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Trans-Border Radio Deals Grow
by Cathy Inglis

Amsterdam - Europe's radio frontiers are disappearing fast. This week sees two new developments - UK-based Crown Communications' intention to buy 35% of France's RFM and the exploitation of Nostalgia's name in Belgium (see pages 12 & 13).

Mark Newsom, Crown's General Manager Radio Development, says the RFM deal is only the beginning of Crown's interest in Europe. "We are studying other suitable stations where deregulation and a suitable market economy could benefit from our expertise. We are looking in Italy, Spain, Denmark, Finland, Portugal, West Germany, France and Belgium."

Meanwhile, France's NRJ, which has affiliated stations in Switzerland and Belgium, plans to increase its pan-European activities.

In England, the Broadcasting Commission has approved a new channel -- "Radio Nostalgia" -- which will be broadcast in West Germany via Cable and on BBC Radio 2 in the UK (see page 17). Radio Nostalgia will be "the Rock Over Europe" gala, which will be broadcast on May 3, which is a co-production by IM & MC, Dutch broadcaster Veronica and Beta Video Music Super Channel. The show replaces 'Montreux Rock,' which with IM & MC was previously connected.

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The Hungarian government has put forward a proposal to allow commercial TV in the Netherlands following a two-year battle by the three largest Dutch broadcasters, NOS, TVN and Veronica (ATV). ATV currently occupies the Nederland 2 channel.

Under the government's proposals, advertising on Nederland 2 will increase from 6.5% to 10.4% on January 1, 1990. ATV will keep the government's broadcasting subsidy for another 18 months before becoming completely commercial.

The Dutch parliament will debate the issue on April 12 and a decision is expected before autumn.

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Cable broadcaster Radio 10 and Patrick Cox also want to start channels (see Music & Media issue 9 and 5). Telecable Benelux plans a family service, with possible interest from Eddy Berlaeis, and there is a project headed by businessman Willy Leon.

Holland To Get Commercial TV
by Jan Henley

The Hague - The Dutch government has put forward a proposal to allow commercial TV in Holland following a two-year battle by the three largest Dutch broadcasters, Avro, Trox and Veronica (ATV). ATV currently occupies the Nederland 2 channel.

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CONTEMPS

Robinson Challenges Dublin Franchises

The decision will be reviewed

EMI No. 1 in West Germany's LP Market

DEM's biggest week

Coca-Cola Sponsors 7 Bands

The company's 1991 music promotion campaign in Spain

Crown To Buy 35% Of RFM

The Australian company in the UK moves into France

SIS Takes France's Nostalgia Concept

Belgium proves network will be called Radio Nostalgia

Les Rita Mitsoulo - Wayward Pop From Paris

One of Europe's most interesting and challenging acts

The German Taste

18-38

Germany: FeFiFo Fas The World: The Plan & Provision Of West Germany's Publishers, Radio, and Television

An EMI publication in partnership with Billboard

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BANANARAMA

NOW INCLUDED ON "THE GREATEST HITS COLLECTION"
**New EMI/SBK Publishing Venture**

New York - Following the acquisition of PolyGram's Pop Division, EMI has announced the appointment of Alain Desandre as President, with the responsibility of overseeing the various marketing, administration, promotion and distribution activities for the company's labels worldwide.

EMI has also appointed a new Vice President of Marketing, a position which has been vacant since the resignation of Kim Gordon last year. The new Vice President, who will report to Desandre, is expected to join EMI in the near future.

Desandre has been with EMI for several years and has been instrumental in the growth of the company's marketing division. He is well-respected in the industry and is expected to bring new energy and leadership to the company.

EMI has also announced the creation of a new position, Senior Vice President of Marketing, to be filled by someone with extensive experience in the music industry.

**New Soviet Initiative**

Moscow - Pugachova, one of Russia's top stars, has set up a deal between her Theatre Of Song company and the Canadian-Swiss group Sibeco with the aim of promoting Soviet talent worldwide.

Sibeco-Villa Artis (SWA) will operate under the slogan "Entertainment For All" and "The World in Practice," the new company will be a strong competitor to Soviet state-run agencies which has always had a monopoly in presenting international acts and is exploiting domestic talent.

Gondoned plans visits to the Soviet Union on year from the Beach Boys, Deep Purple, Rock Stewart and Peter Gabriel.

**WEA Buys Italy's CGD**

Milan - One of Italy's leading independent record companies (Compagnia Generale Del Disco), has been bought by WEA Internazionale, it is announced that the record label is involved in the deal; the company's publishing arm, retail chain and other divisions remain with CGD.

Ramón Lopez, WEA International's Managing Director, has commented that the move will enhance the company's position in the Italian market.

**15 Countries in ‘Music Clips’**

London - The UK's commercial TV channel 4 has prepared a new series, provisionally called 'Music Clips,' which will be shown on music video from 15 countries.

The series could vary from Scottie bagnato to Indian banjar to contemporary folk, says Channel 4's Kate Hanpfort, one of the show's co-ordinators.

“The clips will concentrate on the performers and none of the artists will have any commercial success. We're looking for independent producers to come up with original presentations of dynamic regional or national music, and we're trying to get away from the traditional music video.”

‘Music Clips’ will be coordinated by Channel 4 in the UK and by organisations like state broadcaster ZDF in Germany and the National Audio-Visual Institute (INA) in France. Although each show will last an hour, transmission dates have yet to be decided.

**Staff To Leave Contact 94**

Contact 94, the English-language series which broadcasts to the Channel Islands and Normandy, has given its presenters seven weeks notice.

The station has been off-air since early February, following a request by the new French licensing authority, CSA, to suspend transmissions.

