"...a psychedelic sex prayer..."

Madonna

CD • Cassette • LP • Available from March 17th

**Amsterdam** - New beat has brought life back to Belgium's music industry. Despite being dismissed by many as a passing craze, new beat has managed to spread throughout Europe with hit singles like the Contemp's The Sound Of U (AUS) and Hitozzo's Jack To The Sound Of The Underground (ARS).

**London** - Records is the UK's most active label in this field. Johnny Walker, London's National Club Promotion Manager: "Although it is not a national phenomenon, we're very much in the process of breaking it. I'm sure new beat will last and become part of the general dance scene." Walker checked out the Belgian club scene as far back as last summer and made deals with Antler and Subway, the country's trend-setting new beat labels.

West German dance label BCM has also played a major role in spreading new beat. According to Promotion Manager Volker Heisters, acid house and hip-hop are still West Germany's most popular dance styles, but new beat is "slowly but surely picking up attention." The new beat sampler Megamix has already sold over 10,000 copies while the follow-up Boccaccio Club is scheduled soon.

Another label licensing new beat product is France's Pianola. At this year's MIDEM, the label made a deal with Antler for the sampler New Beat Gene- raux which has already sold over 30,000 copies. Jean Mareska, Marketing & Production Manager: "Each generation needs its own dance music."
THE WORLD MUSIC ALBUM

A UNIQUE COLLECTION OF THE MOST BEAUTIFUL SOUNDS OF TODAY'S WORLD MUSIC

London - The UK's Cutmaster Swift won the Technics World DJ Championship, held here on March 14. In second place was DJ Aladdin from the US, followed by Finland's DJ Illisio. Cutmaster Swift also represented the UK at last year's championships.

The awards were filmed by BBC TV for the first time for a programme produced by Terry Jerins of Def 2's 'Behind The Beat'. Sheena Eaton, Alexander Djalil and Chikia Khan were among the star performers at the event. In a new showcase event, some of Europe's top dance acts performed on their Continental hits. Artists featured included Debut Del Soire (France), Asia Y Dina (Spain), 2 Bravaos (Norway), the Confident (Belgium) and Welters (Holland).

The awards were staged on the last day of the annual DJ convention. A seminar on the role of the producer brought together a dozen leading record producers including David Baker, Frankie Knuckles, Continental hit makers, Dave Morales, Les Adams, Phil Harding and Ben Liebrand.

Brussels - Opening the recent IFPI conference 'The Road to 1992', Wilfred Martens, Prime Minister of Belgium, said the number of satellite channels on air in Europe will reach 130,000 by the mid 90s. This will lead to a new trend for programmes and Martens expects a tenfold increase in programme output.

Martens called for Europe to adopt protective measures on advertising and satellite channels to protect countries, especially small ones such as Belgium. "No other country has as dense a cable system as Belgium where 90% of homes are cable and can see around 20 channels. This means we are open to other cultures but the negative side is we run more risk of losing our own cultural identity and own programme industry."

A central licence is a precondition for a central distribution system. All the existing central collecting societies are based, so, on the 'country of sale' principle which means that all rates and prices of the country of sale apply. The question is how long can we apply this principle to collective societies?" Kuhn said it is only this that prevents record companies from 'shopping around' for rates and conditions and to take advantage of different price levels in the EC countries. And, he said, there is only another step forward to take: the right to acquire the licence from any collection society in any country of the EC.

Moving on to pan-European marketing, Stuart McIlhane, Chief Executive of the London-based HMV Group, said 1992 offers an opportunity for retailers and the music industry to work together.

"Although all of the majors are global companies, I feel that they still behave in a nationalistic way. For example, when will our industry get its act together in the EEC in 1992? We will see the emergence of an international super league of music retailers from the US, Japan and Europe with significant financial muscle who will be all the time fighting for market share in our major European cities. Retailers must be willing to invest in both people and technology to provide high levels of product knowledge and consumer information."

"Until now, pan-European releases have been perceived as a small measure of efficiency for larger record companies. However, we believe that DMG Data, an "Eco" company, will become one of the leading pan-European music distribution companies in the next few years. This is a great example of how the EC and EMI Intuition are working together to meet our customers' needs."

Louis Kuhn, Director of BAVERA, said that the upcoming decades will be the most important and crucial period in the history of the music industry. "We have to find a way of co-operating in a new way, open to other cultures but such a way as to prevent record companies from 'shopping around' for rates and conditions in the EC countries."

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Music Video Awards
Aired Worldwide

The World Music Video Awards will be telecast simultaneously on April 14 from London, New York, Toronto, Munich and Moscow. It will be the first time that Soviet television (Gostelradio) broadcasts the show, producing a segment and co-ordinating a vote campaign throughout the Soviet Union.

Sponsored by Pepsi and Philips, the programme will include live performances by international artists. Four awards will be presented:

* The Philips Award for Most Popular Video, selected by popular vote.
* The Philips Award for Most Innovative Video, selected by the International Federation of Music Television Channels.
* The Artist's Circle Award for Best Video, selected by a panel of stars.

"The Director's Circle Award for Best Video selected by a panel of directors"

The producers of the show are Canada's 24-hour video channel, MuchMusic/Musique Plus, media marketing company, Parallel Media Group and Sky Television.

The organisers hope as many as 50 countries will broadcast the event, reaching a potential 750 million viewers. The following stations in Europe have so far confirmed live distribution: Saat Channel in Turkey, Music Video and RAI in Italy, Tele 5 in West Germany and Sky TV in the UK. Many countries will transmit the show at a later date including La Cinque in France, ITV in the UK, RTVE in Spain and channels in several East bloc countries.

Super Unveils New Plans

Two million cabled homes in Russia are to join Super Channel's rapidly growing network this year, according to Marialina Marcucci, President of Super Channel.

The announcement came at a gathering of about 200 international advertising executives who were flown to Tuscany, the home of the Marcucci Group. Principal shareholders of the station, Richard Branson and Marialina Marcucci, unveiled the new European strategy of the channel which was relaunched last January.

One new feature will be the introduction of simultaneous, multilingual transmissions of the news bulletins in English, Dutch and German. The service will start on April 1. Music shows and documentaries will follow suit later.

Announcing that the Channel now reached a potential 15 million homes, Marcucci added: "Before the end of the year, the link will be 18 million homes, which is equivalent to a potential audience of 50 million." A new advertising package, created by London-based agency BBDO, was presented to the advertising industry. This will include links to major events, and interactive promotions and competitions. The slogan - 'Watch Out For Us!' - will be incorporated in all Super Channel branding.

Meltdown In USSR

'Meltdown', the live concert show produced by London-based commercial TV company Thames Television, is one of several Thames shows to be broadcast on Soviet TV's second channel in mid-April.

Elkie Brooks and Ruby Turner are in the one-hour programme from the first series of 'Meltdown', recorded live at London's Town & Country Club in 1987. The show, produced by Thames' Nick Bigsby, is now into its fourth series.

The Thames programmes, which will have a potential Soviet audience of 200 million, are being shown as part of British-Soviet Trade Week. Apart from 'Meltdown', all the shows will be dubbed into Russian. The 10-hour series will be shown on UK advertisements.

Sanremo Festival '89

A Very Interesting Longform this week is 'Depeche Mode 101' made by Frazer Pennebaker, whose previous work includes Bowie's 'Ziggy Stardust And The Spiders From Mars'. The video, which runs for nearly two hours, is an honest look at the artists, their staff and their fans on tour. A must!

The promo to Madonna's 'Like A Prayer' is the most-played clip in Europe this week. She is followed closely by the videos of Richard Marx and Paula Abdul's smash hit 'Straight Up'. The first was directed by Mary Lambert and the second by David Fincher for US-based Propaganda Films.

VIDE-O-NEWS
Depeche Mode 101

Both albums contain winning song "Ti lascero"

CBS Italy & CBS Music Publishing
On album, cassette & compact disc
Eno-Produced Soviet LP Released

London - An album produced by Brian Eno in Moscow last November for leading Russian rock act, Zvuki Mu, is set for release in the UK on April 11 by Opal Records. All 10 songs are in Russian and the album has not been "Westernised" in any way.

