



**MUSIC
&
MEDIA**

Volume 6
Issue 41
October 14
1989

The European
Music &
Broadcast
Trade Magazine

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MUSIC & MEDIA

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BMG Profits Up By 30%

by Neil Watson

Gutersloh - Bertelsmann Music Group, says pre-tax profits - calculated in line with West German accounting procedures - rose over 30% to between DM 130-140 million (app. £ 42-45.9 million) for the fiscal year ending June 1989.

BMG turnover during the period was up 12% at DM 2.8 billion. The figures will be different when calculated in accordance with US accounting laws.

The results cover BMG-owned labels such as BMG Ariola and Arista, as well as licensed and distributed product. The figures were revealed by Michael Dornemann, President & Chief Executive Officer BMG after a presentation of results by parent company Bertelsmann AG last week. Dornemann said that revenue from BMG's own labels and licensed product now

give it a 12-13% share of the world market. Bertelsmann AG, whose other interests include record clubs, publishing and private television, reported after-tax profits up 16% at DM 420 million. Sales were up 10.2% at DM 12.5 billion.

WEA UK To Split Into Two Companies

by Adam White

part of WEA's current UK roster plus repertoire from Warner Brothers, Elektra and Geffen. Until a Managing Director is appointed, WEA UK Chairman Rob Dickinson will head this operation.

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

One company will take

Sofirad Plans New Euro FM Radio Network

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

Over the next two to three years Sofirad, which supervises French government participation in broad-

casting projects, will set up similar bilingual stations in Rome, Madrid, Athens, West Berlin, Oslo and Moscow.

RPL is partly funded by the French government and has been established at a total investment of FF 6 million (app. £ 580,000). Sofirad President Antoine Schwarz says the station should recoup the investment through advertising in about two years and become self-supporting.

Carole Medriana, General Manager RPL, says the station is programming around 90% music: "The format includes all types of music, from Edith Piaf to Madonna. We play hits, from the 50s and 60s but also feature chart hits from France and Portugal. Eventually we wish to cut back on the older material and achieve a contemporary pop sound!"

See page 15 for details.



Mecano (BMG Ariola Spain) receive 10 platinum discs for sales of over one million copies of their LP 'Quecasos Dominical', the first Spanish act to achieve such a feat. Joining the band are Monty Luefner, Co-Chairman BMG (left) and Rudi Gassner, Pres./CEO BMG Music Int. (right).

(advertisement)



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THE SINGLE - OUT NOW



ITALIAN OUTLOOK



See pages 25-35

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Extensive Facilities On Offer At Italy's Heaven Studios

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Billboard

extra

In France, Polydor has won a court-case against CBS over the *Lambada* controversy (M&M October 7). CBS had made claims of "unfair competition" about Karrika's cover of the hit single, but a judge dealing with matters of special urgency rejected the claim and ruled that Polydor cannot be prevented from selling the Karrika version. However, CBS has asked the Commercial Court to make a ruling, which is expected later this month.

There has been a significant breakthrough in the debate on the future of European TV. At a meeting of 26 European countries in Paris recently, all EC governments - except Denmark and Belgium - agreed to a 50% quota of European programmes on their channels, despite strong opposition from the UK.

It seems leading UK radio producer Tim Blackmore will call his new company The Unique Broadcasting Company. Chairman will be ex-BBC executive Michael Peacock and Simon Cole will be CEO by the end of the year. Blackmore recently left Owen Oyston's PPM syndication company where he remains under contract until November 17.

Amid all the commotion over the Dutch commercial TV channels (see page 13), RTV starts broadcasting from its Luxembourg base on October 2. The majority of Holland's 160 cable channels did rely the programme - a mixture of news, sports and music. Multinational Philips, one of the financial investors in RTV, was the first to advertise on the channel.

The indestructible Radio Caroline is back on air just weeks after the raid by UK and Dutch government officials. Technicians have managed to rebuild a short-frequency transmitter and Caroline is now broadcasting on medium-wave on its old frequency.

Radio Monte Carlo (RMC) GM Herve Bourges has confirmed that he is discussing a possible association with the Paris-based Kiss FM network that would include programme distribution and an advertising deal. This would allow joint sales on RMC, Paris-based FM Radio Nostalgie and Kiss - similar to the Europe 1, Europe 2 and Skyrock deal. According to French law RMC, which already has control of Nostalgie, cannot buy a second FM network. A.D.

Fuji Buys 25% Of Virgin For £ 96M

by Hugh Fielder

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

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

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

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

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

Branson said he would plough back "virtually all" the money into the Virgin Music Group, to repay the debts incurred when he bought back the company. Any remaining money will be used to expand the record, publishing and studio divisions. He hinted that he

would probably establish a second US label later this year following the successful launch of Virgin America. The company has broken more new acts in the US than any other label in the past year.

Pony Canyon will also pump an additional £ 20 million into a new domestic label in Japan where local acts account for 70% of the market. Hiroaki Shikania, FCG's joint Chairman, said he was keen to export Japanese talent to the rest of the world, but Branson admitted that Virgin's experience shows this might be difficult.

Fuji Television was recently named as the co-producer of a new music show for Super Channel called 'Hit Studio International' (M&M September 23). □

PolyGram Wants Euro Co-Operation

by Chris Fuller

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

Strength of local product has increased tremendously over the last five years.

"At regular conferences you can spend the day listening to 15 artists, then everyone goes home. At this meeting our aim was to get results - to see what we can do for each other. If there are no obvious results then I believe we have a

serious management problem?"

Among the acts presented were Patricia Kaas (PolyGram France), Stephan Eicher (a co-production between PolyGram France and PolyGram West Germany), The Jeremy Days (West Germany), Miriam Makeba (Italy), Stage Dolls (Norway), Chiccas (Spain) and Electric Boys (Sweden). □



Alain Levy - "we are sitting on a goldmine"

Following a day of product presentation and discussion, Alain Levy, Executive Vice President PolyGram International, told Music & Media: "The meeting was devised because we are sitting on a goldmine and are not exploiting it. My feeling is that the

M O V I N G

Media: Roger-Andre Larrieu is named Dir. Gen. of France's Radio Nostalgie Int; Frederic Coste is the station's new Dir. * Coast AM in the UK has appointed Roger Day as Prog. Controller * Adrian John leaves BBC Radio 1 to become an Invicta FM presenter * James Galpin is the new M&M Exec. at the AIRC/RMB replacing Anthony Jones who has joined ad agency Dorland's * At Leonard's GLR, former BBC Radio 1 DJ Janice Long replaces Nicky Athol on the breakfast show; GLR prod. Fiona Foster has left for BBC TV's 'Breakfast News'; GLR presenter Emma

freud moves to C4 to host 'The Media Show' * Dave Lincoln has been appointed Dep. MD of Red Rose Radio in the UK * David Rogers becomes MD of Orchard FM * Katharina Hoeslhammer has left RSH in West Germany to join Antenne Bayern as Mark. Mgr. * Pierre Bousteiller has been named Programme Dir. at France Inter, replacing Eve Ruggieri who has joined Antenne 2. **Industry:** Fiona Hurry is leaving EMI UK to work as a publicist for Paul McCartney * Jerome Beth has left Barclay to join French indie distributor Just In * Ian Hanson has been

appointed Legal & Bus. Aff. Exec. with EMI Records UK * Richard Davies becomes Prod. Mgr. for Capitol and Parlophone in the UK * Merrill Wasserman has been appointed VP Int. Acquisitions of MCA Music Publishing US * New appointments at SBK Records Group US: Arthur Mayall is named Sen. VP and Lawrence Katz VP of Bus. Affairs * Jody Gerson is the new VP Creative Operations East Coast for EMI Music Pub. US * Mark Rowles has resigned as Dir. of Music Pub. for the UK's Really Useful Group * □

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Chrysalis Gets Confidence Boost

by Hugh Fielder

Cheltenham - The motivation that new Chrysalis President Paul Conroy was brought in from WEA to achieve was clearly demonstrated at the company's first annual convention for several years.

Judd Lander, just signed from London Records as Director Of Promotion, displayed the kind of enthusiasm and humour that has made him a legendary and highly regarded figure in the UK record industry. And he injected a new spirit of confidence into a company that Chairman Chris Wright frankly admitted had lost its way.

"We were not playing well and we were not getting results. It was starting to affect our confidence and changes had to be made," he said. "They have given us new foundations but they are leaving us to build them ourselves. We now have the resources to attract any act in the world and my aim is to be the jewel in EMI's crown."

Conroy, who joined Chrysalis a few weeks ago, has already strengthened his team with Judd

and Radio Promotions Manager Andy Taylor and hinted that more staff will be added.

"We have the makings of a great family of acts but we will be more aggressive in our signing policy in the future and in the way we develop the careers of acts here and around the world."

Conroy confirmed that Chrysalis will move to a new North Kensington (London) location. A dissolved brewery is to be refurbished to house the record publishing and TV companies, plus a new state-of-the-art Air Studio.

Best product news for Chrysalis was that Billy Idol's long-awaited album should be out in January. *Charmed Life* is his first LP in three years and he will tour Europe to promote it.

Sonia's Stock, Aitken & Waterman produced debut album will be out in November along with one by Paul Carrack, vocalist with Mike & The Mechanics. And former Specials/Fun Boy Three/Courtyard singer Terry Hall has a solo album out this month. □

Top Technology At SBES

Birmingham - More than 70 exhibitors displaying equipment for community, local and national radio attended the recent annual Sound Broadcasting Equipment Show (SBES) which also attracted visitors from around the world in search of the latest technology.

This year's event included a working studio built by Sound Broadcast Services, with guest appearances by Rankin Miss P of BBC Radio 1 and Alan West of Super Gold.

As well as the usual studio and transmission equipment, broadcast computer software took a high profile. Ranson Audio

displayed the hi-tech Media Touch system (which enables interactive programme control) about to be installed by London Jazz Radio and Birmingham's Buzz FM.

Programmes new to the UK market were demonstrated by Ar-ray Systems, which is already established in Ireland where their software was used by Dublin's Q102 and has now been sold to new stations including Horizon Radio and Radio Kilkenny.

The packages have been upgraded to make them suitable for all small to medium-sized operations and will be marketed throughout Europe. □

TOP 10 UK MUSIC VIDEOS

1. <i>The Wall</i>	Pink Floyd	(PH/Channel 5)
2. <i>Jason - The Videos</i>	Jason Donovan	(PH/1)
3. <i>In The Round In Your Face Live</i>	Daf Lppard	(PH/Video Channel 5)
4. <i>Rare Live</i>	Queen	(PH/1)
5. <i>Substance 1989</i>	New Order	(Veg/1)
6. <i>Kylie - The Videos</i>	Kylie Minogue	(PH/1)
7. <i>Homecoming Concert</i>	Gloria Estefan/Miami Sound Machine	(Veg/1)
8. <i>Innocents</i>	Erasme	(CH/1)
9. <i>Rattle And Hum</i>	U2	(C&C/Sireen)
10. <i>Singalongwaysayers</i>	Max Bygraves	(Par/Red)

© BPI. Compiled by Gallup for BPI, BBC and Music Week. Based on sales.