Chairman Keith Salmon and joint Managing Director Stephen Clayton says the notices were issued because “we have been off the air for a considerable period of time and it isn’t fair to keep the presenters hanging around.”

Clayton is confident that the station will go back on air within the next few weeks, in which case the notices will be withdrawn.

**Pan - European News**

**Videomed in Europe**

A second Astra satellite, carrying 16 TV channels aimed at a pan-European audience, is now likely to be launched before the end of 1990. The satellite would be added to the Anta bird which currently beams stations, including Sky Television, across the continent.

Speaking at a recent seminar organised by British Telesis International, Robin Crossley, Distribution Manager of Astra, also revealed that a third channel - Astra satellite could be orbital by 1994.
IM & MC

THE VITAL LINK BETWEEN MUSIC, MEDIA & MARKETING

Presented in the historic Amsterdam Stock Exchange, the IM&M C conference will bring exciting panels, workshops, keynotes 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 Wrong
- Perestroika - The 64000 Rubble Question
- The Artists Panel - Artist Exploitation: How Far Should It Go?
- The Facemakers - The Entrepreneurs In Artist Management
- Marketing The Music - How Will The Public Buy Music Entertainment?
- Music TV In The 90's: 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, Tipping Points
- How To Promote Local Music?
- Kill New Talents With A Narrow Range?
- D Day For Deja
- Chart Bits Or Creating Hits?

IM&MC AMSTERDAM HIGHLIGHTS:

- Concerts, keynotes 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.

IM&M C CONFERENCE TOPICS

- The Artists Showcases
- The Broadcasters
- ROCK OVER EUROPE

THE ARTISTS SHOWCASES

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

WM &C CONFIRMED-speakers to date:

Alain Levy - PolyGram Inc.
Paul Russell - CBS UK
Paul Burger - BBC
Al Plair - BMG France
Michel Bakker - Music & Media
Tim Blackmore - PPM UK
Gerd Gehardts - WEA Germany
Rafael Revert - SER Spain
Jim Halsey - The Halsey Corporation
Rik de Lisle - Rias Berlin

William Roedy - MTV
Tony McGinn - MCM
Ton Lathouwers - Sky Radio
Mike Hennessey - Billboard
Stan Morris - Morres Nanas Ent.
Lex Harding - Veronica Radio
Jack Dugset - Musicland USA
Stuart Watson - MCA Inc.
Paul Conroy - WEA UK
Kate Mundle - Music Box
Greg Rossell - Granada TV
Dick McCullough - Brown Ad Agency
Ralph Peer - Peer Southern
Dick McCullough - Brown Ad Agency

THE CONFERENCE TOPICS

- The ARTISTS Showcases
- The BROADCASTERS
- ROCK OVER EUROPE
Piccadilly Advertisers Demand Rate Cut

By Paul Rusting

Piccadilly is in a stew over the new advertising rates. Top brass of the Lord's of London salesroom are seething at the top 40 programming having come to town. They have been told to charge 25p for a 15 second spot, a rate that Piccadilly said was below expected levels.

Manchester - In the same week as it voted against a merger with the Metro Group, Piccadilly announced that the station was still considering the question of a merger with a rival group.

The move followed intense negotiations between agencies after rival satellite stations proposed a merger. Piccadilly's director of programming, Terry Hunter, said that the move had not been taken lightly.

"We have looked at the possibility of a merger with a number of other groups," Hunter said. "But we are not sure that the benefits would outweigh the risks."
Konigswinter - EMI Electrola's sales convention held here on March 9-11 made one thing clear - EMI is one of the main players in West Germany's music industry and intends to stay that way.

In his opening speech, Managing Director Heinrich Fiedler referred to the significant sales results the company achieved in 1988. The album chart climbed from 17.2% to 18.5% and singles from 14.1% to 14.5%. This makes EMI the no. 1 company in albums and no. 2 for singles. Although anticipating increased sales volume in the future, Fiedler warned that some record companies may lower existing price strategies for CDs.

He also mentioned the increasing success of local signing Herbert Groeneewege, whose album LP has just reached the 1.3 million mark. On the international chart, EMI booked good results with Bobby McFerrin's Don't Worry Be Happy, which stayed in the chart for 14 consecutive weeks.

Leher Neumayer, Head Of International A&R, previewed the company's future international releases and predicted a 25% increase for the year to come. Artists included Eddy Grant, Grace Jones, Tina Turner, WASP, Jean-Max, Joe Cocker, Diana Ross, Stevie Nicks and Queen. Also welcomed were new signing Helloween, a promising hard rock act signed in co-operation with Noise Records.

Peter Trenk, EMI Head Of Local A&R, presented several new domestic signings including Kristiana Levy, Frank Ryan (produced by Gus Dudgeon) and hard rock band Assat. And Austrian sister company EMI Columbia presented its signings Mo & Eta Scolla.

Radio 107 Saved

By Volker Schrammisch

Hamburg - Private station Radio 107 will go back on air next month. The station stopped broadcasting in February when two of its five shareholders, media multinationals UPA and Holtzbrinck, refused to pay their share of the 1989 budget.

The remaining backers, three local entrepreneurs, have now been joined by LR-Lokale Regionalfunk, a Bonn-based holding company which is a subsidiary of the Social Democratic Party. The company is already involved in other private stations, including Linkenheiner-Rundfunk (LR) in Rheinland-Pfalz and Radio Neuinfranken in Baden-Württemberg. It is also a shareholder in Radio Regensburg (Heidelberg, 7.5%) and Radio 7 in Ulm (17%).

radio 107 has already announced three major programming innovations. It will produce its own news, its night service will be improved and local sports events will get more coverage. No national news will be broadcast.