Eno: "This is not rock music as we know it. It's unique, a kind of immediate sound I don't think has been heard before." Lyrically the songs are in the traditions of old-time Russian wandering minstrels but instrumentally there are influences of Joy Division and Captain Beefheart.

The new release is Eno's first studio production credit since U2's smash, The Joshua Tree. The self-titled album will be followed by live shows in the UK and France. Zvuki Mu describe their music as "hallucinogenic folk music expressing the lower depths of life in Moscow." □

Yorkshire Launches Classic Gold

Yorkshire Radio Network (YRN), which operates IR stations in Sheffield, Bradford and Huddersfield, has announced the launch of a Classic Gold service to be carried on their existing AM frequencies.

Viking Radio in Hull has already been running Viking Gold on AM since last November, and

Yorkshire's Director Station Operations, Roger Brooks, says: "Classic Gold is building on the proven success of Viking Gold, with an alternative service for listeners consisting of a golden oldies record format with local news and local advertising." Viking Gold will now be incorporated into the new Classic Gold.

The new service will operate 24 hours a day. Although most programming will be common to all areas (originating from Hull), there will be separate, more localised programming during the day, at weekends and during the week between 06.00 and 08.00 hours. Among the presenters are several well-known names including Keith Skues and David Hamilton, who will be heard on a syndicated show. Classic Gold will start in early May. □

U.K. Radio Airplay Report


IQ - Aiming Down The Middle

When Def Leppard's managers Peter Mensch and Clive Burnham set up their small US label Squawk Records, UK band IQ were their first signing. Ironically, the band found themselves licensed to Phonogram in Europe - the company which had rejected them a year earlier.

But Mensh and Burnham had a point. Planet Just had an international audience that he - young people who are just getting into music because of The Living Years single and the adult Genesis fans which is great because we are aiming straight down the middle of those people.

If you want proof on vinyl, listen to IQ's current European single Sold On You and the follow-up Drive On which has been the lead track in the US. □

Jimmy Savile Signs With Metro

by Paul Rusing

"We are committed to a year, and several well-known names including Keith Skues and David Hamilton, who will be heard on a syndicated show. Classic Gold will start in early May. □

SPOTLIGHT

IQ - Aiming Down The Middle

by Sally Scoran

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Miss World Takeover Looks Certain

by Paul Kissing

It now appears certain that the re-scheduled meeting of Piccadilly Radio shareholders this week (March 20) will follow the advice of their board and accept a takeover bid from the Great British Mon-Miss World Group (see Music & Media issue 10). That was what Piccadilly's shareholders meeting was postponed twice because of Miss World's "offices," and the company for £3.95 million to prevent its merger with Midlands Radio.

County Sound was the British Piccadilly Group's member Sid Frimmel, Piccadilly's 12 board members all accepted that the takeover move will make the new group one of the most powerful outside London, serving almost 15% of the UK's radio listeners.

The directors hold just over 15% of the company's voting shares and their acceptance and recommendation that the meeting looks certain to be followed by the company's shareholders.

OCEAN & COUNTY COURT

by Paul Eaton

County Sound in Guildford has been granted an injunction in the High Court against neighbouring IR Station Radio Sound, which is also in Guildford, but under the same name. County Sound complained that there was evidence of confusion between the two stations' signals and overlapped and claimed that there could also be confusion among advertisers.

Ocean Sound agreed to a court undertaking that its presenters would identify the station as "The Ocean Sound" at least three times an hour. The injunction now requires them to state "Ocean Sound is not County Sound" every time "The Ocean" is mentioned. The injunction has been granted pending a full trial.

County Sound's Managing Director Mike Powell: "While we do not wish to comment on the details of this particular case, we believe that the massive increase in radio service over the next few years makes it important that there is no duplication of station names and that listeners are clearly able to tune to the station of their choice without unnecessary confusion." Ocean Sound Managing Director, David Lucas, said that his station has appealed against the injunction.

Ocean Sound and County Sound are:-

PPM Relaunches US Chart Show

by Grant Goddard

The new Miss World Radio group will then form an empire controlling the Crimean TV franchise area. Miss World also hopes to launch its station on the Cote De Azur, which was closed down by the French authorities six weeks ago.

Media Conference

Ex-BBC Radio 1 and TV presenter Noel Edmonds will not present a special feature commemorating 25 years of UK music radio this year's get together of senior radio and music industry personnel. The BBC Radio 1 Music Conference takes place in London next week (April 4/5).

Speakers include Richard Park of Capital Radio who will discuss his AM/FM split services and Stuart McAllister of the HMV Group who will look at the relationship between radio, recorded companies and retailers. We will also have a talk on PPM's record for April 1 this new schedule.

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'To Hell With The Devil'

The title of a 30-minute video which will be produced by the Comateens, a New York duo West & Byrd, as a protest against the threats to freedom of expression. The video has already been broadcast on local TV in Munich and shows concert footage of US bands Scour and Whitecross. The video also includes Swedish group Charisma's performance at the world's largest Christian Pop & Rock Festival held in the UK.

SPAIN & PORTUGAL

Diairio Pop Presents Rock Awards

Madrid - 'Diairio Pop', the weekly evening music magazine show on Radio Monte Carlo, has announced that this year's Rock Awards will be presented at its Rock Club on 10 March.

Anniversary and give out its annual awards to Spanish artists arrived to pay tribute to the show and where short sessions from La Guardia, only told the song Taxi, The Darling Buds, House Of Love, Los Ronaldis and Los Ilegales. It's a jam session between members of El Ultimo De La Fila and Radio Futura almost brought the house down.

Close to 30,000 voters were used to vote the annual 'Diairio Pop' awards. Among the national winners were El Ultimo De La Fila and Bajo, the new and rising rock stars, while funk-inspired tracks share a side with heavy metal (Albert Is A Headbanger).

Plastic' Launches On TVE

A youth music magazine called 'Plastic', will premiere on Spain's state television, TVE-2, on April 19. The programme will feature live performances and competitions. Audience participation will be an important part of the show and weekly prizes will include concert tickets. The show will also compile its own hit parade.

Regional Show Goes National

Barcelona - A new show called 'La Lluva', which is being broadcast in the Catalan regional service of state television, TVE-2, is to go national on TVE-1 in May.

New York duo West & Byrd have just released their debut album, which is to debut in France. The album was co-produced by the Comateens, died in 1987. Two singles from West & Byrd's self-titled album on Virgin have been released: Kiss Of Love (October) and Don't Give Me Up (January). A video will be made to accompany the latter.

BMC Launches Cassette Campaign

Munich - With growing cassette sales (estimated at 64 million units in 1988), BMC/Arora Special Marketing has launched a new marketing programme featuring 42 cassettes with original artists.

According to Special Marketing Manager Hans Frese, the cassettes have a particularly high quality and are manufactured to be heat and dust resistant. The cassettes will be presented in an especially designed rolling rack in the shops.
SANREMO SONG FESTIVAL '89

"TI LASCERO"  
(F. Fasano - F. Berlincioni - F. Ciani  
F. Leali - S. Bardotti)

ANNA OXA & FAUSTO LEALI

"E QUEL GIORNO NON MI PERDERAI PIÙ"  
(F. Fasano - F. Berlincioni)

GIGI SABANI

ROBERTO CIOTTI - Rock, Blues, Funk & Soul

"LA FINE DEL MONDO"  
(F. Fasano - S. De Pasquale - S. Cutugno)

"ANNA MIGLIORI"  
(P. Baldan Bembo - F. Berlincioni)

"LADRI DI BICICLETTA"  
(P. Belli)

"LADRI DI BICICLETTA"  
SANTAROSA

DURURIM RECORDS

EMI RECORDS

WINNER!

"N 3 IN THE "NEW TALENT" SECTION"

SPOTLIGHT

Roberto Ciotti - Rock, Blues, Funk & Soul

by David Starfield

Roberto Ciotti is Italy's best-known blues guitar player and has played alongside US legends such as Curtis Ivers and Louisiana Red as well as accompanying ex-Cream drummer Ginger Baker on a 20-date US tour. Ciotti has just released a new album, No More Blues, on Time Music, a new label. Including rock, blues, funk and soul, the LP shows the Rome-born artist in a new light and should give him international recognition. Ciotti: "I used to like the label 'bluesman' but now I want to be known as a songwriter. For this album I've gone for melody and harmony."