WEA Execs Predict Profit Increases

by Robert Lyng

A 25% increase in turnover compared to last year was predicted by WEA West Germany executives at the company's annual convention, held last month on Crete.

Delegates at the four-day conference included members of the company's marketing, distribution and promotions departments, as well as guests from WEA Austria and Switzerland.

WEA Managing Director Manfred Zumkeller said the company's association with media giant Time Warner Inc. which will provide access to one of the world's largest communications companies, will allow WEA to expand and to improve its competitiveness.

Zumkeller told delegates that this year's transference of the MCA label to Warner subsidiary Teledac had been beneficial for all concerned. He claimed that the DM 25 million (app. £ 8.16 million) in lost revenue had now been replaced and that Teledac had

also been able to increase the MCA turnover.

Gerd Gebhardt, WEA Vice-Managing Director, announced that the Hamburg-based company not only met its projected turnover for the last financial year but was also able to significantly improve its market share. Delegates were praised for gaining 13.6% of the market at the beginning of the third quarter, placing the company ahead of both CBS and EMI.

During 1988, WEA West Germany achieved platinum sales (500,000 units) with newcomers Tanita Tikaram and Tracy Chapman and with new LPs by Madonna and Simply Red. An optimistic Gebhardt said that with releases by such national artists as Marius Mueller-Westernhagen, Heinz Rudolf Kunze, Juliane Werding and Nino De Angelo a 25% increase in annual turnover against 1988 was expected.

Gebhardt believes that one of the company's most significant steps for the 90s includes the transfer of the Atlantic label from WEA to Teledac. This, he said, will enable WEA to concentrate more intensively on its own improvements in distribution and marketing, and to increase its

video and CDV activities.

Bernd Dopp, Marketing Manager for WEA's US labels, presented new releases from A-Ha, Tracy Chapman, Fleetwood Mac and ZZ Top. Other new release presentations included albums from Phil Collins, Chris Rea and Heinz Rudolf Kunze. □



Singer Ojra Haza visits the Teledac offices in Hamburg to discuss the release of her new LP 'Desert Wind'. From l. to r.: Elffe Kuester (Prom. Mgr.), Christoph Schwarz (Creative Services), Beate Alom (Haza's Mgr.), Leifur Metz (Mark. Mgr.), Juergen Otterstein (Teledac MD), Gerhard Huesken (Distribution Mgr.), Ojra Haza; Ronnie Meister (A&R Mgr.), and Gerd Dietrich (Int. Mark. Mgr.)

(advertisement)

Climie Fisher

...SOLD 250 000 COPIES IN EUROPE OF THEIR DEBUT ALBUM 'EVERYTHING', PICKED UP ASCAP AND IVOR NOVELLO AWARDS FOR THEIR SMASH SINGLE 'LOVE CHANGES EVERYTHING' AND SCORED 2 MORE TOP 20 UK HITS; SIMON CLIMIE'S COMPOSITIONS FOR GEORGE MICHAEL AND ARETHA FRANKLIN, ROD STEWART AND ANIMATION, AMONGST OTHERS, HAVE RACKED UP TOTAL WORLDWIDE SALES OVER THE 10 MILLION MARK.

'FACTS OF LOVE' THEIR NEW SINGLE, IS ALREADY ON POWER ROTATION ACROSS EUROPE

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THEIR FIRST EUROPEAN TOUR IS BOOKED FOR NOVEMBER

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COMING IN FOR THE KILL

ScanSat TV3 Boosts Viewing Figures

by Chris Fuller

Stockholm - Private channel ScanSat TV3, which broadcasts across Scandinavia from London via the Astra satellite, has increased its audience by around 26% in six months according to new figures just released.

The statistics, compiled by TV3 from data supplied by cable distributors, show that a total 4.7 million (in 2.09 million cabled households) were able to watch the channel across Denmark, Norway and Sweden last month, compared to 3.7 million (1.64 million households) in March.

The September figure of 2.09 million represents around 30% of all the TV-owning households across the three territories, which total 6.87 million.

The most dramatic boost has come in Sweden, where TV3's daily audience is now 1.86

SPOTLIGHT The Gnags Keep Rocking

Veteran Danish rock band Gnags have struck immediate gold with their new album *Mr Swing King* on Genlyd Gramofon (GENLP173). The LP - the band's 15th - shipped gold in Denmark on the first day (September 21) of release.



The Gnags are now approaching total sales of around a million albums in Denmark; their last eight LPs all went gold or platinum. The new album follows

a compilation released last year, *Under the Beech*, which sold 65,000.

Mr Swing King was produced by Gnags, Mats Ronander, Nick Patrick and Jay Barrett at Feedback Studios in Aarhus.

The Gnags, who formed in

1966 and created the Genlyd Gramofon label in 1975, will support *Mr Swing King* with a 30-city tour of Denmark's largest venues, beginning on November 1.

(advertisement)

A QUIET STORM IS GROWING ACROSS EUROPE



the album · LOVE PRAYER
the new single · HOW DOES IT FEEL
THE MORNING AFTER?

on tour in Italy · OCTOBER

15 MODENA Kiti Disco
16 FIORENZUOLA My Way Club
17 MILANO Rolling Stone
19 PADOVA Extra Extra Disco
20 CESENA Vidia Club
22 TORINO Big Club

PARLOPHONE



Bilingual Radio On Air In Lisbon

Radio Paris-Lisbon (RPL), the new bilingual radio in Lisbon (see front page), features music, news and current affairs in French and Portuguese. The station, which became fully operational on October 10, broadcasts from 06.00-22.00 hours.

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

contemporary music format.

Schwarz: "The balance between the languages depends on the radio station - we are not imposing any strict percentages. We are keen to promote French tober 10, broadcasts from 06.00-22.00 hours."

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

Peter Gabriel Goes Flamenco

Seville - Peter Gabriel is to host a one-hour programme on flamenco music for worldwide TV release. "Magic Flamenco" is being made by the production company Productora Andaluz de Programas. Noted for his experiments with ethnic and primitive

music, Gabriel says he might incorporate flamenco music into future albums. "I am interested in finding out what can emerge from combining rock and flamenco!" The show is scheduled for release in spring next year. □

(advertisement)

Dual TV Launch For EMI Acts

by Anna Marie De La Fuente

Madrid - EMI Hispavox has launched radio and TV campaigns for two new albums - La Decada Prodigiosa's *Los Anos 80 Vol II* and Paolo Salvatore's Spanish version of the summer dance hit *Lambada*.

La Decada Prodigiosa are the company's top-selling national band, with average sales of 400,000 units per album. The group are renowned for their medleys of hits from the 60s and 70s. The new LP, which features the single *Cuelate En Mi Musica*, was recorded in Estudios Trak and produced by the band. □

Marketing Manager Carlos San Martin: "From December there will be 10 and 20 second TV spots to promote the band's latest album and the previous four LPs. A strong radio and merchandising campaign is being used to back the launch!"

Paolo Salvatore's version of *Lambada* on his new album, *Lambada/Llorando Se Fue*, will also be released as a single. Produced by Manuel Gato, it will be backed by an intensive radio and merchandising campaign. EMI will not reveal the cost of the campaigns. □



CBS is releasing a new LP by Placido Domingo (right) on October 16, entitled *Sonadores De Espana*. Written and produced by Manuel Algraniz, the LP's title track - a duet with Julio Iglesias - is the theme song for Seville's 1992 World Fair.

A blues for Buddha... one of THE records of 1989

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THE GUARDIAN 17.1/89

In an age when so many rock acts have to grow up... The Silencers are in with a shout if they and all else involved are patient

20/09 MAY 1989

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NME 25.2/89

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TRACKS DECEMBER 1988

a blues for buddha

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3 Million Ancient Hearts

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



WEA're all over Scandinavia!

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

Sweden • Norway • Denmark • Finland

wea

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SPOTLIGHT

Bliss Bandwagon Begins To Roll

by Chris White

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



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

The band has also done regional TV promotion in West Germany and the album was

backed up with point-of-sale materials and press advertising. Collen: "Their success is slowly beginning to spread through Europe. France is showing a lot of interest in their third single *How Does It Feel The Morning After?* and other territories are noticing the band. The album

has even done 10,000 units in Brazil!"

Originally from Coventry, Bliss first signed to Island Music three years ago, and subsequently to EMI Records in 1987. The band are fronted by Rachel Morrison who, along with bass player Paul Ralphes, writes all the

material. Also in the band are guitarist Paul Sirett, keyboards player Roger Askw and drummer Chris Baker.

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

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

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

Daniel Lanois Steps Out On His Own

by Gary Smith

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

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

time friend and collaborator Brian Eno.

The album was recorded over a period of one year, mainly using Lanois' mobile studio - the same unit that he used in New Orleans while producing The Neville Brothers' latest LP *Yellow Moon*. During that time Lanois tried to concentrate solely on his own material but he did find time to produce Bob Dylan's latest album *Oh Mercy*.

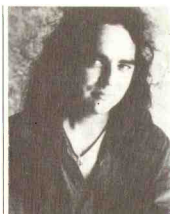
Acadie has moments that recall some of the artists he has worked with over the years (U2, Peter Gabriel, Eno and Martha & The Muffins) but they take the form of an affectionate recognition of his contemporaries, mixed in with a style that is very much his own.

Says Lanois: "Sometimes I thought that what I was doing was too close to the people I've

worked with and I left it out. But the stuff on there that does sound like The Edge or Brian Eno is meant more as a thank you for what they have given me"

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

According to Sue Wildish, European Promotion Manager for WEA International, the album in many ways promotes itself. "We are treating this record in much the same way as the LP *Robbie Robertson*. It is a phenomenon that will grow and grow as people begin to realise



just how good it is. "Daniel has just finished a three-week promotional trip of Europe and he is intending to tour the Continent again in the new year with his own band. He has taken great interest in every aspect of the promotional campaign. □

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Tape # 33, Track # 4

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Fingerprints

Time Is All We Need (Sone/Swedens)
Contact: Sone - Lars-Olof Helen/tel: 46-8 760150/fax: 7670851

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

Adventuras De Kirlian

Victor (DRO/Spain) Contact: DRO/
Enyly Harro/tel: 34 1 2454000/fax: 246609
Playful, almost psychedelic pop from this new Spanish band. Jangly, guitar-based music with a distinctly un-Spanish character. Licence and sub-publishing free except Spain.

Machanic Manyeruke

Kana Vatsvene Vopinda Cooking Vinyl/UK)
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Zimbabwean pop music with a laid-back feel that is somewhere between hi-life and world music. No publishing but licence available for the world except Spain, Italy and West Germany.

Gnags

Mr Swing King (Genly/Denmark)
Contact: Genly/Jesper Bay/
tel: 45 6 149700/fax: 149707
High quality music from this immensely popular, Danish band. They have sold 75,000 copies in three weeks in their home market and could well do the same elsewhere. An English version is a possibility. Licence and sub-publishing free except Scandinavia.