Major changes are expected to the station's Adult Contemporary music format.

The new Programme Director will be Werner Knobbe, who replaced Carmen Peulmuth. Ulrich Huerter has been appointed Managing Director. His predecessor, Stefan Zobal, has already left and joined Telek".

- EMI - No 1 In LP Market

By Maxchiel Bakker

Race For 45 NRW Radios

Dusseldorf - The Northrhein-Westphalia state broadcasting authority has opened the bidding for 45 private local radio licenses. The successful stations will broadcast their own programs, which can be improved and local sports results as well as original stories. The bidding process will be completed by the end of 1989.

Radio NRW will award several contracts for commercials, starting with Whitby and Son. Holtzbrinck, ref-used to pay their share of the 1988 budget. The company, which also sponsors state broadcaster TVH's chart programme 'Rocktopo', has contracted another series of eight radio commercials.

No Music On Canal Sur!

Spain's authors' society SGAE has taken legal action against Seville-based Canal Sur TV for broadcasting music without first signing an agreement for rights payments. Juan Jose Alonso Martin, President of SGAE, says he wants the public broadcaster to stop programming music immediately. Canal Sur is the newest of Spain's autonomous regional TV stations.

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No English in Portugal!

Portuguese industry association UNEVA has been divided into two associations. The APF (Associacao Fonografica Portuguesa) will handle the record industry, whilst another organisation, as yet unnamed, will administer the video industry.

EMI Retail Promo

EMI Switzerland has started an extensive promotional campaign to strengthen its relationship with record shops. EMI has invited 50 dealers on a "Magical Mystery Tour" which features a visit to Eddy Studio in Wahren and to Zapp's top local radio station Radio 24. Teddy Meier, Head Of Promotion: "The aim is to give information about what happens in other parts of this business."

EMI MUSIC PUBLISHING GERMANY GmbH

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TEL. (040) 41 40 15-10 TELE 215250 FAX 0 (040) 41 40 15-15
Crown To Buy 35% Of RFM

by Paul Easton & Jacquescout

Crown Communications, the Australian company which has significant media investments in the UK, is planning to buy a controlling interest in the French radio network, RFM. The deal will cost Crown an estimated £5 million, and a further £9 million will be invested over the next three years.

The target audience of 25-39 year-olds remains the same, but we are likely to have an increase in the amount of French music played. There will also be more talk to combat wall-to-wall discs, something Mardens regards as a major failing of French FM stations.

Mark Newshead, Crown's General Manager Radio Development, says Crown sees an opportunity in French radio. We will be providing technical expertise in programming, marketing and administration. And we will be changing the mass of French programming which has got into a rut.

On November this year, RFM One - France's first private network - is due to be launched.

Victories Moved To February

by Emmanuel Legrand

Paris - The fifth Victoires De La Musique, France's annual music awards, will be held next February instead of November this year.

Claude Flocater, who is one of the organisers of the Victoire event and whose company, Tele-Soundvision, produces a TV show on the event, says the change will make organisation easier.

Flocater: "February is not a busy month and more artists will be available. The music business will also benefit from the change because February is generally a very weak month in terms of record sales. The only artists eligible for the Victoria Awards are those who have released an album or done concerts between January 1 and December 31 in the preceding year.

-listen to music frequencies and promote sales.

One of Holland's most extraordinary singers, Amsterdam singer Madeleine Santing, looks to sign a contract with a major international record company.

The release of her fourth LPCD Breast And Brow on Megadisc, Santing has fulfilled her contract with the independent Megadisc's Manager, Wally Van Santing has fulfilled her contract with the indie label. Madeleines Manager, Wally Van Santing has said that she is definitely interested in signing a contract with a major international record company.

SIS Takes France's Nostalgia Concept

by Jacqueline Escott & Marc Maes

On April 15, the 31 stations in Belgium's private SIS network will adopt the name Radio Nostalgia. The move follows an agreement reached between the French communications company ProPublice, representing Nostalgia, and the lead FM operator which operates SIS.

Radio Nostalgia is one of France's leading private radio networks with over 180 affiliated stations. Its programming concentrates on artists who were on the air at a slightly older audience than SIS.

Radio 10 Promote Drive

Dutch commercial cable station Radio 10 is to launch a competition and start a limited telephone service as part of a new promotion drive.

Radio 10's General Manager Terry Hollingsworth of the public relations firm, 10 Times Better, says: "At the end of April we will call a meeting with all our stations to explain our new strategies and playlists and to discuss possible Radio Nostalgia."

Mathilde Santing - Ready For Major Success

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Top Names For Torhout/Werchter

Festival Promoter Herman Schmaerens has announced that Lou Reed, Neil Young and Elvis Costello will perform at this year's festivals in the Flemish towns of Torhout (near Bruges) and Werchter (near Leuven) on July 1 and 2.

Other acts scheduled to appear are Tiptina Tikaram, The Police, Nick Cave And The Bad Seeds. The festivals enjoy a good reputation with artists, managers and booking agents and attract about 120,000 people each year.

VTP Builds New Studios

Vlaame Televiste Productions (VTP) is building Flander's biggest recording studio complex.

General Manager, Chris Cockermont: "We have introduced the studio capacity in Flanders. There are no available studios outside the region and the national broadcaster doesn't allow other production companies. Only by being in business now, but they are all too small for the things we have in mind."
**VideoMusic Write**

VideoMusic, Italy’s 24-hour music station, has been joined by a writer for scripting the clip in Madonna’s new single *Like A Prayer*. The station is owned by the Catholic group Famiglia Domani (Tomorrow’s Family), who say the video is a vital, moral and blasphemous.

