The People's Court is now in session
All rise
Here comes the judge
Now up this morning moaning in a slow crawl
I've been brainwashed with lies, dope and alcohol
I found common sense driven undercover
by some politicians smiling trying to be my mother
We don't know our own history
We believe everything we hear
The truth is all around us if you know where to look
It's time for something radical
We don't know our own history

The BIEM standard contract has effectively solved the problem of harmonisation of rights throughout the EC in view of the free circulation of records.

To coincide with this week's special on the harmonisation of music publishing and rights, IFPI, BIEM and the EBU reacted on the possibility of single pan-European mechanical and performing rights societies. All three were cautious in their comments on what is clearly a sensitive issue.

Verner Rumpost, Director of Legal Affairs at the EBU's headquarters in Geneva: "There's no point in harmonisation for harmonisation's sake. The individual national societies are best placed to make decisions for their countries. Copyright is a national issue and the advantage of the present system is that broadcasters can discuss the issues in their own language with people who understand the local situation."

From the London offices of IFPI, Associate Director-General Gillian Davies said: "As far as performing rights are concerned, in the long run with direct satellite and cross-border broadcasting increasing, the future may go in the direction of one pan-European society."

And speaking from Paris, Jean-Loup Tourrier, President of BIEM: "The disappearance of the national societies in Europe, even those that administrate mechanical rights, seems to me quite hypothetical and clearly inopportune. The BIEM standard contract has effectively solved the problem of harmonisation of rights throughout the EC in view of the free circulation of records."

We see page 3 for full report on Tourrier's views and pages 18-20 for a general update on publishers' and national societies' views on harmonisation.

Music Channels Bid For TDF

Paris - Two music channel projects are among the 20 applications for the five transponders on France's TDF 1 satellite. The first, known as Eurodisque, consists of the same partners as the former music channel project TDF. The second, as yet unnamed, has been put forward by Lyonnaise Communication, shareholders of M6. Eurodisque's partners are CBS, PolyGram (France), radio network NRJ, finance company Caisse Des Depots, cable operators General Des Eaux, and retailers FNAC. A Swiss and Belgian company are expecting to join the group to make future entry into those countries easier.

Eurodisque will programme 50% French music, 30% European and 20% from the rest of the world. Henri De Bodinat, President CBS France: "In the long run, Eurodisque will be an alternative to MTV in Europe. Our channels, however, will have predominantly European programming."

NRJ's President Jean-Patil Baudecours confirms that the partners have also requested terrestrial transmission from the CSA regulatory body.

Double Success For Almond & Pitney

A cover version has hit the top of the Eurochart Hot 100 Singles for the third time since the start of M&M's charts. Marc Almond's duet with Gene Pitney, Something's Gotten Hold Of My Heart, rules the Hot 100 for the third consecutive week and, what's more, the song also tops the Airplay Top 50 this week.

The other two covers were Ferry Aid's Let It Be (the original Beatles song from '70) and Boy George's Everything I Own (Bread '72) which both reached no. 1 in '87. The original of this week's no. 1 dates back to Pitney in 1967.
As President of BIFM, the umbrella group for national mechanical rights societies in Europe, Jean-Pierre Tournaire’s views on the feasibility of a pan-European mechanical rights organisation (see front page) are obviously of paramount importance.

While Tournaire does not reject the idea out of hand, he does think such a project should meet with certain requirements. The following is a summary of these.

* Authors’ societies are not merely collection and distribution bodies. They represent the coming together of various music-related forces, authors, composers and publishers. They also maintain a cultural presence of great value. And they alone are capable of sufficient political action to get progress on legislation.

* The surprising suggestion that publishers will bypass (national) mechanical rights societies and deliver licences directly to record producers does not hold up:
  a) In most countries, excluding Anglo-Saxon territories, publishers will bypass (national) rights organisations. Therefore direct bargaining between manufacturers and publishers would almost certainly lead to a decrease of payments to rights-holders.

* Authors’ royalties are not merely collected and distributed. They pay for the collecting societies.

* The feasibility of one pan-European umbrella group for national mechanical rights societies in Europe, while possible, is not worth the swings and roundabouts of the process. Therefore direct bargaining seems to be the most likely scenario for the future in Europe.

Although house music and acid house remain popular in West German discs, radio stations are more reluctant to pick up the trend than the French (see last week’s Rap).

According to Volkmar Böttcher, Promotions Manager at dance label BCM, Hamburg and Berlin in particular are very keen on house. So why are the stations in these cities not playing more acid house?

* There are good reasons for house music programmers:
  Michael Miskay, Head of FM Music at private station Radio Hamburg, says “It’s simply not worth the investment too many radio stations house music because it is only a trend. Next month something else will be popular and the amount of programming is too strict to programme against the changes in the charts.”

* House music is made up of good songs and bad. House music fans do not want to see the programmers.”

* At Berlin Radio, Schoneberg, Helvetia, in Kiel, Head Of Music Sabine Nen says the station just does not play house. “Most people do not like this type of music. It is only appropriate to a certain kind of persons and we do not programme with them in mind.”

* Axel Lorch, Programmer at Hamburg’s state station NDR 2, believes the high sound pressure levels associated with house music is a barrier to acceptance. “It has to be played loud in discos and this does not work on radio. It is important for us to play a little acid house because it is a new trend, but definitely not too much.”

London launches Dance Label

London Records have launched their trademark Full Frequency Range Recordings (FFRR) as a completely independent label concentrating on dance music. The new label is headed by Pete Tong.

Tong: “We wanted to stop the confusion about the identity of London Records and to profile FFRR as a separate dance label.” However, this does not rule out the possibility of signing more pop-oriented acts in the future.

FFRR has already enjoyed chart successes with acts like Salt ‘N’ Pepa, D Mob and the Cookie Crew whose first single on FFRR, Born This Way, has just been released. The introduction of FFRR to Europe took place last week with shows by the Cookie Crew and D Mob in Amsterdam and Frankfurt. Tong plans gigs in other territories at the end of the year.
Virgin Sells To Portugal

Monte Carlo - Virgin Vision sold a package of 25 music shows to Portuguese state broadcaster RTP at the recent Monte Carlo TV market. The deal includes five specials from ‘T’Pau, Belinda Carlisle and the Eurythmics.

The three specials have been sold to 15 countries and Virgin expects that by April's MIP format TV gathering, it will have confirmed sales for the three titles in most territories.

Meanwhile, Virgin reports that 'Boy Orson and Friends - A Black and White Night' featuring Orbison, Bruce Springsteen and others, which debuted at last year's TV market, is attracting revised interest with most territories taking a second run.

Dawn Stevenson, TV Sales Manager at Picture Music International (PMI), says they received considerable interest, particularly from the US, in 'Big World Cafe', the show put together by Zenith North/Splottbou. PMI also sold 'John Lennon - New York' to Vidafilm Producers International of the US who are licensing the show to a Japanese broadcaster.

Radio Vision Creates Sponsorship Div.

Music programme distributor Radio Vision International (RVI) has formed a sponsorship and marketing division to attract sponsors for international TV events and promote barrier within European networks.