Annica

I Can't Deny A Broken Heart (Glenstudo/Sweden) Contact: GAP/Bruno Glenmark/tel: 46 8 856800/fax: 856801
Thoroughly modern dance music with an SAW type production. Released in West Germany by CBS, this is extremely radio-friendly material. Licence available for the world except Europe (unless CBS affiliates turn down the option) and Japan. No publishing.

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 everywhere. International A&R managers and music publishers on the look out for new deals should contact the original master/publishing owners. Country of origin and contact numbers are listed as known. Those wishing to submit material to this section should send their records, biographies and photos to: Music & Media, Gary Smith, PO Box 50558, 1007 DB Amsterdam, Holland.

Talent Tracks

PROMISING ACTS

WORTH WATCHING



by Gary Smith

UPDATE

Leopold Nord & Vous

Des Filles Et Du Rock And Roll (Congas/Belgium) Contact: Congas/Jezabel Cornant/tel: 32 21 23674/fax: 24163
They scored a hit two years ago with *C'est L'Amour* and this is their third single. A Belgian duo with a knack for a catchy tune. Licence and sub-publishing free except France, Belgium and Canada.

Gail Freeman

Danger In The Airwaves (Tam Tam/UK)
Contact: Savage/Sheila Adnan/
tel: 44 1 4901210/fax: 2503186
Streetwise soul in the extremely trendy garage mould. More good product from one of the most consistent dance labels in the UK, currently picking up dance floor interest. Licence and sub-publishing free except the UK.

Broncobilly

Chained Heart (Project/Italy) Contact: Project/Eric Davis/tel: 39 10 408381/fax: 403157
A new Italian duo who met in the UK and who there were discovered by producer Mark Houston who financed the recording of this song. Promising stuff from a bright, young act. Rights: free for the world.

Hong Kong Syndikat

Real Men Don't Eat Gumbibears (Gig/Austria) Contact: Gig/Markus Spiegel/
tel: 43 222 5122491/fax: 5137646
The theme tune for the film of the same name is very post house with an attractive melody and a witty charm. From the company that brought you *Bring Me Edelweiss*. Licence free where WEA affiliates turn down their option.

Following the success last year of *Hithouse* with *Jack To The Sound Of The Underground*, the rise and rise of Belgian independent ARS Records goes on. *Pump Up The Jam* by **Technotronic** (Talent Tracks cassette no. 28) is still one of the fastest moving records in the Eurochart Hot 100 where it has gone from 8 to 5 this week. The record is now top 10 in Holland, Belgium, the UK and West Germany (where it moved 38 places last week) and it is the highest new entry in the Billboard Dance Chart. The record is the work of producer Thomas De Quincey (also known as Joop Boghard) who is presently hard at work putting the finishing touches to the **Technotronic** LP, due for release before the

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end of the year. The album will feature a number of guest vocalists/rappers including Yakkid K on *Spin That Wheel* which will be the next single.

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

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

Apologies to Evert Wilbrink and Columbus in Holland. When we featured **Jack Miller** in the Talent Tracks section and on the newsletter for cassette no. 31 we printed our own fax number instead of theirs - the proper number is 31 20.6629580. □

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

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



by Karen Roloff

Vince Clarke and **Andy Bell** (alias Erasure) led the singles race by a large margin with *Drama* on what is otherwise a comparatively quiet chart. Already a huge Euro smash, *Real Wild Horse* (BCM) by **Raul Orellana** debuts at 15 ahead of **Golden Dawn's George Hamilton's Dead** (Sarah) at no. 19. **Cappella** (who scored a hit in April with *Heyom (Haib)*) return with a new 45, *House Enemy Revenge* (Music Man), which this week appears at no. 27.

Primal Scream hold on to the album lead followed by **808 State's Quadrature** (Creed) while **Situation Two** pin their hopes on **Red Lorry Yellow Lorry's** latest vinyl offering,

(advertisement)
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Lauren Smoken
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SINGLES

Tina Turner Airplay
Kaoma Sales

ALBUMS

Tina Turner Airplay
Tina Turner Sales

EXPLOSIVES CHART BUSTERS

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

SINGLES OF THE WEEK

Vital for your play list.

Le Rita Mitsouko - Le Petit Train
Julia Fordham - Lock And Key
Deborah Harry - I Want That Man(Virgin)
(Virgin)
(Chrysalis)

SURE HITS

Martika - I Feel The Earth Move
Holly Johnson - Heaven's Here
Lonny Johns - Harlem Desire
Bangles - I'll Set You Free
Belinda Carlisle - Leave A Light On(CBS)
(MCA)
(WEA)
(CBS)
(Virgin)

EURO-CROSSOVERS

Continental records ready to cross-over

D.A.D. - Sleeping My Day Away
Vicky Larraz - Love Is In My Eyes(Warner Brothers)
(CBS)

EMERGING TALENT

New acts with hot product.

Cry Before Dawn - Last Of The Sun
Syd Straw - Future 40's
The Call - Let The Day Begin
D.A.D. - Sleeping My Day Away(Epic)
(Virgin)
(MCA)
(Warner Brothers)

ENCORE

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

Roger Christian - Take It From Me
FM - Somebody (You'll Come Running)
Jesus Jones - Bring It On Down
Bonfire - Hard On Me
Clara - Gimme Little Sign(Island)
(Mercury)
(Food/Epic)
(MSA)
(EMI)

ALBUMS OF THE WEEK

Milva - Una Storia Inventata
Dan Reed Network - Slam
Carmel - Set Me Free
Brendan Croker & The 5 O'Clock Shadows
Tracy Chapman - Crossroads
Thompson Twins - Big Trash
Ian McCulloch - Candieland
Neil Young - Freedom(Metronome)
(Mercury)
(London)
(Sire)
(Elektra)
(Red Eye/Warner Brothers)
(WEA)
(Reprise)

YESTER HITS

the Eurochart top five from five years ago.

OCTOBER 14 - 1984

Singles

Steve Wonder - I Just Called To Say I Love You
Ray Parker Jr. - Ghostbusters
George Michael - Careless Whisper
David Bowie - Blue Jean
Depeche Mode - Master And Servant(Motown)
(Arista)
(Epic)
(EMI)
(Nute)

Albums

Iron Maiden - Powerslave
Mike Oldfield - Discovery
Stevie Wonder - OST - The Woman In Red
Julio Iglesias - 1100 Bel Air Place
Michael Jackson - Thriller(EMI)
(Virgin)
(Motown)
(CBS)
(Epic)

SINGLES



SINGLE OF THE WEEK

Le Rita Mitsouko

Le Petit Train - Virgin
Since they first burst onto the French pop scene in March 1985 with *Marcia Baila*, this duo have been a constant source of unusual, entertaining songs. On this number Catherine Ringer's sharp, almost operatic voice is counterpointed by a smooth melody and a rhythm that, strangely enough, is reminiscent of a train. A band who perpetually take risks within a strict pop format and who consequently make exciting and highly original music. Tony Visconti produced.

The Blue Nile

Moody, slow-stepping material from the Glaswegian trio. A striking choice as a single as this is not the easiest number to programme.

Julia Fordham

Lock And Key - Circa



This is an addictive, monotonous song with a distinctly fragile vocal and melancholic acoustic guitar.

D.A.D.

Sleeping My Day Away - Warner Brothers
Raucous, spontaneous, hard-hitting rock from Denmark. A splendid single that deserves to be a hit.

Sonia

Can't Forget You - Chrysalis
Written, produced and arranged by Stock, Aitken & Waterman, this is harmless lightweight disco.

Don Johnson

Other People's Lives - Epic
A danceable rock song, much rougher than his usual stuff.

Vicky Larraz

Love Is In My Eyes - CBS
A slick and sultry Spanish production. The singer's whispering voice has been set effectively against a sparse electric backing, Bouduir a pop.

ALBUMS



ALBUM OF THE WEEK

Milva

Una Storia Inventata - Metronome
The latest LP by this popular Italian singer marks a return to her roots - and her native language (the last albums were sung in German). The new material consists of moodily dreamy and somewhat melancholic songs with a nostalgic edge. Imaginative backings with strong melodies support Milva's warm and commanding voice. Produced and largely composed by Franco Battiato, this is a striking and profoundly mature LP. Do not miss *Angelo Del Rock, Atmosfera* and *Polemikn*.

Dan Reed Network

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

Tracy Chapman

Crossroads - Elektra

Much was expected from Chapman after the popularity of her debut LP and to some degree she has succeeded in delivering another good record. Tracks like *Born To Fight* and *This Time* feature a variety of style and instrumentation that give new life to her voice. Other tracks, though, are so close in style and content to her previous work that one has a sense of deja vu.

Carmel

Set Me Free - London

An entertaining set of gospel tinged songs forms the mainstay of this long-awaited new LP. Lead vocalist Carmel McCoutr's soulful, grinding voice, backed by strong, simple arrangements and Eric 'ET' Thorngren, this is economically arranged dance/pop. *Belinda Carlisle* - *Leave A Light On* - Virgin
Transatlantic guitar pop with a strong chorus. Definitely a hit.

Editor Gary Smith

Contributors Pieter De Bruyn
Kops and Mchiel Bakker

playlist
REPORT
THE MOST PLAYED RECORDS IN EUROPE

MUSIC EUROPEAN
& airplay
MEDIA TOP 50

(advertisement)
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united kingdom

Most played records in England during the week of publication on the following stations: info please contact Media Control - Postfach 625, D-5750 Baden Baden, tel (0721)2-33066.

- Madonna - *Cherish*
- West-Wee Wee - *Sweet Surrender*
- Sydney Youngblood - *Only 1 Couz*
- Erasme - *Drama*
- Richard Marx - *Right Now Wrong*
- Gloria Estefan - *Oye Mi Canto*
- Aerobee - *Love In A Heart Beat*
- Black Box - *Be On The Move*
- Beautiful South - *You Keep Me Hangin' On*
- Double Trouble & The Rebel MC - *Street Life*
- Billinda Carlisle - *Love A Little*
- The Call - *Let's Go To The Top*
- Oh Well - *Oh Well*
- Curiosity Killed The Cat - *Name And Number*
- Tracy Chapman - *Crossroads*
- Tina Turner - *The Best*
- 11th Annual - *Christmas Eve*
- Kate Bush - *The Sensual World*
- Express - *Horns For A Sign Of The Times*
- Cher - *If I Could Turn Back Time*

austria

Most played records on the national station OR3 and Radio Brenner.

- Tina Turner - *The Best*
- Kasenna & The Waves - *This Way The Way*
- Elton John - *Heavy Metal*
- Roxette - *Dressed For Success*
- Paul McCartney - *The One*
- Richard Marx - *Right Now Wrong*
- Soul II Soul - *Back To Life*
- Edoardo Bennato - *Mio Mio*
- Stefanie Wurga - *Tennessee Tornado*
- The Beach Boys - *Satellite*
- Don Johnson - *Tell Me Lies*
- Queen - *Breakin'*
- Tom Petty - *Road Don't Dream*
- Kasenna - *Lambada*
- Rolling Stones - *Mixed Emotions*
- The Brothers Braxton - *Brotherly Love*
- Milli Vanilli - *Heart Is On The Run*
- Cher - *If I Could Turn Back Time*
- Simply Deep - *A New Year*
- Madonna - *Cherish*

holland

Airplay checked on Radio 2 and 3, the Dutch national pop stations. For info contact Stichting Nederlandse Top 40, PO Box 704, 1200 AS Hilversum, tel (0)35-231647.