*WEA delayed releasing the video following a request by the organisation but VideoMusic enforced its right to screen it since it is shown eight times a day. VideoMusic’s Luigi Veronese: “We expected legal action would be taken, but it means nothing.”*

**Rock Cafe’ Most Popular Show**

‘Rock Cafe’ is the most listened to show in Italy, according to research conducted by the SPER network. The 30-minute programme is broadcast on 10.15 hours daily on about 80 of the 350 stations grouped under the SPER banner.

The producer of ‘Rock Cafe’, Andrea Olesco, claims the show now has around 2.7 million regular listeners. The six-month-old programme is sponsored by Nescafé and features Max Headroom.

Olesco says he plans to produce a television version of the show and eventually intends to go pan-European, with Max Headroom hosting ‘Rock Cafe’ in different languages”.

**Music In School Success**

Rome - Strategies for developing new talent were discussed at the final workshop of Music In School (see Music & Media issue 8). The meeting was attended by BMG Italy’s Managing Director Franco Reali, A&R Marketing Director Riccardo Miceli and Promotions Manager Michele Micheli.

Monella says the workshop series was a great success and reveals new ways to discovering promising talent. It also acted as a showcase for Rouge Dahu, Ok- kay Pears, Hero and Pub. Monella says these groups will have product, probably singles, out on BMG before the end of 1989.

**Mediterranean’s Viking Gig**

**Battistato’s Vatican Gig**

Rome - EMI artist Franco Battista is the first pop star to perform at the Vatican. Battistato appeared in front of the Pope at the World-wide Young Catholics Day celebrations on March 18. He sang four of his best known songs and was accompanied by the Italian International Orchestra.

State TV channel Rai Uno covered the event in a one-hour special broadcast. Rai Uno’s art director, Federico Battist, said he was not sure if the Pope would sing. The programme was presented by Giorgia Pini with Emilio Levi. It was written by Giampiero Maccone and directed by Adolfo Lippi.

**Guerrina’s Quest For Truth**

**Il Vittorio**

**Il Vittorio**

**The Visitors - Melodic, Catchy Pop**

The Visitors, Goran Danieletson on vocals and Svante Persson on keyboards, were discovered in 1986 by Rolf Persson, Head of EMI Music Publishing in Sweden, and were subsequently signed to Virgin. Danieletson and Persson write their own material and the UK’s Royal College of Art examined their first album. The Visitors breakthrough came through the band”.

**No Glasnost For Danish Rock**

Copenhagen - Four Danish rock groups have returned from the Soviet Union with the tour being cut short by the authorities. The Poets, NIG, Arief and Sods only performed five concerts in Altea Ata and Tashkent before being ordered back to Moscow. The Russians claim the music was “drunk” and that the artistic value of the music was unacceptable. Sods told the Danish press that all they did was use an empty vodka bottle as a slide iron. Meanwhile, the Danish government has been deter- mining beating by security men in front of the stage.

After spending 121 hours on the train, the bands returned to Moscow and more chaos — no body knew anything about further transport. The bands, who all have roots in Denmark’s underground scene, were invited to the Soviet Union by the organisation Nest Stop Soviet.
Les Rita Mitsouko's latest LP 'Marc & Robert' and the single 'Singing In The Shower' once again prove they are one of Europe's most interesting and challenging acts.

Catherine Ringer and Fred Chichin formed Les Rita Mitsouko 10 years ago. In 1982 they were signed to Virgin France for the world - one of the company's earliest signings and still its first priority. And with hit singles like Marica Bula, Andy and C'Est Comme Ca, the Paris-based artists are still going strong.

Like their previous LP, The No Compromises, Marc & Robert (their third) was co-produced with Tony Visconti (David Bowie, Sparks, Iggy Pop). A few tracks have been mixed by Jesse Johnson and the Sparks join in on some of the songs as well. They also wrote the current single.

Les Rita Mitsouko's music has been crossing borders since Marcia Bula in 1985. Three albums are sold worldwide and Andy, from the second LP, reached no. 11 in the Billboard Dance Chart. Now Singing In The Shower, released in February, is receiving airplay in the UK.

Les Rita Mitsouko have an unusual, enigmatic and often humorous presentation at gigs, on sleeves and in clips - such as the off-the-wall video that Jean Baptiste Mondino (Prince, Jill Jones) made for C'Est Comme Ca. The current clips are equally eccentric and were made by Tim Pope (The Cure). Chichin: "Sometimes I buy a record only because of its striking sleeve, regardless of what terrible sounds may hide inside."

The contents of the Paisley-style sleeve of Marc & Robert however are far from terrible. The music is an intriguing alternation of driving, rocking and sometimes funky rhythms in a Minneapolis mould, floating and eerie melodies, as well as wayward chansons with strange, ambiguous lyrics.

Marc & Robert came out late last year, apart from in the UK where it was released recently. It includes 10 tracks, plus one extra on CD and MC, also written by the Sparks. Ringer and Chichin wrote most of the material and it was recorded in Studio Davout in Paris and London's Studio Good Earth.

Ringer says it is impossible to define what influences her music. "Probably I walked through a street as a child and heard a melody that I am using now more or less. We found a tune which was written by a composer, Fontenot, and used it on Le Petit Train. That is how things went - we came up with all kinds of bits and pieces during the sessions so the songs actually came into being while we recorded them."

Almost half of the songs on Marc & Robert are in English. Ringer: "The English songs are more superficial because you cannot express your deepest feelings in a foreign language. The French songs are more poetic if you like. On the other hand, English seems more appropriate for the dance and pop songs. And the lyrics can still be funny, like on 'Ringer Dance'."

