Eurofile: Another of Music & Media's services. The complete source book for the European music and broadcasting trade. Published yearly, Eurofile offers you easy access to thousands of business contacts in all relevant areas of the industry. Record companies, publishers, radio, television, cable, satellite, and many others. It contains more than 7,500 companies, complete with addresses, phone numbers and names of key personnel and more than 12,000 individuals. In short, all the business contacts you need when you're cooking something special. Eurofile, one of the activities of Music & Media, the only weekly pan-European trade magazine, which also offers you the Eurochart Hot 100, Talent Tracks and the yearly International Music & Media Conference (IMM). To order your personal copy, complete and return the coupon today.

MUSIC CHEF'S RECIPE BOOK
YOUR KEY TO EUROPE

MUSIC & MEDIA

Veronica Chief May Quit For Astra
by Jon Holley

Rob Out, Director of Holland's most successful broadcaster, Veronica, could quit to set up Holland's first genuine commercial TV company - which may broadcast via the Astra satellite.

Veronica was unable to comment on the rumours, but Carlo Rock, Astra's Marketing and PR Director, said Out "has been in repeated contact with Astra".

Out has also discussed a possible joint venture with Commercio - the Belgian-Groesbe De La Television (CLT), owners of Radio Luxembourg and RTL in France. He is believed to be having back from banks in Holland, Belgium and Luxembourg and the support of a major US broadcaster.

Out has long been interested in Holland's broadcasting regulations.

He was a major player in recent attempts to set up a terrestrial commercial channel with Holland's other two commercially minded broadcasters, AVRO and TROS, and has often said he may leave Veronica if prospects for commercial broadcasting do not improve.

Brussels - Belgium's state broadcaster, BRT, has responded to the long-awaited launch of music-rich commercial broadcaster VTM by announcing plans for more music programmes.

BRT, while denying its move "has anything to do with VTM's plans", will boost 12 Belgian talent shows called 'Moet Kunst'.

It also starts a pop history show this autumn: Flemish-language VTM, launching January 28, will air what it claims as 'Belgium's first genuine TV chart show', 'VTM Top 30', and a Flemish Top 10 chart for national talent, 'Ten Om Te Zien'. VTM will also carry a weekly rock show.

But VTM scores with its line-up for its launch party on February 4. Acts performing live at the Osmond Casino included 14 tracks on a showcase for the CBS Records.

All They Want Is... a great Barbra, D/J Producer at Molton-brands
Rose 405 (worst) with Dutch Duran Duran members Nick Rhodes (left) and singer Simon Le Bon who were in Italy to promote their latest LP 'Big Thing'.

Sky Channel Out Of Europe?
Plans to pull Sky Channel out of continental Europe will be "reviewed at the end of the year", said Publicity Director Fiona Waters. This follows the closure of the company's European sales offices (see M&M issue 3).

Cables denied Sky would take back out immediately. "We have contractual obligations to cable operators," she said. "But I'm not sure how many of them, particularly in Holland, have the Astra dishes they'll need to pick up the new signal."

MUSIC & MEDIA
The European Music & Broadcast Trade Magazine

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Sky Channel Out Of Europe? 8

When Sky switches from Eutelsat to Astra on February 5, it launches four extra channels, but will continue to relay Sky Channel via its Eutelsat 1 transponder until October. However, the Eutelsat service will only broadcast Sky Channel until 1800 hours daily, when Sky will be replaced by one of the new channels, Europrom. From October onwards, Sky TV will move from Eutelsat and European broadcasting focuses on Europrom and Sky Arts.

Scanning Scandinavia
Scandinavian talent has never been this hot. Acts are being snapped up by the majors. Find out why by listening to the first CD in this issue's special on the Scandinavian music market. Then take your pick of the 14 tracks featuring the best from Scandinavia.

The French Prefer Oldies
More listeners tune in to nostalgia

Dancing With Astra?
Why the industry can't stay away from Sky Switches

Eurosport and Sky Arts.11

MIDEM 21 - 23
Meet Them At

An EMP publication in partnership with CBS

THE ALBUM OUT OF THIS WORLD

Featuring the hit single 'Let the Good Times Roll' and the hits:

Available on CD / LP / MC on tour in Europe from January 27 to February 14 in West Germany, Switzerland and Hungary
February 17 to 25 in Spain
February 25 to March 14 in Italy
March 15 to 23 in France and Switzerland
March 25 to April 2 in UK and Eire
April 5 to 5 in Holland, Belgium and France

More information in this issue of MUSIC & MEDIA

AmericanRadioHistory.Com
Each new day, WEA brings a gold or platinum record into the world.*

Congratulations to our artists.

The Hit Machine.

Europe. Eighteen national markets. 330 Million viewers and listeners. With one thing in common — the international language of music. Music & Media is the only weekly pan-European music and broadcast trade magazine. It is read by the most influential record, radio, TV, and record decision makers in national, supra-national, and pan-European markets. If music is your daily bread, you can't do without it. Music & Media covers the total European market from the UK to West-Germany, from Finland to Greece. It gathers recording data, tips new talent, and analyses industry trends. It provides international joined IMS, which is read by the most influential record sales to represent new labels, "he says. "PolyGram. ex-Area Exploitation Manager at PolyGram International joined IMS, which was founded in 1980 by PolyGram Holland, at the beginning of this year. As of February 1, IMS starts selling the new titles of the PolyGram Music Video catalogue. Van Weijen: "We have found a very efficient new distribution partner — Record Service Benelux — and give good deal services." Initially set up with the aim of importing titles from the worldwide catalogues of Polydor and Phonogram, IMS has also made third-party deals with WEA (the MCA catalogue), CBS (Japan and the so-called 'International Warehouse') and various exclusive deals for the Benelux with classical labels like Otto and Schwann. Now some 55% of IMS' repertoire comes from PolyGram.

** IMS "Ready For New Labels" **

Dutch Import Music Services (IMS) new Managing Director, Kees Van Weijen, looks set to make an aggressive new start for the company. "We have ample space to represent new labels," he says. Van Weijen, ex-Area Exploitation Manager at PolyGram International joined IMS, which was founded in 1980 by PolyGram Holland, at the beginning of this year. As of February 1, IMS starts selling the new titles of the PolyGram Music Video catalogue. Van Weijen: "We have found a very efficient new distribution partner - Record Service Benelux - and give good deal services." Initially set up with the aim of importing titles from the worldwide catalogues of Polydor and Phonogram, IMS has also made third-party deals with WEA (the MCA catalogue), CBS (Japan and the so-called 'International Warehouse') and various exclusive deals for the Benelux with classical labels like Otto and Schwann. Now some 55% of IMS' repertoire comes from PolyGram.

** Mobile Funds Armenian Relief **

US-based record company Mobile Fidelity, which has represented artists from the USSR for the past three years, will donate all profits from 1989 US sales of Soviet record company Melodia's to the Armenian earthquake relief fund.

** PolyGram Buys Baby Music **

PolyGram International Music Publishing has acquired Italian-based Baby Music Publishing. Baby Music's catalogues contain some 3000 copyrights, including Partition compositions recorded by Italian artists like Richei & Pieri, Albano and Romina Power. Through a new joint venture, which is being set up simultaneously, PolyGram becomes the exclusive worldwide sub-publisher of all new copyrights in which Baby Records President Freddy Naggar is involved.

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Super Signs Co-Promo Deal

by Jan Harley

The new-look Super Channel is taking some time to materialise (see Music & Media issue 3), but the pan-European satellite broadcaster has signed an exclusive co-promotion deal with CBS International for the Swedish band Europe’s four-month, 45-country European tour.

Super will promote the tour daily with spots and competitions - with the prize for the overall competition winner being a day on the road with the band. In exchange, Super has been granted exclusive video rights to the group’s latest single, Let The Good Times Rock, up to the end of January and all sales and promotion material for the band’s tour will feature the Super Channel logo.

Meanwhile, a Super Channel spokesperson confirmed that Hotline, the channel’s live daily, games, phone-in and pop celeb-ritty chat show hosted by a German and a Dutch presenter, was due to start in its finished form on January 23.

Super’s 35 minutes of World News a day should also be on air by the end of February. Cable operators can choose from an English, Dutch or German-language service, to be broadcast in one-minute and five-minute slots throughout the day.

Export Music Australia

There are too many people out there who just don’t know how good Australian music is,” says Penny Amberg, General Manager of the newly founded company Export Music Australia (EMA). Her aim is to double - first in the US, Europe and wherever else a foothold can be found - but also to China, the USSR and previous markets of the US and Europe.

