Benelux TV Gets Go-Ahead

by Cathy Knights

Hilversum - Plans for the launch of a Dutch-language commercial satellite TV channel were outlined at a press conference here last week. The brainchild of Dutch publisher and industry veteran, Willem Van Kooten, and media consultant, Ad Van Ossendrijver, the project is being promoted under the working title of "Benelux TV".

Cable Music Europe, which is the company name of the two media pioneers, has scored an unexpected coup in acquiring the use of a channel on the ECS satellite from the PTT. This is in addition to Cable Music Europe's franchise, "Benelux TV" whose aim is to be the main language of tourism in the Benelux region. The new venture's headquarters will be in Luxembourg, which is the company name of the company executives.

The priorities of European record company executives as well as industry reactions, see page 3.

The European Music & Broadcast Trade Magazine

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Ex UK Pirate Radio Moves To Spain

by Peter Jones

London - Horizon Radio, the London-based pirate station which closed down in 1985, is planning a rebirth on Spain's Costa del Sol. According to founder Chris Stewart, £500,000 will be spent over the next year to set up the Horizon Broadcasting Corporation, based in Marbella and broadcasting in English-language programming to expatriates and tourists.

The station, which has been granted a Spanish licence to broadcast, also has plans to expand its service via satellite to Britain and the rest of Europe. Says Stewart: "For years Spanish companies have blocked moves by UK stations, including Capital Radio, to set up in Spain, but we have worked on this for two years and have done a deal with a major radio operator here."

Stewart says he hopes eventually to cover the whole of Spain's Mediterranean coast before moving into Portugal and France. "We hope to do well enough to return to Britain in two years and bid for a proper, legal independent radio franchise," he adds.

M&M Celebrates at Midem

Music & Media is planning to invite all those attending Midem this week to a cocktail reception in the main restaurant of the Majestic Hotel at 19.00 hours on Monday January 25. Come and join the celebrations for the significant European expansion of the Music & Media operation and to hear details on the third International Music & Media Conference (IMMC) to be held at Montreux, Switzerland May 10-15.

Happy to be in the US - Nine of PolyGram International's marketing staff were treated to a trip to the US last month to see concerts by US signed artists on the verge of European success: John Cougar, Kids, The Rainmakers and Rush. Pictured with Alex Gleeson (US PolyGram International), left, are: from left, Jose Luis Garcia Ramos (Spain); Female rock and roll what the DJ's say; Special On (Scandinavia) 14-20; Spotlight INXS 24. Tis good to go unnoticed by Europe; On Tour 40; Artists 88 44-46; Artists 88 44-46; The priorities of European record company executives; An EMI publication in partnership with Billboard

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Mixed Reactions To Benelux TV

The news that Cable Music Europe has found the necessary loophole in the Dutch law to put forward serious plans for a commercial satellite television channel in the Netherlands (see front page), has come as a surprise to the Dutch media and industry. It comes just months after announcing the launch of Cable 1, the European commercial satellite radio, which is also the brainwave of Willems Van Kooten and Ad Van Ossedirvijer.

Although welcoming the new development, Lex Harding, Veronique Programme Director Radio & Television and long-time advocate of commercial TV, says: "It breaks my heart that no official broadcasting organisation managed to come up with this project."

Dirk De Vries, Managing Director Virgin Benelux, says: "I welcome the possibilities of more promotion outlets." A feeling echoed by Martin Kleinjan, Managing Director BMG Holland, though he adds: "We are ready for Dutch commercial television but I hope the music programmes will have more quality than straight wall-to-wall clip shows."

As always, much is happening on the French radio scene. Leading FM network NRJ has just fired 24 of its 300 employees working at the stations in Metz, Nantes, Paris, Rouen, Strasbourg and Tours, due to "tightness of the local advertising market in these cities."

Both the administration staff and DJs are affected, but NRJ will continue to broadcast via satellite in the towns affected. The resuspension of the licence in order to increase further the financial results of the network last year NRJ earned FFr 33 million against FFr 15 million the previous year.

Contrasting with these cuts comes the news that Kiss FM has just added four new stations to its network in the Netherlands, in Brabant, Limburg, Zuid-Holland, and the Island of Noordmum, which now brings the network total to 62 stations.

And still more news from another major French network. Fun FM has started a daily programme, "Electro-Factory," which specialises in dance music. It's currently on the air Monday to Friday between 20:00-22:00 hours. Hill ran a successful pilot series of black and dance music shows at prime German stations Radio 197 and Hamburg.

Music Box Show Sold To The US

London - Music Box's new monthly magazine 'Coca-Cola Rockfile' has been sold to the US in an unusual reversal of normal practice. The programme will be aired in Europe from January 31 as part of Music Box's three hour segment on Super Channel.

Murray Dudgeon, Media Manager of advertising agency, McCann Erickson, says: "This deal is a first. Historically this kind of sponsored programme has tended to come from the US to Britain. We have sold the programme to USA Network, and also hope to sell it in Canada and Australia."

General Manager of Super Channel's Dutch office, Dick Van De Graaf, believes the new channel will be seen more as competition for the national Dutch channels, Netherlands 1 and 2. "I would rather have another Dutch competitor than a pan-European one. Benelux TV will go after the Dutch advertisers rather than the international."

Contrasting with the Dutch, Amanda, publisher of the UK's Channel 4, is considering closer co-operation. He says: "This is a first. Historically this kind of sponsored programme has tended to come from the US to Britain. We have sold the programme to USA Network, and also hope to sell it in Canada and Australia."

Hollywood Boulevard is finding it hard to relax at the moment. During an action in the High Court in London last week, his record company and publisher, ZTT and Perfect Songs, claimed that no one of the band members performed on their first two singles (Relax and Two Tribes) and that even Johnson's voice needed considerable working on "to bring it into line musically." ZTT and Perfect Songs are trying to prevent Johnson from going solo. Two tribes indeed.

Music Box Show Sold To The US
RTBF To Launch Euro Channel

Brussels - Belgium's French-language TV service RTBF is to create a new channel, Tele 21, which will have a 'European dimension' and include a European Cine-Club offering classics and new films and different types of serials. This will be broadcast in the original language and subtitled in French.

RTBF already has a low-key second channel, broadcasting mainly repeat serials, but this will officially be relaunched as the new Tele 21 on 21 March.

Housemartins Split
London - Successful British group The Housemartins, once billed as the fourth-best band in the world, have announced that they are splitting up.

Liz Nealon Leaves Europe
London - Liz Nealon, Director of Music Programming for MTV Europe, has been promoted to Vice President of International Programming and is to return to the US where she will be involved in MTV's global network. Anne Newcombe has been promoted to Executive Producer for MTV Europe.

Pirates Welcome To Apply For Licences

London - Pirate radio operators will be welcome to apply for licences under the new Radio Authority, according to the Home Office. The news is causing mixed reactions in the industry, KSS FM, ahead of BBC Radio 1 in the area. Some illegal operators have suspended operations in the belief that they would stand a better chance of gaining a licence under the new arrangements, expected to come into force in 1989.

An ATV programme on pirate stations will be welcomed by some payola practitioners. The manager of Kruh, whose single House Arr

Satellite TV A Loser, Says Report

Audiences are unlikely to be tempted away from existing successful channels by new satellite ventures, US imports and pan-European programming, says Michael Tracey of the Broadcasting Research Unit (BRU). He dismisses as hype the claims that more than 45 million households in Europe will be subscribing to satellite TV services by the end of the century. The BRU is also calling for an investigation to see if the European market

New Programme Controller At Capital
Richard Park, Capital Radio's Head Of Music, is to become the station's new Programme Controller from February 1. He will continue to act as Head Of Music as part of his new responsibilities. Michiel English, former Programme Controller, David Briggs, 38, joined Capital Radio

Liz Nealon

In all, BSF has expected to spend around £110M pounds on programming up for grants in the next few weeks. Independent producers will be asked to provide the material for the Channel, which will be one of four services to be broadcast by BSF. The others are Scopitone, a gogo music jukebox entertainment channel called Glasto, and a daytime service for children.

BBS Invests £15M
In Programming

London - Britain Satellite Broadcating (BSB), the UK's 156-265M direct broadcasting consortium, is to invite around 50 electronics manufacturers in the UK to come up with tenders for receiving equipment. Three companies will be chosen for the first two or three years of the project.

Music Monday

At Radio 1

LONDON - BBC Radio One DJs have been told not to put up to the test. A day Station Controller for the station, John Dyer of Beering designated January 18 as 'More Music Monday', and told presenters that they would be asked to repeat a song titled 'What a song titles are. Beering, who has repeatedly attempted to reduce the amount of commercial music played on the station, decided to put back the chart, that's what we will do.'

RTBF's Tom Mexa replies: "The DJs talk too much", says one BBC official. "It is not a healthy thing for the station to talk too much."

Protests against another station move to the test. If our audiences like it, 'More Music Monday' may well become a permanent feature. But we realise that different tastes exist and that some of the regular talking features are very popular, and if we listen to the fans will they get more of the music we want more of?"

We are getting com-

TV South

Profits

London - Television South has reported a post-tax profits for the year to October 1987 51% up at £21.8M. Advertising revenues rose 16.8% to £43.4M, against an industry-wide average rise of 13.5%, and income from programmes on air was up more than 25% to £4.3M.