- Poco - *Call The Love*
- Kasenna - *Lambada*
- Sydney Youngblood - *Only 1 Couz*
- Moriceau - *White Horse In The Snow*
- Tears For Fears - *Saving The Seeds Of Love*
- Tracy Chapman - *Crossroads*
- Cher - *If I Could Turn Back Time*
- Richard Marx - *Right Now Wrong*
- Carly Simon - *It's Hard To Be Tender*
- Kate Bush - *The Sensual World*
- Blue MC - *Let's Get It On*
- Kasenna - *De Wied*
- Technicolor - *Jump Up The Top*
- Loose Blends - *Feel Better Than Me*
- Milli Vanilli - *Get In Control No. 1*
- Andrew Haze - *James*
- Rod Stewart - *Crazy About Her*
- Madonna - *Cherish*
- Madonna - *Cherish*
- Madonna - *Cherish*

germany

From the airplay hit parade from Media Control including 27 radio stations. For more info please contact Media Control - Postfach 625, D-5750 Baden Baden, tel (0721)2-33066.

- Kasenna - *Lambada*
- Tears For Fears - *Saving The Seeds Of Love*
- Madonna - *Cherish*
- Elton John - *Heavy Metal*
- Paul McCartney - *The One*
- Tina Turner - *The Best*
- Madonna - *Cherish*
- Cliff Richards - *You Don't Have The Heart*
- Spandau Ballet - *Is There Anything That You Want*
- Sydney Youngblood - *Only 1 Couz*
- Kasenna - *De Wied*
- Marianne Rosenberg - *1st Dark Ad Ad*
- Janis Joplin - *Every Day*
- Don Johnson - *Tell Me Lies*
- The Beach Boys - *Satellite*
- David Hasselhoff - *Play On The Wop Of Tennessee*
- Beautiful South - *Song For Whoever*
- Fire Young Gambells - *Don't Look Back*
- Liza Minnelli - *Long My Way*

italy

Most played records as compiled from Rai Media Due.

- Raf - *Tribunale*
- Madonna - *Cherish*
- Rolling Stones - *Mixed Emotions*
- Eurochips - *We've Got The Beat*
- Joe Cocker - *Love*
- Edoardo Bennato - *Hopalong*
- Zucchero Fornaciari - *L'Uomo In Me*
- Prince - *Parade*
- Milva - *Angel Kiss*
- Alice - *Viva*
- Richard Marx - *Right Now Wrong*
- Duquenois - *Milano*
- Luca Barbarosa - *Al Di La Di Nera*
- Tracy Chapman - *Crossroads*
- Duquenois - *How To Live*
- Curiosity Killed The Cat - *Name And Number*
- Doc Lattelle - *Love 97*
- Sergio Caputo - *Love In Po*
- Aerobee - *Love In A Heart Beat*
- Fire Young Gambells - *Don't Look Back*
- Tears For Fears - *Saving The Seeds Of Love*

spain

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

- Prince - *Love*
- Orquesta Madranga - *Wanna Dance*
- Opolito Bromo - *Los Angeles De Los Angeles*
- Los Intemperados - *And It's*
- Mr. Tenor - *Foxy Call Me*
- Donizetti Pa Los Pollos - *Toro Picarico*
- Milli Vanilli - *Heart Is On The Run*
- Loche MC - *Loche MC*
- Milli Vanilli - *Heart Is On The Run*
- McCano - *E'se De Eros*
- Vicky Leandros - *La Isla Del Sol*
- Allegria En Mi Acceptor - *Amorquia*
- Los Ronaldos - *Sami De Madrid*
- Kasenna - *Cherish*
- Kasenna - *Lambada*
- Liza Minnelli - *Long My Way*
- 99 - *It's Not Over*
- Queen - *Breakin'*
- Ziggie Marley - *Loche MC*
- La Dama Se Encorde - *Destafados*

switzerland

Most played records on the station Media Control on the national station DRS 1, Colson 3 and 4 private stations. For more info please contact Media Control, Post Passage 2, Basel 4002, tel 61-728999.

- Kasenna - *Lambada*
- Tears For Fears - *Saving The Seeds Of Love*
- Tina Turner - *The Best*
- Carole - *Love*
- Gloria Estefan - *Oye Mi Canto*
- Martina - *Tu Sollen*
- Madonna - *Cherish*
- Eurochips - *Love*
- The Cars - *Love*
- Kasenna - *Lambada*
- Janis Joplin - *Every Day*
- Paul McCartney - *The One*
- Cry Before Dawn - *Wanna For The World*
- Duquenois - *Milano*
- Ziggie Marley - *Loche MC*
- Don Johnson - *Other People's Lives*
- Kasenna & The Waves - *This Way The Way*

france

From the airplay hit parades provided by Media Control France. For more info please contact Media Control France 29 Biv Tauter - 67000 Strasbourg - France - tel (89)366580.

Radios Peripheriques (AM Stations)

- Philips LaFontaine - *Coeur De Loup*
- AJain Selection - *Daisy*
- Mylene Farmer - *A Quoi S'en Va*
- Edy Michelini - *Les Amis Sont Bien*
- Jay Berry & The Madonnas - *Saving The Seed*
- Francis Cabrel - *C'Etait*
- Jean-Pierre Frandese - *It's Saturday*
- Michel Sardou - *Love*
- Francois Feldman & Joniece James - *Jojo Fojo*
- Michel Polnareff - *Gendarme Blues*
- Johnny Halliday - *Monday*
- Madonna - *Cherish*
- Tears For Fears - *Saving The Seeds Of Love*
- Disziplin - *Qui S'en Va*
- Mourad - *Pu Les La Tapis*
- Jean-Pierre Marier - *In Reprise Et Coucou*
- Andre Vassallo - *Les Folies*
- Philippe Swann - *Les*
- Janine M - *Caroline*
- Caroline Morrice - *L'histoire M's Radios FM*

- Francis Cabrel - *C'Etait*
- Mylene Farmer - *A Quoi S'en Va*
- Philips LaFontaine - *Coeur De Loup*
- Tears For Fears - *Saving The Seeds Of Love*
- David Halliday - *Monday*
- Don Johnson - *Tell Me Lies*
- Madonna - *Cherish*
- Michel Polnareff - *Gendarme Blues*
- Tina Turner - *The Best*
- Ray Charles & De Sn Belongeur - *Precious Thing*
- Soul II Soul - *Back To Life*
- Janis Joplin - *Every Day*
- Glasgow Angels - *Let's Go To The Top*
- Michel Polnareff - *Gendarme Blues*
- Francois Feldman & Joniece James - *Jojo Fojo*
- Janine M - *Caroline*
- Kasenna MC - *Caroline*
- Caroline Morrice - *L'histoire M's Radios FM*
- Bro's - *Too Much*

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	3	7	The Best	Tina Turner	Capitol (Zomba Music)	26	29	3	You Keep It All In	Beautiful South	Gol Discs/PolyGram (Gol Discs Music)
2	2	6	Cherish	Madonna-Sire	(Various)	27	30	5	The Day Begin	The Call	MCA (Warner-Chappell/Rebel)
3	1	7	Tearing The Seeds Of Love	Tears For Fears	Fonit/A&P/Phonogram (Virgin Music)	28	24	11	Innocent	Mike Oldfield-Virgo	(Oldfield/Virgo)
4	4	12	Lambada	Kasenna	CBS (HMLD/BVM/Production)	29	27	7	I Just Don't Have The Heart	Cliff Richards-EMI (All Boys Music)	
5	8	5	Right Here Waiting	Richard Marx	EMI USA (Various)	30	28	11	Toy Soldiers	Martina-CBS (Fonit/Warner Chappell)	
6	5	9	Swing The Mood	Jay Berry & The Madonnas	Music Factory Dance (Copyright Control)	31	NE	NE	Girl I'm Gonna Miss You	Milli Vanilli-Hansa/BMG Anolds (RAR Music)	
7	13	2	If Only I Could	Sydney Youngblood	Circ (Copyright Control)	32	NE	NE	The Sensual World	Kate Bush-EMI (Kate Bush Music)	
8	10	6	Healing Hands	Elton John	Rocket/Phonogram (Big Pig Music)	33	41	2	Drama	Erasme-Mute (Sonec/Musica/Romone/Bel)	
9	9	12	This One	Paul McCartney	Parlophone (MFL)	34	24	18	Licence To Kill	Glady's Knight-HCA (SBK Songs)	
10	11	5	If I Could Turn Back Time	Cher	Geffen (Real Gone)	35	33	4	Isn't It, Wasn't, It Ain't...	Andras & Whitney Howe - Anova/BMG (Hammound/Rainbow/Warner)	
11	17	3	Oye Mi Canto (Hear My Voice)	Gloria Estefan	EMI (Foreign Import Product)	36	44	2	Oh Well	Oh Well-Phonogram (EMI Music)	
12	17	5	Tell It Like It Is	Don Johnson	Epic (Anorak/Beethoven/EMI)	37	31	5	Every Day (I Love You More)	Janis Joplin-Various (All Boys Music)	
13	6	6	Mixed Emotions	Rolling Stones	Elektra/RSK (Fonitopol)	38	49	2	Goodbye PWL	Michel Polnareff-Epic (Oxygene Music)	
14	47	2	Crossroads	Tracy Chapman	Elektra (SBK Songs)	39	42	2	Don't Let Me Down, Gently	Wendy Stuart-Polygram (Various)	
15	26	6	That's The Way	Katrina And The Waves	SBK (Screen Gems/EMI Music)	40	NE	NE	Sweet Surrender	Wet Wet Wet - Mercury (Chrysalis/Dreyfus)	
16	14	6	Coeur De Loup	Philipe LaFontaine	Vogue (Lafontaine/Doutremont)	41	32	17	Song For Whoever	Beautiful South-Gol Discs/PolyGram (Gol Discs Music)	
17	19	5	Love In An Elevator	Aerobee	Geffen (Swag Song Music)	42	18	5	Partyman	Prince - Warner Brothers (Controversy Music)	
18	22	3	Pump Up The Jam	Technicolor	A&R/CBS (Bogam/BMC Publishing)	43	NE	NE	Leave A Light On	Belinda Carlisle-Virgo (Future Fountains/Virgo)	
19	20	5	C'Est Ecrit	Francis Cabrel	CBS (Warner Chappell)	44	NE	NE	Street Tuff	Double Trouble & The Rebel MC - Desire (Fiction Songs Limited)	
20	23	4	Personal Jesus	Depeche Mode	Mer (Grabbing Hands/Sonec)	45	40	7	Crazy About Her	Rod Stewart - Warner Brothers (Intersong/Hitching/BMG)	
21	25	3	A Quoi Je Sers	Mylene Farmer	Polydor (Bethesda LaPage/PolyGram)	46	38	2	We Didn't Start The Fire	Billy Joel-CBS (BMG Music)	
22	12	4	Still Crispi	The Beach Boys	Capitol (Daywind/Claudio)	47	NE	NE	Mantra For A State Of Mind	S'Express - Rythim King (Meyden King Music)	
23	15	5	Ride On Time	Black Box	deConstruction/ACA/BMG (Intersong/Copyright Ctrl)	48	NE	NE	Chocolate Bus	Bros-CBS (EMI/Graham/Intersong)	
24	NE	NE	Name And Number	Curiosity Killed The Cat	Mer (Various)	49	45	3	Living In Your Heart	Rim K In A Box - Chrysalis (EurosChappell Music)	
25	16	11	Joue Pas	Francois Feldman & Joniece James	Polydor (Big Burg)	50	NE	NE	Be Free With Your Love	Spandau Ballet - CBS (Reformation Pub. Co.)	