A joint creation of ARIA (Australian Record Industry Association), APRA (Australian Performing Rights Association) and AMCS (Australian Mechanical Copyright Owners Society), EMA is an information and advisory service aiming to promote music from down under.

The trade body of the federal government is also involved on a project-by-project basis.

Amberg: “I'm here to encourage and negotiate deals on behalf of the industry that will take our music out not only to the obvious markets of the US and Europe but also to China, the USSR and wherever else a foothold can be found.”

IFPI 1992 Conference

Belgian Prime Minister Wilfried Martens will give the inaugural speech. Topics on the agenda include competition and merger policies, territorial licensing in the EC, the EC Green Paper on copyright matters and the effect of new technology on the music industry.

Paper on copyright matters and licensing in the EC, the EC Green Paper on new technology on the music industry’s single market.

The new conference, ‘The Road To 1992’, is a one-day conference organised by IFPI at the Sheraton Hotel in Brussels, Belgium, on March 8. A series of debates will look at the implications for the international record industry of the European Community’s (EC) single market.

Move into Video

Industry, Mina Pilka- ness has been named PR Officer of Musikin Forum, Belgium, Chairman of The Board of AEG is replacing Leopold Bevelander, France. Dal Deles has been named MD of Peer’s Italian companies: Medias Jan Morin Methus is the new Dir. at Radio One, Oslo. Methus was Dir. of the Norwegian State Opera. The Giblet, a duo of video directors who made the clip for a six-year-old girl’s animation and was shot at the Chaplin Street Studios in London. M-Ocean’s Michael Georgehan directed and Paul McNally produced the promo to Gaa Ann Dorsey - Where Is Your Love? is the kind of clip that pulls in awards. It contains a lot of ‘voiced-in’ fragments and photographic animation and was shot in The MIB Studios in London. M-Ocean’s Michael Georgehan directed and Paul McNally produced the promo to Gaa Ann Dorsey - Where Is Your Love? is the kind of clip that pulls in awards. It contains a lot of ‘voiced-in’ fragments and photographic animation and was shot in The MIB Studios in London. M-Ocean’s Michael Georgehan directed and Paul McNally produced the promo to Gaa Ann Dorsey - Where Is Your Love? is the kind of clip that pulls in awards. It contains a lot of ‘voiced-in’ fragments and photographic animation and was shot in The MIB Studios in London. M-Ocean’s Michael Georgehan directed and Paul McNally produced the promo to Gaa Ann Dorsey - Where Is Your Love? is the kind of clip that pulls in awards. It contains a lot of ‘voiced-in’ fragments and photographic animation and was shot in The MIB Studios in London. M-Ocean’s Michael Georgehan directed and Paul McNally produced the promo to Gaa Ann Dorsey - Where Is Your Love? is the kind of clip that pulls in awards. It contains a lot of ‘voiced-in’ fragments and photographic animation and was shot in The MIB Studios in London.
DAT Or CD? Stations Disagree

BBC Radio 1 is transferring vinyl to DAT to improve the quality of its oldies. But West Wiltshire and Swindon's independent radio station GWR has become the first in the UK to play only CDs - and David Bowen, GWX's Head Of Music, is critical of Radio 1's decision.

The BBC has spent the last two years searching for virgin copies of the most popular oldies and transferring them onto DAT-repeated playings had meant the original records were wearing out. So far, the record library has transcribed 4,700 titles. The range of DAT titles should grow by 500 a year.

But Bowen called Radio 1's transcription from vinyl to DAT a "cop-out", claiming that it doesn't significantly improve the quality. His station digitally transcribed from vinyl to DAT to improve the quality of its oldies. Bowen insisted on a CD-only format, which would have forced the industry to comply.

First 5 Franchises On Offer

As many as four or five new radio franchises a month will be offered by the Independent Broadcasting Authority (IBA) in early 1989. This follows the advertising of the first five of the community or "incremental" radio stations.

Many of the new stations will have the bonus of broadcasting on FM. It had been feared most would have to be content with AM frequencies - at a time when most people in the UK have switched to FM listening.

The first five areas are: Manchester (AM ethnic); Bristol (FM); Rutland (FM); and Sheringham (FM). Clearing date for submission is March 13. The IBA says any applicant who fails to meet the conditions of the contract to provide local community or "incremental" radio stations will have its application refused.

Marcher Launches Music Station

Marcher Sound, the private radio station serving North Wales and Chester, is to launch an FM music station for the 15-30 age group. Starting on March 31, MFM 934 will have the slogan "music power" and concentrate on up-to-date hits.

Marcher's Managing Director, Godfrey Williams said, "MFM 934 will cater for a market which we believe is available and which at present is not loyal to any particular station." Although music-based programming will involve a good deal of audience participation, he added.

Both MFM 934 and Marcher Sound AM will carry the same overnight programming from 21.00 to 06.00 hours. The new station is reported to take the Nova Night Network service, but now produces its own overnight output.

Metro Battles With BBC

Newcastle - Rivalry is hotting up in northeast England between independent station Metro Radio and the BBC's Radio Newcastle.

The BBC poached one of Metro's most popular presenters, Nicky Brown, in December, to host its evening show. Now Radio Newcastle claims Metro has hired former Radio 1 presenter Dixie Peach to rival Brown on Monday evenings.

"It's nice to think that they feel such a threat," said Brown of his former employers. "But Radio Newcastle has decided to relay Radio 1 in the evenings, following Metro's recent announcement that they want to start a nationwide service.

Peach will record his Metro show, as he is leading the daytime team for Cambridge's new independent CN FM, which starts in February.

PROFITS SOAR AT COUNTY SOUND

Pre-tax profit at Guildford-based commercial radio station County Sound hit a record £439,346 in 1988 - 170% up on 1987's record profit of £162,962.

The station achieved a 41% increase in total sales, but thanks to tight cost-control and increased volume, it managed to double its profit-margin.

County Sound was the first UK station to make separate radio services on its AM and FM frequencies. It was also a 25% shareholder in the successful FOX FM consortium which won the contract to provide local commercial radio for Oxfordshire.

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PLAYLIST REPORT

U.K. Radio Airplay Report

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

1. Mike & The Mechanics - Long Term
   2. A-Ha - The Sun Always Shines On TV
   3. Maxwell - Yellow Train
   4. Level 42 - Over Here
   5. Ray Chatton - You're So Good
   6. Wet - Poison - Ain't Love Too Way
   7. Chima Foxx - Rolling A Love
   8. Elia White - A Love Next Year
   9. Pete Young - Domestic Debts (Cheat
   10. Alan Wilder - Where's The Truth
   11. Arista - Tony Jacklin
   12. Clive Howard - Why Can't We
   13. Elastic - Body For You
   14. Bronski Beat - Smalltown Boy
   15. Robert Holm - Feelin' For You
   16. Robert Mowat/Kym Mazelle - Was
   17. Andy Christmas - Last Love
   18. Foo-Fo - Down Here
   19. PVC Vandal - Save Don't Stop
   20. Tom Jones - No No

LIONEL CONWAY, PRESIDENT ISLAND MUSIC; PHIL COOPER, MANAGING DIRECTOR ISLAND INTERNATIONAL; RICHARD MANNERS, MANAGING DIRECTOR BLUE MOUNTAIN MUSIC LTD; MARC MAROT, MANAGING DIRECTOR ISLAND MUSIC LTD ANDY FRAIN, GENERAL MANAGER ISLAND VISUAL ARTS; DEBORAH HARRIS, HEAD OF LEGAL & BUSINESS AFFAIRS; ISLAND RECORDS LTD; ISLAND MUSIC LTD; JEAN PIERRE WEILLER, MANAGING DIRECTOR ISLAND RECORDS FRANCE

CONTACT: 03-38-77-48 BETWEEN 14PM AND 6.30PM DAILY

UK & IRELAND
Tougher Anti-Pirate Measures

by Peter Jones

London - The Department Of Trade & Industry (DTI) has announced that a package of tough new government measures to combat the piracy of video and audio recordings by pirate radio operators will be contained in the proposed Broadcasting Bill. It will be an offence to advertise on pirate stations or supply them with records or tapes. And the penalties for running a station are to be made more severe, from up to £5,000 fines or three months in jail.

Robert Atkins, Under-Secretary Of State For Industry, hinted that "the thieves of the spectrum" could in future be subject to the £25,000 fine imposed on the Republic Of Ireland. Government investigation teams made a record 444 raids against pirates in 1988, compared with 391 in 1987, Atkins said. The plan is to offer an amnesty to pirates by making the first 20 community radio licences open to those who "renounce" pirate radio by January 1 was having a "substantial effect", he added.