Covering the affluent south of England, the station moves up to fourth place in the league table of UK in

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Rock Stations Must Carry News, Warns IBA

by Edwin Rabbit

London - Home Secretary Douglas Hardie gave the go-ahead to split frequency broadcasting on January 12. In future both BCB and ILL local radio will be able to offer completely different services on FM to those on medium wave. This opens up the airwaves to a host of FM rock stations, giving existing ILLs a significant head start over new entrants. "At the end of last year we began a project to get our members on our plans for separate FM stations," he said. "We have tried to get the IBA to consider the possibility of separate FM stations, but they have not been very interested." Capital Radio, which currently operates a CFM split frequency service on Sundays, would like to expand into CFM from an LP full of commercial tracks. Jan and Roger move even further away from their familiar rock sound on the B-side, a calypso piece called "Cayman Island."

Ramsay To Sell Off UK Stake

The Paul Ramsay Group, major Australian investor in UK IL, has announced its intention to sell off its radio interests. This includes a 45% stake in its national sales company Broadcast Markting Services, 24% of its investments in the London grouping of Capital, Cheltenham and Essex. Cheltenham have been particularly hostile to the Ramsay influence within the company.

Swiss Rock Winners

Zurich - Pop queen Taboo won first prize of U$5,000 at the third Maribor Rock-In competition held in Switzerland at the end of last year. The Lausanne-based group hope to repeat the success achieved by the 1989 winner, heavy metal band China, who have just released their debut album, Digging a tunnel into the international recording contract with Phonogram.

Corrections

Further information to the announcement in MNC issue 3, please note that WEA Germany will represent the Italian label Columbia. The band expection of Paolo Conte and Umberto Tozzi. The back catalogue is extensive and contains two artists who will remain with BMG-Ariola in Munich until at least December 1988.
We opened the door in America to songwriters in Rock, Pop, R&B and Jazz when other doors were closed.

We have led the way in the U.S. on every major innovation in the performing rights field for the last 50 years.

We value the songwriters and composers whose works we represent in America. They receive the same consideration for royalty bonuses and other benefits as BMI's American writers.

We pioneered the concept of simultaneous foreign payment, assuring that European performing rights societies receive their royalty distributions at the same time as BMI's American writers.

We've established a full-service European regional office in London giving European songwriters instant access to information on the status of their copyrights and royalties in the U.S. via BMI's trans-Atlantic data link.

To put the BMI team of music industry professionals to work for you, call Phil Graham or Bob Musel in London at 01-935-8517.

BMI

We Perform for You

AmericanRadioHistory.Com
Skyrock & Fun Support French Product
by Emmanuel Legrand

French FM radios have always supported French music, especially since the advent of satellite radio. Each FM station has a programme wave of artists in the mid 80s. Their play lists generally mix French, English and Continental artists, with Guesch Patti, the Pet Shop Boys and Sabrina on the same playlist.

Each station has developed a music policy that gives colour to its own particular programmes. A station, such as Rouge, in charge of musical programming at Skyrock, explains: "For Lattles, it all depends on the product, the song has to meet with the station's standards. "We did not play Modern Talking singles because we considered that their quality was not good enough," says Lattles.

For French producers, Skyrock's policy is more oriented on songs than artists. "Most of these songs are market products made according to the FM sound and for the FM target. If there is a trend in the market, we have to follow it," says Bouneau. Skyrock is going to be a huge hit by just hearing it.

French music is targeted at a market segment to give any kind of modern technology: too narrow for the steroidal French public of the benefits of cabling.

French Producers Aim To Hit Hard

"The French are going to hit Midem hard this year," predicts Christophe Blum of the Midem Organisation. More than 60 independent producers will be represented at the joint Midem and EMI's Sales Manager; and Jean-Marc Bouneau. "We don't have a quota of French music. We aim for 45-50% French songs in our music programmes. Our policy has always been to push young French artists, such as Elli Medeiros, Caroline, Les Avions, Graziella de Michele, Bubu and Axel Bauer, and try to help them build a career."

As for general European producers, Skyrock's policy is more oriented on songs than artists. "Most of these songs are market products made according to the FM sound and for the FM target. If there is a trend in the market, we have to follow it," says Bouneau. Skyrock is going to be a huge hit by just hearing it. French FM radios have always supported French music, especially since the advent of satellite radio. Each FM station has a programme wave of artists in the mid 80s. Their play lists generally mix French, English and Continental artists, with Guesch Patti, the Pet Shop Boys and Sabrina on the same playlist.

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Greek Mayor Faces Jail Over Satellite Broadcast

Athens - A Greek mayor who defied the government's orders to delay satellite programming to Salonika, Greece courted jail yesterday. Sotiris Kouvelas, mayor of the city, has been charged with inciting a breach of the law, or engaging in a criminal act carrying a minimum penalty of three months' imprisonment.

The incident lies a political battle between the Socialist government, which is committed to promoting the broadcast monopoly of radio and television company ERT, and a group of conservative members of parliament who were last year appointed mayors of Greece's three biggest cities, Athens, Piraeus and Salonika.

In Athens Mitilini Evert immediately backed the monopoly by establishing a local radio station, and Piraeus and Thessaloniki quickly followed suit.

Earlier this year police in Salonika were involved in a struggle with Kouvelas and his staff when they raided the city's radio transmission towers. But they were unable to prevent him carrying out his later satellite broadcast. Kouvelas, a senior minister for Northern Greece, describes Kouvelas's action as that of a '20th century brigand', but the Salonika Mayor insists the monopoly law covers only locally-originated programming, and he adds: 'I simply wanted to give the people of Salonika free what our prime minister and other privileged persons enjoy in their homes by installing a 15,000-watt transmitter.'

RAI TV Signs With AFI

Milan - State-owned RAI TV has signed a deal with the music industry representatives for an undisclosed sum after the San Remo Song Festival was threatened with black-out.

AFI, the Italian Federation of Phonographic Industries, threatened last month to use back-taping or videos for the Festival unless RAI agreed to a higher fee (see last week's issue).

Three private commercial channels, all owned by Silvio Berlusconi, are still refusing to sign a new contract with AFI for USA$ 2.6M per year. One of the channels, Italia Uno, has re-started its broadcast of the popular 'Deeply' show using tapes without a licence.

An AFI spokesman said: "Berlusconi's attorneys think the networks can repeat broadcasting material which has been transmitted once under the old contract and that's what they are doing. Of course, we don't agree with that interpretation and we are consequently starting legal action against Italia Uno.'

RAI TV, on the other hand, has already managed to sign up the AFI for its current and future programming.

Copyright Dispute Affects Ratings

Madrid - The copyright dispute between radio networks and record companies has reduced the capital's thousands of listeners according to a survey released this week by General Media Studies.

The SER network was among those which suffered severely with the record industry in a row over copyright fees and its Radio Madrid FM station lost 262,000 of its audience with around 262,000 listeners.

However, Radio Madrid FM's competitor Radio Espana FM only increased its rating 1.5% to 133,000 listeners despite main-taining relations with the record industry.

Antena TV. Jose Maria Garcia managed the highest at that time which showed 41% of the radio audience; and the station's increase as a whole over the last year, from Mondays to Fridays, reached 8.2%.

Despite SER's losses it is still the country's biggest commercial network, with Antena 3 - broad-casting on FM and AM - second, and The Cope, after losing 74,000 listeners, third.

Canal 10 Delays Debuts

Canal 10, Spain's first satellite TV station, has delayed its proposed launch in order to develop a national advertising campaign, a spokesman announced. The station's broadcasting of the popular 'Deeply' show using tapes without a licence.

But expansion is not the next step for Dutch stations. "Our greatest possible step for DDD. "Our greatest possible step for DDD.

Belgian TV Beat By Foreign Competition

Belgium has a very high penetration of cable TV with 81% up take compared with 51% in 1979. But that has helped its national station RTL dominate the audience.

Commercial networks in both countries are expected to attract more viewers to national productions but they will also increase competition among national broadcasters.

Belgium's Radio Express Climbing

Antwerp - Under the leadership of former BRT Antwerp boss Jos Baedewijck, Radio Express has climbed to number three in the local radio rating chart. The non-profit station has nearly 25% of the area's potential audience tuning in, after just five years on air and is still expanding.

The station is financed jointly by Kredietbank and a group of newspaper editors and this year opened a new studio which uses CD players and an automatic 24-hour cassette deck system.

New Pop Shows Veronica

Hilversum - Veronica, the largest youth radio station, will premiere a TV-adaptation of its popular radio chart show, 'De Nachtshow' on April 2.

The low-budget weekly show will fill the 18.00 to 20.00 hours slot with clips and pre-recorded live performances. And in May, Veronica promised the return of the studio's 'Good Van Oud', a monthly half-hour show featuring acts from the 60's and 70's.

Belgian TV Supports Student Charity

Brussels - One of BRT's most popular TV shows, 'Bingo', high-lighted the Student Band Aid single 'Paradise on its Friday January 3 programme'.

The single features Bea Van Der Maat, Liliane St Pierre and Kurt van Eeghem as part of the student-organised benefit for an irrigation project in Togo.