hot BREAKOUTS

8 NATIONAL HITS READY TO EXPLODE!

uk & ireland

Bros
Chocolate Box (CBS/UK)
Double Trouble & The Rebel MC
Street Talk (Decca/UK)

Sonia
Can't Forget You (Crysmal/UK)
The Wedding Present
Kennedy (RCA/BG/UK)

**germany, austria
switzerland**

Milli Vanilli
Girl In Gonna Nip You (Hansa/BMG Ariola/Ger)
Ava
True Love (EMI Electrola/Ger)

Pe Werner
Wiederseh'n (Merano/Ver)
C.C. Catch
I See You (Merano/Ger)

spain

Dinamita Pa Los Pollos
Toro Mericano (G.A.S.A.)
Un Pingüino En Mi Asador
Arqueología En Mi Jardín (ORF)

Los Alconales
Sierra De Alcala (EMI)
091
Esta Noche (Zafra)

scandinavia

Ratata
Gid An Det Ar Over (Record Service/EMI/Swe)

Christer Sandelin
Det Hon Vill Ha (Sone/Swe)

Sanne Salomonson
Kopplingsen Kallan (Virgini/Ger)

Dan & Philip
Feel Rock (Merano/Dan)

france

David Hallyday
Listening (Korac/Bohars/Phonogram)
Alain Souchon
Dandy (Virgini)

Desireless
Nous Sommes Qui (CBS)

Jeanne Mas
Caroline (Pase/Harcos/EMI)

italy

Spagna
This Generation (CBS)

Edoardo Bennato
Mergelino (Virgini)

Milva
Angelo Rock (PolyGram)

Rice
Visioni (EMI)

benelux

Lipskiss
French Kiss Lambada (CBS/Bel)

Kadanz
De Wind (Razors/Records/Hol)

De Dico
Was Een Vrouw (Phonogram/Hol)

Dan & Philip
Sofa Italia (Candina/Bel)

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MUSIC & MEDIA

MUSIC & MEDIA top 3 SINGLES IN EUROPE

Country	1	2	3
UNITED KINGDOM	Ride On Time Blond Box (Jive/Capricorn/RCA/BMG)	Pump Up The Jam Teddybears (Sire/Wep)	If Only I Could Sally (Boughton/Circ)
GERMANY	Lambada Karna (CBS)	Swing The Mood Lini Raza (CBS)	French Kiss Lini Raza (CBS)
FRANCE	Lambada Karna (CBS)	Coeur De Loup Philippe Lelouch (Virgin)	Joue Pas Francis Hultine & Jerome Jenson (Polygram)
ITALY	Lambada Karna (CBS)	Marina Rocca & The Carraros (CGD)	The Look Karna (CBS)
SPAIN	Lambada Karna (CBS)	French Kiss Lini Raza (CBS)	Loco Mia Lini Raza (CBS)
HOLLAND	Lambada Karna (CBS)	Pump Up The Jam Teddybears (Sire/Wep)	Sowing The Seeds Of Love Karna (CBS)
BELGIUM	Swing The Mood Jan Bury & The Mastersons (Pigo)	Swing The Mood Jan Bury & The Mastersons (Pigo)	Lambada Karna (CBS)
SWEDEN	Jug Mar Ulla Tommy Nilsson (Sire)	Swing The Mood Jan Bury & The Mastersons (Pigo)	Lambada Karna (CBS)
DENMARK	Swing The Mood Jan Bury & The Mastersons (Pigo)	Tarzan Mamma Mia Kim Larsen & Boban (Poly)	Personal Jesus Depeche Mode (Sire)
NORWAY	Swing The Mood Jan Bury & The Mastersons (Pigo)	Toy Soldiers The Mastersons (Pigo)	Poison Aice Cooper (CBS)
FINLAND	Ehta Tavara Beti & Pappi (Power Records)	Lambada Karna (CBS)	Swing The Mood Jan Bury & The Mastersons (Pigo)
IRELAND	Ride On Time Blond Box (Jive/EMI)	Right Here Waiting Karna (CBS)	You Keep It All In Enka (RCA/BG/UK)
SWITZERLAND	Lambada Karna (CBS)	Swing The Mood Jan Bury & The Mastersons (Pigo)	French Kiss Lini Raza (CBS)
AUSTRIA	Swing The Mood Jan Bury & The Mastersons (Pigo)	Flamenco Turistico Karna (CBS)	The Best Tommy Nilsson (Sire)
GREECE	Lambada Karna (CBS)	Back To Life Siti & Sofia Cretin (Virgin)	You'll Never Stop Me Loving You Siti (Virgin)
PORTUGAL	Lambada Karna (CBS)	Like A Prayer Nanna (EMI)	The Look Karna (EMI)

MUSIC & MEDIA EUROCHART hot 100 SINGLES

1	A Quei In Sem	49	Looking For Freedom	73	Don't Let The Sun Go Down On Me
2	Amores Noos Noos	32	Loose My Mind	59	Every Day (The New Power Generation)
3	Back To Life	45	Love Is A Head	47	Explosive
4	Battle	13	Love Is A Head	58	Hammond Turbulence
5	Be Free With Your Love	91	Lalally	78	French Kid
6	Balance Is In The Balance	41	Hip! Symphony	55	Right Here Waiting
7	Can't Forget You	31	Michelle	85	24 Hours A Day
8	Cherish	28	Parade For A State Of Mind	64	Deja Vu
9	Chocolate Box	49	Philly	33	Explosive
10	Control On Line	9	Hegrenir	46	24 Hours A Day
11	Crossroads	37	Hegrenir	46	24 Hours A Day
12	Dance Class	14	Hegrenir	46	24 Hours A Day
13	Dance Class (Pt. 1)	97	High	77	24 Hours A Day
14	Desireless	61	Hugoboss	51	24 Hours A Day
15	Don't Let The Sun Go Down On Me	34	Imaginos	52	24 Hours A Day
16	Drum	84	One Hit Wonder (Earth Wind & Fire)	40	24 Hours A Day
17	Earth, Wind & Fire	12	Personal Jesus	81	24 Hours A Day
18	Everybody	26	Personal Jesus	81	24 Hours A Day
19	Everybody	44	Precession	72	24 Hours A Day
20	Everybody	26	Precession	72	24 Hours A Day
21	Everybody	26	Precession	72	24 Hours A Day
22	Everybody	26	Precession	72	24 Hours A Day
23	Everybody	26	Precession	72	24 Hours A Day
24	Everybody	26	Precession	72	24 Hours A Day
25	Everybody	26	Precession	72	24 Hours A Day
26	Everybody	26	Precession	72	24 Hours A Day
27	Everybody	26	Precession	72	24 Hours A Day
28	Everybody	26	Precession	72	24 Hours A Day
29	Everybody	26	Precession	72	24 Hours A Day
30	Everybody	26	Precession	72	24 Hours A Day
31	Everybody	26	Precession	72	24 Hours A Day
32	Everybody	26	Precession	72	24 Hours A Day
33	Everybody	26	Precession	72	24 Hours A Day
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89	Everybody	26	Precession	72	24 Hours A Day
90	Everybody	26	Precession	72	24 Hours A Day
91	Everybody	26	Precession	72	24 Hours A Day
92	Everybody	26	Precession	72	24 Hours A Day
93	Everybody	26	Precession	72	24 Hours A Day
94	Everybody	26	Precession	72	24 Hours A Day
95	Everybody	26	Precession	72	24 Hours A Day

EUROPEAN top 100 ALBUMS

1	Ades	74	Michael Bolton	70	Rock On!
2	Ades	74	Michael Bolton	70	Rock On!
3	Ades	74	Michael Bolton	70	Rock On!
4	Ades	74	Michael Bolton	70	Rock On!
5	Ades	74	Michael Bolton	70	Rock On!
6	Ades	74	Michael Bolton	70	Rock On!
7	Ades	74	Michael Bolton	70	Rock On!
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66	Ades	74	Michael Bolton	70	Rock On!
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68	Ades	74	Michael Bolton	70	Rock On!
69	Ades	74	Michael Bolton	70	Rock On!
70	Ades	74	Michael Bolton	70	Rock On!

MUSIC & MEDIA top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	The Seeds Of Love Tina Turner (EMI)	Foreign Affair Tina Turner (EMI)	Cuts Both Ways Glove (CBS)
GERMANY	Foreign Affair Tina Turner (EMI)	Halleja Wargabede (WEA)	Steel Wheels Rolling Stones (CBS)
FRANCE	Batman - Soundtrack Various Artists (CBS)	Shearwater Frosty Capri (CBS)	Southside Frosty Capri (CBS)
ITALY	Ordo Incenso E Birra Zucchero Fornaciari (Pigo)	Heart Like A Sky Santana (Merano)	Abbi Dubbi Santana (Merano)
SPAIN	Raices Julio Iglesias (CBS)	Descanso Dominical Luis F. Lopez (Pigo)	A Por Eilos Que Son Pocos Y Cobardes Luis F. Lopez (Pigo)
HOLLAND	Steel Wheels Rolling Stones (CBS)	Cuts Both Ways Glove (CBS)	The Miracle Queen (CBS)
BELGIUM	We Too Are One Shearwater (Pigo)	Cuts Both Ways Glove (CBS)	Foreign Affair Tina Turner (EMI)
SWEDEN	Foreign Affair Tina Turner (EMI)	We Too Are One Lynrym (RCA/BMG)	Instant Hits Globe (EMI)
DENMARK	Mr. Swing King Globe (EMI)	Foreign Affair Tina Turner (EMI)	We Too Are One Lynrym (RCA/BMG)
NORWAY	Soul Provider Michael Bolton (CBS)	Steel Wheels Rolling Stones (CBS)	Kjætt A Ha Globe (EMI)
FINLAND	Steel Wheels Rolling Stones (CBS)	Cuts Both Ways Glove (CBS)	Mina Olen Mustanur Globe (EMI)
IRELAND	The Seeds Of Love Tina Turner (EMI)	Storm New City (EMI)	We Too Are One Lynrym (RCA/BMG)
SWITZERLAND	Foreign Affair Tina Turner (EMI)	Sleeping With The Past John Nesch (Merano)	We Too Are One Lynrym (RCA/BMG)
AUSTRIA	Steel Wheels Rolling Stones (CBS)	A New Flame Singing Stones (CBS)	Appetite For Destruction Globe (EMI)
GREECE	Steel Wheels Rolling Stones (CBS)	Trash Alex Cooper (CBS)	We Too Are One Lynrym (RCA/BMG)
PORTUGAL	Raices Julio Iglesias (CBS)	Gypsy Kings Capri (EMI)	Roberto Carlos Merano (CBS)