Pirate operations in London have fallen to around 18 from more than 60.

BSB To Bid For DBS Channels

by Neil Whyon

London - British Satellite Broadcasting (BSB), which plans to launch three national TV channels next September, also intends to bid for the two remaining DOS channels. BSB, which plans to launch three national TV channels, including the Virgin Group, which wants to ring channels, it plans to in-

Radio Radio Still Growing

by Janet Contino

Virgin's satellite syndication of the Radio Radio has signed up two more stations, Brunei Radio in Brunei and CNFM, Canada's French-language channel. This takes Radio Radio's network area next month, which will both carry the over- all network service, including BSB's Managing Director Rob Jones. It is believed Radio Radio has also signed up a sponor for its planned daytime show. Radio Radio's Managing Director Rob Jones said he could not reveal the sponsor's identity at this stage. A re- cent study by the BBC's Worldwide operations showed that 62% of the 1,677,000 listening to the programme failed because Radio Radio, despite having adver- tisers and stations lined up to cooperate, could not come to an agreement with its chosen presenter.

The two extra DBS trans- mitters are on the satellite which BSB will use to carry its own service. If BSB succeeds in win- ning control of one or both of the re- maining channels, it plans to in- crease its coverage of new, current affairs, arts and music

But BSB is likely to face com- petition from the existing number of companies, including the Virgin Group, which wants to

operate a music channel on one of them.

And BSB would need more funds to set up the extra channels. Shareholders - including Aus- tralia's Macquarie Bank, and from the Virgin Group, which wants to

PRS' Income Highest Ever

London - For the first time in its 74-year history, the Performing Right Society (PRS) topped the £100 million revenue mark in 1988. And Chief Executive Michael Frengard said satellite broadcasting could increase revenue even fur- ther this year.

Public performance rights provided the most dramatic revenue increase, marking a £6.9 million in new tariffs and increased col- lection resources. Frengard: "More people are attending con-

certs and going to pubs and clubs where music is played and venue owners are paying out more than ever before, in 1988. The BBC is PRS' biggest sin- gle source of revenue (some £24 million). While the corporation maintains the value of copyright music, the BBC has fallen because there are fewer listeners, Frengard

said. "The BBC's use of music has been increasing over the years and it's value has certainly not declined."

HR Revamps Concert Hall

Frankfurt - Public broadcaster Hessische Rundfunk (HR) has completely renovated its long- standing concert hall in a total cost of DM 21.3 million.

New technical features include- cluding recording and rehearsal room with over 50 microphone channels, making the hall, which can hold up to 850 people, useable for both audio and TV recording.

HR will popularise the hall by presenting musical theatre and a new music forum.

Germany & Austria & Switzerland

Hamburg - Public broadcaster Nordrhein Westfalen (NDR) plans a range of changes to its programming. At NDR 2 presentation, moderation and selection music is to be improved. By using tech- nical aids like a computerised round title archive, from which songs can be selected based on their rhythms. Director Of Radios, Jurgen Kellermeyer, hopes to ap- peal to a mass audience among younger age groups. The idea is to offer a wider variety of music, with private broadcasters, but to maintain mass appeal.

From April, NDR will offer a new fourth channel with more talk and less music (about 20%). And NDR 3, which plays more classical music, will concen- trate on classical music and cul- tural programmes, plus avant-garde and jazz.

CD - Victory Of Vinyl

by Peter Whyon

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Germany - While Japan's Sony, which owns CBS, has said it will stop producing vinyl records for the Japanese market after 1989, BPW Director Peter Zombik says "conventional records will be produced here at least until the turn of the century. There are still a lot of people who prefer the own CD hardware, makes the figures even more significant. CD player sales reached 1.3 mil- lion in 1988, with a further 1.5 million expected to sell in 1989. Sales of record players have halved to 500,000 since 1983. But there are as yet no plans to halt vinyl production in West-

Germany.

NDR Changes Programming

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As is immediately clear in their new single, Mastergame Of Love, Sign have gone a long way to recapture the rebellious spirit of their debut LP.

Songwriter, guitarist and vocalist Jurgen Graf: "Music would be independent of excess- tate technology. Recording something that cannot be repro- duced live on stage is clearly the artists' work. Especially noteworthy is the song Summer, where Graf plays two guitars simultaneously.

There's a funk and boogie enhance the LP's 11 tracks from a publicist's point of view; the work of Dalek and the material is loud and clear: this is what rock is really about!"
MI's Pop Under Threat
by Walker Schouwrauch

Munich - Private station Radio MI may have to replace its poprock formula with more traditional music.

MI's Head Of Music, Armand Presser, says the station's main owners - Ferdinand Erents, Jan Meinecke and Michael Hofegel - plan to force a change in the programming concept. The owners want to copy state broadcaster BR's programming.

They want to replace a competitive, widely accepted poprock programme with German 'schläger', folk music and light classics.

The regional media authority welcomes the idea as a step towards more variety on the private airwaves. But other media, including the influential daily newspaper 'Süddeutsche' and private TV channel Tel 5, lvv. commented very critically on the proposals.

Strong opposition comes from the entire MI team, says Presser: 'They stand totally behind the musical concept which has made us one of the most popular stations in Munich. You can't expect these people to just give up something they believe in, and produce a completely different programme. In the end, these changes could mean the loss of their jobs.'

---

Swiss Radios Take US Top 40

Geneva - Local radio stations Radio Zuerisee (Zurich), Radio Pilatus (Lucern), Radio Aktuell (St Gallen) and Radio Extra BE (Bern) have taken on the syndicated American Top 40 which is produced in Hollywood by ABC Watermark. The programme, around four hours long, is broadcast weekly in English.

Head Of Music at Radio Zuerisee, Ueli Frey: 'It is a professional show with exclusive material and, what is more, it is very reasonably priced.'

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Opening A Golden Window

Vienna - A golden (or red) holding the gold award for sales of over 250,000 copies in West Germany of his latest WEA LP, 'New Light Through Old Windows' (Co-Manager: Fritz Chirol, F. Paul Lilli, Ann-Marie Nical, Int. Mgr. WEA UK, Rainer Rocke, Prnd. Mgr. WEA Germany, and Max Hole, MD UK Division WEA UK.

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Cable TV - Good Outlook

Ludwigshafen - Following intensive investment, cable broadcasters RTL Plus and SAT 1 now expect to make a profit by 1990.

Despite costs of DM 300 million, the broadcasters say they nearly reached profitability in 1988.

RTL Plus can now receive by almost 15,000 households (a potential 22 million viewers), and SAT 1 broadcasts to some 8 million households (18 million potential viewers). Only 1.200 households could receive the cable channels five years ago.

---

Court Case For Local Adverts

Frankfurt - A group called Radio Ebeltoft which wants to produce local private radio carrying local advertising in Frankfurt has gone to court to protest the state media law for private broadcasters in Heissen.

The current law permits only state-wide advertising to protect local newspapers. But leader of the initiative Rolf Hildbrandt cites a legal analysis which says the ban on local advertising is unconstitutional.

---

PLIYLIST REPORT

Media Control Germany

From the survey tapes (providing MI data Control including 575 channels) for more info please contact

Media Control - Postfach 423, 69171 Baden, Baden, tel. 06221-33066

1. Paul Collins - Two Hours
2. Bobby Bland - First Time
3. Frankie Valli - Town We Belong
4. Elton John - Steady
5. Elton John - Steady
6. Paul Baloche - Just Two Outs
7. Bobby McFerrin - Don't Worry Be Happy
8. A Tribe Called Quest - Don't Let Me Be Misunderstood
9. Kyle Merz & Jason Dresner - Feeling-Up
10. The Four Tops - Love Is
11. Will To Power - Day Long Way
12. Frank Drake - Wishin' I Was Here
13. The Powerman - Sing It Out
14. The Powerman - Hiphop
15. Chris De Burgh - Hot Toddy
16. Small - Bound To Be
17. Curtis Mayfield - Keep On
18. Urdu Experimental - Allah
19. Elton John - A Man And A Woman

Media Control Switzerland

Most played records as checked by MI's Pop Control on the national channel ORF's pop channel 0 3. At 24.00 hours on the first Monday of every month he presents Nightexpress. Please also works for the Radio Korah Loses Licence

Hamburg - The licence for Hamburg's private radio station, Radio Korah, is now available to new applicants. Despite numerous broadcasting marathons and plans for financial help, Radio Korah could not find new investors and failed to meet the deadline set last autumn by the Hamburg media authority (HAM) to present a workable budget.