With nine self-written songs, all sung in English, Ciotti proves his point. Recorded at Rome's Lead Studios and produced by the young Gianluca Di Furia, the album features a mix of excellent Italian, US and UK backing musicians. But it is Ciotti's skillful guitar playing and easy vocals that capture the most attention. Ciotti says he is influenced by range of artists, from Robert Johnson to Buddy Guy. However, the mellow mood of No More Blues is bound to appeal to those with a liking for music by artists such as Robert Cray, JF Cale and maybe even Dire Straits.

The next step is an Italian concert tour, starting next month. Ciotti: "This album was a pleasure to make. But I really want to test the reaction in front of a live public."
Sweden's First Megastore To Open

Stockholm - Sweden's first record megastore will be open by June (see Extra! issue 10). It will occupy about 2,000 square metres in the centre of Stockholm and will be open from 09.00 hours to midnight every day - a very ambitious idea, especially in Sweden.

The company behind the megastore is record retailer Skivakademien, headed by Staffan Fogstrand. Grammofon AB Electra is also involved in the project.

Fogstrand: "This will mean advantages for both parties. We have been looking for the right opening for a long time and the opportunity came with the premise that there will be a distinction made between the record company activities and the megastore project.

Fogstrand again: 'Another advantage of Electra's participation is that it will enable us to open, perhaps not a megastore, but a sizeable record store in Moscow later on. And in October we will open a megastore in the centre of Copenhagen.'

Electra is the Swedish distributor for Melodia. Russia's state record company. Skivakademien has already opened a store in Oslo.

Per Lonnstrom at Electra says its involvement is through its holding company, Consonia - indicating that there will be a distinction made between the record company activities and the megastore project.

Lonnstrom: "We will maintain a low profile but will contribute expertise, capital and administrative help. The whole thing will be run by Fogstrand. One of the many positive results of the megastore we look forward to is that it will increase the proportion of CD to other record sales, including an uprising for the CD 7"

Nordic Channel On Air

Stockholm - Nordic Channel, a new Scandinavian satellite TV channel, is expected to begin broadcasting next week under the control of Karissima Television, which is run by TV personalities Ake Wilhelmsson, Kari Stoaktve, Mergence OM, and Uno Svenningsson and guitarist/songwriter Arne Johanson.

The line-up could also include a pop show to be shown on Friday nights featuring interviews, a rundown of the latest film and music charts, and appearances by international and Scandinavian artists.

Karissima recently signed a contract with Televert en, the Swedish telecommunication company, which gives it use of a transponder on the Eutelsat 1 satellite. And it has acquired the financial backing of Matt Carlsen, who heads one of Sweden's major companies, Modo.

Freda - Rock Crazy

Freda's third LP Tusen Eldar (A Thousand Fires) went straight into the Swedish sales chart at no. 31 when it was released in autumn last year and has sold around 90,000 copies - almost platinum status. Already there are plans for a new album, but first Freda will probably go on tour this summer. The band, who are signed to Record Station, co-produced Tusen Eldar together with the well-known musician Dan Sundquist.

Their first album, En Mannens Dama (A Human Being), was released in 1984. The second, Klommen Hero (Welcome Hero), came out in 1986 and was preceded by the hit single Vinturna (The Winds).

For more information contact our subscription department
(tel: 31 - (0)20 51 82 828.)

Wegener Tip Tildschriften Groep B.V.
Jac. Veltsmanstraat 29
P.O. Box 9943
1006 AP Amsterdam

REACH OUT AND TOUCH "THE DUTCH"

If you want to get a tighter grip on the "gateway to Europe" publicity, Muziek & Beeld Info is a must. Muziek & Beeld Info is Holland's number one trade magazine (published weekly).

So What Race Up Swedish Charts

Stockholm - Newcomers So What have shot up the airplay chart with their debut single I Was Lucky which came straight in at no. 8 on the Tracks radio chart and was at no. 3 at press time.

Both 19-year-old singer Jesper Jelle and 19-year-old synthesizer player Martin Ankelius are still at school. But their age did not stop them from releasing I Was Lucky on their own label, which was quicked picked up for distribution by Sweden's Grammofon AB Electra. The single is currently at no. 6 on the sales chart.

THOMAS HELMIG's latest platinum album has now spent two weeks in the Danish Top 10.

Are you ready Europe...?
Court Rules Against Pirates

by Mark Fuller

Holland's Supreme Court has recognised the right of artists and record companies to oppose unauthorised recordings. The decision is a major breakthrough for the recording industry which has been fighting for legislation on pirating of repertoire for many years.

In a recent case, the court ruled that the recording and sale of Elvis Presley repertory by Boogar Trading Lopik and Sonosaira Nederade, without the permission of BMG/Arifa Benelux, was illegal. The ruling overturned an earlier decision by an Amsterdam court in favour of Boogar and Sonosaira, giving a free hand to pirates.

Industry association NVPI estimates that illegal recordings, mainly in the form of cut-price CDs, cost the industry 50-60 million last year. NVPI Director, Rob Edwards, says the decision is extremely important for the industry in which does not subscribe to the protection of copyrights as embodied in the Treaty Of Rome.

Edwards: "It is a signal to the government to speed up legislation to protect the rights of artists and producers. It means we can now take strong action against illegal copiers, who are nothing more than criminals."

BMG/Arifa Benelux Managing Director, Martijn Koning, says the company is now preparing "further legal action to completely stamp out illegal copying. We will be making a significant claim for damages on Boogar."

Lovesexy' Wins Edison Award

The 21 winners of the 1988 Edition Awards include Prince's 'Lovesexy' as Best International Pop Album, and Barbra Streisand's 'The Way We Were' as Best International Vocal Performance. The awards will be presented at a special ceremony in Briar on April 18, but will not be televised.

A record 360 albums, nominated in 39 MOR and pop/rock categories by 17 Dutch record companies, were judged by two panels. WEA, with six awards, topped the winners' roster, followed by CBS (four) and Polydor (three). EMI Bovenraad, Phonogram, BMG Arifa Benelux and CNR won two each. More than 75% of the entries were delivered in CD format.

Other international winners were: Bob James, 'Ivy Coast', Best Instrumental; Bud. Best Musical Soundtrack; Nanci Griffith, 'One Fair Summer Evening (MCA), Country; Queensecreeke, Operation Mindcrime, Hard Rock; The Jeff Healey Band, 'Sister, The Light Rock; Rock & Roll, and Wim & Wim, 'Romantiek, Conscience, B&B/Audio. Dutch winners included the Fatal Flowers, 'Johnny D Is Back', Rock; The Ninth Hat, Pop; Robert Long, 'Hootananny', Vocal; Curry & Joe Allen, Folk; Louis Van Dijk, 'Doria Di Gloria Vol. II', Instrumental; Bronnie, 'Breakdown', Soul; Jong Cuylers, 'Swingin' Rhythm, Jazz.'

Dutch Music Festivals

UK cigarette manufacturer Benson & Hedges will sponsor seven concerts next month in Amsterdam, Rotterdam, Utrecht and The Hague. The series, which will run from April 27-28, includes blues and flamenco festivals, as well as concerts by the Sonny Rollins Quintet, Engelbert Humperdinck, Labs Siffler, Chris De Burgh and Lee Ritenour.

Benson & Hedges spokesman Olaf Kluit says music sponsorship is a new but potentially rich advertising area for the company. "We held a small festival in the Channel Islands last year but this is our first major event. If it is a success, we will organise more festivals in Europe."

Last year, Viktor Lazlo spent six months in the La Madeleine studios in Brussels recording material for a new LP. But the result was two albums - one in French, the other in English.

Francois Vees, Label Manager Polydor Belgium: "Both the French album, 'Club Desert', and the English LP, 'Hot And Soul', are aimed at a very specific market. It's obvious that French language audiences will go for Club Desert. And with Belgium at the crossroads of Europe, we expect consumers to respond to either one or the other."

Lazlo adds: "The French version was very important because it gave me the chance to incorporate the beautiful songs of Maxime Le Forestier and Bertrand Lavilliers. On the other hand, a song like Guignol's 'Annam Pianissimo Sibi' is very well suited for an international audience."