Table with 100 rows and 4 columns: Rank, Artist, Title, Original Label. Includes entries like Tina Turner, Rolling Stones, Eurythmics, Prince, Tears For Fears, Madonna, Queen, Jason Donovan, Elton John, Gloria Estefan, Aerosmith, Westermagen, Francis Cabrel, Simple Minds, Paul McCartney, Texas, Marillion, Simply Red, Mike Oldfield, The Cure, Alice Cooper, Richard Marx, Janet Jackson, Patricia Kaas, David Hasselhoff, Jethro Tull, Guns N' Roses, Metallica, Johnny Hallyday, Don Johnson, Joe Cocker, Milli Vanilli, Blackstreet, Spandau Ballet, Zucchero Fornaciari, Michel Sardou, Neneh Cherry, Renaud, Sou'l Soul, Mylene Farmer, Julio Iglesias, Fine Young Cannibals, Tracy Chapman, Vangelis, Depeche Mode, Jean-Jacques Goldman, Runrig, Edoardo Bennato, Transvision Vamp, Bangles, Kylie Minogue, Donna Summer, Melissa Etheridge, Yaz, Bernard Lavilliers, Gloria Estefan, Deacon Blue, London Boys, Jeanne Mas, Roxette, Connet's, Serge Gainsbourg, Tanita Tikaram, Vasco Rossi, Cyndi Lauper, Francis Feldman, Maritica, Ian McCulloch, Sandra, Michael Bolton, Soundtrack - Dirty Dancing, Kool & The Gang, Roy Orbison, Soundtrack - Aspects Of Love, Edie Brickell & New Bohemians, Adeva, Elsa, Bobby Brown, Bob Dylan, Alain Souchon, Soundtrack - Le Grand Bleu, Raf, Mecano, Renato Zero, The Pogues, Nina Hagen, Sanne Salomonsen, Noir Dstar, Herbert Groenemeyer, The Beach Boys, Tracy Chapman, Michael Jackson, Camouflage, Soundtrack - Batman, Karny White, Jacques Higelin, Loquillo Y Los Trogloditas, Tom Petty, Hanne Haller, Roger Whittaker.

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alice *il sole nella pioggia*



Italian record companies are hoping that the start of a new decade will see national artists and their product become one of the country's major exports. PLUS: music programming on TV and profiles on Italy's five leading radio networks. In this special feature, Music & Media takes an Italian outlook...

ITALY

Population: 37.2 million
Households: 13.4 million

Major Cities: Rome (cap.), Bologna, Brindisi, Florence, Genoa, Milan, Naples, Turin, Venice
EC member: Yes
Currency: Lira
VAT: 9% on records/tapes

The Music Market

Sales Awards: Albums/singles - 100,000 units gold; 250,000 units platinum
Chart Compilers: RAI Stereo 2 (airplay); Musica E Dischi magazine (sales); also Sorrisi E Canzoni

magazine (sales)

Trade deliveries first half 1989 (1988) - millions:
Singles 2.06 (2.6), LPs 7.54 (7.67), MCs 9.7 (9.5),
CDs 4.4 (3.2)

Trade deliveries 1988 (1987) - millions; Singles
4.9 (6.0), LPs 15.5 (14.8), MCs 22.7 (18), CDs 7.1
(4.5)

Total Music Sales 1988 (1987): 1.408 billion (app.
\$ 386 million - wholesale (i. 346 billion (app. \$
157 million - retail)

Repertoire Share: 51% national; 49%
international
Manufacturers: CD 3; vinyl 14; MC 14

Retail Outlets: app. 2000 (including app. 1,000
specialist stores). Records are also sold in
bookshops, electrical appliance outlets and
department stores.

Copyright & Trade
Copyright Lengths: Authors and composers 50
years; phonogram producers 20 years

Tape Levy: Not applicable
Music Industry organisations: AFI (IFIPI); SIAE
(mechanical/performing rights society)

Broadcasting
Radio: Public broadcaster RAI operates 3 national
stations, 5 major private networks: Rete 5, Kiss

Kiss, Dimensione Suono, Radio Deejay and Milan
International; over 3,000 private radio stations; plus
American Forces radio.

TV: RAI operates nationally; 11 private nationwide
networks; app. 450 privately operated TV stations
with no mainly local services.

Radio Advertising: App. 10 mins. per hour.
TV Advertising: On RAI no limits on an hourly
basis; app. 60-70 mins. per day; app. 9 mins. per
hour on private TV.

Radio Sets: 14.8 million.
Television Licenses: 14.6 million
Cable Households: no cable services



EMI ITALIANA S.p.A.

ITALIAN OUTLOOK

ITALIAN OUTLOOK
continued from page 27

Oro, Incenso & Birra has sold more than 800,000 units. Meanwhile, Denovo's October album *Venuti Dalle Madonie A Cercare Carboni* was produced by EMI artist Franco Battiato.

For Miriam Makeba, International Exploitation Manager Giorgio Bozzo says they will be working hard to find new markets. PolyGram recently set up a series of European meetings for its marketing staff. The first was held in Amsterdam where Bozzo presented product by various PolyGram Italy artists.

Further meetings will be held every couple of months.

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

The newly signed Ron will be a priority artist for WEA in 1990.

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



Vasco Rossi (EMI) - aiming for the West German market

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

Other European priorities for Bignotti are Grazia De Michele

and Massimo Priviero, plus newcomer Ricky Portera (ex-Stadio guitarist), who will have product released later in the year.

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

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

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



Ron (WEA) - a real European money-maker?

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

Virgin (Italy) used the parent company's recent International Strategy Convention held in Italy to present its artists to delegates from all over the world. A&R Director Mauro Cauchi feels there

is no substitute for seeing a band live and a 50-minute video of a showcase performance of acts including Edoardo Bennato, CCCP Alberto Solfrini, Elite and Gianni Nocenzi is being sent to all Virgin affiliates.

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

Cauchi points out that Virgin Italy is a young company. "We need to use the experience of our long established European colleagues. We may start to send out demo tapes and ask for sugges-

tions to make our products more suitable for the European market. Ours is a different culture which is not easy to combine with the rest of Europe. I am particularly interested in co-productions with France and Spain."

Baby Records has not been involved in record production for a while. However, while in the process of assembling a new catalogue of artists, it does have the group Rondo Veneziano, who will

ITALIAN OUTLOOK
continues on page 31

ITALY'S TOP 10 ALBUMS

Week ending September 25

1. <i>Oro Incenso & Birra</i>	Zuccherero	(Polydor)
2. <i>Abbi Dubbi</i>	Edoardo Bennato	(Virgin)
3. <i>Liberi Liberi</i>	Vasco Rossi	(Virgin)
4. <i>Salman</i>	Prince	(Warner Bros)
5. <i>Street Walkers</i>	Rolling Stones	(PolyGram)
6. <i>We Too Are One</i>	Eurythmics	(RCA)
7. <i>Una Rotonda Sul Mare</i>	Vari	(Fue)
8. <i>Heart Like A Sky</i>	Santana Ballet	(CBS)
9. <i>Cosa Restera</i>	RAF	(CGD)
10. <i>Foreign Affair</i>	Tina Turner	(Capitol)

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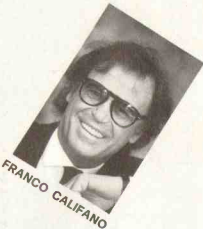
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EDUARDO DE CRESCENZO



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PIERANGELO BERTOLI

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Gianna Nannini - Milva - Drupi - Bobby Solo - Lucio Battisti - Banco
Eduardo Bennato - Fred Bongusto - Raoul Casadei - Dik Dik
Equipe 84 - Enzo Jannacci - Umberto Marcato - Mia Martini
Vasco Rossi - Santo & Johnny - Luigi Tenco - Ornella Vanoni.

ITALIAN OUTLOOK

ITALIAN OUTLOOK
continued from page 28

release their new album *Masquerade* at the end of the month. International Manager Monica Dahl says their new LP will be released in West Germany and Switzerland as well as Italy. The band's last LP, *Concerto*, is being released in France. Baby Records has promotion offices in Italy, West Germany and France, enabling on the spot backup.

Donnatella De Gaetano, International Director at DDD says



Marc Boyce (CBS) - album is an Italian/French co-production

there are no precise rules for European success. Gaetano: "We work abroad like we do at home - we push!"

DDD's strategy is to send European partners demo tapes of product before it is released. This is followed up with press cuttings of home successes. Gaetano cites the success of Eros Ramazzotti, whose typical Italian melody is linked with a wider European appeal. Ramazzotti will release a new LP next year throughout Europe.

Gaetano believes that newcomers Lijati have the same ingredients. They have recorded a Spanish version of their album, to be released this month. Their product will also be released in France and Holland.

Gaetano has high hopes that artist Enzo Jannacci will do well in France and Holland and will test those markets when a double live album is released later in the year.

Dischi Ricordi Managing Director Guido Rignado is more cautious. Although he has two European stars - Gianna Nannini

and Milva - on his roster he is not certain there is a European market for Italian artists.

Rignado: "The external market is difficult for the whole Italian industry and not just for our company. Language is a problem and there are very few artists that achieve real success outside Italy!"



Dalla & Morandi (BMG) - recording in Spanish

However, Rignado adds that he is at the discussion stage with West Germany, France and Spain about the promising newcomer D'Angelo. He also feels strongly that Gino Paoli could be a hit in France.

Five Records International

Director, Gianfranco Finamori says there are three main elements to international co-operation: good product, a professional attitude by the artist, plus a good rapport with foreign partners.

Artists such as Angela, Cristina, Novocento and Francesco Salvi are all benefiting from this

approach. Finamori says TV and radio are the main vehicles for promotion, and that all Five Records acts are being presented in West Germany, Spain and Japan. Salvi is being promoted throughout Europe. □

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VOYEUR RENATO ZERO LET'S START FROM ZERO



Tuning In To Italian Radio

by David Stansfield

After seven years of parliamentary promises there is still no government legislation for Italy's 3,000-plus private radio stations. In January this year Oscar Mammì, Italy's Minister For Post & Telecommunications, announced "urgent" plans to reform Italy's radio and TV broadcasters. So far, nothing has happened. More recently, private radio took matters into its own hands when the Association Of Radio Publishers (AER) launched a campaign to secure a parliamentary debate on the issue. But even if there is a debate, changes will not come overnight.

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

Rete 105

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

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

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

An example of the network's links with record companies is its campaign with Virgin for Simple Minds' *Street Fighting Years* LP. With a L. 500 million (app. £ 227,000) investment, Rete 105 had exclusive airplay of the album, an exclusive interview with singer Jim Kerr, plus advertising spots on the Berlusconi TV channel Canale 5. This month the network will air an exclusive inter-

view with Paul McCartney, plus three songs from his Milan concert live.