The new division will be headed by Lorenzo Camerana, previously a sponsorship and marketing executive with the TV programming division of International Management Group. Last year RVI was responsible for distributing events such as the Nelson Mandela birthday concert and the Amnesty International 'Human Rights Now' tour. Seth Willenson, RVI's Chief Operating Officer, says the company is ready to 'increase its role in the international arena - sponsorship is the next logical extension.'

US Company Buys Into Germany

Monte Carlo - In a move to strengthen its foothold in the European marketplace, US broadcast Capital Cities/ABC has acquired a stake in a group of companies run by Herbert Kloiber, the West German media entrepreneur.

Among the companies controlled by Kloiber is Tele-Munchen, which has interests in TV production, distribution, and radio. Kloiber also holds 45% shares in Tele-5, the private West German TV channel.

Both Kloiber and Capital Cities/ABC declined to comment on the new deal and it is not yet clear whether all of the companies controlled by Kloiber are included.

MTV On German Cable

MTV Europe, which transferred to the Astra satellite last month, has signed a nationwide deal with the West German cable authority. Under the agreement, MTV will be added to cable networks throughout the country at a rate of over a million households a year between 1989 and 1992. It is currently available in about one million.

Howard Smith, Deputy Director Network Development MTV: "The German telecommunication body is seriously tackling the job of cabling the whole country and we predict a phenomenal growth in the cable market there.'
Kiss Wants To Set Up Dance Radio
by Jon Henley

London-based ex-pirate Kiss FM is leaning its application for a new London-wide FM community station on a "balanced dap" and London-wide FM community team of DJs and producers from illegal broadcasting. Vyn Bragg. Kiss is also supported and media celebrities like Melwed on Capital and that's it.

for that kind of specialised music Manager Gordon Mac. Chairman of the IBA, Lord Chal this year, including 21 contracts which is awarding 32 franchises will five -person Radio Division and Kiss Wants To Set basing its application fora new Bananararna Stop Nothing Has Been Provosts/4,0one) "We will cover the full spec of music, that's what "I" stands for. By Jon Henley

New Radio Head
It has just been confirmed that the recently appointed Deputy Chairman of the IBA, Lord Chal-

"I'm a very special responsibility for radio. Chalfont will head the IBA's five-person Radio Division and will sit on the sub-committee which is awarding 32 franchises this year, including 21 contracts for community stations.

Music on the Road
London - The number of pirate radios broadcasting in the city is growing - despite threats from the authorities. By February 17 this year, there had been 58 raids on 30 stations in the London area alone.

"IAD Revenue Could Reach 10%"
by Jon Henley

IRAD stockbrokers and invest- ment analysts are suspicious of the unprecedented interest in UK in- dependent radio (IR) stations, according to a British Wire. Direc- tor of the Association Of Inde- pendent Radio Contractors (AIRC). "The experts believe ra- dio's share of total advertising expenditure could climb to 10% from its current 2% over the next few years.

Chris Cary, the man behind the Radio Nova satellite service that closed last month (see Music & Media issue 5) is planning to launch a new station on Astra. Aimed at people who have to stay at home for one reason or another, including the disabled, the station will follow an MOR format with some public service information and features.

Chris Cary, the controversial owner of Nova, said that he had learnt several lessons from his past venture and would be putting his new station into service before he failed to "sell down to try to attract advertisers from too wide a base. He has hired "the I" UK & IRELAND

NOO Plans New MOR Station
by Bob Tyler

Texas - 'Southside' Is Pride & Joy
by Sally Stratton

"We think we can run a successful and ex-

Duran Duran have announced a UK tour for April and will mark it by playing the first ever show at a new London venue. The London Astoria, on March 10, is a venue for "an adult audience", the band's manager said. "It's a great place to open up, and we want to be there for a long time."

by Bob Tyler

AmericanRadioHistory.Com

"IAD Revenue Could Reach 10%"
by Jon Henley

2 New C4 Series

A six-part music series, featuring Aly Bain and a wide range of guests, has been announced for Channel 4 (C4) last week. The show, 'Aly Bain's Freight Train', is produced by Scottish Television and features artists like Lyle Lovett. The Men They Couldn't Hang, Dick Gaun- ghall, Ali Farke Toure and Dovy Spillane.

Bain, a Scottish fiddler, will be supported throughout the series by Philip Cunningham, Willie Johnson and Vaidas Vasiliauskas, as well as his own backing band, The Boys Of The Lough.

Bids For 3rd Irish TV
Two groups are believed to be bidding for the third terrestrial TV franchise which has been ad- vertised in the Irish government.

One consortium is led by fa- cilities group Windmill Lane whose partners are: Paul McGui-

ness, Manager of U2; John Kelle-

er, on leave from Strongbow Films; Ossie Kilkenny, a media accountant; and Irish en-

trepreneur Jefferson Smurfit. A Windmill Lane source con-

firms that "other partners are in-

volved", but says that the consor- tium is "introduced from releasing details until public hearings early in March. The group has an agreement with Ulster Television, the UK TV IT company which would lead to an exchange of programming. The new channel is expected to cover up to 70% of Ireland ini- tially, with a possibility of total cover later. However the event- ual winner of the franchise may decide to concentrate on specific geographical areas.

The members of the other consortium bidding for the fran- chise include HTV, the com- mercial regional TV company. It is believed that other mem- bers include Gandon Films, an Irish production company, and Irish Inde- pendent Newspapers.

The precise launch date of the new service will depend on the plans of the successful applicant, who will be named later in the year.

A Celebration - Sonet executives from Sweden, Denmark, Norway and Finland recently gathered at G2's offices in Dublin to receive official albums from each territory for 'Riste and Blom' in management staff and Phil Cooper, MD of OY International.

Pirates Battle On
London - The number of pirate radio broadcasting in the city is growing - despite threats from the authorities. By February 17 this year, there had been 58 raids on 30 stations in the London area alone.

London radio's share of total advertising expenditure could climb to 10% from its current 2% over the next few years.

The Saratoga County, New York, court is hearing the case of "a major and unique in- terest in UK in- dependent radio (IR) stations, according to a British Wire. Director of the Association Of Inde- pendent Radio Contractors (AIRC). "The experts believe ra- dio's share of total advertising expenditure could climb to 10% from its current 2% over the next few years.

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Silvio Berlusconi’s Fininvest group has revealed that it is looking to get rid of 20% of its 45% stake in West Germany’s private TV channel Tele-5, whose programming includes substantial music shows.

A Tele-5 spokesperson says the company is holding discussions with CLT, the Luxembourg-based radio and TV group, and West German publishing giant Axel Springer. Tele-5 broadcasts to cable homes across West Germany and began terrestrial transmission in the Munich area from March 30.

Speaking on behalf of Fininvest, a spokesperson says Berlusconi’s decision to reduce his stake was prompted by a desire to concentrate on TV production and distribution outside his native Italy.

The other shareholders in Tele-5 include West German entrepreneur Herbert Kloiber, who holds 45% of the shares, and Wolfgang Fischer, who is also believed to be interested in selling his 10% stake. RTL Plus, on the other hand, hopes to raise its 10% stake to 20%.

Enrich Stakke, Managing Director of private TV broadcaster RTL Plus, says his station will beat rivals SAT 1 this year in terms of viewers. RTL Plus already claims to reach 8.4% of the audience compared to SAT TV’s 7%.

Last year, RTL Plus tripled its technical reach to 10 million households, which equals about 24 million viewers or 40% of the population. RTL Plus expects to broadcast to 12.5 million households via cable or antenna this year.