With The City Never Sleeps as the first single from the English album and the Guignol track as the single from Club Desert, Lazlo is heating up international audiences for her new LPs. They are a splendid mix of pop, swing and Latin rhythms, melted together by producer Lou De Pierpont, and with excellent vocal coaching by David Linx.

Lazlo's record was produced in Brussels when she was discovered by De Pierpont, once of Belgium's most notorious 'hot' makers. A song for Jean Pierre Mocky's 'A Mort D'Avril', backdoor man launched her career and her debut album She went platinum.

Two years ago, millions of European viewers watched Lazlo perform Brecht in the Eurovision Song Festival, which she hosted. "Although the whole thing was quite glamorous, it was not the over night success for me. It was an enriching experience and it was certainly good for my career - I finally got known by a very broad audience."

Spotlight

Viktor Lazlo - Pop, Swing & Latin Rhythms

by Marc Mass

Netherlands

"Hot Breaks"

National hits bound to explode

Rene Froger & Goede Doel Maai Van Ee Ene Met Gelukkie Plan (COV)
Andres Van Dun My Happy Man (CVP)
Annesia Negele (UVA)
Tragic Error Some (Nexel) That Bus

Why Wait for 1992?

already gold in Holland and now receiving great reviews in most European countries.

The singles "Tell Me" and "The Train"
Picking up European airplay. Video at high rotation on the satellites.

The Concerts

During the months to come they will tour France, Finland, Russia, Belgium, Germany, Holland, Switzerland, Austria and Spain.

Centerfold

The Single 'Play the Game'

Release date March 21st.
12-inch remix by Y Electra house, 'Lethargic'. Great video available upon release.

Richenel

The Single 'Are You Just Using Me'

Release date April 10th.
Video available upon release. Produced by David Austin.

The Album 'May 89'

To be released May 89. Produced by David Austin, Nick Jackson, Bert Tamaela, Nossink & Verpins.

Vengeance

The Album 'Arabia'

Release date April 21st.
Their last album was released in more than 21 countries.

The Concerts

Concerts to be announced all over Europe during the months May and June.

CBS Grammofoonplaten B.V.

Music & Media - March 25, 1989

16
Belgian Talent Makes Its Mark

Less than two years ago, few A&R departments existed in Belgium and falling sales had slowed major investment in local talent. But 1988 saw the new beat phenomenon, while acts like Soulsister, Vaya Con Dios and Won Ton Ton made significant crossovers into the European market.

The first sign of the new beat attack came when the Confetti’s and the Erotic Dissidents entered the official SIBESA chart. Serge Ramakers composed the hit song The Sound Of C in October 1987, but it was not until May 1988 that the track was released. Ramakers: “If we had released The Sound Of C in 1987, we would have been trendsetters. However, the cassette demo did very well in the clubs and discos, so we knew it had potential. A disco owner finally decided to take the chance and now the song has sold over 100,000 copies here.”

Confetti’s and the Erotic Dissidents entered the majors that rejected us only as say that we feel sorry for good deals outside Belgium, so cause of the interesting deals we struck outside Belgium with companies like CBS and PolyGram. Now those multinational import our music to compete with our songs here.”

Both Ramakers/Sas and Morton, Sherman & Belucci were faced with the problem of trying to create an image almost overnight, as their sudden popularity led to calls for radio and TV promotion and disco performances. Morton: “New beat needs an image - consumers need a face they can remember. I admit that some of the band images we created were lucky picks. Personally, I think Confetti’s act is too much of a gimmick and I doubt whether there’s any future in it. You must be able to tie a good image to a good song.”

Morton, Sherman & Belucci plan to expand their initial idea of modern dance music. They say they will be mixing Bulgarian or Hungarian folk music in their compositions, or to combine the beats with soulful vocals.

Meanwhile, Belgium’s music industry has also enjoyed a solid boost from artists like Soulsister, Vaya Con Dios and Won Ton Ton. Raf De Braeckeleer, Product Manager of EMI Belgium: “The fact that CD sales did very well provided the necessary resources to invest in local talent. In the case of Soulsister, we are glad to see that our efforts paid off. Their single The Way To Your Heart has also gone gold and has entered the German chart.”

Vaya Con Dios were awarded a gold album for their debut self-titled LP in February - international sales had then passed 130,000 units. All tracks on the album have enjoyed good airplay throughout Europe.

Belgium is no longer a blind spot on the music map. Patrick Busschots from ARS adds: “We have been given the key to international success but only good product will enable us to end this adventure in a healthy way. It all depends on the quality of both the company and the product.”

In including the N°1 Hitsingle: “The Way To Your Heart”

Belgium

The revival of Belgium’s music scene has inspired numerous composers, arrangers and artists. Broadcasters are also aware of the new hope for Belgian talent - radio and TV are attaching increasing importance to local acts. And last year several sponsors picked up interesting acts for their Belgian dates, giving bands the necessary funds, and the opportunity, to build up a stage reputation.

Francisco Vars, Label Manager Polydor Belgium: “People everywhere are realising that Belgium is no longer a blind spot on the music map. Patrick Busschots from ARS adds: “We have been given the key to international success but only good product will enable us to end this adventure in a healthy way. It all depends on the quality of both the company and the product.”
Belgian record labels have welcomed the battle for music audiences between Flanders’ first commercial TV station, VTM, and state broadcaster BRT. And they say VTM represents new opportunities for artists - and marketing managers.

Charles Licoppe, President of SIBESA (the Belgian Publishers’ Association), is very positive about VTM. He is the publisher of Will Tria’s material and says advertising on the station has proved very rewarding. “We advertised the Will Tria - De 60’ollect album on VTM and the response was astonishing - we even expect the album to go gold before the end of March. I think that there will be lots of local hits in the next six months.”

The Will Tria album is distributed by BMG Azola, where Label Manager Stefan Cockermum in is also positive about the VTM advertising campaign and the outlet itself. He applauds VTM’s broad approach to music and says it sets an example which deserves to be followed.

Gaston Naya, Vice-President of SABAM (the Belgian Authors’ Rights Association) welcomes the new possibilities offered by VTM. “We are convinced it presents an advantage for the artists and their music, but we take a neutral position in this matter. I expect a lot from the ‘clash of the titans’ (BRT versus VTM), which might be a very good thing for the industry.”

WAPA Beneices Managing Director, Ted Sikinkin, is pleased to see the new broadcaster too, while Virgin’s Head Of Promotion, Philippe Leclerc, says VTM is very aware of what is happening in today’s music scene. He adds that Virgin will try to fit into the station’s schedules as much as possible.

Jos Van Oosterwijck is the Music Co-Ordinator at VTM, which began broadcasting on February 1. He says he wants to work flexibly with labels and artists, enabling acts to appear at short notice. The station’s music line-up includes: ‘VTM Top 30’, a one-hour chart show broadcast at 7.30 hours every Saturday; ‘Podium’, which includes live concerts and special music events and is broadcast on Friday evenings; and ‘Teen Om Ze Zoi’ (I Worth Watching), a one-hour show featuring local talent at 20.00 hours on Thursdays.

Roger Kliger, President of the Belgian Publishers’ Association, says the competition between BRT and VTM have welcomed the battle and that VTM offers new possibilities to cover a broad music audience.

Charles Licoppe, President of the Belgian Publishers’ Association, is very positive about VTM. He is the publisher of Will Tria’s material and says advertising on the station has proved very rewarding. “We advertised the Will Tria - De 60’s Collect album on VTM and the response was astonishing - we even expect the album to go gold before the end of March. I think that there will be lots of local hits in the next six months.”
ARE YOU ON OUR EUROPEAN WAVELENGTH?

We are part of the most important newspaper group in Flanders: Krantengroep De Standaard. We make good use of its vast infrastructures and services.

We have become the largest radio marketing bureau for independent local radio. Reach: 1,000,000 listeners.

This proves we are on the right wavelength. Now the time is ripe to think European.

We are looking for a European partner who also is on a good wavelength.

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If you think radio, talk to Optimedia.

The Belgian Talent File

As Belgium moves into the international music spotlight, independent and major record labels present their brightest hopes for crossover.