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Cheers To the Music

Michael Schrage

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AmericanRadioHistory.com
Oldies Format Gains Ground

FM oldies network Europe 2 showed the strongest audience growth among French FMs in 1988, according to the annual Mediametrie audience share figures for French TV and radio stations. Europe 2 increased its share from 2.2% in March 1988 to 3.8% in December. And another oldies-format network, Nostalgic, upped its share to 4.5% from 4.1%.

Though their growth was less spectacular in 1988 than the year before, France's FM networks continue to increase their listenership at the expense of state Radio France stations and the peripherals. FM audience share increased from 35.7% in January to 37.2% in December. This brings total growth in listeners to FM networks in nearly 30% since January 1987. NRJ is still the leader among FMs.

Breaking Out

Commercial TV channels La Cinq and M6 made substantial gains in 1988, but major commercial broadcaster TF1 and state-owned Antenne 2 seem to have lost the slackers.

La Cinq increased its audience share from 8.6% in January to 8.5% in December, while mainly-music channel M6 had more than doubled its share to 4.7% from 2.6%, TF1's share sank from 46.7% to 28.3% over the period and Antenne 2 was down from 44% to 26.7%.

But some of the increase in M6 and La Cinq viewers must be put down to the channels' growing number of transmitters.
Radio Peter Flowers Expands

Milan - Radio Peter Flowers, the Milan-based independent station which is developing into a network, has introduced new music shows. With boosted transmission in major cities, the 11-year-old station can now be received in most of northern Italy including Turin, Bolzano, Liguria and Tuscany, as well as Milan. "We intend to be a full network eventually but must make sure we perfect our service before we run - this is why we have introduced new shows," a station spokesperson told Music & Media.

The new music shows brought in by Music Directors Theo Mangione and Marco Garavelli are: "Wanted," a listener's request programme broadcast four times daily and "Nighttime," hosted by Corrado Ansaldi, a nightly "rock" show running from 20:00 hours until midnight. Owned by Pietro Fiorentini, Radio Peter Flowers is a rock-oriented station going out live from 06.00-24.00 hours with taped music at night. In the afternoons, the station carries a European chart show based on Musi
core and Music & Media's Eurochart Hot Top 100.

Italian Acts For Venice Festival

Venice - Italian acts Francesco De Gregori, Enrico Ruigier, Enzo Avitabile, Tullia De Picco
do and Renato Carosone are all making concert appearances during Venice's 'Carnevale Delle Fantasia Festival from January 7 to February 7.

Menken's Soundtrack Awarded

Rome - Alan Menken's music for the film 'The Little Shop of Horrors' has won the Film Soundtrack Award at the 68th edition of the Cinema Soundtrack Festival.

The award ceremony was part of a gala spectacular organized by the Festival's official sponsor, Ente Dello Spettacolo, and screened by state channel Rai Uno.

Meanwhile Radio DeeJay Network, the only major network in Italy to house all music shows, has signed up house and acid, acid house and acid music stations all over the country.

Local Acts For Venice Festival

Venice - Italian artist Francesco De Gregori, Enrico Ruigier, Enzo Avitabile, Tullia De Picc
do and Renato Carosone are all making concert appearances during Venice's 'Carnevale Delle Fantasia Festival from January 7 to February 7.

No international acts have been booked to appear this year; Poo, who were to have staged a mega concert for the World Wildlife Fund, will not now tour, according to "technical rea
sons." The festival features music, dance and theatre.

Dutch Cable Operators Fined

The Dutch Media Commission has fined 10 cable operators in the Benelux for carrying the signals of satellite broadcasters 1, Sky and Super Channel, saying their programming breaks Arti
cles 3 and 12 of the Media Law.

The broadcasters themselves deny their advertisements break the law, claiming even Dutch
dialect languages could be aimed at Belgium. "We will sim
ly carry on as we have before," said Dick Van der Graaf of Super Channel in Amsterdam. "I have heard nothing officially from the cable operators involved and the case could drag on for some time."
MEDIA

"See us at Midem: Stand nr. 1.18/3.17"

SPAIN & PORTUGAL

Solana Replaces RTVE's Miro

Portuguese Pirates Apply for Licences
Meet Them At MIDEM

This year's MIDEM promises to be the biggest in the Festival's 23-year history. New features include more TV coverage, evening showcases and a three-day radio conference. But why is MIDEM still the music industry's major international event? What does the industry think of the five-day extravaganza of seminars, parties, concerts and deals?

For the first time ever, MIDEM's exhibition floor-space is completely sold out and Roy expects 2,000 companies to be represented. Some 800 companies have booked their own spaces and there are significantly more being shared. "Joint stands are very popular, particularly with smaller companies. This year the US independents are sharing one, there's a Nashville stand, a Chicago stand, maybe a Californian stand. Independent labels, and more and more publishers, from Switzerland, France, West Germany, Spain, Holland, Sweden and other countries, are taking joint stands."

Roy also sees MIDEM's role in terms of the industry's need to export to survive. "In Italy, for example, the domestic market isn't really big enough so there's a very strong presence at MIDEM from people who know they need to export product. Each year, two or three acts go pan-European as a result of contacts made at MIDEM. The US, too, has a larger presence this year. The idea of a single European market is attractive and MIDEM is a real chance for smaller companies to break into that."

As well as business, Roy stresses the importance of MIDEM's panels and seminars. "They all cover issues that are important to one sector or another. With the industry becoming more international it's more important than ever that the big questions are addressed." Brigitte Chaintreau, Seminar Organiser: "People at MIDEM are generally extremely busy. So the seminar organisers try to impact maximum information in minimum time - we try to keep down to 90 minutes, or three hours at the absolute outside. "I think this year's themes will be covered in more than one seminar. They may include co-production, which will become crucial in 1992, European relations with the US, and central licensing, which is a major debate now. The technical developments - CDV and DAT - will get a lot of attention and some legal seminars and rights meetings will approach fundamental issues."

"But this year MIDEM has received a lot of interest from Europe. Europe is the fastest-growing radio market in the world and deserves coverage. The conference will bring together people like Norm Pattis of Westwood One, probably the world's most influential radio figure, Johnny Beeling from the BBC, Lex Harling from Veronica buying and selling radio programmes - which frankly does not actually happen."

"We continually adapt to the market. As well people air issues seriously and meet everyone they need to."

Xavier Roy, Co-Organiser of the Festival with Bob Bingham, says MIDEM's continued success is easy to explain. "First, MIDEM is a unique place to make deals. Second, we continually adapt to the market. This year the industry is buzzing with new developments - reductions in VAT, satellite TV, CDV and DAT, central licensing, revolutions in marketing and distribution, 1992, EC directives. We let people air issues seriously and meet everyone they need to."

"First, MIDEM is a unique place to make deals. Second, we continually adapt to the market. The process is not really under way but we feel we should recognise that. Second, it is changing fast. The market is exploding with new stations, new formats, new methods of financing."

Simon Cole, Managing Director of PPM Radiowaves, the UK-based radio syndicator which MIDEM contracted as consultant to the radio conference, believes the radio event has been largely redesigned in the past. "It's really different this year, in view of changes in the industry. Previous years have focused on
Continued from page 21

Music and EMI/Pathe Marconi. Roel Kieran, Director International Marketing of EMI Records (UK) - we weren't so interested in the European talent. Roel Kruize, Senior Director A&R/Marketing of EMI Europe: "We'll be there, along with EMI Music and EMI/Pathe Marconi. MIDEM is an important market for us now. We stayed away for many years to take care of our own artists - we weren't so interested in new acts. But the pan-European market is very interesting right now and we'll be keen to meet producers with that kind of product. We're ready to make contacts and listen to tapes and any masters of continental European acts. UK and US artists aren't our reason for going. While there were strong rumours at press time that acts such as Simply Red, Tears For Fears, Paul Young, Duran Duran and Bobby McFerrin would be presenting material at the Festival's various gala concerts, Roel Blaskey, Director International Marketing of EMI Records (UK) doubts whether his company will present any acts at all.

"I want to know what the format will be. I will have four or five major international acts on tour in Europe then, and I'd be delighted to present them at MIDEM - but I have to know what will be happening, which other groups will be there and what the media coverage will be first. MIDEM can't tell me that yet." But the MIDEM press office says the absence of confirmations or agreement on a press time should not put majors off showcasing acts at the Festival. "It's a very good situation - we can do it at any time," said a spokesperson. "The TV companies want to know about the acts and the record companies want to be sure about TV coverage. But it will all be sorts out.