And RTL’s advertising bookings for the first few weeks of this year exceeded the 1998 total of DM 125 million. Meanwhile, production costs are still exceeding revenue (DM 185 million in 1998) and Stakke predicts the station will not break even until next year. The new budget represents an increase of more than DM 300 million, the majority of which will be spent on films, series and sport shows.

New Dance Show On RHH

Michael Misty, Head Of Music at private broadcaster Radio Hamburg (RHH) has introduced a new dancemix programme created by Radio Express, a US syndicator.

Called ‘Hot Mix’, the show is delivered without a presenter, who is supplied by the buying station. The show is broadcast every Saturday from 2.00 to 0.00 and features the latest in DJ mixes, most of which have not yet been released on the West German market.

The show’s producer, René van Zanten, says that before signing on with Radio Express he had been in touch with other dance programmes, such as ‘Tuesday’s Top 20’ and the UK’s ‘The Chart’.

‘Hot Mix’ is edited in London by Martin Evans, who is also responsible for the New Dance and New Dance Classics shows on RHH.

New TV Shows

In West Germany, RTL Plus predicts that its audience for the year will exceed the 1998 total of 14.2 million viewers. RTL Plus’ managing director, Erich Stakke, says his station will beat rivals SAT 1 this year in terms of viewers.

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Folk Attracts More Viewers Than Rock

West German folk music is enjoying a popularity boom that is clearly reflected in television ratings and record sales. Specialist folk shows attract more than three times the number of viewers than more mainstream programming.

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Hot Breakouts

National hit bound to explode

Sandra
'On the Together (Virgo)

Die Aerzte
'Za Tuer (CIV)

Engelbert
Radio Dancing (Arthur/EMI)

Andreas Martin
Nur Die (EMI)

Media Control Germany
From the survey triad of America, Music Control including 19 radio- channels. For more info please contact Media Control - Westdeutschland GmbH, D-7570 Baden Baden, tel. (0721) 31004.

1. Alannah Myles - 'Searching For A Groove
2. Florent Geantaise - 'Dans Le Visage
3. Robi Beck - 'Viva Tierra
4. Kim Wilde - 'My Love
5. Ray Oddman - 'Who's That Man
6. Backstar - 'The Way To Fast Mam
7. Mike & The Mechanick - 'Love Time
8. Julliet & Mickey - 'A Little Love
9. M.D. Blues - 'Time For Love
10. Pat Metheny Group - 'Wind In My Hair
11. Phil Colins - 'You Never Know
12. Pseudo Angel - 'Sunglasses
13. Simply Red - 'Any Love
14. Mike & The Mechanick - 'The Long Way
15. Chita Fisher - 'Life Is Like A River
16. Vicky - 'The One

Media Control Austria
Please check the weeks

1. Florent Geantaise - 'Dans Le Visage
2. Chita Fisher - 'The One
3. Mike & The Mechanick - 'The Long Way
4. Robi Beck - 'Viva Tierra
5. Harry Connick Jr. - 'You Never Know
6. Julliet & Mickey - 'A Little Love
7. M.D. Blues - 'Time For Love
8. Chita Fisher - 'Life Is Like A River
9. Vicky - 'The One
10. Chita Fisher - 'The One
11. Mike & The Mechanick - 'The Long Way
12. Robi Beck - 'Viva Tierra
13. Alannah Myles - 'Searching For A Groove
14. Backstar - 'The Way To Fast Mam
15. Pseudo Angel - 'Sunglasses
16. Simply Red - 'Any Love
17. Chita Fisher - 'Life Is Like A River
18. Simply Red - 'Any Love
19. Mike & The Mechanick - 'The Long Way
20. Chita Fisher - 'Life Is Like A River

Media Control Switzerland
Please check the weeks

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2. Chita Fisher - 'The One
3. Mike & The Mechanick - 'The Long Way
4. Alannah Myles - 'Searching For A Groove
5. Robi Beck - 'Viva Tierra
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BMG/Ariola Leads Austrian Charts

Austria's best-selling single last year was Rainhard Pfeiffer's 'Macho Macho' which earned BMG/Ariola the highest chart percentage over the year, 26.6% with 42 chart entries.

The year's second best-selling single, 'Kuess Die Hand, Scheune Pau' by Erste Allgemeine Versicherung, was released on EMI. EMI came second in the chart race at 19.5% with 28 titles.

Meanwhile, the PolyGram labels improved their singles chart performance reaching 19.5% with 30 titles. But CBS whose best-selling record was Michael Jackson's 'Dirty Dance', the ninth best-selling single of the year, received only 10.7% (9 titles) of the chart share, representing a loss of 5.4%. WEA followed with 7.2%.

The ranking in the LP chart are the same. At the top is BMG/Ariola at 24.1% with 34 titles including the best-selling LP of the year, 'Dirty Dancing'. EMI Columbia was in second position with 20.3% and 20 titles.

Nena Signs New Contract

Gabrielle Kerner, known to the pop world as Nena, has signed a management contract with Bon- nie Bianco manager Michael Stark and Bernd Bening.

Stark formerly managed Jennifer Rush and was the Managing Director of CBS Songs before it was sold to SBK. Reing founded Frankfurt-based Primo Music and the Ciao label.

Scoring numerous multi-gold titles in West Germany and Eu- rope in 1983 and 1984, Nena caused a sensation when her singi- le '99 Luftballons reached no. 1 in both the US and the UK. Still strongly backed by CBS, Nena, is scheduled to go back into the stu- dio in the next few weeks.

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Stark formerly managed Jennifer Rush and was the Managing Director of CBS Songs before it was sold to SBK. Reing founded Frankfurt-based Primo Music and the Ciao label.

Scoring numerous multi-gold titles in West Germany and Eu- rope in 1983 and 1984, Nena caused a sensation when her singi- le '99 Luftballons reached no. 1 in both the US and the UK. Still strongly backed by CBS, Nena, is scheduled to go back into the stu- dio in the next few weeks.

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BMG/Ariola Leads Austrian Charts

Austria's best-selling single last year was Rainhard Pfeiffer's 'Macho Macho' which earned BMG/Ariola the highest chart percentage over the year, 26.6% with 42 chart entries.

The year's second best-selling single, 'Kuess Die Hand, Scheune Pau' by Erste Allgemeine Versicherung, was released on EMI. EMI came second in the chart race at 19.5% with 28 titles.

Meanwhile, the PolyGram labels improved their singles chart performance reaching 19.5% with 30 titles. But CBS whose best-selling record was Michael Jackson's 'Dirty Dance', the ninth best-selling single of the year, received only 10.7% (9 titles) of the chart share, representing a loss of 5.4%. WEA followed with 7.2%.

The ranking in the LP chart are the same. At the top is BMG/Ariola at 24.1% with 34 titles including the best-selling LP of the year, 'Dirty Dancing'. EMI Columbia was in second position with 20.3% and 20 titles.

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FRANCE

Bourges Shakes Up RMC

The head of Radio Monte Carlo International (RMC), Herve Bourges, has confirmed rumours that the company plans to develop a new rock radio network with an existing FM station.

He says RMC is considering buying or collaborating with another station with the aim of creating a national network for a young audience, with a rock format, and mainly French, format. The most likely candidates are Fun FM and Kiss FM.