Les Rita Mitsouko plan to record another album this year and in 1990 they will tour for five months. When asked if they would like to work with any particular artist he future, Ringer mentions Iggy Pop and John Cale, but the final answer is "anybody". Chichin: "If George Bush phones us we might end up recording with him."

Little Steven's Revolution

Van Zandt had already recorded Revolution before he was signed to BMG. "The album was finished by then. I usually do that, I just give people exactly what it is. I never deal with an A&R person."

Revolution, which features Will Downing on backing vocals, has more electronics than Van Zandt's previous work. "I have played rock music most of my life. But during the last five or six years, I have listened exclusively to funk, in the tradition of James Brown, Sly Stone, George Clinton and others."

Van Zandt continues: "The best rock music has to have an element of tradition. You can stretch it, but a guitar is a guitar and always will be, and I did not want that any more. I wanted a completely contemporary record, because that fits very well with the lyrics. It was a lot more work, because of the programming. The technology is limitless sound-wise. The drums are different on every song and the same goes for the keyboards and the bass."

"Rock and funk are two entirely different languages. It is like the difference between French and Chinese. Years ago I did not take dance music seriously, just because I did not understand it."

Van Zandt plans to tour Europe in May with, once again, a new line-up for his band, The Disciples Of Soul. He says: "I do not like to sequence anything live. I am still old-fashioned in that way. Whatever the band plays should be what you hear."
German Talent - Fit To Face The World

by Robert Long

An increasing number of West German artists are enjoying success in territories from the UK and France to the US and Japan. A brief account of 11 leading West German record companies gives the "thumbs up" to national talent - new and old.

Here are basically three categories of national listings. Artists who record in German, those who sing in English and thirdly, foreign artists which includes such as Al Corley and Nazareth (Phonogram), Annabel Leigh and Gruena Nastini (Matron), Johnny Logan (CBS) and Frank Ryan (EMI).

While many artists who sing in German regularly enjoy national chart success - such as Peter Maffay, Hijo Neigel and Klaus Lage - their product makes up only a small percentage of the overall market. Peter Maffay of ARI at Intercord: "The German language acts as a barrier to international release.

Briarian Carter of BCM Records says only 5% of its turnover is for national acts.

However, the future for West German acts singing in English has never been brighter. A case in point is Sandra (Vienna), whose singles have hit the Eurochart numerous times. And with the international in-roads made by groups like Cliff Richard and The Voodoo Club and The Jeremy Stein and The Rainbirds, Mgr Artist MBC in Munich...

The German taste

STATISTICS
WEST GERMANY

Population: 61.1 million
Households: 27 million
GDP: DM 580.9 billion
Music Industry: About 300 record companies

RPM: Deutsche Landesgruppe Der RPM (88 members)
Trade Ass: Bundesverband Der Phonogramm Wirtschaft (50 members)
Trade Deliveries: RPM 94 figure:

Sales: 35.5 million, MEC: 58 million, LPS 96.5 million, CDs 22.8 million

Repertoire Share: pop 20-30, pop int. 90-98, classical 90%

Awards: singles & LPs: 500.000 (p) per year: 250.000 (g)

VAT: 10%

Rights Societies: VESA (mechanical/performance), GVL (performance)
Retail: About 900 outlets, including 2,500 specialised stores
1,500 mail orders deliver direct from the industry's biggest chains: SATOM, WDM

Manufacturing Facilities: CD, LP, Tape, Promotion
Charts: Media Control/Bundesverband Der Musik Industrie: Sales Charts: Control: Media Control, Churn Control

Public affairs: 10 public members, BMAC, DLF, DW: About 20 members of which one, Erstform is broadcast by satellite. Surveys are conducted by major institutes, about 25 million home radio households. Associations: Bundesverband Der Musik Industrie (BVerMI)

Bundesverband Privater Branchen Direktverkauf (BBDS) Technik (BPD)

Advertising agencies: 20 per cent music, 80 per cent general

Syndicates: RiPA, AVE, others

Broadcasting ARD and ZDF with 87 regional stations. Supermarket programmes, EMI Plus and 3 Sat. Private TV SAT 1, RTL Plus, Pro 7, Pro 3.

Touring: 120 members, 120,000 shows from Monday to Saturday.

Broadcasts: LCS 1, channel V. Distribution per cable. Programme above, plus Super Star, TV 5.

PETER KRAUS REUVE

Stereos in the World

Andrei Miller presents

Chinese National Circus

Premiere: 05.05. Munich - Alte Oper

2nd Date: 07.05. Munich - Olympiahalle

3rd Date: 09.05. Aachen - Jahrhunderthalle

2.5.05. Aachen - Europahalle

4.5.05. Osnabruck - Ems Plus Halle

5.5.05. Kassel - Stadthalle

6.5.05. Hamburg - Intercordhalle

7.5.05. Paderborn - Ems Plus Halle

9.5.05. Berlin - Intercordhalle

10.5.05. Hannover - Capitol

12.5.05. Kiel - Forteplatz

13.5.05. Kiel - Oude Halle

 rejoices in being able to publish the complete list of every German artist currently recording in English.

"We don't have to be like the French to be successful, but in the past we have done too little in terms of image to create the impression that a given artist is unique." Spillman says he wants an act to sign acts that are not just copies of US or UK counterparts.

And when it comes to breaking the act on a worldwide scale, a sense of reality prevails.

Spillman has no illusions about the Rainbirds. "A real break-through will probably take longer. Artists need three or four albums before they are really established. I would be surprised if it happens with the group's second LP."