'Bingo' producer Tom Huybrechts has also scheduled the show's first act from Luxembourg, Paco Cafe', on that night. The band are fronted by American singer Maggie Park and their debut single 'Just Want a Magic Bag' has aroused considerable international media interest.
Scandinavian DJs, Favourite Groups

**MEDIA**

SR-MALMOE

Sweden

Kalle Oldby, DJ/Producer of live radio shows.

Elchkvarn is the name of my favourite group and as you can probably see by their name, they wouldn’t hit the big time in the rest of Europe. I mean, our language isn’t the most popular, but Swedish singing or not, this band is extremely competent and does have an international sound. What I really like about them is the fact that you can’t detect their musical influences. I mean, I can get really irritated sometimes when I hear a band that sound like someone else - but worse! Elchkvarn doesn’t have that problem. They’re laid back, they now what they’re worth and they don’t try to prove themselves. Another thing that I respect for is the fact that they’re emancipated the role of female backing singers. The girls in Elchkvarn have a say in everything, they’re literally and figuratively have a say in everything, they’re not just here to la-la-la along. This is definitely a mature rock band, literally and figuratively speaking.

**SR-NORKKEPING**

Sweden

Kaj Kindvall, DJ/Producer of radio programme Tracks.

"Best band or artist? That’s a tough one, seeing as there were so many talented new Swedish artists in the charts last year. In fact, it was a really good year for national product; roughly 23% of all the hits last year were Swedish. But I must say that there were one or two groups that surprised me, like some else - but worse! I think Elchkvarn doesn’t have that problem. They’re laid back, they now what they’re worth and they don’t try to prove themselves. Another thing I respect for is the fact that they’re emancipated the role of female backing singers. The girls in Elchkvarn have a say in everything, they’re not just here to la-la-la along. This is definitely a mature rock band, literally and figuratively speaking.

"I’m glad to say that the Swedish public has stopped giving in undivided attention to the established stars. New acts have been popping up over the last year and have not been given much attention, with enthusiasm. Like Orup for instance - a male artist who named himself after a very popular news-caster! Orup has been playing gigs for years now, but until last year, virtually no one had heard of him. He was discovered when he was the support for big Swedish acts like Eva Dahlgren, Rana and Rosette. This concert success also resulted in a hit record, which I frequently played in my programme "Sommarpojke". As for a Swedish act with a potential, I think that’s Rosette. This duo is formed by Per Gesel and Marie Fredriksson. They have a chance to break in the music of Europe and this might just happen at Miden where they’ll be performing.

**UPTOWN FM**

Denmark

Dan Rechlin, Music journalist, DJ & VJ.

"For 1988, I’d like to nominate a band called Take Five. They play soul/funk and definitely deserve to get a mention because they’ve been trying hard to get a hit for a couple of years now. They have a great sound, which always re- minds me of Mezzo Forte with vocals, but in spite of their listening, commercial music, they haven’t been able to get a record deal until now. They’ve financed and distributed their own first 12-inch double A-side record, and it sounds great can tell you! It’s black-oriented jazz and I admire them for that, because they’re the only band in bands. If they do, they have to have something special, such as "On My Video clip. But even if Take Five doesn’t become the world famous, they’ll gain increasing recognition for the fact that they’re playing music.

**RADIO VOICE**

Denmark

Bo Berg, DJ/Producer of morning music programmes.

"I find Danish pop music ratherazer of dull. It all sounds the same if you ask me, but luckily I’ve now found an exception called Dodo & The Dodos. Not only is their music danceable, but it’ve created a really unique sound. The group have nearly finished their new LP, but as The Dodos only sing in Danish I don’t expect them to become well-known worldwide. For that I’m relying on Caspar Winding. He’s been living in the hot that you can’t detect their musical influences. I mean, I can get really irritated sometimes when I hear a band that sound like someone else - but worse! I like music that I can’t detect their musical influences. I mean, I can get really irritated sometimes when I hear a band that sound like someone else - but worse! I can say is that they sound commercial enough to strike lucky, so we’ll have to wait and see.

**SPECIAL - SCANDINAVIA**

Norway

Victor Las Arenez, DJ/Producer of Norwegian national hit Parade.

"I have standards by which I define good and bad groups. For instance, a good group shouldn’t shock or things like that. They should make music which appeals to everybody and not just to a small group of people. That’s the only way for their songs to survive for generations. For that I’m relying on Caspar Winding. He’s been living in the hot that you can’t detect their musical influences. I mean, I can get really irritated sometimes when I hear a band that sound like someone else - but worse! I can say is that they sound commercial enough to strike lucky, so we’ll have to wait and see.

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"Colours Tamed Red is a group that definitely fits that description. I can say is that they sound commercial enough to strike lucky, so we’ll have to wait and see.

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"Well, I can’t really name my ab- solutely favourite groups, but I’d like to push a band that interests me, although I don’t really enjoy their music. The group is known under two names: The Sleepy Sleepers, alias The Leningrad Cowboys. They have been operating since 1983 and they’ve established themselves as real musical darlings. Considering that they were formed only 15 years ago and they’ve established themselves as real musical darlings, I’d best describe them as humorous because they usually ridicule known Finnish songs in their songs.

"The group consists of four guys and they really give you your money’s worth. Another group I’m really into are Melrose. They’re a psychobilly-band playing high speed rock & roll. They used to look rather like the Stray-Cats in appearance, but now look pretty normal, although they can definitely make their fans go gaga! I saw one of their gigs a few years ago and the public went absolutely mad! That’s the best show I’ve ever seen.

"I think both Melrose and Leningrad Cowboys are going to force a European breakthrough in ‘88. They won’t reach number one in the popular charts, but I’m quite sure that these two Finnish bands will be able to do very nicely for themselves in the independent charts.

"Egil Holstein

Hank Williams, The Beatles, REM and Echo And The Bunnymen. They might be able to score some hits in the rest of Europe, seeing they’ve signed a contract with Mega Records, who’ll distribute their debut album in lots of other countries. At the moment they’re in the studio finishing the LP and I can’t wait!”
The new album "I Stand Alone" produced by Peter Cetera shot position on the logged 6 consecutive single release is "The Last Time". Produced by Indy Sion.

Norwegian government refused ScanSat broadcasting permission because commercial television is not allowed in Norway (although the satellites such as Sky and Super can beam in). However, last month the Minister Of Culture, Hallvard Bakke, inevitably, bowed to public pressure and allowed ScanSat onto the Norwegian cable network.

The financing behind this media venture comes from the Swedish holding company Kinnevik. ScanSat's Managing Director is 45-year-old Jan Steinmann, an experienced TV man. Steinmann began his career on the public-owned Swedish Television in the 60s and went on to spend some years as a producer for the TV branch of Mark McCormack's promoting empire. Steinmann has also worked as the European agent for fellow Swede, tennis star Bjorn Borg.

Talking about his position at ScanSat/TV 3, Steinmann says: "I had a clear image of what the final aim of ScanSat should be when I took this job. I want to be closely involved in the programming as I'm a keen TV viewer. But I would rather watch TV in the UK or the States. Swedish Television has the skill to make interesting programmes but there are too many serious talk programmes".

Steinmann is based in London and visits Stockholm for about five days every month to check things out, but thinks it is important to be close to "where the action is", which means spending a lot of time in the studio at (with a staff of 18) Hawley Crescent, north London.

Steinmann: "I am sure ScanSat is only the start of a boom for Scandinavian artists and there are no international commercial TV in Sweden and Norway in 1992 and Denmark has already started. ScanSat had good reviews following its launch; its family oriented blend of movies, cartoons, soap operas and AOR shows has met with positive reactions. ScanSat broadcasts 20% of its own material, the rest is mainly of British or American origin.

As far as music programming is concerned, ScanSat's profile is towards broad-minded pop shows with well-known musicians that appeal to the whole family. February's schedule includes 'Blues Session' with Phil Collins, Eric Clapton and BB King; "John Farnham Live In Melbourne" and Al Jarreau. Regular shows include 'Max Headroom' and The Tracy Ullman Show'.

But while the programming department (Head Of Programming is Goran Seligren) seems to be on target, the advertising office is not: bookings are well below budget at the moment. Advertising is scheduled for six minutes each hour, with ads on everything but alcohol, tobacco and medical allowed. The current advertising rate at ScanSat is SKr 175,000 per minute.

But Jan Steinmann is far from discouraged: "Kinnevik has allowed us five to seven years to be profitable, and we have a good thing to offer, so why should we fail?"
Beatles, build up lasting fame and fortune quite frustrated when, for exam-
ple, American promoters get all the credit for an act which started
in this country. EMI Nor-
way is also without national acts at the moment but says the sales in
fact is still full swing.

"Because there's a lot of money at stake, we're taking no risks and are
launching our artists in the US where the reactions have been best up until
now." Peter Sinsaaas, PolyGram A&R
Director.

But EMI's A&R Manager, Per Eriksson, does not agree. "Nonsense! Usually the artists remain with the same company. I mean, whether it's the Nor-
wegian, American or English branch doesn't matter. I mean, bigger budget automatically grants an artist more freedom and
you have to let go and allow the artists to fully utilise their talents and go to England where they can be offered the best of
everything. Sometimes it's tough, but that's how it goes in the business. There's no room for ego-tripping."