Bourges says it makes sense for RMC to establish a presence in FM formats, but to avoid simply duplicating the RMC AM formula. He points to Europe 1, NRJ and RTL (who have interests in Europe 2, Cherie FM, and Avanture FM respectively) as successful examples.

And he says negotiations are now taking place with Radio Nostalgie to "redefine" the relationship between the two stations. RMC is a 33% shareholder in Nostalgie.

RMC Plans New Rock Network

The Italian Society Of Authors & Publishers (SIAE) has launched a campaign against Fininvest, the group of companies owned by magnate Silvio Berlusconi.

SIAE says Berlusconi's three private TV networks (Italia 1, Canale 5 and Rete 4 - one, 1.6 million rating points) and his private radio network (SIAE is also claiming L 100 billion compensation for what it describes as Berlusconi's "illicit enrichment".

To mobilise public opinion against Berlusconi, SIAE's Vice Director-General Vincenzo Santoro says theatre shows and concerts throughout Italy will be interrupted by protests, and a demonstration will be organised in Milan. Singer Giorgio Poletti planned to attract public attention to the issue while on tour during the San Remo Festival.

Radio Milan Celebrates 14th Birthday

Italy's first private station, Radio Milan International, celebrates its 14th birthday next week (March 10) with special guests taking part in a live broadcast from the City Square venue. The station is to change its name to Milan International Network.

Milan International, which broadcasts on 90.1 FM, became a network in January this year, when sister station Radio Lombardia, which also runs the station's Public Relations Manager, says Milan International will be the only Italian network to own all its own programming. He adds that name change is expected to go to everybody will be called Network 10. Obviously the name Milan won't be as important any more.

Radio Milan International was founded in 1975 by Angelo Biondi, who was brought to take part in the San Remo World Tour which was to start on February 27. Concerts were to be held in New York, Toronto, San Paolo, Frankfurt and Rome.

San Remo World Tour

Plans for a world tour by artists in the 'Champions' section of this year's San Remo Festival (February 19-27) were still being finalised as Music & Media went to press. The 20 top Italian stars of the San Remo World Tour, which take part in six-city tour which was to start on February 27. Concerts were to be held in New York, Toronto, San Paolo, Frankfurt and Rome.
New Dutch Satellite TV Planned
by Edwin Bakker

Peter Jelgersma - the 'brains' behind the successful satellite station Radio 10 - is now planning a Dutch-language commercial satellite TV station which he says will go on air in October this year.

Jelgersma, one of the key players in generating Willem Van Kooten's commercial media in Holland, says he has the option on a transmission of one of the ECS satellites. And he denies any cooperation with Rob Oost, Patrick Cox or Willem Van Kooten, who are also eager to start Dutch-language satellite TV.

Jelgersma: "The others are only selling about their ventures, we will actually deliver the pictures." Jelgersma is also involved in planning the second subscription channel which FilmsNet will launch this year.

Jelgersma launched into commercial radio with Radio 10, the Dutch-language radio station which is officially based in Milan. Radio 10 buys its programs from a Dutch production company and broadcasts via satellite.

Mixed Reactions Over Domestic Product Meeting
by Mark Fuller

The recent top level meeting in Holland on the shrinking market share of domestic product ended without a firm plan of action. Around 60 representatives from the record and broadcasting industries attended the three-hour meeting, which was organised by the Comamus Foundation.

Willem Van Kooten, Managing Director of Nada Music/Red Bullet Productions, says he was disappointed by the meeting and disputes the airplay statistics. "Only five of Veronica's 50 chart spots lined up for 1988 were Dutch and other broadcasters featured even less domestic product. There is no real future of broadcasters do not have a positive feeling for Dutch product - and the meeting showed that this is still missing."

But Chiel Van Praag, Programme Director Veronica, argues that radio is not responsible for the survival of Dutch product and adds that statistics presented at the meeting showed that airplay for local product has not declined.

Herman Van Der Zwan, A&R Manager Plongoram Holland, was more positive about the meeting and says it was useful because it brought together all sections of the industry for the first time. He says the message was clear that the quality of domestic product had to be improved and that A&R policy had to be more selective.

Comamus spokesman Thijsmen Jacobse says the foundation was "moderately satisfied" with the meeting, which was designed to stimulate discussion. A more specific meeting between record companies and broadcasters will be arranged shortly.

Since the beginning of the 80s, the market for domestic product has more than halved to 14% in 1987.

Spotlight

The Nits - Ready To Conquer Europe
by Mark Fuller

The Nits aim to take Europe by storm this spring with an extensive tour and the release of new singles from their latest mini-LP "Hat to Hat" (CBS).

Over the next three months, the group will tour France, Spain, Belgium, Scandinavia, West Germany, Austria, Italy and Switzerland. Each leg of the tour will be accompanied by the release of a single - either "The Dream or The Train". The group also have national TV and radio spots lined up.

CBS spokesman Gerard Rutte expects the interest created by the tour and new releases to treble current European sales of Hat to Hat units.

But Rutte is not surprised by The Nits European breakthrough. "The group have been with us for 10 years and have worked methodically at building up a following in Europe. They began in smaller countries such as Finland, Austria and Switzerland before moving into the bigger markets of France and West Germany."

The Nits have developed their own acoustic, '80s sound and are noted for their creativity, especially in the production of their own videos. A live double album is planned for release in September.

New Dutch Satellite TV Planned

Dutch satellite radio Cable One can now also be heard on Berlin's Cable One, Amsterdam's Cable One and on the Dutch-language commercial satellite TV.

Cable One is currently negotiating re-transmission contracts in the Benelux, Malta, Spain's Costa Del Sol and parts of southern France. Mulder believes the year-old station now has a potential international audience of 10 million.

Cable One In Berlin

Peter Jelgersma - the 'brains' behind the successful satellite station Radio 10 - is now planning a Dutch-language commercial satellite TV station which he says will go on air in October this year.

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THE FLAVOUR OF THE FUTURE

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Mariani Buys Little Big Apple Shares

by Stuart Ward

Stockholm - Sweden's Mariann Distribution has bought 49% of the shares in Billy Butt's Extreme-Distribution has bought 49% of the shares in Billy Butt's Extreme-Distribution. Graph 1987.

According to Butt, Mariann, which is headed by Kjell Janson, has a turnover of Skr 80 million.

Butt: "This new relationship gives a welcome injection of new capital. It also gives us access to a strong brand, cassette factory, and a record company and studio in Norway, and - through World Record Music - access to the Soviet market." !

Audiovox Records

Audiovox, Finland's biggest importer of video and audio cassette, and its sister company Studiowox, which deals with video and audio hardware, are the main forces behind a new Finnish record company called Audiovox Records. "We are banking on local talent and will back it with our own know-how," says Managing Director Markku Weymuth.

Audiovox Records

National music round to explode

So What

Annie Bagger

People Say It's In the Air (Stere)

TNT

Hekken (Nigeri)

Thomas Helming

Key Pig Held Pig (Goon)

Spotlight

Mikael Rickfors - On The Wings Of Success

by Stuart Ward

After more than 20 years in the rock business including two years with the UK band The Holies, you might think Swedish musician/singer, Mikael Rickfors, is ready for a rest. But nothing could be further from the truth.