A senior spokesperson for WEA, coming back to MIDEM this year after a few years away, acknowledged the same difficulties. "After a period of internal restructuring, WEA is returning to MIDEM under a new Chairman, Ramon Lopez, who believes in the contacts the conference can supply. We will have a stand - basically manned by our French staff - and a senior executive will be there most days to make the on-the-spot decisions. But we won't have the massive party and gala of a few years ago. "I'm not at all sure what we'll be presenting. I keep bearing the UK's Channel 4 is interested but hasn't signed yet and I need to know about TV coverage. If the TV companies want to make it a media event featuring acts signed to us, they'll have to guarantee some return on the investment of helping acts get out there."

"We've always come back with a couple of deals under our belts."

Another sponsored stand will be taken by Swiss authors' rights group SUSA, which makes its first MIDEM appearance. Direc-
tor Fabio Hugel: "The word is spreading among the smaller independent publishers that MIDEM is the place to make contacts. Our stand is representing 39 Swiss publishers, most of whom will present acts either during the showcases or as part of Swiss Day on Mon-
day 23. In particular, there will be performances by Quatera Novace, Shy Rose, Daniela Simmons, Ralph Heid and the jazz group BBFC.

SPPP, the French independent producers' association, is also taking a joint stand. "There's an awful lot of good music in Scotland and it gets a very real deal. A lot of bands just go to London at the first opportunity and we want to develop a more professional and fair image for the Scottish industry. Nine companies will actually travel out and we'll be representing 25 members. It may seem surprising, but there are actually 84 record companies in Scotland. MIDEM seems the place to give them a bit of low-profile promotion."

The UK's Association Of Professional Recording Studios (APRS) is representing 120 studio. Stand organiser Philip Vau-
athan: "We're really giving just to meet people and market ourselves more aggressively to a wider international market. With 1992 on the way, more acts will start to think of opportunities outside their own countries. Su-
perstars have always recorded where they like, and will continue to do so, but I don't see why the spirit of 1992 shouldn't prompt smaller acts to insist on the best facilities."

But these are not the concerns of the smaller companies and or-
ganisations at the Festival. Of the group stands, the Deutscher Musikverlag (West German Association Of Music Publishers) is delighted to be back for the second time. Ingo Streh, legal adviser, who will run the German stand: "Last year we had a very successful. Some 22 publishers are coming this year and we'll have continuous videos of product from West German publishers made in the German market. "We're going because of the contacts and the potential deals, obviously, but also to discuss some of the 1992 issues we're not at all happy with - authors' rights, for example, which seem to us not to be fully recognised in the EC Green Paper. We're interested to see what other national pub-
lishers think."

As last year, the West German stand is sponsored, this time by Daimler Benz/Mercedes and Dortmund liver. Streh: "Spons-
ing is a very sensible arrange-
ment for non-company groups - MIDEM is a very expensive event for smaller organisations.

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Welcome to Scandinavia!

Never before have so many Scandinavian acts been signed to major record companies. But the four Scandinavian territories still constitute a huge reservoir of untapped potential.


Both in sales potential and media developments, Scandinavia continues to grow. The recent installation of the ScanSat satellite is a sign that times are changing. For details, turn to page 36.

The fact that BMG opened three new Scandinavian offices at the beginning of January, indicates that the majors are already waking up to the opportunities on offer. An update on recording companies' plans for 1989 follows on pages 38, 39, 41 and 45.

The feature continues on pages 46 and 49 with interviews with leading Swedish DJ Kaj Kindvall andOnChange. Read on...

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EMI

THE FOUR SCANDINAVIAN TERRITORIES STILL CONSTITUTE A HUGE REServoir OF untapped POTENTIAL.

Welcome to Scandinavia!

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THE TV show Tistan' and Kaj

them noticed. They appeared on

Sweden, was the song that got

More Broken Hears, on CBS

eight

success that in fact took about

A classic case of the overnight

Schubert's

and

cone's theme to 'The Mission'

modem sounds and instruments.

of songs that he played, backed by

tel, chosen a collection

of best-selling instrumental album

sold 75.00rt making it Norway's

111.15/C S.

27

In 1985 when, except for drum-
mmer Peter Hermansson, they were all called up for military service. Eye To Eye is due for release in Scandinavia, GAS, Holland, France, Spain, Japan and the US.

Their music has the same combination of melody and gutsi-

ness that has made bands like Foreigner and Bon Jovi so popular.

Style

In 1981, when they were called Freestyle, they had a huge Swed-

ish hit with J Mane Bv. But they never managed to repeat that for-

mula and the core of the group, Christer Sandelin, Tommy Ek-

man and singer Gigi Hamilton left to form Style.

Next chat appearance was Telephone, which topped the American Dance Chart. Though

which can only enhance their already considerable reputation.

Smack

These guys have been on the verge of an international break-

through since Etrigma released their first and second LPs in the US in 1985. Their brand of bluesy

hard rock received great reviews in the LA press and the live al-

bum, Live Desire, was similarly praised by hard rock magazine

Kerrang!

In 1988, CBS Finland decided to get serious with the group and signed them to a worldwide con-

tract. Their first album for the new label, Radical, contains the

hit single Mad Animal Shuffle.

Good Evening Manchester

Without doubt, one of the most sophisticated bands to come out of Finland. Their second album, containing excellent singles Go

...
Debbie Gibson
Lost In Your Eyes - Atlantic
A thoroughly sweet ballad that will undoubtedly appeal to the teenage market.

Brian Wilson
Love And Mercy - Sire
Accompanied only by piano, the full force of Hiatt's gritty voice is something to be heard. Presently only re-released in Holland. A good song that may provide him with a long overdue hit.

Etienne Daho
Des Heures Hindoues - Virgin
A slow and moody song with a sophisticated string arrangement. One of the most interesting French singer/songwriters of recent years.

Steve Dance
Love Follows - Cooltempo
Smooth as silk soul from one of the best of the current crop of new British R&B artists.

King Swamp
Is This Love? - Virgin
A song along pop anthem with a string of hits aimed at the American market. Already picking up tips in West Germany and a good chance of charting.

Fishbone
Change - CBS
A dramatic and compelling song, backed by a simple, crystal clear guitar accompaniment. Its beauty lies in the tragic combination of passion and restraint. Give it a play.

The Proclaimers
I'm On My Way - Chrysalis
Another song in their C&W/pop style. Nice harmonies and a flowing bass.

Chris De Burgh
Sailing Away - A&M
Easy-going, mainstream material with an atmospheric production by Paul Hardiman and De Burgh. Slight echoes of Peter Gabriel.

Veronique Sanson
Allah - WEA
French singer with a sparsely produced funk song. Highly programmable.

Roy orbison
You Got It - Virgin
A classic slice of the material that made Orbison so popular in the first place. Very catchy, a fitting tribute to one of the giants of modern music.

Emmylou Harris
Bluebird - Reprise
The singer's characteristically fragile voice shines through this balanced set of slow and mid-tempo songs. The compositions include hits such as John Hiatt, Johnny Cash and the McGarrigle Sisters. Produced by Harris and Richard Bennett.

The Fixx
Calm Animals - BMG/RCA
Their long awaited debut LP for RCA is a consolidation of the style that brought them so much success in the US. The songs are as neat and catchy as ever but with a rocker edge than previous material. Check Driven Out and Cahn Animals.

Lou Reed
New York - Sire
After 18 albums and three labels, Reed is back with the best LP he has delivered since 1973's Berlin. A concept album that is reminiscent of the Velvet Underground. The socially aware and critical lyrics form one of the main ingredients of the LP. Highlights are: Xmas In February, Good Evening Mr Waldheim and Done Steal Mystery.

Slick Rick
The Great Adventures Of - Def Jam
Hard but melodic rap by the wild and witty Rick Walters. The new sound of New York is simple and rhythmic with stripped down tones and a touch of craziness. The Rulers Back and Mona Lisa.

The Buckwheat Zydeco
Taking It Home - Island
An irresistible LP of zydeco, the accordion-blended style of rock, soul and rhythm that was developed by southwest Louisiana's black French-speaking Creoles. A real foot-stuffer of a record that everyone should check out. Do not miss Drivin' Old Grey, Why Does Love Get To Be So Sad (with Eric Clapton on guitar) and the brass filled Oh What.