Despite all the difficulties, most of the well-known record compa-
"The act we're pushing are: Dawinci (hard-rock), Back Street Girls (straightforward pop), Aina (commercial rock) and Stage-
dolls (hard-rock). Some of these artists have already had some in-
ternational experience, but all the same we'll be working very hard to push all four of them into the spotlight. We are choosing a
specific market though, and that's America. Because there's a lot of money at stake, we're tak-
ing no risks and are launching our artists in the US where the reactions have been best up until
now."

Almost every record compa-
y uses the same promotion procedure. Firstly, the act is built
up nationally through press con-
ferences, TV, concerts, inter-
views, airline and advertisement
ings. After this, meetings with the American or English compa-
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**SPECIAL - SCANDINAVIA**

**Finnish Pop Aims At The International Market**

by Kari Heppokari

Finland is still the only Scandinavian country whose pop and rock artists have not really made it internationally which has led to a sort of national frustration within the industry. The only notable success Finland achieved in the music world was in 1965 when it gave the world a new dance craze, Letkajenka (Letki), followed by a score of potential acts, such as Wigwam, Tasavallan Presidentti, Pilipauke and Hanoi Rocks some 10 to 15 years later.

So what is the problem? Well, it seems that the Finns are afraid of taking risks. They also need more contacts, more self-confidence, more danceable music and some major hits along the lines of Abba and A-Ha.

Finland's force is rock, sung and played with Nordic vigour. There are no language difficulties, no true geographical barriers or lack of fighting spirit (known in Finland as 'noin').

Here are some names to watch. Gringos Locos (a M&M New Talent tip), a Helsinki-based heavy boogie band, is the first Finnish act to be signed by a major international record company for worldwide distribution - Phonogram Int. The LP, Gringos Locos, will be released through major international record companies - Polydor, the Finnish act to be signed by a heavy boogie band, is the first Finnish/Swedish collaboration set by singer Ben Marklen and his pal Pelle Pop.

Gringos Locos, managed by Seppo Verstinen of Hanoi Rocks fame, is ready for a really active season with several appearances abroad scheduled; starting late January and going through to March, the band are due to play gigs in Scandinavia and the USSR. Melrose is another Finnish band gaining ground in the Euro-

**only lonely, working hard to break internationally**

March, the band are due to play in Sweden, Norway, Austria, West Germany and Switzerland. This tour should boost the band's latest English-language album, Shit Hot, already out in Scandinavia. Later in the year they will play several festival gigs in Scandinavia and the USSR.

Melrose is another Finnish band getting ground in the Euro-

international recording deal.

Peer Gynt, a best-selling hard rock act in Finland are also on the road, touring in Norway and France to promote their LP, Buckshot, released in England by Neat Records. Zero Nine, a close rival, supported Ozzy Osbourne, the Scorpions and Def Leppard at Stockholm's Monsters Of Rock Festival in 1986 and are still making a buzz. Going on to more melodic and danceable material, names like Trance Dance, Only Lonely and Maya are emerging. Trance Dance is a Finnish act currently considering a new name. Only Lonely and Maya are emerging. Trance Dance (also a M&M New Talent) is a Finnish-Swedish collaboration set by singer Ben Marklen and his pal Pelle Pop.

Fusing 70s pop with today's technological innovations, the band scored a sizeable US disco hit with Do The Dance two years ago and have since toured England, West Germany, Holland, Italy, Sweden and Poland.

Only Lonely (they are currently considering a new name) have worked pretty hard to break internationally. Their excellent records, some of them made in top London studios, and videos have attracted much international acclaim. Only Lonely's manager, Englishman Stewart Coxhead, has a sale of English acts, these favourites of top DJ's John Peel are now negotiating an international recording deal.

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Super Channel, the pan-European satellite television channel, celebrates its first birthday on January 30 knowing that it has quickly caught up with its older rival, Sky Channel. In only twelve months 24-hour Super Channel has come a long way and when its Managing Director Charles Levinson spoke to M&M he was in a buoyant and celebratory mood.

Richard Hooper, Managing Director Super Channel

Last July, PETAR (Pan-European Television Audience Research) conducted a survey which showed that Sky was watched by 9.24 million compared to Super's 5.67 million. But Hooper is confident that this year's PETAR ratings will show the two channels very much on the same level. According to Hooper, the latest survey conducted by Dutch NOS TER (Dutch Broadcasting Advertisers' body) showed Sky and Super on a ratio of 5/4 and yet another survey in Austria by Tele Kabel Vienna showed the younger channel ahead of its older counterpart.

Super Channel is the first pan-European channel to have experimented with the sub-titling in English of a foreign programme. 'Zeg 's Aaa', a popular Dutch series, is broadcast in the Dutch language but simulcast in English. The majority of people and decision makers are now familiar with Dutch or German, but the series is broadcast in the original language with subtitles, and says Hooper, the experiment has so far proved encouraging. A similar German experiment will start in March. Although this could alienate audiences not familiar with Dutch or German, Hooper points out that Holland and West Germany are the channel's two biggest markets.

The possibility of multi-sound tracks is not discounted though Super Channel will stick to its policy of keeping the majority of programmes in English - 'the lingua franca of people across Europe'.

Hooper's philosophy for building up the channel is deceptively simple. "Our short term strategy involves success in Europe. For this we must acquire affordable, high quality programmes. Our priorities are better programmes and better promotion - this is what will yield revenue. Also high on the list of priorities are discussions with BSB and Astra, as are constraints with advertising regulations, in Holland and Sweden in particular. We also still have to get the permission to enter a couple more European cities. We will be in Berne at the end of this month and we are of course still battling to get into Brussels. It is totally ludicrous that we are discriminated against in the capital of Europe."

In order to overcome such frustrating issues, the satellite channel executives meet up every two to three months in an association known as PETAR (Pan-European Television), headed by Jim Styles, Managing Director Sky Channel.

Performing rights are one of the key topics discussed at these PET meetings. "We pay these to cable operators in every country whereas cable operators pay the terrestrial channels. This is blatant discrimination in Treaty of Rome terms, but I'm sure that in less than two years the cable operators will have to pay all performing rights." Whereas Sky labels itself as a pan-European channel, Super aims for a slightly higher profile. "We go for business people and decision makers," says Hooper. Market research conducted by PETAR showed that on a monthly viewing basis 44% of all senior and professional managerial executives watched the station between 22.00-24.00 hours. The majority of these were probably tuning in to the excellent ITN news which is broadcast each week night at 22.00 hours. The presenters speak slowly and enunciate clearly with the Continental viewers in mind. This has certainly paid off as the news is one of Super Channel's most successful programmes, along with sports programmes, 'The Benny Hill Show', and 'Spitting Image'.

A number of Super Channel's programmes are now sponsored. Although a relatively new form of communication on European television, sponsorship has proved more lucrative than we originally thought, says Hooper. Dick Van Der Graaf, Director of Publicity and Promotion Europe and General Manager The Netherlands, explained to M&M the philosophy behind Super Channel's search for sponsors. "We have to persuade the companies that the image of the company and brand awareness can be just as effectively portrayed by means of sponsorship. It is simply an easier threshold to advertising, as well as being a long-term investment and a different way of communicating."
"We are really jealous of their success in the US," sighs Mathieu Van-sweefelt, President of the Pop Music Division of PolyGram International. That was last month and he had just seen Australian band INXS in Edinburgh's packed Playhouse on the opening gig of the band's European tour. Invited media and record company executives agreed on one point: this band is too good to go unnoticed by European audiences any longer.

Whereas in the US their latest album Kick had charted at no. 6 and the LP's first single, Need You Tonight, had climbed to the no. 2 position, Europe hesitated. But not for long. In France the controversial The Original Sin, banned in South Africa for its anti-apartheid lyrics, hit Top 5 but it created an image that did not fit the band. They are not a dance pop band whose music is primarily aimed at the disco.

However 1988 has so far seen PolyGram's long lasting, strong belief in the band finally pay off. Kick has entered the European Hot 100 at 70 with good positions in the UK, Germany, Belgium and Holland. The LP's first single, Need You Tonight, is top 10 in Holland, while the follow-up, New Sensation, is heading for top 20 in the UK. INXS - it has a true sensation.

The band is about to start the second leg of a big European tour, kicking off in Glasgow on February 5 (see tour dates in this issue). To fully appreciate the band and their music a live concert is essential. With their energetic brand of rock 'n roll and funk, the dry-bone, attacking guitar chords, the punctuated breaks and frontman Michael Hutchence's Jagger-ish mannerisms, the band really communicates with the audience.

"I always had the feeling that one has got to see us live to realise who we are. Then it all fits. Listening to one album is not enough," says Kirk Pengilly, INXS' guitarist and saxophonist. "I think it is to Chris Thomas' credit (the producer of Kick), that the album has this 'basic' feel - it clearly reproduces our live sound. Earlier albums, like Shabooh Shoobah, were difficult to play live, due to their keyboards-orientated style. When my brother Tim and I started to play together we were heavy fans of Roxy Music; Chris Thomas produced their first five albums. He is from the old school of production, and over the years he has become a really good friend of the band."