Billy Butt, Managing Director of Little Big Apple, Rickfors' label: "It seems that since turning 40, Mikael has entered his most creative period. He's writing his best songs now and the new material for his next LP, to be released in the spring of 1990, is even better than that on his latest, ninth album Vingar (Wings)."

Vingar is Rickfors' first album in Swedish, all the rest being in English. And it is also his most successful LP with 160,000 copies sold and a no. 2 position in the Swedish chart.

The first single, the LP's title track, sold 34,000 copies and reached the no. 1 position on the sales charts. It was also featured on the national radio's Svensktoppen chart for 11 weeks! The new single, Wild Women (Wild Women), sold 6,000 copies in just two weeks.

Rickfors produced the new LP himself together with members of his band, Radio Rip-Off, as well as writing all the music. Vingar was recorded in the Sandvik Studio and mixing was done at Little Big Apple and Soundtrax Studios in Stockholm.

Spanish rockabilly trio Duncan Dhu sold 335,000 copies of their 1988 album, El Grito Del Tiempo, went double platinum with their previous LP Canciones, and sold their first mini-LP Por Tus Excesos. There seems little doubt that Duncan mania is ready to be exported.

Alfonso Perez, Marketing Director of leading Spanish independent label Grabaciones Accesociales, says the Creation label has just released an album made up of the best of the three LPs in the UK. The release was accompanied by a performance on the BBC's 'Smash TV' show and press interviews with top music magazines.

February also saw the release of an English-language version of the El Grito Del Tiempo LP on the Disques Du Capricule label in Belgium and Holland. A similar contract is about to be signed with France's Vogue label for future release there.

Perez: "Duncan Dhu can work outside of Spain. The trio, composed of Mikael Erentun, Diego Vasallo and Rum Ramon, went double platinum with their 1988 album, El Grito Del Tiempo, went double platinum with their previous LP Canciones, and sold their first mini-LP Por Tus Excesos. There is a definite buzz about them, and the music is a good fit for the international market."

Duncan Mania Spreads

Phonogram

The 20 best played records in Spain are waiting approval.

The move makes way for 316 new private radios as well as 232 public stations which will allow state broadcaster Radio Nacional De Espana (RNE) to cover the entire country.

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Harmonisation - Is It Just A Buzz Word?

by Nigel Hunter

Harmonisation is the buzz word in music publishing at the moment. But what does it mean and what are the implications? Is it an idealistic dream or an economic necessity?

Without three years left before the single European market, publishers are begining to see the implications of centralising licensing and copyright administration. The Americans are still unclear about the single market's implications, and some of them suspect it might erect a 'Fortress Europe' full of obstacles and unfavourable conditions for American music in the European Community. They fear the position enjoyed by US music is in danger. They fear that the position enjoyed by US music in the European Community.

Freddy Bienstock, who heads the Carlin Music Corporation and travels regularly between the US and Europe, is one American who is not too concerned about 1992. "It's a long time away and a lot of things are quite vague, although central licensing is emerging as a fact. For a company like ours which deals primarily in English-language repertoire, central licensing presents an opportunity to cancel the sub-publishing agreements which are due to run out by then anyway. A single market could be more economic and profitable for independent publishers who have been able to function in a pan-European basis.

"I believe national societies will continue to have an important role and I hope local independent publishers will too. They have always played a useful function in our industry, and it would be regretable if new European laws stopped that." There is also general unease among music publishers about the trend towards central licensing and what is widely seen as cosy and arbitrary arrangements such as the PolyGram-STEMRA, CBS-STEMRA and BMG-GERMA deals.

Paul Banes, who has been active in music publishing in France for 16 years and who now heads the new StradVaria Music enterprise, believes France is well prepared for whatever 1992 might bring. "We already have a blanket tape levy in operation. Countries that don't have a levy with the full support which we get from the French government will be in for a hard time in 1992. "The copyright societies are already competing among themselves at the expense of the creators. I think the Americans are likely to suffer most because they don't seem to have come to grips with the implications of the Common Market."
Stephen James of the UK publishing company Dejamus would like to see UK publishers forget the fact that they can colluct direct in the UK and go in in-continued ken., page te
performing Right Society (PRO),
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and intellectual property rights.
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recapture the sparkle of their first

MUSIC & MEDIA - March 4, 1989

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ALBUM OF THE WEEK

The Darling Buds

Pop Said - Eps

The debut EP from this Welsh pop piece is pure, energetic three-
chord pop a la Blondie or early Bruce Springsteen. It is an unammi-
able punk edge. All songs are self-penned and produced by Pat Col-
(Wonder Stuffer, Whistler, Prophes, Primal Scream). They are already deservedly popular in the
UK and this is fast making a name for
this refreshing-no nonsense band. Try Not She's Crying, Burns And Uptight.

PREVIEWS

SINGLE OF THE WEEK

Jesus Jones

No Presko - FoodEPM

Yet another great release from this Leicester-based UK independent. Power pop with a hip-hop verse and a strong, very Psychedelic Funk type chorus. This band, and espe-
cially lead singer and main com-
poser Ian H Jones have been the
subject of rave reviews in the British music press recently and this record shows why. What they do is fresh and exciting as any of the styles that have appeared over the last two years.

Matt Bianco

Nervous - A&M

Funky pop with a hint of the Average White Band. Remixed by the excellent Phil Harding for
WL.

Fuzzbox

International Rescue - V,

Naive, attractive pop from this all
girl four-piece. Good choruses on their most sophisticated effort so far.

Blue Oyster Cult

Acronomy - CBS

A monumental number from this increasingly successful West German band. Majestic build-
ups and a strong hook.

The Hollies

Find Me A Family - EP

The 60's veterans return with an easy-going, mid-tempo song. The theme from the ITV production
"Find A Family.

Alexander O'Neal

I Am A Survivor - MCA

Fashionable and moody soul duos-

Traveling Wilburys

End Of The Line - Wilburys

Another copy meeting of the am-
bassadors of the past. This time
tydlonised by George Harrison.

Howard Jones

Everlasting Love - WEA

After three years, Jones returns with a fine single in the mould of What Is Love. Good chance of be-
ing a hit.

Dusty Springfield

Nothing Has Been Forged - Polydor

Taken from the OST Scandal this flat production and subdued vo-
ices. A monumental number from this

Pop Will Eat Itself

Can U Dig It - KCA/BMG

A nightmare journey through the obsessions of this amusing and play-
ful band. Great dance grooves.

Jennifer Rush

King All The Fire Burning Bright - CBS

Nice enough voice on this sub-
vised main-stream number. Harold Faltermeyer and Keith Forsey produced.

Donna Summer

The Time You Love Me Full Warner Brothers

Very much a NW product with Summer's voice adding a touch of her. First chance of a major hit since 1983's Doe Works Hard For Her Money.

New Model Army

Theatre And Collection - Vertigo

It goes without saying that this LP is serious and political, but it is also entertaining. Actual de-
published NMA have always known the value of a time and on this album their songs have become more commen-
and pearly. Check, Rainly, and Reganouts.