SPECIAL PREVIEWS

The Eurochart Hot 100. The only official pan-European hit survey which is adopted by many prominent radio and TV shows. A weekly presentation of Europe's highest singles sales. Compiled in association with BUMA/STEMRA, endorsed by CISAC, sponsored by Coca Cola and published by Music & Media, the only pan-European trade magazine for the music and broadcasting business. The Eurochart Hot 100, an indispensable tool for programming. The only really reliable instrument to measure European taste - just tune in to Europe's most popular stations and you'll be convinced. For more information on E-Mail subscription, licence and broadcasting rights complete and return the coupon today.
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<td>Vanessa Paradis</td>
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**DEBUT DE SOIREE**

Following their smash hit "nuit de folie" 1.2 Million copies sold in France alone.

Their new single **"LA VIE, LA NUIT"** remixed by PETER HAMMOND, is already number 4 in the french charts.

**AUTHOR**

PETER HAMMOND

**DATE**

January 28, 1989

**COMPANY**

Eurochart Hot 100
### Top 3 Singles in Europe

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<td>Especially For You</td>
<td>Twist In My Sobriety</td>
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<td>SWEDEN</td>
<td>Vinga</td>
<td>Orinoco Flow</td>
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<tr>
<td>DENMARK</td>
<td>Jo! De! Cool</td>
<td>Cracker International</td>
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<tr>
<td>NORWAY</td>
<td>The First Time</td>
<td>Stop</td>
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<tr>
<td>FINLAND</td>
<td>Baby Don't Forget My Number</td>
<td>Back To The Stone Age</td>
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<tr>
<td>SWITZERLAND</td>
<td>Especially For You</td>
<td>The First Time</td>
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<tr>
<td>AUSTRIA</td>
<td>Don't Worry Be Happy</td>
<td>Bring Me Edelweiss</td>
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<tr>
<td>GREECE</td>
<td>Girl You Know It's True</td>
<td>Take Me To Your Heart</td>
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<tr>
<td>PORTUGAL</td>
<td>A Groovy Kind Of Love</td>
<td>Yes</td>
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### Top 3 Albums in Europe

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<tr>
<th>Country</th>
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<tr>
<td>UNITED KINGDOM</td>
<td>The Legendary Roy Orbison</td>
<td>The Inspectors</td>
<td>The Premier Collection</td>
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<td>GERMANY</td>
<td>Ancient Heart</td>
<td>Tracy Chapman</td>
<td>Money For Nothing</td>
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<td>FRANCE</td>
<td>Money For Nothing</td>
<td>In Questo Mondo Di Ladri</td>
<td>A Groovy Kind Of Love</td>
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<td>ITALY</td>
<td>Tracy Chapman</td>
<td>Venti Ottobre 88</td>
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<td>SPAIN</td>
<td>Como Y Como...</td>
<td>In Questo Mondo Di Ladri</td>
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<td>HOLLAND</td>
<td>Anything For You</td>
<td>Venecia Concierto</td>
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<td>All Time Greatest Hits</td>
<td>Dois 80's</td>
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<td>SWEDEN</td>
<td>Look Sharp</td>
<td>Da Capo</td>
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<td>Dado &amp; The Don's</td>
<td>C'Me Avvolto Nelle Braccia</td>
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<td>NORWAY</td>
<td>Ancient Heart</td>
<td>Women Of War</td>
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<td>FINLAND</td>
<td>Memories</td>
<td>Two Time</td>
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<td>IRELAND</td>
<td>Kyle</td>
<td>The Ice Capades</td>
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<td>Penn's Watermark</td>
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<td>AUSTRIA</td>
<td>Rattle &amp; Hum</td>
<td>Sinfonia Contra Tiempo</td>
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<td>GREECE</td>
<td>Top Club</td>
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<td>PORTUGAL</td>
<td>Delicato Sound Of Thunder</td>
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### European Airplay Top 50

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<th>Artist</th>
<th>ORIGINAL ARTIST</th>
<th>RADIO REMEMBER</th>
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<tr>
<td>Two Hearts</td>
<td>Paul McCartney</td>
<td>UB40</td>
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<td>Orinoco Flow</td>
<td>Talking Heads</td>
<td>Leif Ericsson</td>
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<td>Especially For You</td>
<td>Barry Manilow</td>
<td>Barry Manilow</td>
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<td>Loco In Acapulco</td>
<td>The Traveling Wilburys</td>
<td>R.E.M.</td>
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<td>Don't Worry Be Happy</td>
<td>B.B. King</td>
<td>B.B. King</td>
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<tr>
<td>The First Time</td>
<td>Buffalo Stance</td>
<td>Buffalo Stance</td>
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<td>Let's Make Love In Your Heart</td>
<td>Central Promotions</td>
<td>Central Promotions</td>
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<td>Smooth Criminal</td>
<td>Michael Jackson</td>
<td>Michael Jackson</td>
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<td>Boy George</td>
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<td>The Rolling Stones</td>
<td>The Rolling Stones</td>
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<td>She Drives Me Crazy</td>
<td>Meat Lo</td>
<td>Meat Lo</td>
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<td>Cracker International</td>
<td>The Eurythmics</td>
<td>The Eurythmics</td>
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<td>Buffalo Stance</td>
<td>Queen</td>
<td>Queen</td>
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<td>The Eagles</td>
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<td>America</td>
<td>America</td>
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<td>Left To My Own Devices</td>
<td>Heartless</td>
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<td>Kiss</td>
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<td>I Changea La Vie</td>
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<td>You Are The One</td>
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<td>Where Is The Love</td>
<td>The Rolling Stones</td>
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<tr>
<td>I Love A Ballgame</td>
<td>Queen</td>
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<tr>
<td>The Leather Of His Love</td>
<td>ABBA</td>
<td>ABBA</td>
<td></td>
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<tr>
<td>Never Trust A Stranger</td>
<td>ABBA</td>
<td>ABBA</td>
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Fellow told me about a stunt by his backdoor. What a job! * An in-ducer of the soundtrack," Pierre Joubert is Faccia Da Pirla, which could be translated as 'Bumface1 by DJ

Norwegian entry in last year's Radio Hallam Dl David Kil-
Scanning Scandinavia

ScanSat - Success Against The Odds

Prospects were uncertain for Scandinavia's first commercial satellite TV channel, ScanSat, when it was launched last year. But the channel has flourished, despite predictions that low advertising and rigid broadcasting regulations in Sweden may force it off the air.

Since January 1, 1988, ScanSat/TV3 has broadcast roughly 47 hours of family-oriented programmes a week to around 1.2 million cable households in Sweden, Norway and Denmark. Owned and financed by Swedish holding company Kinnevik, the station has headquarters and studios in London.

Managing Director Jan Steinmann claims ScanSat now has a potential audience of some 3.3 million people. "It's been a fantastic first year. There's been tremendous audience acceptance and our programmes are really appreciated."

ScanSat's mix of movies, cartoons, mini-series and sports has indeed found a niche. The channel has a 33% audience share in Sweden, 25% in Norway and 18% in Denmark. ScanSat makes some 20% of programming itself; the rest comes mainly from the UK or the US.

Steinmann: "It's the right mix. We don't let any one style dominate - for example, we're not a music channel because MTV does that already. Our music consists of one pop special a week."

After a slow start, advertising revenue picked up sharply mid-year and ScanSat ended 1988 "well ahead of schedule". The station carried some 250 different commercials the Swedish advertising industry made just 80 commercials in the whole of 1987. ScanSat carries six minutes of advertising an hour.

Most advertising is aimed at a broad Scandinavian market. By rarely targeting specific countries, Steinmann believes ScanSat conforms to the Swedish National Cable TV Board's regulations.

The channel operates fully within Danish and Norwegian laws but the Swedish government, which strongly believes in non-commercial public service broadcasting, is keeping a close eye on ScanSat.

"Steinmann is confident about the future of commercial broadcasting in Scandinavia: "We will see a full-blown and healthy commercial TV sector in all three countries by 1991."

Blue Isis

Debut Album "Uphill"

Scandinavian Release Spring '89

Blue Isis

"Are you alive or are you just pretending"
The majors agree. The fact that BMG opened new offices throughout Scandinavia in January highlights Sweden's international potential.

"Like many other recent developments, this should help Swedish music exploit its potential internationally," says Per Berghagen, Head of A&R at PolyGram. "At PolyGram we are also investing more and more in Swedish music. There are clear openings for Scandinavian bands internationally."

"This year our own band Treat, who have been very successful in West Germany and Japan, will see their LP 'Doom Hunter' released in the UK and France. And we have great hopes for Electric Boys, Simon Rowe, Gina Jacobs and Erik Gadd." He looks forward to at least one new signing in the New Year. Berghagen believes in concentrating on the local market before looking internationally. "But we also put a lot of emphasis on thinking Scandinavian. For example, thanks to Electric Boys being released in Finland we may have an early release in the USSR."