Album Discography
Underneath The Colours (RCA '82); Shabooh Shoobah (Phonogram International '83); The Swing (Phonogram International '84); Living Live Thieves (Phonogram International '85); Kick (Phonogram International '87).

Songs like Burn For You, the crowd pleaser Rolling Down The Mountain, the tight Need You Tonight, the anthem and Stones-like This Time and the driven Don't Change, usually the finale of each show, prove the band's undisputed live reputation and their assurance on stage has only grown with the years.

"We really love playing for European audiences," says Kirk. "In the USA everybody is very complimentary and constantly patting us on the back. In Europe there's still a challenge; we really have to prove ourselves right from the beginning and that makes one less complacent. On the other hand, there are marked differences in the various markets - part of the reason it took us so long to break over here, I think. The Germans are more into rock songs, the French love pop disco tunes, whereas in the UK a certain cult or underground feel to the band can be helpful in building up initial commitment from the press - something that is still very important for breaking any new act in the UK market."
David Lee Roth
Just Like Paradise - Warner Brothers
A straightforward, rather ordinary rock song that will easily fit in any rock radio programmers' format. From the forthcoming LP, Skyscraper.

The Screaming Blue Messiah
I Wanna Be A Flintstone - WEA
Great, raucous rock 'n' roll performed with much energy and humor, taken from their splendid third LP, Blitzkrieg.

Pebbles
Girlfriend - MCA

Jermaine Stewart
Say It Again - 10 Records
This very pleasant and easy pop song catches a Motown feel by means of its very lively arrangements sporting female backing vocals, horns, and piano lines.

The Fall
Victoria - Reggars Banquet
Manchester's finest return with a cover of the old Kinks number. By their standards this is a highly commercial effort performed in an uncharacteristically middle-of-the-road manner.

Bonnie Tyler
The Best - CBS
Radio rock and Bonnie go hand in hand and this is no surprise, mid-tempo, trans-Atlantic pop with fuzz-horns.

Karat
With A K - CBS
More traditional folk-rock stuff sort of like Deep Purple's Midnight Rambler around the time of Eileen except the singer sounds like Bob Dylan.

Steve Walsh
Let's Get Together - ZZK
The feel and production are very Quincy Jones, very sophisticated. Features the song in reminiscence of late 70's Philadelphia soul.

Deacon Blue
Dignity - CBS
Socally aware story of solid working-class life with a sort of Simon & Garfunkel delivery and a truly limp chorus.

Johnny Hates Jazz
Turn Back The Clock - Virgin
One can hardly think of a reason why the Anglo-American trio's debut album should not be enthusiastically received. A radio-ready set of bouncy and pop-untouched mainstream songs that Stock, Aitken & Waterman would not have objected to producing. But actually Johnny Hayes' basses and Noddy did the job equally well. Almost every track has single potential.

Suicidal Tendencies
Suicidal Tendencies - Virgin
European release of the '83 debut LP from this L.A.-based skate board gang. Hardcore punk in hectic arrangements, full of metal edges and offensive lyrics. If you like the genre as well, try Institutionalized and I Saw Your Mom...; otherwise don't bother.

The Pogues
I Should Fall From Grace With God - Joff

The Wayward Souls
Like Jazz Food. Kings On Diet - MNW
Honest to goodness, goodtime soul-rock from these Swedish bad boys. They sound something like a cross between Soulsville, Johnny's whiskey laced vocals and Hall & Oates' harder material. The production is warm and friendly and the arrangement more, overall an accomplished and entertaining record. Best tracks are Edge Of Darkness, How The Down and Back Again.

Meilis Morgan
Good Love - Capital
Adult-orientated disco is now a major part of trans-Atlantic soul product and this is as close as one can possibly get to the definitive article.

St. Paul
St. Paul - MCA

The Enigma Compilation/The Enigma Catalog
3247-1
Enigma's European calling card. Features 12 tracks from 12 of Enigma's most challenging artists at a very, very low price and includes Enigma Europe's first ever Catalog. Profiles product from the Enigma, Restless, Inanna, Synthicide and Medusa labels. An invaluable document.
<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>ORIGINAL LABEL</th>
<th>PUBLISHER</th>
<th>COUNTRY CHARTED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Always On My Mind</td>
<td>Pet Shop Boys</td>
<td>Hot Genre</td>
<td>CNN Music</td>
<td>GB 91, LG 88, NL 88, SW 88, FI 88, DE 88</td>
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<tr>
<td>Heavenly In A Place On Earth</td>
<td>Elton John</td>
<td>RCA</td>
<td>Chrysalis Music</td>
<td>GB 91, NL 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Sign Your Name</td>
<td>Rick Astley</td>
<td>RCA</td>
<td>All Boys Music</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>I Think We're Alone Now</td>
<td>Simon Le Bon</td>
<td>MCA</td>
<td>ABZ</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Heaven Is A Place On Earth</td>
<td>Peter Gabriel</td>
<td>CBS</td>
<td>CBS</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
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<tr>
<td>When I Fall In Love</td>
<td>Meat Loaf</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>The Way You Make Me Feel</td>
<td>Michael Jackson</td>
<td>CBS</td>
<td>CBS</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
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<tr>
<td>House Arrest</td>
<td>Krafty Krazy</td>
<td>PolyGram</td>
<td>Jive (Tobacco Road)</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>You Win Again</td>
<td>Beta Boys</td>
<td>MCA</td>
<td>EMI</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Never Gonna Give You Up</td>
<td>Children of the Future</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
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<td>Boys</td>
<td>Jody Watley</td>
<td>Mercury</td>
<td>Jive (Sire)</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
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<td>Controversial</td>
<td>Nathan Carter</td>
<td>MCA</td>
<td>Warner Bros/Chrysalis Music</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
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<td>(I've Had) The Time Of My Life</td>
<td>Bill Medley &amp; Jennifer Warnes</td>
<td>Epic</td>
<td>Sire (Warner)</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Stutter Rap (No Sleep 'Til Bedtime)</td>
<td>Pointer Sisters</td>
<td>Hot Genre</td>
<td>Mercury</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Behind The Wheel</td>
<td>Depardieu</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Never Can Say Goodbye</td>
<td>The Communards</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Pump Up The Volume</td>
<td>Jam &amp; Lewis</td>
<td>Virgin</td>
<td>Virgin Records</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>I Found Someone</td>
<td>Chaka Demus &amp; Pliers</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
<td>Get My Mind Set On You</td>
<td>George Harrison</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
<tr>
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<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
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<tr>
<td>Faith</td>
<td>George Michael</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
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<tr>
<td>My Love Is A Tango</td>
<td>Guillermo Fernandez</td>
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<td>All Day And All Of The Night</td>
<td>The Commodores</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
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<tr>
<td>Father Figure</td>
<td>George Michael</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
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<td>Wonderful Life</td>
<td>Black Sabbath</td>
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<tr>
<td>GTO</td>
<td>Kyu Sakamoto</td>
<td>RCA</td>
<td>MCA</td>
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<tr>
<td>Laura</td>
<td>Johnny Hallyday</td>
<td>MCA</td>
<td>MCA</td>
<td>GB 91, LG 88, SW 88, FI 88, DE 88</td>
</tr>
</tbody>
</table>

**INVITATION**

Billboard and Music & Media are pleased to invite you to a cocktail reception in the main restaurant of the Majestic Hotel in Cannes at 7:00 pm on Monday January 25th 1988 to celebrate the significant European expansion of the Music & Media operation and to hear details of the 3rd International Music & Media Conference to be held at Montreux, Switzerland from May 11 to 15.
## European Top 3 Singles

<table>
<thead>
<tr>
<th>Country</th>
<th>Sign Your Name (Rick Astley)</th>
<th>Your Baby (The POINTER SISTERS)</th>
<th>Heaven on Earth (Michael Jackson)</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNITED KINGDOM</td>
<td>Yes</td>
<td>Yes</td>
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</tr>
<tr>
<td>GERMANY</td>
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<td>FRANCE</td>
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<td>Yes</td>
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<td>ITALY</td>
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</tr>
<tr>
<td>SPAIN</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>HOLLAND</td>
<td>Yes</td>
<td>Yes</td>
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<tr>
<td>BELGIUM</td>
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<td>Yes</td>
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</tr>
<tr>
<td>DENMARK</td>
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<td>Yes</td>
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<td>SWEDEN</td>
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<td>Yes</td>
</tr>
<tr>
<td>BELGIUM</td>
<td>Yes</td>
<td>Yes</td>
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<tr>
<td>FRANCE</td>
<td>Yes</td>
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<td>Yes</td>
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</tr>
<tr>
<td>UNITED KINGDOM</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

## European Top 100 Albums

### Album Title

1. **Rick Astley** - *Never Gonna Give You Up*
2. **The Pointer Sisters** - *Yes*
3. **Michael Jackson** - *Heaven on Earth*

### Album Artist

1. **Rick Astley**
2. **The Pointer Sisters**
3. **Michael Jackson**

### Album Country

1. United Kingdom
2. France
3. Germany

### Album Release Year

1. 1988
2. 1988
3. 1988

## European Singles Index

### Title

1. *Sign Your Name* (Rick Astley)
2. *Your Baby* (The POINTER SISTERS)
3. *Heaven on Earth* (Michael Jackson)