Statistically, the preparation work towards opening up foreign territories to German groups has been achieved in two areas: heavy metal and dance music, or techno-pop. For example, The Scorpions, Mamma Concerts & Lippmann & Rau

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While Brian Carter, whose BCM label concentrates on dance music, believes a lot of German product is not always up to international standards, there are exceptions. Motorenone's Cannonflage, whose new album will be released worldwide in co-operation with Atlantic, has enjoyed international success with The Great Commandment. They are joined by ZYX's OFF (Electrica Salsa), Intercord's Hubert Kah (twice in the top 10 of the Billboard Dance Chart), Edelweiss' Yodel rap Bring Me Edelweiss (Gig/WEA) or Fancy (Motorenone) with hit singles like Flames Of Love, Rope Cry and Lady Ice.

The Anglo-American domination of the charts is a major problem for West German artists. As Detlev Kromke says: "It is not as easy as it is for Madonna with Pepsi-Cola and a lot of money behind her.

While national product makes up about 25-30% of the West German charts, this is not the case in terms of radio play. A handful of established German artists do get sufficient airplay, but new groups often face a wall of indifference. One of the proposed remedies for this situation is quota regulation, similar to that in France and Canada.

With the exception of the Neuf Schutz von SPY, who sees such regulation as "protection for the developing German music scene", all of the record companies reject the idea. Brian Carter says increased airplay will not help inferior product, while Peter Cadera concedes it may help German-language product, which suffers the most.

The general attitude is perhaps best summed up by Klaus Ebert: "We are operating in a free market. An audience wants what it wants, and it doesn't make sense to give people something they don't want."
NEW BLOOD ’89
New Artists from CBS Germany

JOHNNY LOGAN
New Single
“Red Lips”
(CBS 654766)
Release: March
First Album
Release: April

EMMA
New Single
“Give Your Heart”
(CBS 654599)
Release: March
First Album “Grant Stevens”
(CBS 463425)
Release: April

CARMEN KANE
First Single
“Sorry If I Broke Your Heart”
Release: February
First Album “Number One”
(CBS 654814)
Release: April

GRANT STEVENS
First Single
“A Touching Memory”
(CBS 654634)
Release: March
First Album “Grant Stevens”
(CBS 463425)
Release: April

VISION FIELDS
New Single
“Sad Song”
(CBS 654635)
Release: February
First Album “Vision Fields”
(CBS 462964)
Release: April

CAROL KENYON
First Single
“Fascinating”
(CBS 654707)
Release: April

MILLION DOLLAR SECRET
First Single
“Don’t Think Twice”
(CBS 654822)
Release: April
First Album “Under The Surface”
Release: May

THE INNOCENT
First Single
“The Only Answer”
(CBS 654634)
Release: March
First Album “The Only Answer”
(CBS 463432)
Release: April

VOODOO X
First Single
Release: April
First Album
Release: May

TALK OF THE TOWN
First Single
“Free Like An Eagle”
Release: April
First Album “Talk Of The Town”
Release: May

TCMY SACHARY
First Single
“Can You Remember Me”
(CBS 654787)
Release: April
First Album “Miracles”
(CBS 465108)
Release: April

MESMER
New Single
“Drop Out”
(CBS 654625)
Release: February
First Single
“Free Like An Eagle”
Release: May
First Album “Talk Of The Town”
Release: May

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Brian Wilson, Ringo Starr, Be- linda Carlisle, Dave Gilmore, Mick Fleetwood, Sam Brown, Joni Mitchell and Jon Anderson are among the artists who have joined forces for a special benefit single called Spirit Of The Forest, to be released by Virgin in mid- May. Profits from the single will go to environmental organisations, in a bid to help save the world's rain forests.

Dutch r&b star Ben Liebrand was voted the 'Best Mixer Of The World' at the recent DJ World Mixing Championships in Copenhagen and hi - s new DJ mix has been used for a concert before.

Ofra Haza has just finished working on her new Teldec album, Paranoimia. Ofra Haza is a popular Israeli singer known for her soulful vocal style and has contributed to several successful collaborations. Her latest album, Paranoimia, focuses on her musical growth and personal experiences, presenting a unique blend of Israeli and international music influences.

For more details on Ofra Haza's music career and her latest album, Paranoimia, please visit her official website or check out her social media profiles where she shares updates about her music projects and performances.
THE RISING OF A NEW ALPHAVILLE

THE GERMAN TASTE

The Plans & Priorities Of West Germany’s Publishers

by Robert Jung & Machteld Bakkum

Music & Media presents an overview of West Germany's most important publishing companies: their views about the changing marketplace and the potential of domestic product to cross borders.

Thorunna also says European "harmonisation" could turn into "homogenisation." "While each country will certainly retain A&R autonomy for national-language acts, I can envisage a scenario in which the individual European companies are required to send any English-language material for international release to their headquarters in the UK or the US for A&R decisions. This would make it very difficult to secure deals for new European acts.

But Thorunna says if this does happen, it will lead to more international co-operation between independent publishers and production companies. "I would then organise my company on a European basis and, if necessary, place product in a company that deals solely in distribution. It has been done for some time now in the UK and is gaining momentum here in West Germany."

Peer: Hans Cuny - A&R Manager

Although Peer Music Publishing is one of the most European-minded international publishing houses, the individual national companies concentrate heavily on developing copyrights of an international standard within their own borders.

Hans Cuny, from Peer's Hamburg office: "First we produce for the German market. We orient our English-language productions to international standards, but still encounter reluctance from our Anglo-American partners in terms of release. The situation is changing. They are now beginning to monitor the German market very closely."

Peer invests substantial sums each year in the development of new repertoire, primarily from national talent. One notable exception is the UK's Franklyn Ryan, produced by Gus Dudgeon, but released on EMI Electrola as a national signing.