Virgin
Philippe Leeuw, Head of Promotion & Label Manager French Product, says Virgin's latest signing, Les Tricheurs, has definite potential. Their new single, Du Charme, has just been released and will be followed by the debut LP, Tendez Nos Lèvres, in April.

CBS
Linda Coopman, Marketing Manager CBS Belgium, has just released a compilation album called This Must Be Belgium, featuring new beat tracks from Hithouse, Beethoven, Taste Of Sugar, Confetti's and Plastic Bertrand. Coopman: "It will be supported by a promotion campaign similar to other important product: shop displays, posters and media mailing - in other words, the big company techniques."

Plastic Bertrand

BMG Ariola
Stef Cockermartin, Label Manager with BMG, has high hopes for Elios Vugts' new album, scheduled for early April. The single from the LP, the catchy after-lover, has just been put on the market and is also included on Music & Media's special CD insert in this issue. Want's first album, Commedia, was released in numerous European countries.

Play It Again Sam

Recently, Front 242's popular LP Front From Front, a new 'double speed' single will be released this month. The A-side (45 rpm), Never Stop, is backed by a 33 rpm B-side featuring three tracks.

Meanwhile, The Scabs, will do a three-month tour of Belgium, Holland and West Germany. According to Jeroen Molders, CNR's Head Of Promotion, Skyblasters offer a good bet for international success. The band have two albums to their credit and recently toured Holland. They are now doing a 25-date tour in Brazil and are recording a new album. The Skyblasters offer a very accessible and danceable form of reggae, which appeals to a broad audience.

CNR

Not Discs' Bruno Van Geesse reports the success of Annalisa's new beat song Dézar gold in Belgium and a recent entry in the German chart at no. 6. Their debut album, Mytrixis, has just been released.

Other new releases for the label include Michael Fortunati and S A 42 (Signal Azut 42) and their Nitrate Ebb/ Front242-inspired LP Pro Partia.

Antler

Managing Director Maurice Engelen, who received a gold LP for 100,000 copies of the album This Is Acid New Beat in France, is very confident about the future. Although the indie label gets serious competition from the majors, international sales for all his products are rising.

A new single by Jade 41, Rock It To The Bone, will be released internationally, while both Dirty Harry (Double B) and Lords Of Acid (I Sit On Acid) have new product.

Morton, Sherman & Bellieci will release Beat The Box, a double compilation LP of their new beat hits.

CIM Records

The CIM label started in 1987 and covers everything from chanson to pop and new beat. Current top seller include The Maxx with Cocaine (selling some 50,000 units) and The New Beat Connection LP (20,000 units). Forthcoming releases include Black Widow Lover by Kevin Village as well as a new Maxx single, Techno-Time.

Target Records

This indie label was founded six years ago and in first major success was with The Caravan, who sold 36,000 copies of Somewhere In Arabia in 1986. This was followed by Neon's version of Visage's Fade To Grey. At the moment the company can boast five hit singles in the Belgian top 20.

Composer and Artistic Director Dimitri Lambrecht has lined up a long list of forthcoming productions. It includes new LPs from Neon and PLB System, the release of Beat Empire plus a follow-up for the compilation album, Target's New Beat Story, 2nd Chapter.

ARS

Hunting Hunting are one of the most promising acts for ARS - their single Shivering uses the light in May, while an album is set for release in September.

Other hot tips for ARS include Eurovision candidat Angile Dylan who is picked up by CBS for a worldwide album release and Tasha with her latest release, My Turn, written by Soulstracker Ian Layzer. And new product is expected from Peter Sieghuis' Hithouse, who enjoyed major success in Europe with Jack To The Sound Of The Underground (no. 42 in the Hot 100 Singles at press time). Hithouse's new self-titled album and single, Move Your Feet To The Rhythm Of The Beat, will soon be released.

Peter 'Hithouse' Sieghuis

EMI

Raf De Brancscket, EMI's Product Manager, is very pleased with the success achieved by local band Soulstracker, whose single The Way To Your Heart is now one of the best continental European crossover singles (no. 46 in the Hot 100 Singles at press time). New material is expected around April. Meanwhile, a special club remix by Jay Burnett (who worked with Hall & Oates and Bob Clearmountain) is set for international release.
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Country/Label</th>
<th>Original Chart Position</th>
</tr>
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<tbody>
<tr>
<td>Something's Gotten Hold Of My Heart</td>
<td>Marc Almond</td>
<td>UK.H.Sw.k</td>
<td>4</td>
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<td>Belfast Child</td>
<td>Simple Minds</td>
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<td>2</td>
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<td>Like A Prayer</td>
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<td>She Drives Me Crazy</td>
<td>Young Cathedrals</td>
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<td>Too Many Broken Hearts</td>
<td>Jones Daniel</td>
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<td>Pour Toi Armeinik</td>
<td>Charles Antoniou</td>
<td>UK</td>
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<td>The First Time</td>
<td>Robbie Beck</td>
<td>UK</td>
<td>18</td>
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<td>Straight Up</td>
<td>Paul Abdul</td>
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<td>3</td>
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<tr>
<td>Help</td>
<td>Bananarama</td>
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<tr>
<td>La Fete Au Village</td>
<td>Les Freres De L'Amour</td>
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<td>Love Train</td>
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<td>Buffalo Stance</td>
<td>Nena</td>
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<td>Stop</td>
<td>Sam Brown</td>
<td>UK</td>
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<td>This Time I Know It's For Real</td>
<td>Dianne Summerton</td>
<td>US</td>
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<td>La Vie La Nuit</td>
<td>Debbie Davies</td>
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<td>13</td>
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<td>In The Air Tonight</td>
<td>Phil Collins</td>
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<td>Leave Me Alone</td>
<td>Madness</td>
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<td>Du Rhum, Des Femmes</td>
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<td>R Uniform</td>
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<td>The Loco-Motion</td>
<td>Kyle Minogue</td>
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<td>Gloria Estefan</td>
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<td>Blow The House Down</td>
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<td>Everything Counts (Live)</td>
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<td>Kokomo</td>
<td>The Beach Boys</td>
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<td>The Sound Of C</td>
<td>Cerrone</td>
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<tr>
<td>The Way To Your Heart</td>
<td>Softcell</td>
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<td>Smooth Criminal</td>
<td>Michael Jackson</td>
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<td>Hey Music Lover</td>
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<td>Love Changes Everything</td>
<td>Michael Ball</td>
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<td>Twist In My Sobriety</td>
<td>Toots &amp; The Maytals</td>
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<td>Especially For You</td>
<td>Kylie Minogue</td>
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<td>It's Only Love</td>
<td>Simply Red</td>
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<td>Every Rose Has Its Thorn</td>
<td>Patti Labelle</td>
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<td>Teardrops</td>
<td>Werru &amp; Winning</td>
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<td>Jack To The Sound Of The Underground</td>
<td>Kirkis</td>
<td>US</td>
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<td>Room With A View</td>
<td>Tony Curly</td>
<td>US</td>
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<td>Baby Don't Forget My Number</td>
<td>Millie Vanishi</td>
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<td>Good Life</td>
<td>ENO</td>
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<td>Jour De Neige</td>
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<td>I'd Rather Jack</td>
<td>Reynolds Gr.</td>
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<td>I Only Wanna Be With You</td>
<td>Santana</td>
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<td>Bioman</td>
<td>Mixes</td>
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<td>One Moment In Time</td>
<td>Whitney Houston</td>
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<td>Celebrate The World</td>
<td>Whitney Houston</td>
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<td>Keep On Movin'</td>
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<td>Bring Me Edelweiss</td>
<td>Only One</td>
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<td>Looking For Freedom</td>
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<td>You Call It Love</td>
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<td>Hold Me In Your Arms</td>
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<td>Baby I Love Your Way/Freebird</td>
<td>Will To Power</td>
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<td>Nothing Has Been Proved</td>
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<td>Cinderella</td>
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<td>The Party</td>
<td>Rick Astley</td>
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<td>Downtown '88</td>
<td>Boyd &amp; Cookies</td>
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<td>Round &amp; Round</td>
<td>New Order</td>
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<tr>
<td>Le Mal De Toi</td>
<td>Francois拂淡</td>
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<tr>
<td>Don't Worry Be Happy</td>
<td>Bobby Fabor</td>
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</table>

**How To Do That**

**Jean Paul Gautier**

LP - MC - CD out in april
John Teigen created a stir at Norway's finals for the Eurovision Song Contest. The singer, who was heavily tipped by the media to win, was a bad loser. When the jury announced the top three winners, and Teigen was not among them, he jumped in front of the cameras and encored them to scream his name. The singer was 18-year-old Brit Syssow, who appeared on Talent Tracks about two months ago.