Dagmar Krause

Talk Turtles - Atlantic

This collection of the songs of composer Hans Eisler furnishes the talents of various members of Tom Wills' backing band, includ-
ing bass player Greg Cohen as producer. An inspired perfor-
manship by all concerned, especial-
solutely good are Change The World - It Needs You And Tha

Simply Red

A Perfect World - WEA

For their third album Simply Red are back with producer Stewart Levine, perhaps in an attempt to recapture the sparkle of their first LP. They have partly succeeded and tracks like A New Flame and You've Got It just as good as any-
thing that they have ever done. However, from time to time they show a tiresome and short-

Errol Brown

That's How Love Is - WEA

A mixture of Pleasey funk, soul and sultry ballads lined with the contents of the ex-Hot Choco-
lade singer's first solo album. Wolly singer go to Sam, Appleby, and Jolley, Paul O'Duffy and Pam the cool cal-
ured record. Highlights include
Higher Desire, Love Goes Up and Lab Stiff's So Strong.

King Swamp

King Swamp - Vos

This new five-piece rock band is set of pas-
sion and hard-hitting songs for the club. Country style gui-
ters are mixed in with standard rock to great effect by Bob "Rage" Carter, Highights in-
clude Is This Love, Wilders Damp, Man Behind The Gun and Louisiana Bride.

When In Rome

When In Rome - 10 Records

Paul and Mike's produced pop that varies from the rather
ulimatic "Sound Of The Destruction of All Worlds" to the usual popпlicated sound of Total

Various Artists

Various Artists

This is the debut of 'The Street', 4th & Broadway a slection of the rap artists from the Island Records dance label. Some interesting tracks here that prove beyond any doubt that rap is not only here to stay but that it is also here to stay evolving. Check, Know Him, Wild Thing and We Can Do This.

Editor Gary Snich
Contributors Peter De Krup, Dana Mann and Mark Batik

"I believe national societies will continue to have an important role and I hope local independent publishers will too. They've always performed a useful function in our industry, and it would be regrettable if new European laws stopped that."
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<td>34,000</td>
</tr>
<tr>
<td>49</td>
<td>Leave Me Alone</td>
<td>Michael Jackson</td>
<td>(Wax)</td>
<td>32,000</td>
</tr>
<tr>
<td>50</td>
<td>My Prerogative</td>
<td>Babbo Brown</td>
<td>(Island)</td>
<td>32,000</td>
</tr>
<tr>
<td>51</td>
<td>Good Life</td>
<td>B.B. King</td>
<td>(MCA)</td>
<td>34,000</td>
</tr>
<tr>
<td>52</td>
<td>La Fete Au Village</td>
<td>Le Saut Fields</td>
<td>(Eddy)</td>
<td>35,000</td>
</tr>
<tr>
<td>53</td>
<td>Bring Me Edelweiss</td>
<td>Edelweiss</td>
<td>(PolyGram)</td>
<td>35,000</td>
</tr>
<tr>
<td>54</td>
<td>Smooth Criminal</td>
<td>Michael Jackson</td>
<td>(Wax)</td>
<td>33,000</td>
</tr>
<tr>
<td>55</td>
<td>Jack To The Sound Of The Underground</td>
<td>A-Bone,Departed</td>
<td>(MCA)</td>
<td>35,000</td>
</tr>
<tr>
<td>56</td>
<td>Twist In My Sobriety</td>
<td>Tanya Tucker</td>
<td>(Reprise)</td>
<td>34,000</td>
</tr>
<tr>
<td>57</td>
<td>Jour De Neige</td>
<td>Elvis Presley</td>
<td>(RCA)</td>
<td>33,000</td>
</tr>
<tr>
<td>58</td>
<td>It's Only Love</td>
<td>Simply Red</td>
<td>(MCA)</td>
<td>33,000</td>
</tr>
<tr>
<td>59</td>
<td>The Living Years</td>
<td>Rick Astley, Atlantic</td>
<td>(Mercury)</td>
<td>33,000</td>
</tr>
<tr>
<td>60</td>
<td>Du Rhum, Des Femmes</td>
<td>Solid Soul</td>
<td>(Sire)</td>
<td>33,000</td>
</tr>
<tr>
<td>61</td>
<td>Baby I Love Your Way/Freebird</td>
<td>Walt To Town</td>
<td>(A&amp;M)</td>
<td>33,000</td>
</tr>
<tr>
<td>62</td>
<td>Teardrops</td>
<td>Womack &amp; Womack</td>
<td>(Motown)</td>
<td>33,000</td>
</tr>
<tr>
<td>63</td>
<td>The Sound Of C</td>
<td>Country Joe Fox</td>
<td>(Columbia)</td>
<td>33,000</td>
</tr>
<tr>
<td>64</td>
<td>Hold Me In Your Arms</td>
<td>Rick Astley, Atlantic</td>
<td>(Epic)</td>
<td>33,000</td>
</tr>
<tr>
<td>65</td>
<td>Fine Time</td>
<td>Yaz, Be My Friend</td>
<td>(MCA)</td>
<td>33,000</td>
</tr>
<tr>
<td>66</td>
<td>Baby Don't Forget My Number</td>
<td>Mel &amp; The Motelbirds</td>
<td>(A&amp;m)</td>
<td>33,000</td>
</tr>
<tr>
<td>67</td>
<td>Orinoco Flow</td>
<td>Emmy, Lloyd Price</td>
<td>(RCA)</td>
<td>33,000</td>
</tr>
<tr>
<td>68</td>
<td>One Moment In Time</td>
<td>Whitney Houston</td>
<td>(Arista)</td>
<td>33,000</td>
</tr>
</tbody>
</table>

**What's Top 5 All Over Europe? You Got It?**

From the Multi-Platinum Album "Mystery Girl"
Despite recently marrying his pregnant girlfriend, Morten Harket still found time for a publicity stunt. To support Bel, a Norwegian environmental organisation, A-Ha's heart-throb went to Switzerland last week to pick up a car powered by electricity.

Palestinian, Music From The Intifada, is an LPCD released throughout Europe by Virgin. It contains 14 Palestinian political songs written by various artists from the Intifada, a liberation movement in the occupied areas of Israel. Talking about 'committed' music, Jive/Zomba has just released a record called Self Defence attributed by The Stop The Vio- lence Movement. The movement includes various artists such as Stetsasonic, Kool Moe Dee and members of Public Enemy. Profits raised from this record will go to the Urban League Charity who will use it to help arsonists and those in the occupied areas of Israel.

The new Paul Rutherford (ex-Frankie Goes To Hollywood) single will be a cover of Chie's 'Rape Bear Love' to be produced by ABC. And U2's When Love Comes To Town will be out at the end of March. The band are expected to start a world tour at the end of this year.

Sonet has just released a duet called The Best Of Me by Randy Crawford & Egil Eldsen. The band are composed of Richard Marx was one of the writers of the track. Holland's Ben Liebrand remixed the new Mica Paris single, I'd Hate To Lose You.

There are some strong rumours about vinyl releases by actresses Nastassia Kinski and Lisa Bonet. We will keep you informed. The upcoming Neen Cher
ey DT called Run Like Soho, produced by Tim 'Bomb The Bass' Simonson. Producer Ian Lex- ton (ex-Frankie Goes To Hollywood) has just remixed Follow Me and Gold, the two biggest hits by Amanda Lear, to be released soon.

Joe Jackson is currently in the studio recording his upcoming album Blaze Of Glory. The multi-talented musician is nominated for a Grammy Award for his soundtrack to ' Tucker'.