Retaining the exclusive rights in the material it produces, Peer is in a strong position to exploit its German copyrights abroad. Nevertheless, administering and exploiting sub-publishing rights for foreign material remains an important part of Peer's activities.

EMI Music: Peter Ende - MD

EMI Music's basic philosophy is to get involved with talent that has potential to grow in a European market. But Ende says, "success in our home market comes first. With this as a backup, you can further exploit the product." Ende strongly believes in the creativity of German talent. "Our people are constantly on the lookout for new talent. We invest a lot of money and time nurturing new artists. It is only a matter of time before we see a constant flow of German talent in other European territories. Acts from our stable, as well as from other companies, have proved this is possible. With the help of pan-European media, the borders are wide open."

Ende continues, "As most of our successful copyrights still originate from other countries, sub-publishing obviously forms a great part of our income. It is our ambition, however, to further improve the share of our local copyright income."

Global Music: Hans Joerg Fischer - Co-Director Publishing

As an integral part of the Global Music Group, Global publishing can concentrate on the exploitation of copyrights. Hans Joerg Fischer: "Global does not carry out any of its own productions. The group also consists of a record company and a studio. The record company covers the production costs of our artists' records."

One artist that has been able to help with notable

SUCCESS is Danish singer Gitte Hennig. Her latest German-language LP not only made it into the German chart, but also went gold with over 30,000 units sold. In light of this and other successes (Gosmeneyer, BAP, etc), Fischer says German artists have a bright future.

Fischer believes the situation could be further improved if a form of media regulation or a quota system is introduced. "In some cases regulation can help. The number of German-language titles that make it onto the playlists is too low."

Concluded on page 35
The chances for German-language repertoire now are the same as they were in the past - why should artists such as Udo Lindenberg, Herbert Groenemeyer, Peter Maflay and many others just disappear? There is a demand for them, which will be satisfied!

Budde says this also applies to the charts, as long as the product produced in West Germany adapts to the market. He believes if this happens, there will be no need for any kind of quota or media regulation, "We operate in a democratic free economy, and authors, publishers and producers must move with the market."

Budde says the opportunity to enter foreign markets has never been so good. He cites four German acts or copyrights that have made it into the Billboard Top 40 in the last six months. While these are "...with The Children Cry, Milli Vanilli's Girl You Know It's True, Alphaville's Forever Young and Trace Spencer's cover of the German copyright Symphonies Of True Love."

As a result, Budde is prepared to invest six-digit sums in the development of new artists and repertoire. "In view of the size of our investment, we think in terms of the European or world market."

Noting that European harmonisation has already taken place in many areas, Budde does express doubts about central licensing. "The market will surely find a balance in respect to mechanical rights, but I do not believe that Europe will be able to afford the maintenance of so many collection societies in each individual country!"

SBK Songs: Joost van Os - MD

The development of local talent is one of SBK's main objectives. The company has its own exclusive artist roster - with five local acts - that are licensed to record companies. Joost Van Os says publishers have been pushed into an active A&R role at fewer industry executives are able to spot talent. "Before committing themselves to sign an artist, they expect final master mixes, instead of 4 or 8 track recordings. But it is evident that the music industry needs the help of publishers to act as independent A&R units. Look at the success of Jennifer Rush, Sally Oldfield, Modern Talking, Alphaville and Milli Vanilli - all discovered and produced by publishers."

As publishers, we discover and develop new artists and composers. We also do the necessary groundwork prior to placing an act with a record company, like financing a demo, finding producers, co-writers and management. We see an increasing return of investment through the foreign sales of our domestic talent. The European media, as well as the recording industry, realises that West Germany has a lot to offer in terms of cross-border talent. However, US and UK repertoire still is a major part of our income, be it through intercompany agreements or direct sub-publishing deals. Therefore we see improving the ratio of our income achieved via the exploitation of the local talent roster as a challenge."

Rolf Budde Musikverlag: Andreas Budde - MD

"The music industry is almost only a distribution industry and most of its releases come from independent producers or publishers." However, Kudritski adds, "With every major publishing house having its own promotion department, the cooperation between the industry and publishers can lead to an optimum of success."

Kudritski feels conditions for sub-publishing have become worse. "Although original copyrights are still the most profitable, it is still important to acquire foreign copyrights and to exploit them in the best way..."

Brankko believes this strategy has already taken place in many areas, Budde does express doubts about central licensing. The market will surely find a balance in respect to mechanical rights, but I do not believe that Europe will be able to afford the maintenance of so many collection societies in each individual country!"

"We certainly intend to cover Europe better in the future - to concentrate on getting original rights to more European repertoire - but our sub-publishing contracts with our foreign publishing partners are still very important." Global represents over 120 foreign publishers in GAS.

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**THE GERMAN TASTE**

**Radio Favourites**

West Germany's top DJs and music programmers talk about their favourite national acts and their tips for 1989.

**FFN/Isernhagen**
Ulli Kriep - Head Of Music

"I have high hopes for the Rainbirds (Phonogram). They were the hottest German act in 1988 and their debut single, 'Blue Print,' did very well in the charts. We played both the single and the album and we are certainly planning to do the same this time with the release of their new album 'Call Me Easy Say I'm Strong Love Me My Way It Ain't Wrong.'"

**RADIO REGENBÖGEN/Mannheim**
Marcus Wahl - Head Of Music

"I believe in the lightweight and cheerful pop music of Fux (EMI). Their debut LP, 'Helden für die Anarchisten,' was very good. The trio will be touring around because they are already very popular in West Germany."