Two of Gary Moore's UK gigs were cancelled when the Irish rocker fired his drummer Cory Powell, for unknown reasons. His replacement is ex-The Firm drummer, Chris Slade.

The forthcoming LP by Yousou N'Dour, to be released in May, will contain a duet with Peter Gabriel.

Jan Eric Sundquist, DJ-producer at SR Stockholm, has sent us a tale about two interesting bands in Sweden. The first is Di Lera, whose LP Rodromba has been compared with Sgt Pepper's Lonely Hearts Club Band. The second is Peter R Eriksen, a freelance DJ who worked with some of Sweden's best musicians, on his LP En Man Och Hans Hatt.

French Souniz Indochine will release a new album in September. The band's biggest hit so far is Treizeme Sea, which sold out million copies in France.

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### Top 3 Singles in Europe

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### Top 10 Albums in Europe

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PREVIEWS

SINGLES

SINGLE OF THE WEEK
Big Bam Boo
Fall Off A Mountain - MCA
The Everyly Brothers of the 80s have produced yet another big-sounding pop song with a great chorus. A punchy, reverber filled production and, like so many upcoming bands these days, a hint of COW in the semi-aoustic and "swassy" guitar sound. An inspired song delivered with passion and enthusiasm, taken from their debut LP Run, Rain And Fairplay.

The The
The Beat(en) Generation - 4AD
Acoustic C&W from the creative and unpredictable Matt Johnson. The harmonica riff is particularly catchy.

Goodbye Mr Mackenzie
The Rattler - Capitol
A very Scottish sound in the mould of Big Country or Deacon Blue. Well-constructed, guitar-based pop.

Gary Moore
Ready For Love - Virgin
Simple, effective and unpretentious pop rock with some splendid vocal touches and an off-the-wall guitar solo.

David Koven
Elle Dans - Polydor
A funky disco number, somewhat in the vein of those old timey 60s soul discs.

Alyson Williams
Sleep Talk - Decca/CBS
Contemporary, electro-funk coupling a house beat with soulful vocals. Currently picking up heavy airplay in the UK.

Raf
Cosa Resters Degli Anni '80 - ISM
Acoustic C&W from the creative and unpredictable Matt Johnson. The harmonica riff is particularly catchy.

ALBUMS

ALBUM OF THE WEEK
Depeche Mode
101 - Mute
The eighth LP by this mega cult band is a valuable documentary that would fit into anybody's record collection. Recorded in front of 72,000 people at the Pasadena Rose Bowl in the US, this double album pulsates with the exciting, energetic atmosphere of a stadium gig. It also includes an impressive choice of their best songs including I Just Can't Get Enough, Somebody, Stripped, and the highly infectious People Are People.

WASP
The Headless Children - Capitol
Ten electrifying, hook-heavy songs from this Californian trash metal act. Especially striking are the intros that drip with suspense and menace. Try The Heretic, Thunderhead, Mephisto Waltz and the title cut.

Gaye Bykers On Acid
Stew To The Gits - Virgin
Hard-hitting rock with a larger than life sound. All material was written by the band and produced by Jon Landford. Check out Shoulders, Tentacle of God, Better Off Dead and Hot Thing.

Beleza Tropical
Brazil Classics I - Polydor
Compiled by David Byrne, this LP gives a splendid overview of Brazilian pop music from the past few years. Breathy rhythms and subtle vocals are combined with ingenious arrangements and unusual production values. Caetano Veloso's material is particularly demanding and highly suitable for night-time play. Also check out Nazare Perin's stirring Canto De Sol and Maria Bethania & Gal Costa's Somho Meu (a hit single!).

Donna Summer
Another Place And Time - Warner Brothers
This co-operation with Stock, Aitken & Waterman has resulted in an LP full of Ashley/Minogue sound-alike songs. Although this is what currently sells, it will never reach the same stature as classic numbers like Love To Love You Baby and I Feel Love.

EDIBLE MUSIC PRESENTS

ECHOES OF WAR

VAN OTTERDIJK

we came, we saw and now
we conquer

THE FACTS

January: Whites "Back To The Sound Of The Underground" GOLD !!!
February: Plastic Bertrand "Slave To The Beat" ALMOST GOLD !!!
March: Lyn Collins "Shout" (The Teddy Mix) GOLD !!!
April: "Move Your Feet To The Rhythm Of The Beat" - debut album

WE HAVE PUT BELGIUM ON THE MAP

Fiction?

WE HAVE PUT BELGIUM ON THE MAP

BVSMP
Acrylmine - ISM
A similar formula to I Need You with the rapped verses and sugary chorus. A typical summer hit.

The Jeremy Days
The Jeremy Days - Polydor
A highly talented five-piece from Hamburg with 11 well-crafted, self-written pop songs in the Deacon Blue/ Prefab Sprout tradition. The band's strength lies in their intriguing arrangements, interesting harmonic structures and excellent voices. Produced by Clive Langer and Alan Winstanley, highlights include Brand New Boy, That's What I Call Love and That World. Also recommended are Startin To Pretend and Rome Wasn't Built In A Day.

Art & Revenge
Brotherwise - Virgin
A typical summer hit.
**THE DUTCH MARKET**

Holland's Pop Scene - Dead Or Alive?

by Mark Fuller

The Dutch pop scene is dead according to Nada Music/Red Bullet Productions' Managing Director Willem Van Kooten. However, many others in the industry remain committed to Dutch product and are cautiously optimistic about its future.

Van Kooten, who says he may stop signing new local talent, expects more majors to follow WEA's move last year to dismantle its local A&R operation. "The majors are geared to breaking big names in which they have invested - not a rock group from Maastricht.

In the 60's and 70's, local talent accounted for an average 40% of carrier sales. Now domestic acts account for less than 12% and most of this is generated by older artists such as Golden Earring and George Baker. "You can't break local talent here because there is no radio support. Dutch radio airs almost exclusively Anglo-American material. There is also a lack of alternatives and too much Dutch government control."

Van Kooten is now concentrating on signing international artists and has contracted George McCrae and Lynne Collins. Nada Music/Red Bullet still have a "handful" of local acts on its roster including singer Mariska Van Kool, who Van Kooten tips for stardom, and reggae group Revelation Time who are selling well abroad.

Phonogram Holland's A&R Manager Herman Van Der Zwan is selling "a handful" of local acts on its Nada Music/Red Bullet label. "The company airs optimism. "The pop scene is very much alive and foreign countries take us seriously," says Chris Van Husted, Managing Director EMI Music. "I feel it is almost our duty to support domestic talent. But you need the involvement of the whole industry. Also, the artist should have a very professional approach and the willingness to work hard."

Frank Klunhaar, General Manager at EMI Music, believes that a publisher should play an active role in the development of local talent. "It is more than just a banking function. We are involved in all aspects: from scouting and A&R, to discussing the marketing and promotion plans."

Boudewijn Managing Director Rudi Jacobs was not so optimistic about the future of local talent. But one positive aspect is the resurgence of the club circuit here after years of decline."

Jacobs believes independents are better suited to the local market. They are accustomed to working with low overheads and can be closer to what is going on at street level."

Megadisc's General Manager Wally Van Middendorp is responsible for many of the independent label's local signings. "The climate for local talent is not unfavourable and the infrastructure is good," he says. "However, there have been very few new alternative pop/rock groups coming through in recent years."

"Acts such as The Nits, who have a much better status in Europe than many Anglo-American artists, and our own signing Mathilde Santing, who has been praised by WEAs more. "The majors charging commitments to UK and US artists are very big. They are never going to be satisfied with local product sales of a couple of thousand units and a maximum profit of Dfl 25,000, especially when their overheads are so large."