### Artist

1. Rick Astley
2. The POINTER SISTERS
3. Michael Jackson

### Country

1. United Kingdom
2. France
3. Germany

## European Albums Index

### Title

1. *Never Gonna Give You Up* (Rick Astley)
2. *Yes* (The POINTER SISTERS)
3. *Heaven on Earth* (Michael Jackson)

### Artist

1. Rick Astley
2. The POINTER SISTERS
3. Michael Jackson

### Country

1. United Kingdom
2. France
3. Germany

## Additional Notes

- **Music & Media** January 30, 1988
- **AmericanRadioHistory.com**
<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL/RECORDING</th>
<th>RELEASE DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Way You Make Me Feel</td>
<td>Michael Jackson</td>
<td>Epic</td>
<td>1984</td>
</tr>
<tr>
<td>Heaven Is A Place On Earth</td>
<td>Belinda Carlisle</td>
<td>(Virgin)</td>
<td>1984</td>
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<tr>
<td>Always On My Mind</td>
<td>Pat Shewbridge</td>
<td>Parlophone</td>
<td>1984</td>
</tr>
<tr>
<td>Father Figure</td>
<td>George Michael</td>
<td>(Parlophone)</td>
<td>1984</td>
</tr>
<tr>
<td>Sign Your Name</td>
<td>Terence Trent</td>
<td>CBS</td>
<td>1984</td>
</tr>
<tr>
<td>China In Your Hand</td>
<td>T'Pau</td>
<td>ISLE</td>
<td>1984</td>
</tr>
<tr>
<td>Got My Mind Set On You</td>
<td>George Harrison</td>
<td>WEA</td>
<td>1984</td>
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<tr>
<td>Faith</td>
<td>George Michael</td>
<td>(Parlophone)</td>
<td>1984</td>
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<td>Never Can Say Goodbye</td>
<td>The Commandments</td>
<td>London</td>
<td>1984</td>
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<tr>
<td>(I've Had) The Time Of My Life</td>
<td>Bill Medley &amp; Jennifer Warren</td>
<td>RCA</td>
<td>1984</td>
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<tr>
<td>Etienne</td>
<td>Queen Erica</td>
<td>(Parlophone)</td>
<td>1984</td>
</tr>
<tr>
<td>Say You Will</td>
<td>Foreigner*</td>
<td>(PolyGram)</td>
<td>1984</td>
</tr>
<tr>
<td>Ideal World</td>
<td>The Christians</td>
<td>(Chappell)</td>
<td>1984</td>
</tr>
<tr>
<td>E.S.P.</td>
<td>Bee Gees</td>
<td>WEA</td>
<td>1984</td>
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<tr>
<td>Turn Back The Clock</td>
<td>Beverly Harris</td>
<td>PolyGram</td>
<td>1984</td>
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<tr>
<td>My Baby Just Cares For Me</td>
<td>Nina Simone</td>
<td>Chrysalis</td>
<td>1984</td>
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<tr>
<td>Once Upon A Long Ago</td>
<td>Paul McCartney</td>
<td>EMI</td>
<td>1984</td>
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<tr>
<td>Wonderful Life</td>
<td>Black</td>
<td>A&amp;M</td>
<td>1984</td>
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<tr>
<td>Family Man</td>
<td>Fleetwood Mac</td>
<td>WEA</td>
<td>1984</td>
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<tr>
<td>Pack Jammed (With The Party Posse)</td>
<td>Stock Aitken</td>
<td>A&amp;M</td>
<td>1984</td>
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<tr>
<td>Rise To The Occasion</td>
<td>China Tribunal</td>
<td>Rhino/Rhino</td>
<td>1984</td>
</tr>
<tr>
<td>Come Into My Life</td>
<td>Joyce Sims</td>
<td>Chrysalis</td>
<td>1984</td>
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<tr>
<td>I Maschi</td>
<td>Gianna Nannini</td>
<td>PolyGram</td>
<td>1984</td>
</tr>
<tr>
<td>Children Say</td>
<td>Level 43</td>
<td>(PolyGram)</td>
<td>1984</td>
</tr>
<tr>
<td>Whenever You Need Somebody</td>
<td>Rick Astley</td>
<td>RCA</td>
<td>1984</td>
</tr>
</tbody>
</table>
For the last year, we’ve been quietly building a worldwide network. Now, we’d like to turn up the volume.

When we started Disctronics, our aim was simple.
To become the world’s leading, independent CD manufacturer.
And we’ve got there in 12 months.
We began with the firm belief that, although CD manufacturing technology can be pretty much taken for granted these days, impeccable client service can’t.
As you may have already found out.
But we realised right at the start that, as a client, you only want one thing.
The right discs, in the right place, at the right time.
That’s why we haven’t made any noise in the industry over the last year.
Instead of blowing our own trumpet, we’ve been building our own network.
A worldwide network, that’ll provide you with better service than anyone else.
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The fact that they’re fully compatible means that if for any reason we can’t produce your discs at the Disctronics plant nearest you, we simply shift production to any one of the others.
And still meet your deadline.
It also means you have the option of simultaneous worldwide releases.
All four plants are linked to each other and to our client service offices by a computer network which supports the constant traffic in master tapes, stampers, discs and retail packaging.
All four of them have in-house mastering facilities.
And all four have quality standards that are way above what’s needed for CD Audio production.
Because they’re all designed to produce CD-ROM discs as well. And the CD-ROM information storage and retrieval system requires enormously high standards.
So now, the network is in place.

And our annual production capacity is 65 million discs.
Which makes us the third largest CD manufacturer in the world.
In other words, you can take our product quality for granted.
And our client service.
Because, even though we’re the world’s biggest independent CD manufacturer, we know we’ll only remain so as long as we live up to your expectations.
And it’s easy for you to prove to yourself that we can.
Just call Hywel Davies in London on (01) 222 6878, Cal Roberts in Los Angeles on (818) 953 7790, Michael Rosenbaum in New York on (212) 307 0746, or Doug Bell in Sydney on (02) 436 0422.
They can all tell you whatever you’d like to know about the Disctronics product and the Disctronics service.
And we’ve asked them to do it quietly.

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And we’ve asked them to do it quietly.
THE NEW MULTI-NATIONAL CHOICE

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MIDEM STAND No 2502

THE NEW MULTI-NATIONAL CHOICE

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MIDEM STAND No 2502
TO ALL THE ARTISTS AND AGENCIES
WHO HELPED US CREATE THE EUROPEAN
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NEW TALENT

Records mentioned on this page are by new artists and have been specially selected by NAM for the pan-European market. Radio/TV programmers who want to promote these artists should note that they are not always released in all territories. International A&R experts and music publishers on the lookout for new deals should contact the original master/publishing owners. Country of origin and contact numbers are published in the same. Those wishing to submit material to this section should send their records, biographies and photos to: Music & Media, PO Box 50518, 1070 DL Amsterdam, Holland.

Bruno Grimaldi
Ne Plus Rien Dire (Clever) France. For all info contact Marie-Helene Contant on 1-42505985; t/lx 643125

Moody and magnificent, this is one of the most intensely bitter-sweet tracks we have had the pleasure of listening to for quite some time. It is in the Gallic tradition of heart-rending ballads of lost love and has a huge orchestral backing - in the wrong hands, this could drown everything, but here it provides the perfect backdrop for an impassioned performance by Grimaldi.

Ship Of Fools
Round & Round (Possum) Australia. For all info contact Mark Holdom on 2-215499

Opening up with an acoustic guitar riff reminiscent of the moodiness of Dire Straits' early material, this single then quickly asserts itself as a modern protest song. The style is very 60s but the sentiment and indeed the whole feel is firmly rooted in the 80s. Paul Robinson's voice is strong and persuasive while the backing remains sparse and disciplined. On the basis of this debut, we can look forward to the forthcoming album in early '88.

The Pain Famine
Forever & A Day (A/Record) UK. For all info contact Alan Jamieson on 1-2279348

This band have already recorded a session for Bruno Brooks, the single is getting airplay on Janice Long's evening show and it's not difficult to see why. Hints of The Beatles in the cross-harmonies give way to a very late 80s no nonsense approach in the backing. Yet another highly talented Scottish band makes its appearance.

Roger Lubiani With Mc. Reny
Follow Me (Bessity) For all info contact Roger Lubiani on 85-895498

Sounding something like a cross between Earsache, early Duran Duran and in their more inspired musical moments, like Kraftwerk, this is something of a hybrid. Aimed at the Top 40, it is of course, in competition with thousands of other hopefuls and a minor criticism is that more instrumental variation would help immensely. The whole album of largely electric tracks, no matter how well played and arranged (which these are), has taken some of the impact from an otherwise excellent collection of songs.

Guler
The Salt On Your Face (LP) (Akaidena) Sweden. For all info contact Anders Hjelmtorp on 8-596340; t/lx 12436

Apparently already making something of a splash on local TV and radio this latest release by actor/singer Monsieur Jean Pierre is a funk/rock workout that is no mere musical moments. The voice is interesting rather than technically good but the song is strong, the arrangement good, and the backing tight and effective - all of which combine to make this a most attractive effort.

