Ramazzotti- Musica E
Soulisette- The Way

WDR - Cologne
Stephan Laack - DJ
TP Bulgarian Hip-Hop- BHH
Almond/Pitney- Something's
Eddie Brickell- What I Am
FIC- She Drives Me Crazy
King Swamp- Is This Love

WDR - Cologne
Werner Hoffmann - DJ/Prod.
PP Bulgarian Hip-Hop- BHH
AD Matt Bianco- Nervous
Simply Red- It's Only Love
United Ball- One For

BR - Munich
Fegner/T.Gottschalk/J. Herrmann
ST Holly Johnson
Bill Withers

Elvis Costello
AD Tone Loc- Wild Thing
Midnight Star- Snake
XTC- Mayor Of Simpleton
Living In A Box- Blow

RIAS - Berlin
Rik De Lisle - DJ/Prod.
AD Simply Red- It's Only Love
Kim Wilde- Four Letter Word
Ruby Turner- What Becomes
Patti Smith- Looking For
Miller & Hamilton- Heaven
LP Emmylou Harris- Bluebird

SDR - Stuttgart
Hans Thomas - Prod.
PP Simply Red- It's Only Love
TP Escape Club- Shake
LP Debbie Gibson- Electric

SDR - Stuttgart
Michael Dorika - DJ/Prod.
AD When In Rome- The Promise
Vixen- Cryin'
Ten Jhericho- Big Area
LP Bruce Cockburn- Circumstance

SFB - Berlin
Juergen Juergens - DJ/Prod.
AD Robin Beck- First Time
Die Aerzte- Zu Spat
Kim Wilde- Four Letter Word
Kylie & Jason- Especially
Sandra- We'll Be Together
Phil Collins- Two Hearts
Enya- Orinoco Flow

HR 3 - Frankfurt
Marcus Hertle - DJ/Prod.
PP The Jeracs- Big Area
Holly Johnson- Love Train
One 2 Many- Downtown
Ten City- That's The Way
TP Roman Grey- I.B.U.
LP Big Bam Boo- Shooting
IN Depeche Mode

RTL - Luxembourg
Honey Bee Benson - DJ/Prod.
PP Cliff- Beaches
TP White Lion- The Children
Mike/Mechanics- Living Years

RTL - Luxembourg
Ernst Greinhardt - DJ/Prod.
LP Jazz Devils- Out Of
TP Simply Red- It's Only Love
Gary Wright- Ain't Right

SRE/ORAPELLWE SAAR
Andi Hahne - DJ/Prod.
PP REM- Stand
Simple Minds- Ballads
S-Express- Hey Music Lover
AD Sam Brown- Walking Back
Living In A Box- Blow
Sily- Verlorbene Kinder
GAP Band- I'm Gonna Git
LP New Order- Technique
Diesel P- West-Shakespeare
Roy Orbison- Mystery Girl
Velvet Elvis

SFB/Deutsche Welle/NDR
Horst Hartwich - DJ/Prod.
PP Fehrcrow- How Can I Go
Fat Boy- A Rich Man
Midnight Star- Snake In
Zazz- Fine Time

AD Matt Bianco- Nervous
Marilyn Monroe- I Wanna Be
Die Fingers- Elisa
TP Eros Ramazzotti- Musica E
LP New Kids On The Block- Tough
Hans Scheibner- Klopfzeichen

■ continued on page 50

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SINGLES

Roy Orbison *Airplay*
Marc Almond & Gene Pitney *Sales*

ALBUMS

Roy Orbison *Airplay*
Dire Straits *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.

Lou Reed - Dirty Blvd (Sire)
Morrissey - The Last Of The Famous International Playboys (HMV)
Julia Fordham - Where Does The Time Go (Circa)
Habit - Lucy (Virgin)

SURE HITS

Then Jerico - Big Area (London)
Poison - Every Rose Has Its Thorn (EMG/Capitol)
The Proclaimers - I'm On My Way (Chrysalis)
Hue And Cry - Looking For Linda (Circa)
The Style Council - Promised Land (Polydor)
Glenn Medeiros & Ria - Love Always Finds A Reason (Mercury)
Living In A Box - Blow The House Down (Chrysalis)
Bangles - Eternal Flame (CBS)

EURO-CROSSOVERS

Continental records ready to cross-over

Riffifi - Dr. Acid & Mr. House (BCM)

EMERGING TALENT

New acts with hot product.