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

Radio Deejay

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



Jovanotti - Italy's top DJ

The network, based in Milan, boasts Italy's most popular DJ - Jovanotti. Jovanotti started his career with Deejay before becoming an international pop star and TV personality, but he still hosts programmes for the network. Other celebrity presenters include Linus and Red Ronnie.

Claimed to be Italy's only music personality who has a real rapport with musicians and fans

alike, Red Ronnie took his TV show "Be Bop A Lula" to the network earlier this year. The 12-week, three-hour series was so successful that there are plans for a new series later in the year.

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

Dimensione Suono

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

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

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

Mancini describes Dimensione Suono as a non-specialised hit radio with a leaning towards adult rock. Some 90% of programming is music, with short spots for information, games and quizzes. Its daily audience is about 930,000.

Radio Kiss Kiss

Naples-based Radio Kiss Kiss broadcasts a mix of music, news and sport to central and southern Italy. It says its average daily audience of 923,000 includes all age groups.

Music Director Lucia Neospolo says servicing by the record companies is generally good. She adds that by the time the network receives many new releases, it has already bought them. And while she says Radio Kiss Kiss gains its share of record previews and artist

interviews, it is not as high as that enjoyed by the Milan networks.

The station tries to keep up with music trends and plays "quality music". Neospolo says it is not influenced by what the record companies want played.

Neospolo: "As far as dance music is concerned, we have our own disco so the customers dictate the fashion. For the rest of our programmes our DJs are informative and friendly - that way we get feedback."

Kiss Kiss also offers a variety of listener competitions - one of the most popular being Tic Tac Ticket where tickets for concerts by major artists can be won. Now, the network is looking towards 1992 with the introduction of a new late-night series which features programmes from other European stations.

Milan International

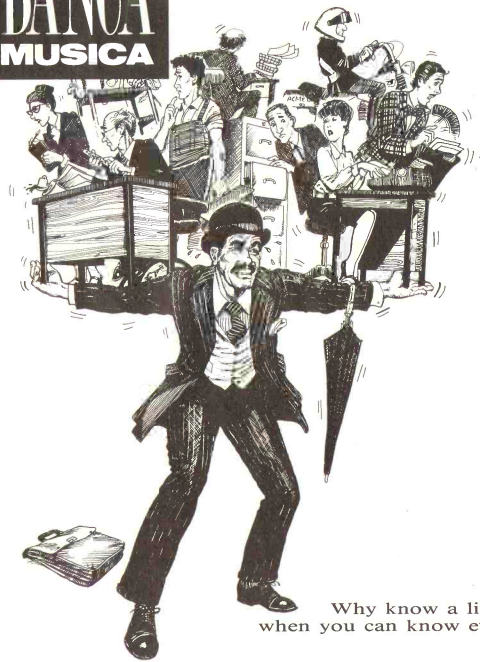
Milan International has a daily audience of more than 484,000 and targets the 18-40 age group with a contemporary hit radio format. Programme Director Gigio D'Ambrosio says it is inspired by US radio and does not play Italian music. D'Ambrosio: "Our audience is increasing with our policy of Anglo-American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

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

D'Ambrosio says the task for Milan International now is to cover all of Italy without losing its no. 1 status in Milan. "We plan to transmit in Sicily, Sardinia and other parts of the South, and must capture that audience without losing our identity!"

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

BANCA MUSICA



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For those working in the fields of communications, information, advertising, radio and TV it may be of vital importance to have data on the world of music quickly at hand - who was the publisher of Madonna's latest best-seller, who wrote the winning song at Sanremo, which might require long and laborious research to find. To meet these needs, "Musica e Dischi" (the most authoritative specialized monthly magazine in the Italian music field) has created BancaMusica, a special data bank service which offers the most up-to-date music scene: 1. Up-to-date catalogue of CD, records and cassettes available in Italy - 2. List of artists and trade operators - 3. Copyright pieces: authors, publishers, year of production - 4. Complete and up-to-date sales charts. An indispensable work tool for every professional in the music trade: BancaMusica is its history.

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ITALIAN OUTLOOK

How Successful Is Music Programming On TV?

by David Stanfield

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

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

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

by The success of the summer has been Canale 5's 'Rotonda Sul Mare' with an audience in excess of seven million people. The show is devoted to music from the 60s and its popularity has guaranteed a new series for 1990. More typical are the viewing figures for shows like 'Deejay Television'



New 'Clip Clip' presenters Cristina Buonino and Mario Bolmond

with a consistent following of about half-a-million people. And while RAI's San Remo

Rock' and the 'Doc Club'. One of the Heads Of Music Programming at RAI, Emilio Colombino, says that all three state channels provide ample space for music. He is particularly pleased at the popularity of Madonna's Turin concert last summer (14 million viewers) and the screening of Pink Floyd in Venice this summer (just over six million).

Luciano Jiacotto Head Of Music at Berlusconi's Fininvest group of companies believes that: "Music is a form of show business. We cannot be complacent about our viewing figures

tion Manager for Virgin and Managing Director for IT Records, is equally forthright. Micocci: "The situation is grave. It is a big problem for the whole industry when the major TV stations do not give more space to newcomers." He is disappointed that the upcoming autumn and winter schedules on the major channels do not offer anything for new talent. The new series of 'Clip Clip' on Tele Monte Carlo promises airtime for unknown artists but viewing figures are very small (less than 100,000).

The constant ratings battle between RAI and Fininvest rein-

"It is a big problem for the whole industry when major TV stations do not give more space to newcomers," Stefano Micocci, TV Promotion Manager, Virgin

"The only way to get TV exposure is to first of all get chart and radio success. But that is much more difficult without TV exposure," Maurizio Miretti, EMI TV Promotions Manager

Music programmes on the Berlusconi stations include 'Be Bop A Lala', 'Musica E' and 'Superclassica' as well as one-off events such as 'Festivalbar' and 'Vota La Voce'.

Viewing figures for the competing channels fluctuate regular-

ly. The success of the summer has been Canale 5's 'Rotonda Sul Mare' with an audience in excess of seven million people. The show is devoted to music from the 60s and its popularity has guaranteed a new series for 1990. More typical are the viewing figures for shows like 'Deejay Television'

and because of this we are constantly researching new programme ideas. I accept that RAI's 'San Remo' is the top music programme but, just like football, in Italy that show is an institution."

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

Stefano Micocci, TV Promo-

tion Manager for Virgin and Managing Director for IT Records, is equally forthright. Micocci: "The situation is grave. It is a big problem for the whole industry when the major TV stations do not give more space to newcomers." He is disappointed that the upcoming autumn and winter schedules on the major channels do not offer anything for new talent. The new series of 'Clip Clip' on Tele Monte Carlo promises airtime for unknown artists but viewing figures are very small (less than 100,000).

EMI TV Promotions Manager, Maurizio Miretti, feels that few people want to watch programmes featuring new talent and as a result TV companies will not invest in newcomers. Miretti: "The only way to get TV exposure is to first of all get chart and radio success. But that is much more difficult without TV exposure."

His criticisms are echoed by many in the Italian record industry who see events like the 'Festivalbar' as being positive but who are fearful of what the future has in store.

RAI 1

Owners: State broadcaster

Programming: Variety, films, news, sports etc

Top 3 Music Programmes: 'San Remo Song Festival', producer Mario Maffucci; 'DiscoRing', producer Ruggero Montegelli; 'Notte Rock', produced in-house.

Average Viewing Figs: 6.46 million

RAI 2

Programming: Variety, films, news, sports etc

Top Music Show: 'International Doc Club', producer Enzo Marchetti.

Average Viewing Figs: 3.13 million

RAI 3

Programming: Variety, films, news, sports etc

Top Music Show: 'Black & Blue', producers Maurizio Malabruzzi, Massimo Verni, Paolo Mascioli.

Average Viewing Figs: 1.73 million

CANALE 5

Owners: Fininvest

Programming: Variety, quizzes, films, etc

Top 3 Music Shows: 'SuperClassica', produced by the magazine Sorrisi E Canzoni; 'Vota La Voce', produced by Giovanni Bruno; 'Musica E', produced by Sorrisi E Canzoni.

Average Viewing Figs: 4.73 million

ITALIA 1

Programming: Variety, quizzes, films, sport etc

Top 3 Music Shows: 'Deejay Television', producer Gianni Cmus; 'Be Bop A Lala', producer Red Ronnie; 'Festivalbar', producer Mario Campione.

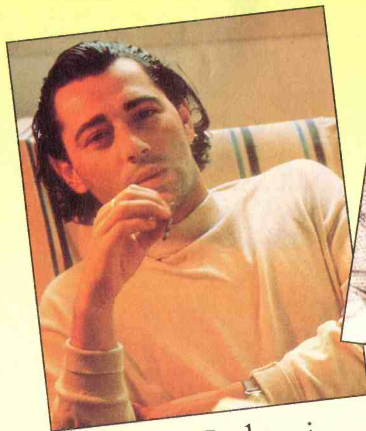
Average Viewing Figures: 2.47 million

RETE 4

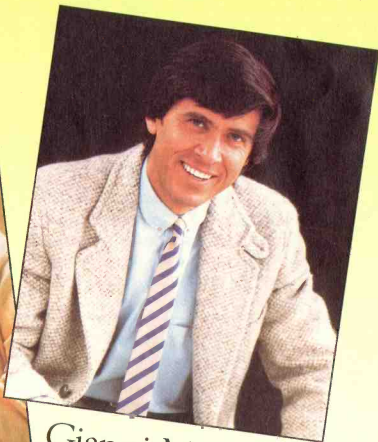
Programming: Films, news etc, but no music programmes

Average Viewing Figs: 1.51 million

BMG Ariola proudly announces new albums by



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Gianni Morandi

Release: November 1989



Extensive Facilities On Offer At Italy's Heaven Studios

by David Stansfield

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

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

Flores feels that his Studios offer peace and comfort plus first-class technical equipment and expertise. The two recording rooms, A and B, are specially designed by Neil Grant of Discrete Research (UK) and both are packed with hardware.

machines with Dolby A and SR; Sony 1630 digital mastering and two U-Matics for digital copies; Revox cassette and CD players, and Sony twin cassette deck. Monitoring is via Genelec 1025 and Yamaha NS10 and NS40's, while extensive outboard gear and a Bosen-dorf Imperial Grand piano completes the setup.

In the second studio, there is a 36-track MCI JA600 console with bar graph; MCI GA24 and Studer A67 recorders; Sony CD player, Teac cassette deck and Urei 819 monitors. Both studios are tie-lined enabling complete outboard and recorder interfacing.

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



Edoardo Bennato (left) at work in Heaven Studios

Studio A has an SSL 4056 console with Total Recall G Series computer, plus Mitsubishi X-850 32-track digital and two Studer A820 24-track tape recorders. Studer TLS 400 synchronisation is workable between both digital and analog systems. Other equipment includes Studer A80 1/2" and B67 1/4"

swimming pool. Catering is also available.

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

STUDIO DIARY

Edoardo Bennato (D Romani), Virgin, Medicina Studio, Italy, 39.51.852534.

Bros (Tom Lora-Alge), CBS, Nomis Studios, London, 44.1.6026351.