CBS France has just released a double album by Jay H. Alanski called The Price Of Love. Alanski was formerly the producer for artists Plastic Bertrand, Viktor Lazio and Lilli Caplan. The first single is That's Now How The World Is Turning Round by Diana Muus.
### Top 3 Singles in Europe

**Country** | 1 | 2 | 3
--- | --- | --- | ---
**UNITED KINGDOM** | Belfast Child | Love Changes Everything | Something's Gotten Hold Of My Heart
**GERMANY** | The First Time | Something's Gotten Hold Of My Heart | The Raw And The Cooked
**FRANCE** | Papa Ti Armeene | La Via La Noit | The Raw And The Cooked
**ITALY** | 6/11/1989 | C'E La Sposarenne Uma Machina | The Raw And The Cooked
**SPAIN** | Smooth Criminal | Kiss | The Raw And The Cooked
**HOLLAND** | Buffalo Stance | Tonight | In The Air Tonight (BB Remix)
**BELGIUM** | Especially For You | C In China | Anything For You
**SWEDEN** | Did It Tell You | Much Better Than You | Look Sharp
**DENMARK** | Bring Me Edelewise | The First Time | Anything For You
**NORWAY** | Baby I Love Your Way/Frebird | Baby I Love Your Way/Freebird | Anything For You
**FINLAND** | Like A Yo Yo | Bring Me Edelewise | Anything For You
**IRELAND** | Belfast Child | Especially For You | Anything For You
**SWITZERLAND** | Bring Me Edelewise | Especially For You | Anything For You
**AUSTRIA** | The First Time | Twist In My Sobriety | Anything For You
**GREECE** | The First Time | Buffalo Stance | Anything For You
**PORTUGAL** | A Groovy Kind Of Love | Baby I Love Your Way/Freebird | Anything For You

### Top 3 Albums in Europe

**Country** | 1 | 2 | 3
--- | --- | --- | ---
**UNITED KINGDOM** | Dire Straits | Dire Straits | Dire Straits
**GERMANY** | Queen | Queen | Queen
**FRANCE** | Roy Orbinson | Roy Orbinson | Roy Orbinson
**ITALY** | Marcello | Marcello | Marcello
**SPAIN** | Mike & The Mechanics | Mike & The Mechanics | Mike & The Mechanics
**HOLLAND** | The Raw And The Cooked | The Raw And The Cooked | The Raw And The Cooked
**BELGIUM** | The First Time | The First Time | The First Time
**SWEDEN** | Money For Nothing | Money For Nothing | Money For Nothing
**DENMARK** | Baby I Love Your Way/Freebird | Baby I Love Your Way/Freebird | Baby I Love Your Way/Freebird
**NORWAY** | Baby I Love Your Way/Freebird | Baby I Love Your Way/Freebird | Baby I Love Your Way/Freebird
**FINLAND** | Money For Nothing | Money For Nothing | Money For Nothing
**IRELAND** | Money For Nothing | Money For Nothing | Money For Nothing
**SWITZERLAND** | The First Time | Money For Nothing | Money For Nothing
**AUSTRIA** | Money For Nothing | Money For Nothing | Money For Nothing
**GREECE** | Money For Nothing | Money For Nothing | Money For Nothing
**PORTUGAL** | Money For Nothing | Money For Nothing | Money For Nothing
UPCOMING SPECIALS

Issue 14

CD - 2

Advertising deadline 21 - 3 - 89
Publication date 8 - 4 - 89

Issue 15

PRETAX - 2

Advertising deadline 28 - 3 - 89
Publication date 15 - 4 - 89

Issue 17

IM&MC 1 - Publishing 2

Advertising deadline 11 - 4 - 89
Publication date 29 - 4 - 89

Issue 18

IM&MC 2 - Eurovision

Advertising deadline 18 - 4 - 89
Publication date 6 - 5 - 89

Issue 19

DANCE SPECIAL

Advertising deadline 25 - 4 - 89
Publication date 6 - 5 - 89

For all info contact the IM&M Ad Sales Dept.
31 - 20 - 66628483
O3 - Austria's Music Radio

by Manfred Schreiber

The state-run Austrian Radio Company (ORF) has three channels: Austria I (Osterreich I), Austria Regional (Osterreich Regional) and O3 (Osterreich 3). While the first features classical music and the second German and folk, O3 is the station for young people - and pop music.

Dornier: "The next most popular show is 'X-Large', a weekly music magazine," he says. "It is broadcast at 05.00 to 06.00 hours daily. It reaches 11% of all radio listeners and reaches about 10% of the population. The information shows that the radio is being listened to by young listeners."

Austria's leading TV show is 'The Top 10'. The show's manager, Gerhard Schneider, says it reaches all young people who watch TV. It is followed in the popularity stakes by 'X-Large', a weekly programme.

'The Top 10' is a video chart show, has been on the air since 1984 and is screened monthly for 45-50 minutes on FS 1 (the first ORF TV channel) from 17.40 hours. Schneider: "According to a poll by ORF last November, 1.1 million young people watch 'The Top 10'."

Hans Leitinger, "father" of the show, and its director, says: "From March, 'The Top 10' will probably be broadcast at 17.00 hours and it will get a new look. The basis for our chart is the O3 station (the ORF pop radio station) chart. We add the results of the charts from the last four weeks, and then the top ten."

He adds: "I don't believe that the show has an effect on sales, because of the time lag. A single has to be on the air for at least 25 weeks before it can be heard on the chart. The O3 chart is a mixture of the IFPI charts and the ORF charts, so the industry sales are mixed in. We then ask several record shops and the listeners for their opinion. To prevent one artist from winning all of his points from his own fans, we have 100 to 200 permanent 'juries' among the listeners."

The TV pop show 'X-Large' is a youth magazine, featuring international as well as national pop artists. It is based on video clips but also includes discussions on youth related problems, interviews, background information and announcements on events which are of interest to young people.

It is shown on FS 1 and runs for 45 minutes.
Austrian Industry Gains New Optimism

While Erste Allgemeine Verunsicherung continues to prove that Austrian acts can make it on the international stage, a breakdown of figures for the country's soundcarrier market has given the industry new optimism.

Austrian GIA (General Industrial Association) figures put the market share of Austrian longplay recordings at 10% in 1987, while the share of imports from Germany and Italy reached 55%. The number of domestic titles sold in Austria increased by 8% in 1987, reaching 2.2 million units.

Meanwhile, BMG Ariola artist Raimund Fendrich is a top seller in Austria, especially with his latest album, "The Brandenburgers." His hit song "Bring Me Edelweiss" has become a national anthem and has sold over 500,000 copies.

In the Swiss market, the soundcarrier industry faces tough competition from foreign stations and record clubs, which account for 30% of sales. However, the Swiss music industry remains one of the most competitive in Europe, with a turnover of CHF 8.3 billion in 1987.

In conclusion, the Austrian and Swiss music industries are experiencing growth and new opportunities, despite challenges from globalization and piracy.
INTRODUCING SWITZERLAND

Three Markets In One

The pop music market in Switzerland is relatively small and is virtually divided into three parts: French, German and Italian.