Frazier Chorus - Dream Kitchen (Virgin)
The Reggae Philharmonic Orchestra - Minnie The Mocher (Island)
Tommy Conwell And The Young Rumbles - I'm Not Your Man (CBS)
King Swamp - It's This Love? (Virgin)
The Beloved - Your Love Takes Me Higher (WEA)
Texas - I Don't Want A Lover (Phonogram)

ENCORE

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

The Silencers - The Real McCoy (RCA/BMG)

ALBUMS OF THE WEEK

Diesel Park West - Shakespeare Alabama (Food/EMI)
Various Artists - This Is Delicious. Eat To The Beat (4th & Broadway)
Elvis Costello - Spike The Beloved Entertainer (Warner Bros)
Garçons - Garçons (Trema)
Conjure - Cab Calloway Stands In For The Moon (American Clave)
Tepla - The Great Radio Controversy (Geffen)
Boy Meets Girl - Real Life (BMG/RCA)
Debbie Gibson - Electric Youth (Atlantic)

CHART ENTRIES

Airplay Top 50

Rick Astley - Hold Me In Your Arms (31) (RCA/BMG)
Hue & Cry - Looking For Linda (40) (Circa)
Etienne Daho - Des Heures Hindoues (42) (Virgin)
Chris Rea - Working On It (44) (Magnet)

Hot 100 Singles

Morrissey - The Last Of The Famous International Playboys (2) (HMV)
Poison - Every Rose Has Its Thorn (55) (EMG/Capitol)
Rick Astley - Hold Me In Your Arms (78) (RCA/BMG)

Top 100 Albums

New Order - Technique (7) (Factory)
Roy Orbison - Mystery Girl (18) (Virgin)
Debbie Gibson - Electric Youth (31) (Atlantic)

FAST MOVERS

Airplay Top 50

Roy Orbison - You Got It (1-3) (Virgin)
M. Almond & G. Pitney - Something's Gotten Hold (3-7) (EMI)
Robin Beck - The First Time (7-14) (Mercury)
Mike & The Mechanics - The Living Years (13-17) (WEA)
Simply Red - It's Only Love (17-34) (WEA)
Kim Wilde - Four Letter Word (20-29) (MCA)

Hot 100 Singles

M. Almond & G. Pitney - Something's Gotten Hold (1-2) (EMI)
Inner City - Good Life (4-8) (10 Records)
Fine Young Cannibals - She Drives Me Crazy (9-15) (London)
Holly Johnson - Love Train (15-20) (MCA)
Hithouse - Jack To The Sound Of The Underground (16-19) (ARS)
R. Howard & K. Mazelle - Wait (25-32) (RCA/BMG)

Top 100 Albums

Gary Moore - After The War (10-74) (Virgin)
OST - Cocktail (14-88) (Elektra)

HOT ADDS

Breaking Out On European Radio

Sheena Easton - The Lover In Me (MCA)
Simple Minds - Belfast Child (Virgin)
Nick Heyward - Tell Me Why (Reprise)

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Monday, 6th	Szene Wien	Vienna
Wednesday, 8th	Loft	Berlin
Thursday, 9th	Markthalle	Hamburg
Friday, 10th	Capitol	Hannover
Sunday, 12th	PC 69	Bielefeld
Monday, 13th	Batschkapp	Frankfurt
Tuesday, 14th	Zeche	Bochum
Wednesday, 15th	Metropol	Aaschen
Friday, 17th	Borderline	London
Saturday, 18th	Borderline	London





LET'S HAVE A PARTY

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- From the chief executive's chair – a round up of comments and predictions from media and music industry leaders on the Euro market.
- A portrait of Music & Media readers – facts and figures:
- Talent Tracks parade.
- The 5-year Hot 100.
- and much more.

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