"Also there is no real opportunity for Dutch artists to tour abroad which is vital if you want to compete internationally."

WEA's move was seen as a shock, but many others were not too surprised. They believe the club circuit is the home of the pop scene in Holland, and only by working with low overheads and maximum profit of Dfl 25,000 have the small labels been able to compete with the majors.

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EMI Music Publishing Benelux would like to thank the following artists for their contribution to our chart successes of 1988:

Black
Nina Simona
Bill Medley & Jennifer Warnes
Paul McCartney
Pet Shop Boys
Foreigner
Sabrina
Queens Patti
Maxi Priest
Melinda Carlisle
Alexander O’Neal
Shahabatk
Shirin Wilson
Fleetwood Mac
Eric Carmen
Wan Ton Ton
Wendy and Lisa
Climax Fisher
George Michael

For 1989, we would already like to thank:...
THE SPEAKERS
Confirmed speakers to date:
- Alan Levy - PolyGram Inc.
- Paul Russell - CBS UK
- Paul Burger - CRI
- Al Hair - Aristo Records
- Guy Deluz - EMI France
- Machigeld Bakker - Music & Media
- Tim Blackmore - PPM UK
- Gerd Gebhardt - WEA Germany
- William Roedy - MTV
- Rik de Lisle - Rias Berlin
- Jim Halsey - The Halsey Corporation
- Rafael Revert - SER Spain
- Gerd Gebhardt - WEA Germany
- Tim Blackmore - PPM UK
- Mazigeld Bakker - Music & Media
- Guy Deluz - EMI France
- Al Main
- Paul Burger - CRI
- Paul Russell - CBS UK
- Alain Levy - PolyGram Int.
- Confirmed speakers to date:

LOOK WHO'S COMING!

SHOWCASES CONFIRMED TO DATE!!!
- Which Witch - European Concert Premiere (of the upcoming opera / musical)
- Johnny Diesel & The Injectors (Chrysalis)
- Fatal Flowers (WEA)
- Noiseworks (CBS)
- Charlie Sexton (MCA)
- King Swamp (Virgin)
- Horse (EMI)
- Diesel Park Wear (EMI)

THE ARTISTS SHOWCASES
(The upcoming opera / musical)

IM&M AMSTERDAM HIGHLIGHTS:
Concerts, keynote addresses, workshops, radio programmes, TV, Gala's, Panels, Superstars, Cocktails, World Premieres, New Album Presentations, Market Place, New Artists, Radio Recordings, Awards, Press Conferences, Business Meetings, Exchange Of Programme Ideas.

THE CONFERENCE TOPICS
Presented in the historic Amsterdam Stock Exchange, the IM&M conference will bring exciting panels, workshops, keynote addresses and roundtables on:
- Marketing Music In The Global Village
- Broadcasting Without Frontiers - Is Airplay Fair Play?
- Radio In The 90's: Performance Rights and Wrongs
- Performance Rights and Wrongs
- Perestroika - The 64000 Double Question
- The Artists Panel - Artistic Exploitation: How Far Should It Go?
- The Scam Makers - The Entrepreneurs In Artist Management
- Marketing The Music - How Will The Public Buy Music Entertainment
- Radio In The 90's: Radio Rights
- The Indications Of Syndication
- Sponsorship, Product + Artist. Who Promotes Whom?
- Marketing With Music - Or Music Without Marketing?
- Is Radio The Medium - Music The Message?
- Can European Copyright Legislation Be Harmonized?
- Research Radio: Target, Ratings, Tiptipsheets
- How To Promote Local Music
- Kill New Talents With A Narrow Range
- Day For Deejay: Chart Bits Or Creating Hits?

THE BROADCASTERS
An unprecedented number of European and US broadcasters will be present in the IM&M market place to interview the artists, transmit their programmes and report on the conferences. They include BBC Radio 1, Veronica Holland, WDR, Cologne, BR Munich, SER Spain, Westwood I USA, VARA Holland, Super Channel, Videomusic, Music Box, MTV, NDR Germany, RIAS Berlin, RTL, Estacion 91 Mexico, Swedish Radio, Danish Radio and many others.

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U.S. registrations: IM&M U.S.A., Peggy Dold, c/o Billboard, 1515 Broadway, 39th floor, New York, NY 10036, U.S.A. Tel: (1) 212.5365088, Fax: (1) 212.5365236. Telex: 70558/61279

THE VITAL LINK BETWEEN MUSIC, MEDIA & MARKETING

THE ARTISTS SHOWCASES
- Every night exciting international bands will be playing live, especially for the IM&M delegates, in the famous Amsterdam clubs, Paradise, The Roxy and the Escape.

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- Every night exciting international bands will be playing live, especially for the IM&M delegates, in the famous Amsterdam clubs, Paradise, The Roxy and the Escape.

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WE'WE'RE GONNA ROCK THIS TOWN!
DANCE SPECIAL

Advertising deadline
Publication date

UPCOMING

PROMISING ACTS

by Gary Smith

Andy Giombino

Silber Gold Kaleidoscope (Deutschland
Srokes Back-Up). Contact DS/Maurice
Bacon/tel:44.1.4220115/fax:2671169

This artist has a playful attitude and a strong
songwriting ability. The material on his LP,
The Art Of Letting Go varies from this fairly
straightforward song to darker and more tex-
tural efforts. Licence and sub-publishing free
for the world except GAS and UK.

Alexander Karle

You Are The One (IDE/West Germany).
Contact:IDE/Heide Bieger/tel:49.91.72342044

A hyperactive and funny song featuring a
clever use of samples that displays both talent
and originality. Taken from IDE's Newcomer
On CD sampler. Licence free for the whole world
but no sub-publishing.

Maurice

This Is Acid (Westside/UK). Contact:
Westside/Jacqueline Khan/ tel:44.1.8494800/fax:5792432

The definitive commercial acid track. Weird,
repetitive and strangely catchy with a great
hook. Licence and sub-publishing free available
for the world except GAS and the UK.

Brian Keith

Touch Me (Cosmopolitan/UK). Contact:Gugus
Banque/Tim Palmer/tel:44.1.8709112/fax:8711766

Newest entry this week is the UK's
Power Of Lord (Alternative Tendences). Fronted
by ex-Dead Kennedy vocalist, Jello Biafra, they
continue to cause controversy, this time with the
most offensive record sleeve of the year so far.

Now in this second month of chart action,
Longsy D sits just outside the top 10 with his
own brand of dance music. This is a single
released by Andrew Eldridge, a singer
with A La Vie, A Litte Other (PWL Continental).

The potential of the oriental/ethnic beat, as
demonstrated by the hit single Jeppe Haza,
has been exploited by a variety of acts.
This song is by a well-known DI from Europe
working with Boy George. No publishing but
externe free for the world except West Germa-

For all info contact the M&M Ad Sales Dept.
31 - 20 - 6626483

UPCOMING SPECIALS

Issue 18
IM & MC 2 - Eurovision
Advertising deadline
Publication date

MUSIC & MEDIA

by Karen Harley

Australian ex-Neighbours' star, Jason Dono-
van, achieves yet another no.1 for PWL
Records, while Jakie Quartz debuts at no. 24
with A La Vie, A Litte Other (PWL Continental),
beginning what is sure to be a string of
hits for PWL.

Meanwhile, Klaus Maeck of Freibank
reports that Raymond Watts - otherwise
known as Pig or 2-Kat, the ex-Einsturzende
Neubaten member and a regular in the Talent
Tracks section - will release a new 12" single
this month produced by Jem Fontyn. Watts has
arrowed to Fontyn in the US and the two
decided to work together after becoming

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ON CASSETTE.

TOP 10 UK INDEPENDENT SINGLES

ON 45 R.P.M.

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**HOT RELEASES**

Strategic Marketing

As record companies try to maximise the impact of momentum gained by airplay, touring, or best-of releases, an army of marketing gurus are working long and hard on the precise timing of a campaign. April sees the majors being selective as they pinpoint the right moment to release a product by a number of lightweight artists.

**A&M**

A&M's only release this month is Joe Jackson's 12th LP for the label. It is one continuous piece of music and was self-produced. Envisaged by Joe Barbara, it features Joy Asher and Drew Barfield sharing the lead vocals. Recording is provided by a 16-piece band, including brass and percussive. It is loosely described as a progressive record.