Three markets means three charts and they all differ greatly. The range of music tastes in Switzerland is illustrated by an example cited by Max Gfeller, Sales Manager of PolyGram. He says an album by the popular singer Peter Reber sold more than 100,000 copies and spent weeks at the top of the charts in the German-speaking area. However, it found only about 50 buyers in Romandie, the French-language region in the west of the country.

The German market, which counts for 75% of music sales in Switzerland, is the largest. It is less influenced by West Germany than Ticino (5%) and Romandie (20%) are by Italy and France respectively.

Most titles that are regional hits do not cross over into the other domestic markets, but Hans Perret, Head Of Promotion at BMG Ariola says this is not necessarily bad "because it means a wider variety, and that has advantages".

In the last two years the Swiss-German marketplace has felt the impact of French artists like Téléphone, Les Rita Mitsouko and France Gall.

Thanks to its unique cultural mix and the wealth of its inhabitants, Switzerland is an ideal market to test new product. This was proven by the introduction of the CD - it is perhaps more popular in Switzerland than anywhere else in Europe.

In 1988, the sales breakdown left CDs with 60-70% and LPs with about 30-40%. Jazz, new age, classical music and special styles of rock lead the CD sales.

With the advent of the CD, cassettes have surprisingly regained a large portion of the market (in 1987 about 35% of sales were cassettes), especially in such categories as MOR and hard rock.

According to 1987 figures, Swiss record companies scored a total turnover of an estimated Fr. 71.5 million (figure supplied by IFPI). The main five international companies dominate the charts: BMG Ariola, Musikvertrieb (distributor of WEA and Teldec), PolyGram, CBS and EMI.

THE FORM

THE BRILLIANT DEBUT ALBUM: »INFORMAL« THE FIRST SINGLE »COLORS OF EVER« OUT SOON!
Unlike radio, Swiss TV is still firmly in the hands of the state. Its three channels - TSR (French), SRF (German) and TSI (Italian) - have in the past found it very difficult to find a strong vehicle for rock and pop programmes. But there is now hope.

Until now, music shows from abroad, such as those on Sky and Super, have often marred attempts to establish such programmes on our policy was turned back to home-made product. Tedi Meier, Head Of Promotion at Musikverlag \(^{2} \), notes that the influence of foreign channels - TSR (French), SRF (German), Swiss TV is completely gone. However, in

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TV Music Shows Win New Interest

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**STATION REPORTS**

**FRANCE**

- RTL - Paris
- NRJ - Paris
- Europe 2 - Paris
- France FM - Paris
- RMJ - Paris
- YFM - Paris

**BELGIUM**

- Radio 1 - Antwerp
- RTR - Brussels
- RTBF Radio 2 - Brussels
- BRT Radio - Brussels
- Classique - Brussels
- RTBF Radio 3 - Brussels
- Antena 1 - Brussels

**SWITZERLAND**

- Radio 24 Zurich
- Radio 25 Bern
- Radio 26 Lucerne
- Radio 27 Geneva
- Radio 28 Lausanne
- Radio 29 Lugano

**ITALIA**

- Radio 5 - Rome
- Radio 2 - Rome
- Radio 3 - Rome
- Radio 4 - Rome
- RAI Radio 5 - Milan
- RAI Radio 6 - Milan
- RAI Radio 7 - Milan
- RAI Radio 8 - Milan

**SUGGESTIONS**

- Lucas Levy - arbitrarily assigned

**MUSIC & MEDIA**

- A publication of European Music Report & an information service of Black Book Publishing

**MUSIC**

- SP/MR
- FM/P/S/MR
- LP

**STATION REPORTS**

**MUSIC & MEDIA**

- April 3, 1989

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**EUROPE'S MOST ACTIVE HIT MATERIAL**

**SINGLES OF THE WEEK**

- All About Eve - Everlasting Love (WEA)
- Traveling Wilburys - End Of The Line (Wbussy)

**SURE HITS**

- Matt Bianco - Nervous (WEA)
- Fuzzbox - International Rescue (WEA)
- Blue Oyster Cult - Astronomy (C & I)
- Dusty Springfield - Nothing Has Been Proven (Paraphone)
- Donna Summer - This Time I Know It's For Real (M eric Brothers)
- The Hollies - Find Me A Family (EMI)
- Alexander O'Neal - Hearsay '89 (Tub)

**EURO-CROSSOVERS**

- Jennifer Rush - Keep All The Fires Burning Bright (CBS)
- Freethi - Kissed You In The Rain (CBS)

**EMERGING TALENT**

- New acts with hot product.
- Pop Will Eat Itself - Can U Dig It
- Jesus Jones - Info Freako

**FAST MOVERS**

- Simply Red - New Flame
- Def Leppard - Hysteria (24)
- Simply Red - The Way To Your Heart (73)
- Tone Loc - Wild Thing (76)
- David Hollyday - True Cool (73)

**ALBUMS OF THE WEEK**

- John Hiatt - Have A Little Faith In Me
- 'Til Tuesday - Everything's Different Now (LP)
- Diesel Park West - Shakespeare Alabama (LP)
- Julia Fordham - Where Does The Time Go

**HOT ADDS**

- Blue Oyster Cult - Astronomy
- Dusty Springfield - Nothing Has Been Proven
- John Hiatt - Have A Little Faith In Me
- 'Til Tuesday - Everything's Different Now
- Diesel Park West - Shakespeare Alabama
- Julia Fordham - Where Does The Time Go

**EXPLOSIVES CHART BUSTERS**

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

**CHART ENTRIES**

**Airplay Top 50**

- Simple Minds - Belfast Child (31)
- Living In A Box - Blow The House Down (38)
- Dusty Springfield - Nothing Has Been Proven (41)

**Hot 100 Singles**

- Michael Jackson - Leave Me Alone (15)
- Bananarama - Help (42)
- Soul Sister - The Way To Your Heart (73)
- Tone Loc - Wild Thing (76)

**Top 100 Albums**

- Simply Red - A New Flame (4)
- Def Leppard - Hysteria (24)
- Marc Almond & The Stars We Are (37)
- David Hollyday - True Cool (73)

**Ftast Movers**

- Simple Minds - Belfast Child (35)
- Fine Young Cannibals - She Drives Me Crazy (6-10)
- Les Muscles - La Fete Au Village (18-42)

**EMERGING TALENT**

- New acts with hot product.
- Holly Johnson - Love Train (4-8)
- Kim Wilde - Four Letter Word (8-11)

**ENCORE**

- Former M&M tips still in need of your support.
- Julia Fordham - Where Does The Time Go (Circa)
- Diesel Park West - Shakespeare Alabama (LP) (Footprint)
- 'Til Tuesday - Everything's Different Now (LP) (Epic)

**Singles of the Week**

- Nick Heyward - Tell Me Why (Rage)
- Fishbone - Change (Cbs)
- John Hiatt - Have A Little Faith In Me (Epic)

**Albums of the Week**

- The Darling Buds - Pop Sad (Fontana)
- New Model Army - Thunder & Consolation (Parlophone)
- Dagmar Krause - Tank Battalions (RSO/London)

**EMERGING TALENT**

- Simply Red - Can U Dig It (KCA/BMG)
- Holly Johnson - Love Train (4-8) (Pca)
- Kim Wilde - Four Letter Word (8-11) (Pca)

**ENCORE**

- Nick Heyward - Tell Me Why (Rage)
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