The French Revolution
The Light From Fantasia (Virgin) Scandinavia. For all info contact Anders Hjemmorp on 8-806340; t/lx 12436

Alan Parsons is not dead, he's alive and well and living in Polar Studios under the name of Paris Edvinsson. But seriously folks, this is a single set firmly in the concept mould, much like the Parson's projects in style and presentation, a huge multi-layered orchestral sound with some female vocals (by Vicky Bennert) that are almost operatic. An amazing creation by one man (with a little help from his friends) that has already done well in his native Sweden and deserves to do so elsewhere.

New Talent selections from earlier issues. For information on a particular record please check the corresponding magazine.

Paul Rein
Brand New Heart (Alpha) Sweden. For all info contact Stuart Ward on 8-730400; t/lx 1051 (issue 3)

Mad'moiselle
Creaking Windows (Colour Records) Belgium. For all info contact Reinhard Piel on 64-366020; t/lx 4821614 (issue 3)

Rockin It Up (LP)
Various (Lost Moment) UK. For all info contact Steve Morton on 94-241822 (issue 3)

Fancy
China Blue (Memoireon) Germany. For all info contact Debbie Edgley on 8-789912 (issue 5/52)

Powerlight
So Lonely (Mea) Holland. For all info contact Coen Bas on 35-882211; t/lx 43510

BRUNO GRIMALDI
Ne Plus Rien Dire

One of the most talented French artists strikes on clever. His slow single "NE PLUS RIEN DIRE" on the way to get high sales.
Michael Jackson
EPIC
James (Aust) Vienna (3); (Holland) Rotterdam (5); (Sweden) Stockholm (12); Gothenburg (3); (Norway) Oslo (11); (Germany) Copenhagen (6); (France) Paris (5); (Italy) Milan (18); (Switzerland) Lausanne (12); (UK) London (4)

Depeche Mode
MUTE
February: (Germany) Hamburg (6); Dusseldorf (7); Hanover (8); (France) Paris (9); (Belgium) Brussels (10); Amsterdam (11); (Sweden) Stockholm (12); (Switzerland) Lausanne (13); (UK) London (14)

Daifly: "Michael Jackson"
(1987) Madrid (1); Milan (3); Florence (1); Berlin (2); Paris (1)

Heart
CAPITOL
February: (Germany) Hamburg (9); Hannover (10); Mannheim (11); (France) Paris (12); (Italy) Milan (13); (Switzerland) Lausanne (14); (UK) London (15)

The Screaming Blue Messiahs
WEA
February: (UK) Bristol (1); Coventry (2); Manchester (3); Leicester (4); (France) Paris (5); (Germany) Hamburg (6); (Sweden) Stockholm (7); (UK) London (8)

BB King
MCA
March: (Holland) The Hague (1); (Sweden) Malmo (2); (United States) Chicago (3); (UK) London (4)

Aztec Camera
WEA
February: (UK) Birmingham (1); London (2); Manchester (3); Leeds (4); (Spain) Barcelona (5); (France) Paris (6); (Germany) Munich (7); (UK) London (8)

McAuley Schenken Group
EMI
March: (Sweden) Stockholm (1); (Norway) Oslo (2); (Germany) Berlin (3); (France) Paris (4); (Italy) Rome (5); (UK) London (6); (USA) Los Angeles (7)

Toto
CBS
February: (Germany) Berlin (1); Munich (2); (France) Paris (3); (UK) London (4); (Italy) Rome (5); (Japan) Tokyo (6)

Bonfire
RCA
February: (Germany) (1); (Sweden) Stockholm (2); (Norway) Oslo (3); (UK) London (4); (Italy) Rome (5)

Fischer Z
RCA
February: (Germany) Bonn (1); Essen (2); Bremen (3); Berlin (4); Hannover (5); (Belgium) Brussels (6); Amsterdam (7); (Switzerland) Lausanne (8), (UK) London (9)

Heart
CAPITOL
February: (Germany) Hamburg (9); Hannover (10); Mannheim (11); (France) Paris (12); (Italy) Milan (13); (Switzerland) Lausanne (14); (UK) London (15)

Pat Metheny
WEA
March: (Germany) Kiel (1); Hanover (2); Munich (3); (France) Paris (4); (Italy) Milan (5); (UK) London (6)

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MUTE
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Toto
CBS
February: (Germany) Berlin (1); Munich (2); (France) Paris (3); (UK) London (4); (Italy) Rome (5); (Japan) Tokyo (6)

Bonfire
RCA
February: (Germany) (1); (Sweden) Stockholm (2); (Norway) Oslo (3); (UK) London (4); (Italy) Rome (5)

Fischer Z
RCA
February: (Germany) Bonn (1); Essen (2); Bremen (3); Berlin (4); Hannover (5); (Belgium) Brussels (6); Amsterdam (7); (Switzerland) Lausanne (8), (UK) London (9)
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JANUARY
27 LOUSANNE • HALLE DES FETES
28 BASEL • SPORTHALLE
30 LUZERN • FESTHALL
31 BERNE • FESTHALL

FEBRUARY
01 ZURICH • HALENSTADTUM
03 INNSBRUCK • SPORTHALLE
04 GRAZ • SPORTHALLE
05 WIEN • KONFERNZ CENTER
07 WIEN • KONFERNZ CENTER
08 WIEN • KONFERNZ CENTER
11 LINZ • SPORTHALLE
12 WELS • SPORTHALLE
15 UDINE • PALASPORT
17 TREVISO • PALAVERDE
20 VERONA • PALASPORT
23 MILANO • PALATRUSSARDI
24 MILANO • PALATRUSSARDI
25 LUGANO • c/o Centro Esposizioni (pad. n. 7)
28 PERUGIA • PALASPORT

MARCH
1 ROMA • PALA EUR
04 SIENA • PALASPORT
05 FORLI • PALASPORT
06 BRESCIA • PALASPORT
09 TREVISO • PALASPORT
12 IESI • PALASPORT
14 FOSNE • PALASPORT
16 MODENA • PALASPORT
17 GENOVA • PALASPORT
18 PADOVA • PALASPORT
20 CANTU • PALASPORT
22 AREZZO • PALASPORT
24 TRO POLGYIO • PALASPORT
28 NAPOLI • PALASPORT
29 NAPOLI • PALASPORT

APRIL
03 ESSEN • GRUGAHALLE
04 MUNCHEN • RUDI SEDLMAYERHALLE
05 FRANKFURT/Offenbach • STADHALLE
06 LUDWIGSHAFEN • EBERTHALLE
08 HAMBURG • CONGRESS CENTER
12 KOLOG • SPORTHALLE

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3 Platinum Records

SWITZERLAND: Golden Record

AUSTRIA: Golden Record

SPAIN: Golden Record

ACTUALLY ON CHARTS IN:
ITALY, GERMANY, AUSTRIA, SWITZERLAND, SPAIN, BELGIUM

AmericanRadioHistory.Com
Big Hopes For 1988

compiled by Harry Krzysiciel

To kick off the year, M&M asked European company executives about their new discoveries, hopes and tips for 1988. Some of them have already achieved success in their own countries but need wider exposure on a pan-European basis, others will certainly be heard of by the end of this year.

David Betteridge
Sirens & 10 Records - Managing Director

Sirens have three major new signings. Light A Big Fire is an Irish band, already being hailed as the best new group from Ireland in 1987. Their second single will be out in February. Oldland Montana is a bit jazzy; they are in the studio at the moment and I am very excited about what they are doing. Their debut single, Sugar Mummy, had been recording at Holland's Wisseloord. After I Wont To Be Alone, produced by John Porter. Watch out for their single.

Maurizio Cannici
CGD - Int. Director

I have a strong belief that 1988 will be the big year for Alexandro Baldi. He is a blind singer who writes his own songs together with Bigazzi (well known for his work with Azra and Rai). In 1987 we released his first album; in 1988 Bigazzi is going to produce new one. Watch out too for: 16-year-old Kiki Guada (the winning new talent at the recent Bar Festival); Manon; and Sergio Caputo, already well established in Italy, but now heading for a European career - his new album can be expected in April.

Chris Stone
BMG Music Int. A&R/Marketing, Europe - Senior Director

MG started the year in the best possible way with RCA's new artist, Rick Astley, proving to be the hottest talent to emerge from the UK in some time. We expect to carry his European success across to the US and Canada in the coming months with initial response already building up strongly.

As far as other new artists are concerned, Arista UK is developing a lot of interest in the Montelious whose reputation as a live act is well established and whose first album is due in April. It should be a big year for heavy rock act Bonfire, signed by our Hamburg company. Major tours on both sides of the Atlantic are planned to support their new album, Fireworks, produced by Michael Wagener.

Roel Kruize
EMI Music - Senior Director A&R/Marketing Europe

Two of my major acts for 1988 are Guespichi (France) and Rosette (Switzerland). Guespichi are recording a new single and a debut album, to be released in the early spring. I Call Your Name is the new Rosette single. In September the second Rosette album will be released. Both Guespichi and Rosette will be pan-European releases. Other European priority acts for 1988: M.S.O (Germany), Alice (Italy), Mixed Emotions (Germany) and Herbert Groenemeyer with his English-language album scheduled for a May release.