After a long career as the leader of the much-loved Asbury Jukes, Southside Johnny has finally made a solo LP for BMG/RCA, which he has produced with Steve Skinner. It includes versions of Ain't That Peculiar, a track presciently titled with the theme song of The Comsat Angels. The first single from the LP is On April 17 called More Songs About Lovers, a minor UK hit for Willy Finlayson in 1986.

The band, including brass and percussion, shared the lead vocals. Recording is provided by a 16-piece band, including brass and percussion. It is loosely described as a progressive record.

Joe Jackson - new LP for A&M

**Music**

Joe Jackson - 12th LP for A&M

L.P. Blasts, self-written, includes five tracks produced by Dan 'Instant Replay' Hartman and a guitar break by Brian May on Love Train. The next single will be Americans which is also part of the soundtrack of the new Susan Siedman movie. Tom Petty's new album, Full Moon Fever, does not include any of the Heartbreakers - instead Petty worked with fellow Wilfury, Jeff Lynne. The first single will be I Won't Back Down.

**BMG/RCA**

Virgin Records' normally panned schedule has, for once, been slimmed down. Following the US success of Straight Up, it will release Paula Abdul's album, Forever Your Girl, in early April. The LP features the production talents of West Coast wizards. 'LA and 'Babyface' an Knocked on Heaven's Door, with a big hit for Slim & Appice fame. As you might expect, the Bee Gees new album was entirely self-written and self-produced, with the help of Brian Tench on the production. The band will tour extensively in Europe to promote the record and might also appear at the IM&M conference. And for her latest LP, Sarah -Jane Mortis, who will supply the LP on Jive/Zomba including the single Your Name  April 7.

**EMI**

Signe Sighe Sputnik - Dress For Excess

Goodbye Mr McKenzie - Good Deeds

Olive Newton-John - Early Ohio

Island

Wally Badarou - Words Of The Mountain Man

BMI International has decided that it likes to sell its catalogue. The deal will be worth in excess of $180 million, and will see the buyer develop the service in the UK.

Columbia

Daion Blue - When The World Knows Your Name

BMI Int

Catherine Wheel - One Night Blind

Don Johnson - da da The Four Tops have a new LP on Motown - London, but it is unclear how far the album may have been sold.

Joe Jackson: More Songs About Love And Hate

The latest soundtrack album from Chrysalis, Nightrider On Armenia

40

**The Rhythmical Innovation of Andrea Vollenweider**

by Robert Long

Vollenweider's arrangements of acoustic instruments including a guitar, piano, and, of course, his harp, envelop the listener in a plush capsule of sensual sound. The warmth, image and presence of the LP and economy of his music have led many to lightheartedly classify him as a new age artist. After all, he is making his music long before new age was in vogue.

However, the massive reaction to new age helped bring Vollenweider to the attention of millions of people around the world. In this state, he was also what made Dancing With The Lion possible.

The album marks a milestone in Vollenweider's compositions and was the first to utilise the Motown recording setup worldwide and remains one of the three best-selling R&B records of all time.

There is a stream of annual reunions to the UK from 1967 brought the group unique British success. No Motown group has ever charted more frequently in the UK. Since 1965, the Four Tops have entered the UK top 50 on 33 different occasions. In 1963, following a royalties dispute with Motown, the group's production and songwriting partnership with Brian and Eddie Holland and Lamont Dozier broke up. The driving, dance-oriented sound of the early days was replaced by the more subtle harmonies of songs like You're So Dreamy, Still Water (Love and Simple Game).

In 1979, Vollenweider moved to the West Coast, with the group signed to ABC/Dunhill in 1972. The title track of their first ABC LP, Keeper Of The Castle, and a second single, Ain't No Woman, sold over a million copies each in the US but were cooled in Europe. And apart from the UK. The first single was the Prince classic Kiss and the single will be the Andre Simone called Larger Than Life. The first single will be Just To Get Over Through The Night.

**CBS**

Joe Jackson - 12th LP Air

**CBS Int**

Catherine Wheel - One Night Blind

Don Johnson - da da

The Four Tops have been together for 35 years, 85 singles and 56 LPs. Their latest LP, 'Indestructible', could not be more appropriately titled.

A preenormous US and European success in the 60s, the Four Tops have come in for some criticism of their form in the 70s and early 80s. But last year BMG Arista released the Indestructible LP, which looks set to make them chart regulars.

Reinaldo 'Obe' Benson, Ab-dul 'Duke' Fakir, Lawrence Pay-ton and Levi Stubbs have known each other since school. Familiar to Detroit club audiences since the early 60s, they first signed with Berry Gordy's Tamla Motown in March 1963.

The song most often associated with the Four Tops, Reach Out, I'll Be There was released. In 1966. Still seen by many as the ultimate Motown recording, it topped the charts worldwide and remains one of the three best-selling R&B records of all time.

Hubert Wadja, Marketing Manager at CBS Records, "Andy made a video about four or five years ago, but was unhappy with it. It is difficult to visualise his music, which has to do with dance, nonetheless, to place the LP in a way that does not limit the imagination."

Since then, Vollenweider, who has done the art work for his albums for years now, has been sceptical about the medium. However, he was visually inspired by Pearls & Tassels, from the new album. Wadja: "He drew the story board himself and is now in New York filming a video."

CBS will issue a special CD-3 promotion single, Pearls & Tassels (tackled by three other tracks from the LP) which will go on sale in a limited edition, as well as a 7" single. In West Ger-

many the single includes quotes by Vollenweider, while the En-

lish release will contain an interview. Vollenweider will be avail-

able for live TV (the release to go to any kind of promotion; back in May, and plans to tour in autumn.

**Spotlight**

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IT'S NO 1!

SINGLES
Madonna Airplay
M. Almond & G. Pitney Sales

ALBUMS
Tanita Tikaram Airplay
Simply Red Sales

EXPLOSIVES CHART BUSTERS

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

VITAL FOR YOUR PLAY LIST:

BIG BARN BOO - Fell Off A Mountain (MCA)
GOODBYE MR MACKENZIE - The Racket (Capitol)
THE THE - The Beat(en) Generation (Epic)
LIVING COLOUR - Open Letter (To A Landlord) (Vigo)
GARY MOORE - Ready For Love (Vigo)

SURE HITS

WILL TO POWER - Fading Away (Capi)
ANN WILSON & ROBIN ZANDER - Surrender To Me (BCM)
BYSMP - Anytime (EMI)
SOUTHSIDE JOHNNY - On The Air Tonight (RCA/BMG)
BEE GEES - Ordinary Lives (Virgin)
ANDREAS VOLENWEIDER - Pearls & Tears (CBS)

EURO-CROSSES

Continental records ready to cross-over
RAF - Cosa Restera Degli Anni '80 (CDG)

EMERGING TALENT

DAVID KOVEN - Elle Danse (Mercury)
ALYSON WILLIAMS - Sleep Talk (Philadelphia)

ENCORE

FORMER M&M IPS still in need of your support.

JULIAN LENNON - Now You're In Heaven (Virgin)
BITES - I Hear You Call (Paradox)
BLUE OYSTER CULT - Astronomy (CBS)
JESUS JONES - Info Freaky (London)
BLACK - Now You're Gone (Asylum)
PREFAB SPROUT - The Golden Cafe (Kitchener/CBS)

ALBUMS OF THE WEEK

DEPECHE MODE - 101 (Mca)
THEN JERICO - The Big Area (London)
THE JEREMY DAYS - The Jeremy Days (PolyGram)
WASP - The Headless Child (Capitol)
GAYE BRYKES ON ACID - Stewed To The Gills (Virgin)
SYNCHRONICITY - Common Ground (CBS)
BELZA TROPICAL - Brazil Classics I (Fly/EMI)
DONNA SUMMER - Another Place And Time (Warner Brothers)

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

[Song Titles and Artists]

Hot 100 Singles

[Song Titles and Artists]

Top 100 Albums

[Album Titles and Artists]

FAST MOVERS

Airplay Top 50

[Song Titles and Artists]

Top 100 Albums

[Album Titles and Artists]