Jose Carreras (George Martin), WEA Int, Air Studios, London, 44.1.6372758.

The Christians (Lauris Latham), Island, The Workhouse, London, 44.1.2320008.

Placido Domingo (Meyer-Walden), Gini Musik, Arco Studios, Munich, 49.89.434004.

Dominique (Nick Griffiths), Fink, 9 Star, Black Barr, Surrey, UK, 44.483.222600.

Julio Iglesias (M Alejandro), CBS, Torres Sonido, Madrid (34.1.8591895).

Miss B Haven (Jeff Lynne), WEA, Air Studios, London, 44.1.6372758.

The Mission (Tim Palmer), Phonogram, Jacobs Studios, Surrey UK, 44.252.715546.

Eddy Mitchell (Peter Viteesse), Polydor France, Mayfair Studios, London, 44.1.5867746.

Chris Norman (Artist), Polydor, Windmill Lane, Dublin, 353.1.713444.

The Pretenders (Mitchell Froomer), WEA, Mayfair Studios, London, 44.1.5867746.

Propaganda (Stanley/Hughes), Virgin, The Wool Hall, UK, 44.375830679.

Oliver Simon (Rolf Wetzel), Teldec/Novel, Weynton Studios, Munich, 49.89.952007.

Rod Stewart (Trevor Horn), WEA, Nomis Studios, London, 44.1.6026351.

Wet Wet Wet (Band), Phonogram, Puk Studios, Denmark, 45.86474676.

Won Ton Ton (Richard Gottscheer), Phonogram, ICP, Brussels 32.2.6492206.

REVERB

Sam Brown and Randy Crawford are among the first artists to record in The Jade Room, producer Robin Miller's new Power Plant studio in London. Equipment includes a Neve 8048 desk with GML automation, plus some 1960's valve units, currently enjoying a renaissance with various producers.



George Michael produces June Montana single

George Michael has been at London's Mayfair Studios producing a single by June Montana for London Records. Meanwhile, his former Wham! partner Andrew Ridgeley has been recording a comeback album at Comfords Place in Surrey (UK).

Console manufacturer Trident is taking a novel approach to introduce its new Vector 432 in-line desk. The company is presenting a 17-city European roadshow, which began late last month and ends in November. The console is showcased in a 12 metre truck together with other recording equipment providing full sound demonstrations. For dates and details ring Trident UK on 4932 224665.

Recent buyers of Mitsubishi's X-880 digital multitrack recorder include Paul McCartney, who is using one on his current world tour. Italian studios Morning, Watermelon and Fonit Cetra have also bought similar machines.

Neve is enjoying record UK sales with its V-Series console. Recent studio customers include Rockfield, Jacobs, Angel and Lansdowne. HSH Music, the new owners of Jimmy Page's studio in Berkshire (now called The Mill) has also ordered a 60-channel version with flying faders automation.

Solid State Logic (France) has announced Michel Yves Guégen as new MD. He was previously with IBM.

Stage Accompany of Holland, best known for its live sound systems, has introduced the SA Master Series range of studio monitors. With three models available, systems have already been installed by various studios and mobiles, including Sotetellev, Eurosound, Jet and PS-Studio.

Studer of Switzerland is currently marketing a series of library CDs titled Sound Ideas, to complement its professional hardware. The discs feature a variety of sound effects.

David Stark

Key to listings: Artist (Producer), Label, Studio, City/Country, tel no. Artist Name* - Mixing sessions. Listing in alphabetical order.

STATION REPORTS

The Chimes- 1,2,3
Expone- When I Look
Bad Manners- Along
Li Sorrensen- Tom'ig Med
Ray Dae Ohn- Som Et Frae
Poco- Call It Love
TP Hoodoo Gurus- Come Anytime

SLR- Slagelse
Michael Hansen - Head Of Music
PP Poco- Call It Love
Johnny Hates Jazz- Turn
AD The Chimes- 1,2,3
Belinda Carlisle- Light On
A.D./Michaelson- For Elter
Tracy Chapman- Crossroads

RADIO ROSKILDE - Roskilde
Morten Bane - DJ/Prod.
TP Eurythmics- Revival
PP Max Q- Way Of The World
AD The 4 Of Us- Drag
Jeffrey Williams- Lipstick
Slam Slam- Move
S.Salomonsen- Kaerlighed
Ziggy Marley- Who's Dancing
Thompson Twins- Sugar Daddy
Aeromith- Elevator
Edelweiss- Can't Get

AARHUS NAERADIO - Aarhus
Frankie Fever - Head Of Music
AD Shakespeare's Sister- Could You
PP Bad Manners/Verona- Gonna Get
Justin/Mandy- More Than
T.O.T.E. Rap Around
The Chimes- 1,2,3
Tears For Fears- Sowing
Gitte Haenning- Mac Arthur
Johnny Hates Jazz- Turn
Kaoma- Lambada
Danny Wilson- Never Gonna
Zucchero- Diavolo In Me

LP Tears For Fears- The Seeds
IN Salli
Jerry Williams

AALBORG NAERADIO- Aalborg
Olf Meditzky- DJ/Prod.
PP Strength-Breaking Heart
S.Salomonsen- Kaerlighed
Hoodoo Gurus- Come Anytime
The 4 Of Us- Bad Name
Mental As Anything- Raymond

FINLAND

DISCOPRESS- Tampere
Pentti Teravainen- Progr. Dir.
AD Aretha/Whitney- It Isn't
Malcolm McLaren- Waltz
Queen- The Invisible Man

PORTUGAL

RDP I- Lisbon
Top 5:
Joe Henry- Stop Across
Love & Rockets- So Alive
Robin Hitchcock- Autumn
Del Amiri- Cold Sober
The Thing- O'it/ Rain

T.N.T- Lisbon
Top 5:
Tears For Fears- The Seeds
Love & Rockets- So Alive
Ban- Dias Atlanticos
The Pogues- Hissy Morning
Danza Invisible- A Iare

RFM Lisbon
Pedro Tojal/Marcos Andre - DJ/Prod.
AD ABC- The Real Thing
Curiosity K/T Cat- Name

Jaki Graham- Better Part
Madonna- Cherish
PP New Order- Run 2
Peter Frampton- Holding On
Prince- Partyman
Rolling Stones- Rock
Tears For Fears- Sowing
Tracy Chapman- Crossroads

GREECE

ANTENNA 97.1 FM - Athens
Joseph Arvanogio - DJ/Prod.
PP Cliff Richards- I Just Don't
Eurythmics- Revival
Neneh Cherry- Kisses
Paula Abdul- Cool Hearted
Tina Turner- The Best
Alison Williams- I Need
Richard Marx- Right Here
Technotron- Pump Up
Tears For Fears- Sowing
LP Prince- Batman

WJGR JAPONIMO GROOVY - Athens
Andriam Papadopoulos - DJ
AD LL Cool J- Type Of Guy
Prince- Batman
Love & Rockets- So Alive
Donna Allen- Joy
Prince- Partyman
Adeva- Respect
Joyce Sims- Looking
Surface- Closer Than
Soul II Soul- Keep On
TP Monie Love- Grandpa's
Li Lou- Friends
Bees- Gee- One

Cable Programmes



CL Kiss AMC- A Bit Of
Poco- Call It Love
David Lee Roth- Gigolo
Hall & Oates- Maneater
Living IA Box- Room
Wet Wet Wet- Surrender
Richard Marx- Right Here
Starlight- Numero Uno
UB 40- All I Want
Depeche Mode- Jesus
Warant- Heaven
Aeromith- Elevator
Max Q- Way Of The World
Prince- Partyman



Powerful:
Aeromith- Elevator
Heavy Rotation:

CL Rolling Stones- Emotions
Tina Turner- The Best
Giorgia Estefan- Oye
Queen- The Invisible Man
Tears For Fears- Sowing
Guns N Roses- Sweet Child
Depeche Mode- Jesus



Giancarlo Trombetti - Prod.
CL Motley Crue- Dr.Feelgood
Tone Loc- Got It Going On
Tina Turner- The Best
Raul Rutherford- Oh World
Kevin Mc Dermott- Meant To
Tim Medicine- Maggie's Farm
Beatste Boys- Shake You
Joe Jackson- Down To London
The Cars- Love Song
R/H Chilly Peppers- Ground



CL Billy Joel- We Didn't
Cher- If I Could Turn
Wet Wet Wet- Surrender
Kate Bush- Sensual World
Erasure- Drama

TV Programmes

UNITED KINGDOM
Top Of The Pops
Paul Giam- Prod.
CL Cher- If I Could
Billy Joel- We Didn't
Living IA Box- Room
Belinda Carlisle- Light On
ST Double Trouble- Street Luff
Curiosity K/T Cat- Name
Sons- Can't Forget You
Bros- Chocolate Box
S'Express- Mantra

GERMANY

ARD - Formel Eins
Andreas Thiesmeyer - Prod.
CL Black Foess- Maenner
Liza Minnelli- Losing
The Invisible Man
Eurythmics- Revival
Milli Vanilli- Girl
Robin Beck- Tears
Warant- Heaven
ST Sae's Best In Me
Sydney Youngblood- If Only
Blackbox- Ride On Time
Alison Williams- I Need
IN Alison Williams

HOLLAND

VERONICA - Countdown
Rob de Boer - Prod.
CL Billy Joel- We Didn't
Cher- If I Could Turn
Tears For Fears- Sowing
Kaoma- Lambada
Brendan Croker- No Money
Living IA Box- Room
Kiss AMC- A Bit Of
ST Johnny Hates Jazz- Turn
Depeche Mode- Jesus
Wet Wet Wet- Surrender

BELGIUM

THE MUSIC HOUSE
Jos van Oosterwijk- Prod.
CL Richard Marx- Right Here
Giorgi N Roses- Sweet Child
Giorgia Estefan- Oye

B 52's- Channel Z
Milli Vanilli- Girl
Soul Sister- Blame You
Transvision Vamp- Landside

SWITZERLAND

DRS - Tiparade
Bruno Bieri - Prod.
AD Jean Louis Aubert- Le Bout
Andrew Cash- Boomtown
Sublinks- Any Cure
LP Bayou Cadillac- Soleil
Carmel- Set Me Free
Bob Dylan- Oh Mercy
Squeezes- Frank
Various Artists- Couleur



Claudio Cecchetto- Prod.
CL Clime Fisher- Facts
Prince- Partyman
R/H Chilly Peppers- Higher
Aeromith- Elevator
Lisa Stanfield- Right Time
F.Y.C- Don't Look Back
The Cure- Lovesong
Donna Summer- Love's About
Run MC- Ghostbusters
Beatste Boys- Shake
Tone Loc- Got It Going On

SPAIN

FM-2
Diego A. Manrique- Prod.
CL Texas
The Jesus & Mary Chain
Close Lobsters
The Silencers
Goodbye Mr.McKenzie
The Proclaimers
Big Country

DENMARK

TV3
Frankie Fever- Prod.
CL Jive Bunny- Swing
Milli Vanilli- Blame It
Madonna- Express Yourself
Kim Larsen- Tarzan
Sall-Jeg Gor Lige



Tina Turner's 'The Best' - the most played single in Europe this week

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