Stuart Watson
MCA Int - Vice President

Tiffanny is my biggest hope from America for 1988 and is already scoring in several European territories. Her first single, I Think We're Alone Now, was no. 1 in the States. Her new one, Could Be Beer, is doing very well right now in the US, Japan and Australia. She is in Europe this month for TV in the UK, France, Germany and Holland. Our UK priority act is Blue Mercedes. After I Want To Be Your Property, we will release a new single, See Want Must Have, and an album in March with six singles on it.

Herman Van Der Zwan
Phonogram Holland - A&R/Manager

I believe there's a flow of interesting new groups in Holland. Jump! Dickie Jump has a unique style, totally unlike anything else at the moment.

Aart Dalhuisen
Polygram Int - Vice President

1987 was a very good year for PolyGram. I am also very optimistic about 1988. Polydor, Phonogram and London will see the continuation and increase of the successes of bands like Level 42, The Core, Lloyd Cole & The Commotions, Curiosity Killed The Cat, Swing Out Sister, Wet Wet Wet, The Commitments, Bananarama and Los Lobos. American superstar John Cougar Mellencamp is coming over to Europe early in the year and he should become a major artist here as well. Robert Cray did very well in the Benelux last year - with a new album in 1988, we will see a breakthrough in the rest of Europe. Tears For Fears will have a new album in 1988 too, which is very important for us.

As for new acts, we have just signed Men Without Hats. And on the continental scene, the Italian success of Zucchero will spread and two Scandinavian bands, Magnum and Treat, have been recording at Holland's Wisseloord Studios. I believe very much too in some of Germany's signings: Warlock, Judy Cheeks (a new Whitney Houston) and Doro Pesch - she is a real star.

Max Hole
WEA UK - Managing Director

Two of my major acts for 1988 are Aztec Camera and the Screaming Blue Messiahs. Both bands have released three albums so far. The latter are fantastic live. Their brand new single from the album Bikini Red is I Wanna Be A Flower, with a fabulous video (with the well-known cartoons in it). Aztec Camera is touring the States right now and will start a UK tour at the end of this month. How Men Are will be released as their new single.

Muff Winwood
CBS UK - Senior Director A&R/CRI - Vice President

Andrew Roachford is a black artist of the finest quality. We at CBS predict a great future for him this year. Besides Andrew, we have a lot of faith in our new and handsome act, Bros. Their first single is called When I Be Famous. Look out for them in 1988!

Russ Curry
A&M Europe - Vice President

I have three big new favourites at the moment. The first is Big Pig, a band from Australia with six drummers and a singer; their album, Book, is to be released at the end of January. The second is Imperies, a fabulous live act from Sweden where they are on the Misfits label. And finally, the new Maria Vidal album, produced by Jimmy Iovine, including her great new single Gimme Right.

Udo Lange
Virgin Germany - Managing Director

Virgin Germany has two very interesting projects coming up in the next few months. One is by singer Azra who is being produced by the famous English keyboards player Peter John Vetesse (credits include Jetro Tull). And we expect a lot from the new Michael Cretu produced album with singer Tissy Thiery (ex-Motis Special). It is going to be fabulous.
MUSIC MEDIA - January 10, 1985

I 98 will definitely be a big year internationally for The Pogues. Their new album, produced by Steve Lillywhite, has just been released and they are on a major worldwide tour. My main new act is called Nasty Rox. Their first album, produced by Trevor How and Steve Lipson, is not like anything else. In the band is C.J. Macintosh of M/A/R/R/S and the manager is Dave Duren. You can expect a first single in February, the album in March or April.

Karl Heinz Jorde
Telec Germany - Marketing Manager

Our biggest hopes for 1988 business-wise lie in the strength of our international artists: La Toya Jackson, Gilbert O'Sullivan, Jim Diamond,olland & Bolland, Falco, Britigite Nielsen, Peter Cornelius, Ofa Huzu and Peter Maffay. We also want to promote our hard-rock bands Koro, Kingdom and Driftor on the national and international markets. And, of course, we want to hold the position of our 1987 shooting stars Clown & Helden and Hong Kong Syndikat.

Philippe Constantin
Barclay France - Managing Director

My Kante will be a major act for us in 1988. His first album was released here last month and will now be out soon in territories like Germany, Spain, Italy and the Benelux on London Records. We will also continue to promote the successes of our new artists Eli Medeiros and Caroline Loeb. Another new singer worth particular mention is Marie-Jose Alie, her first single sold 90,000 copies. She is so talented - if we don't break her, we are a bad record company.

George Reisspass
CBS Sweden - Director Local A&R

I have high hopes for a three-piece band from the northern part of Sweden called Modesty. They make pop music in the tradition of Wham! and A-Ha. Their first two singles are Up To You and One More Broken Heart; the latter is doing very well in the Swedish charts at the moment. Modesty are currently in the studio recording a new single and an album scheduled for release in March. I think they will really make it in 1988. The lead singer and songwriter, Peter Ericson, is a unique talent!

Hugh Attwooll
WEA UK - International A&R Manager

First of all, a lot will be heard of Agnetha Faltskog's first solo album, Stand Alone, already gold in Sweden, doing great in Denmark and Norway, and out this week in the rest of Europe. German duo Humpe & Humpe is another priority. Their latest album Swimming With Sharks (also their name outside of Germany) combines good songs with lyrics that make sense and their first single Careless Love is already getting good responses. Finally, Spanish singer Miguel Bose's third LP, XXX, is produced by Tony Mansfield and I expect much from it as well.

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**Explosives**
Features the major new releases by established and new artists. Includes recent releases still in need of support on European radio.

**Singles of the Week**
Vital for your play list.
- Billy Ocean - Get Outta My Dreams, Get Into My Car (Jive)
- David Lee Roth - Just Like Paradise (Warner Brothers)
- Jermaine Stewart - Say It Again (10 Records)
- Aztec Camera - How Men Are (WEA)
- Feargal Sharkey - More Love (Virgin)

**Sure Hits**
(Behind The Wheel) (32)
- Louis Bertignac & Les Visiteurs - Reyes
- The Wayward Souls - Like Junk Food Kings On Diet (LP)

**EURO-Crossovers**
Continental records ready to cross-over.
- Louis Bertignac & Les Visiteurs - Reyes (Virgin)
- The Wayward Souls - Like Junk Food Kings On Diet (LP) (MBW)

**Emerging Talent**
New acts with hot product.
- The Cross - Shove It (Virgin)
- Screaming Blue Messiahs - I Wanna Be A Flintstone (A&M)
- Scarlet Fantasie - Plug Me In (A&M)
- Hard Rain - I Will Remember (London)

**Encore**
Former 14 & 14 tips still in need of your support.
- Imagination - Instinctual (RCA)
- Boris & Gwen - Friends & Lovers (Polydor)
- Thomas Lang - The Happy Man (Epic)
- Double - Gliding (Polydor)
- Mental As Anything - He's Just No Good For You (EMI)

**Albums of the Week**
- Agnetha Faltskog - I Stand Alone (WEA)
- Johnny Hates Jazz - Turn Back The Clock (Virgin)
- The Pogues - If I Should Fall From Grace With God (Go!)
- B.B. King - Across The Tracks (A&M)
- Melilla Morgan - Good Love (Columbia)
- St. Paul & St. Paul - St. Paul (MCA)

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

**Chart Entries**

**Airplay Top 50**
Krush - House Arrest (33) (Mercury)
Bourgeois Tags - I Don't Mind As All (37) (Island)
Lloyd Cole & The Commotions - Jennifer She Said (40) (Polydor)
Tiffany - I Think We're Alone Now (42) (MCA)

**Hot 100 Singles**
- Terence Trent D'Arby - Sign Your Name (6-32) (CBS)
- Tiffany - I Think We're Alone Now (7-35) (MCA)
- Sabrina - Boys (17-27) (Epic)
- Depeche Mode - Behind The Wheel (22-41) (Polydor)

**Hot 100 Albums**
- Johnny Hates Jazz - Turn Back The Clock (7) (Virgin)
- Original Soundtrack - Anna (40) (Virgin)

**Fast Movers**

**Airplay Top 50**
George Michael - Faith (4-22) (Epic)
Bros - When Will I Be Famous (54) (CBS)

**Hot 100 Singles**
- Motley Crue - You're All I Need (75) (Epic)

**Hot 100 Albums**
- Double - Gliding (Polydor)
- The Christians - The Christians (21-31) (Island)
- INXS - Kick (48-70) (Mercury)
- The Christians - The Christians (21-31) (Island)

**Albums of the Week**
- Agnetha Faltskog - I Stand Alone (WEA)
- Johnny Hates Jazz - Turn Back The Clock (Virgin)
- The Pogues - If I Should Fall From Grace With God (Go!)
- B.B. King - Across The Tracks (A&M)
- Melilla Morgan - Good Love (Columbia)
- St. Paul & St. Paul - St. Paul (MCA)

**Hot Adds**
- Breaking Out On European Radio
  - Billy Ocean - Get Outta My Dreams, Get Into My Car (Jive)
  - T-Pau - Valentine (De)