Berghagen feels that there are too few opportunities for exposing new acts, especially through television. Stian Tjandte, A&R Manager at WEA, says that this "The media are much more open to Swedish pop than before", "tracks", and national TV show "Listan" is an important showcase for local product.

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One of the most interesting activities of the only pan-European music trade magazine, Music & Media, is: Talent Tracks! It's a bi-weekly cassette service with an expert selection of potential hits, together with a newsletter containing details of 20 tracks which are available for many territories. Talent Tracks presents you with exciting new artists and songs and expands your A&R activities for only US $15 - a week. It gives you a head start in discovering new talent. And it makes great listening on your car's cassette player when stuck in the rush hour. For a subscription or more information, complete and return the coupon today.

Music & Media
YOUR KEY TO EUROPE

Visitors

SCANNING SCANDINAVIA

Finland - Fertile Ground

Finland's record companies have high hopes for 1989. Music & Media asked five of them about the acts they will feature highest.

Last year was very good for CBS Finland - I expect 1989 to be even better," says CBS Records' Managing Director Antti Holma. "Some of our local acts are being released outside Finland. Blues/hard rock band Smack's product is out in Scandinavia and the Benelux and is scheduled for release in West Germany and France this month. The pop group Good Evening Manchester's debut LP will come out in Sweden, West Germany and Greece.

EMI Finland's Managing Director Hobo Puhakka: "Export-wise we are banking on Havanna Blacks, a great group from Helsinki. Their LP, Indian Warrior, was released across Europe and they are touring West Germany and the Benelux with Vixen. We have great hopes for CD and plenty of work will be put into building up our CD range - including material from our domestic back catalogue. The funny thing with the Finnish scene is that CD is eroding cassette sales, but vinyl seems unaffected. I think this will change before long."

"We plan to have some 15 LPs out this year. On the retail side, we are opening a new branch of MEGA EPE's, our record retail chain, in Lahti. This will give us leading stores in Finland's four biggest cities. Our 1989 sales target for MEGA EPE's is US $6 million - some 10% of the local record retail market."

"Much of our resources will focus on Leningrad Cowboys, Hearthill and Stone, who we plan to introduce to foreign markets," says independent Pyramid/Megamania's Director Arne Blom. "Stone have a licensing deal with Mechanics Records (distributed by MCA) and are recording their second album for international release. Leningrad Cowboys should have a so-called 'road movie' and soundtrack LP out by March or April. "Many of our acts have export potential," says a confident Leena Huangisto, Managing Director of independent Polax. "Boycott did 12 shows in Moscow and appeared on Russian TV. Their debut LP is selling well there. "We're bringing material from our local bands to MIDEM, plus excellent stuff from USSR hard rock band Va-Bank. Their video clip for the song 'Attitude', filmed inside the Moscow metro, is simply wonderful. We are interested in licensing and publishing deals."

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SMACK

A very strong set of hard-edged rock'n'roll from one of the best live bands around today. The sheer power of the playing and the quality of the songs will make this group fast internationally well-known.

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GOOD EVENING MANCHESTER

Learning to sing

Touches of the Byrds, Television, Velvet Underground and R.E.M. on this highly original album. Lots of good melodies and hypnotic rhythms. A stunning debut album!

Already released in GERMANY, SWEDEN, GREECE and FINLAND.

BIG SUCCESSES FROM A SMALL COUNTRY

FROM NORWAY PLEASE WELCOME 2 ACTS

EACH SELLING MORE RECORDS IN THEIR HOME MARKET THAN MOST WORLD STARS DO IN THEIRS

(TOMBOY)

Fronted by the very charismatic lead singer Torhild, the six members of TOMBOY have delivered their third successful album. Their music is mature and melodic, their songs are sparkling and catchy. Listen to «All That I Need», and look forward to the thrill of the album «Shadows On The Wall», and you'll agree that TOMBOY has a huge international potential.

TOMBOY LP/MC/CD

Shadows On The Wall

CBS

RETURN

ATTITUDES

Now this is what we call commercial! The powerful punch will shake you. The mesmerizing hooklines will catch and hold you. You will truly enjoy RETURN and their debut CBS album «Attitudes».

On the enclosed CD you can hear «Change The Attitude», which has become the winter's sing-along anthem here in Norway. These fab four are ready to change your attitude.

RETURN LP/MC/CD

Both are featured on the Music & Media CD sampler.
SCANNING SCANDINAVIA

Norwegian Goods

Erling Johansen, General Manager of BMG/Aria Norway, whose office opened in Oslo in January: "The majors have tremendous faith in Scandinavian product right now. Look at the Scandinavian acts who have recently signed internationally: A-Ha, Europe, Stage Dolls, Miss B Hansen, TNT, Trance Dance, One 2 Many, Everseed, 2 Brave. BMG International wants a local A&R division in Norway as soon as possible. It definitely sees Norway as a serious source for international repertoire."

Jan Oath, CBS Norway's A&R Manager, sees an interesting split developing. "It's very exciting. On the one hand we have enormous input from other territories via satellite TV and the media revolution. That gives local acts with international ambitions a lot to draw on. But at the same time, more and more acts are quite happy to sing in Norwegian and produce high-quality product for the home market. Either way, Norwegian music is benefiting. We aim to make an act big in the domestic market before we think about going international. With Tomboy, for example, we're waiting for the home reaction to the LP Shadows On The Wall before we hand them over to our European office in London."

WEA Norway also believes an act must prove itself locally. Marketing Manager Fred Engh: "There aren't many groups like A-Ha. A new act takes time to develop, which explains why we don't try to manufacture instant hits. It's usually the second - or even the fourth album that really makes it."

"A possible exception is Dag Laueland, whose first album is nearly ready, though it hasn't been titled yet. He has real international potential and we'll ask London to listen to him. The September When are another potential cross-border success. We do think you have to ride up the home market first - but Norway has a lot to offer. Sonet Norway, although not really an exporter, also thinks home market success is essential before heading for Europe. Label Manager Richard Ishell: "El- doen's first self-titled album went silver in Norway and we tried for international deals in Italy and Australia only when we were sure of the Scandinavian reception."

"There's always an exception to prove the rule, though, and that's Go, a new Norwegian act managed by Kim Poulson which we'll launch through London as a Sonet Scandinavia project in spring.

In general I'd say Norwegian music has a lot to recommend it at the moment. Bands are commercially oriented and seem to have a feel for what will go down well in Europe. There's a real future here."
Tracking Kaj Kindvall

By Stuart Ward

Kaj Kindvall's name carries power and is highly respected in the Swedish music industry. His show 'Tracks', on state broadcaster SR's radio station P3 is, in effect, a regular market survey.

Not only is 'Tracks' essential listening for the discerning record company executive, its chart, based on listeners' votes, also makes it one of the most popular radio shows around. How did Kindvall achieve such a popular and powerful position? And how does he maintain it?

"The listeners' confidence is most important to me," he says. "The record industry must take second place to them, although I have a pretty painless relationship with the industry, I think. I am of course conscious of the importance they attach to my show. 'Tracks' is a chart based on listeners' votes. Between 1972 and 1974 Kindvall also produced a powerful position? And how does he maintain it?

"The chart must be representative. So for the last two-and-a-half years I have used a specially designed computer programme with inbuilt checks to combat any attempts to influence the chart. I do everything myself - though at the moment I have a half-timer helping me."

Each week, 16 to 21 new songs - 'challengers' - are played, over and above the 20 songs on the chart. Listeners vote for five of the songs played on the show, plus one of their own choice. In choosing 'challengers', Kindvall is influenced by many things including the foreign charts. Some are obvious, but he tries to play all kinds of pop and rock, including two or three more experimental pieces. He is anxious that the show reflects new trends and covers the whole spectrum. But he admits that "if it's a Swedish production, it will definitely have a better chance of being played".

Kindvall's first contact with radio came in 1967 when he entered a competition called 'Popparaparden', a talent contest to find the best new radio host for that year. He did not win, but it did not matter. He still got a few one-off jobs on radio shows.

'Listeners' choice: Kaj Kindvall'

The big break came in 1970 with the radio show 'Tio I Topp' (Top 10). This was a chart based on listeners' votes. Between 1972 and 1974 Kindvall also produced a weekly show called 'Tracks' in 1984. By then, he correctly judged the climate of opinion to be more favourable to chart music. He had lived in a state of 'chartlessness' for many years - so people were more ready for it. Now there's no doubt of the popularity of charts, particularly when they are exposed through a national radio channel.

Kindvall points out that the chart reflects new trends and covers the whole spectrum. But he admits that "if it's a Swedish production, it will definitely have a better chance of being played".

If music be the food of joy...

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

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

A Scandinavian Cultural Event the like of which has never yet been seen

At the same time as MUSIC 89 is taking place, Gothenburg will be playing host to GIART 89, the Gothenburg International Art Fair, an event that is expected to attract visitors from near and far, united by their interest in the world of art. The two events will between them constitute the hub of a festival of music and the arts that will be finding expression in every sector of the city's life over these five October days.

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1989 EDITION

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Dan Reed Network - Getting To You Slowly

by Marjorie Rosenzweig

A melting-pot of styles with a dash of political awareness is Dan Reed Network’s recipe for good music. The band’s self-titled debut album, out on PolyGram in mid-1988, is a potent mix of Cameo-like funk and AC/DC-type hard rock, with an additional programming categories.

The Dan Reed Network - like Fishbone, Red Hot Chili Peppers, Living Colour and Rox福特 - blend diverse musical styles as rock, funk, R&B, soul, reggae and heavy metal.

Living Colour also make political statements about discrimination against black rock & roll musicians in the US. Though Dan Reed, the group’s founder-member and singer/songwriter, understands Living Colour’s approach, he prefers a different one himself. “We both have the same message: unity, free expression of art, rock & roll, music, escape. For me, the way to get our message across is when people come to see the five of us on stage. You can see we are a family. There is a Jew, a Brazilian, an African and a Japanese guy in the band and I am a mix of Hawaiian and German.

“We have been together as a band for five years and we have learned a lot about each other’s cultural backgrounds. We might do politically inclined shows once in a while.

The fact that the members of Dan Reed Network all have different cultural backgrounds also accounts for the variety of musical influences. Reed: “My pianist, Blake Sakamoto, is classically trained. Daniel Prody, the drummer, gives heavy metal to the band. My bassist, Melvin Bramson, grew up listening to Earth, Wind & Fire and the Gap Band and my guitarist, Brion James, is really rock & roll. I am just like a lens which focuses all these images.”

The band first caught Poly-Gram’s attention with a self-produced EP, Breathless, in September 1986. PolyGram, together with their highly reputed Manager Bill Graham brought in Producer Bruce Fairharbor (Bon Jovi, Aerosmith, Loverboy) for the LP. Dan Reed Network, which was mainly recorded live. After building up a strong reputation by touring widely in the US, they had a warm welcome when they came to Europe in November last year. Now, with the rock & roll dance track Get To You out as a single, there is talk of another new product.

Dan Reed (left) with Jan Bangsten at a gig in Glasgow.

Reed is naturally pleased with the response so far, but at the same time he is cautious of becoming ‘famous of the month’. “We are one of those bands that want to build it step by step. Once you get huge with your first album, there is nowhere to go. And we do not want to be the hip thing of the year. We just want to creep into everybody’s lives slowly, but surely.”

Dan Reed Network's first solo album for some years, In The Wide Rain, has a starred line-up including: Steve Lukather from Toto, David Linley and Windham Hill virtuoso Michael Janney Kirkland (from Sting’s band) on keyboards; Jim Keltner on drums; James Taylor, Gram Nash and Bonnie Raitt on backing vocals.

The fact that the eagerly awaited Silencers second album - production credit goes to Kevin Maloney, who also worked on the Fairground Attractions PPV, has a lot of faith in The Darling Birds who seem to be repeating that belief with a Top 40 UK chart entry for their latest single, Hit The Ground. Their debut LP has been produced by Pat Collier whose previous credits include The Woburns, The House Of Love and The Weather Prophets.

EMI is always full of surprises. The latest are that punky radicals New Model Army have been working with producer Tom Dowd, most famous for his work with Rod Stewart, Eric Clapton and Lynyard Skynyrd. Not surprisingly, the result is said to be their most accessible effort to date. And EMI is releasing an LP by Sarah Jane Morris, who first came to the public’s attention as co-vocalist on The Communards’ storming version of Don’t Leave Me This Way has her first solo LP out on Jet/Zomba. Producers include ex-Culture Club guitarist Roy Hay, jazz virtuoso Ben Sidran and Alistair Gavin.

The new Then Jerico LP from Polydor includes an appearance by none other than Belinda Carlisle, called What Does It Take. Production credits for the Fine Young Cannibals long-awaited new LP go partly to the band and partly to David V, who made his name at Prince’s Paisley Park studios. Elvir Costello’s first LP for his new label WEA is called Spies The Bradford Entertainers. It features material specially written for Costello by Chrissie Hynde, Paul McCartney and Shane McGowan of The Pogues, plus a fair sprinkling of self-penned numbers. Los Reed’s album, New York, is a 58-minute affair which Reed says should be listened to in one sitting, as if it were a film.
**EUROPE'S MOST MUSIC MEDIA HIT MATERIAL**

**SINGLES**
- Phil Collins: Airplay
- Kylie Minogue: Airplay
- Jason Donovan: Sales

**NO. 1!**
- Tanita Tikaram: Airplay
- Dire Straits: Sales

**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**
- Adeva: Respect (Columbia)
- Fishbone: Change (CBS)
- John Hiatt: Have A Little Faith In Me (A&M)
- Brian Wilson: Love And Mercy (API)
- Roy Orbison: You Got It (Vereen)

**SURE HITS**
- Debbie Gibson: Lost In Your Eyes (Atlantic)
- Steven Dante: Love Follows (Contempo)
- The Proclaimers: I'm On My Way (Chrysalis)
- Chris De Burgh: Sailing Away (A&M)

**EURO-CROSSEORS**
- Etienne Daho: Des Heures Hindoues (Atlantic)
- Verenique Sanson: Allah (Chrysalis)

**EMERGING TALENT**
- Jon Astley: Been There, Done That (Vasa)

**ENCORE**
- L'Affaire Louis' Trio: Bos Ton Cafe (Barclay)
- The La's: There She Goes (Go-Go's)
- Nanci Griffith: One Far Summer Evening (MCA)
- Woe Papa Girl Rappers: Soul Mate (Island)
- Iggy Pop: Easy Rider (Capitol)

**ALBUMS OF THE WEEK**
- Les Negresses Vertes: Mlah (BMG/RCA)
- The Fixx: Calm Animals (BMG/RCA)
- Lou Reed: New York (War)
- Stick Rick: The Great Adventures Of (Capitol)
- Brother Beyond: Get Even (Parlophone)
- David Crosby: Oh Yes I Can (A&M)
- Bob & Coco Williams: Heaven (Capitol)
- Buckwheat Zydeco: Taking It Home (Rounder)
- Emmylou Harris: Bluebird (Columbia)
- Luis Cobos: Vienna Concerto (CBS)
- Neil Diamond: The Best Years Of Our Lives (CBS)

**CHART ENTRIES**
**Airplay Top 50**
- Roy Orbison: You Got It (24) (Vereen)
- Marc Almond: Something's Gotten Hold Of My Heart (49) (EMI)
- Edelweiss: Bring Me Edelweiss (42) (Capitol)
- Clive Fisher: Love Like A River (45) (CBS)
- David Hallyday: High (46) (Scott Bros/Phonogram)

**Hot 100 Singles**
- Tony Carey: Room With A View (43) (Mercury)
- Holly Johnson: Love Train (64) (EMI)

**Top 100 Albums**
- Tanita Tikaram: Ancient Heart (3-7) (WEA)
- Roy Orbison: The Legendary Roy Orbison (11-20) (Teista)
- Gloria Estefan & Miami Sound Machine: Anything For You (18-34) (Epic)

**FAST MOVERS**
- Enya: Orinoco Flow (2-5) (WEA)
- Kylie Minogue & Jason Donovan: Especially For You (1-2) (PWL)
- The Four Tops: Loco In Acapulco (4-1) (Arista/BMG)
- Fine Young Cannibals: She Drives Me Crazy (12-19) (London)
- Kelly Cherry: Buffalo Stance (14-26) (Columbia)

**HOT ADDS**
- Breaking Out On European Radio
- Brother Beyond: Be My Twin (Parlophone)
- Robert Howard & Kym Mazelle: Wait (Parlophone)

**CONCERTS**
- ENCORE
- L'Affaire Louis' Trio: Bos Ton Cafe (Barclay)
- The La's: There She Goes (Go-Go's)
- Nanci Griffith: One Far Summer Evening (MCA)
- Woe Papa Girl Rappers: Soul Mate (Island)
- Iggy Pop: Easy Rider (Capitol)

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