**GONG NUREMBERG/Nuremberg**
Arno Muller - Head Of Music

"My favourite German act is Wolf Maahn (EMI) who plays rock with an international character but with German lyrics. The first single 'Blab Neuch Hair' from the forthcoming LP, 'Wau,' is already one of Muller's favourites. Muller adds that Maahn has a good chance to get the LP Of The Week or the Powerplay.

**RSH/Schleswig-Holstein**
Uwe Arkuszewski - Deputy Head Of Music

"Munchener Freiheit (CBS) make a modern kind of quality rock," says Arkuszewski. Munchener Freiheit are the only German band that are doing extremely well in the rest of Europe at the moment (as Freiheit).

**GONG 2000/Munich**
Walter Freiwald - Music Director

Walter Freiwald says that one of his favourites, the Spider Murphy Gang, currently on Inter- cord, do not need any extra support because they are already very popular in West Germany. "They make trendy music with punk and heavy metal. Since they won last year's Federal competition here they have become immensely popular in the area. We do a lot to support local talent - we put on gigs, record their songs and, especially in the case of a band like this, play their material two or three times a day."

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MUSIC & MEDIA

PROMISING ACTS

The Pollen
Nurturing Desire (Zap Zap France).
Contact: Danceinn/Beard & Black tel: 33 20.78 2878/ fax: 78 2863
A really strong song in a Pretenders mould by this French five-piece group fronted by English girl Pejaz. Powerful, guitar-driven pop. Licence and sub-publishing are free for all territories.

SPECIALS

Flowerpompous
Jesus Pavilottoni Abortion (Scratch 'N' Souf' West Germany). Contact: Cash Beach/Alfred Hildebrandt/tel 31.40.49 39 51/ fax: 79 2797 08
More interesting offbeat material from this Hamburg based label. The band are very much influenced by The Fall and make short, economical songs of which this one is. Licence and sub-publishing free for the world except EAS.

Longsy D
This Is Ska (Big One! UK). Contact: Big One! Patrick Meeds/tel 44.1.271306142/ fax: 432 3677
Currently picking up airplay in the UK. This acid house dance floor hit for sure from Longsy D, widely regarded as one of the UK's top hip hop reggae vocalists. Licence free except for EAS, the Benelux and Spain and sub-publishing free for the world except West Germany.

Egil Eildeen
Memories (Sonet/Norway). Contact: Sonet/Terje Engvold/tel: 47.2.23 35 2800/ fax: 355 539
A classy ballad in a transatlantic mould from this Norwegian singer. His self-titled solo LP also features a duet with Randy Crawford. Licence and sub-publishing free outside Scandinavia.

Spaceman 3
Lord Can You Hear Me? (Fire/UK). Contact: Fire/Dave Bedford/tel: 44.1.35 39 64/ fax: 359 661
As you might expect from the name of the group, they make dreamy post-psychodelic songs with a slice of anarchy. Already a huge cult success on both sides of the Atlantic and presently no. 80 in the UK albums chart. Licence and sub-publishing free except for France, West Germany and Scandinavian.

The Unerasslichlen
Listen To Me (Lux Noise/Switzerland). Contact: Lux Noise/Michael Hediger/tel: 64 43 866/ fax: 42 41 088
The output from this label is never easy and this band are no exceptions. They have only one album, the recently released singles for two months and already have a strong reputation as a live act. Licence and sub-publishing free except for Switzerland.

Dag Dagland
Back To Original (WEA/Norway). Contact: WEA/ Fred Engvold/tel 47.2.37 45 20/ fax: 370 761
A band at the front of the rapidly energising French rap scene who supported Sinead O'Connor at her recent Paris gig. Featuring a brilliant mix by Dee Nasty. Licence availability depends on Polydor affiliates but sub-publishing is free for France.

Top 10 UK Independent Singles

**更新 by Gary Smith**

Ulla Hoppe of Metronome reports that the theme song to the TV series 'Wilde Westen'. Room With A View by Tony Carey, has sold an impressive 200,000 copies in West Germany. It is now going to be released on Phonogram in Scandinavia, the Benelux, Austria, Switzerland and France. A new single, Comes The Flat, will be out soon and will be followed by an LP and a major European tour in autumn.

This Charlie, who enjoyed a come back last year with the success in France of the re-released Dance Little Lady and I Love To Love, looks poised to score a major hit this summer with You Set My Heart On Fire. The song, featured on Talent Tracks Casette no. 8, was released last year on Global Records and Peter Knight has since licensed it to all European territories. Deals have been made with Sertiscio in Spain, Top in Italy, FM in Greece, Alfa in Turkey and Jonathon in France. Knight confidently predicts the song will be a pan-European hit this summer. Charlie will go into the studio to record her next two singles this month.

Rosie Patterson, whose cover of the Al-len Toussaint song Shoo-Roh Shoo-Rah was featured on Talent Tracks Casette no. 14, has attracted interest from companies in Spain and West Germany. Her new single, Lovin' You Ain't Easy, described by Frontier's Managing Director, Dave Williams, as a cross between Jennifer Rush and Aretha Franklin, will be out this month and will be followed by an LP in September or October.

Hanne Boel's debut LP, Black Wolf, has sold 90,000 copies in Denmark and since its release in Sweden two weeks ago has already reached no. 26. Negotiations are currently under way for a Europe-wide release of the single Talk It Over this summer. Boel, who was featured on Talent Tracks cassette no. 15, recently won the Best Female Singer category at the Danish record industry awards (see Music & Media issue 10).

Are you ready Europe?...?

Top 10 UK Independent Albums

Going Independent...

by Karen Raffley

Jason Donovan heads an all-star indie chart as well as reaching no. 1 on the national survey this week. Tackhead return to the chart with a brand new track Ticking Timebomb (World). The Jungle Brothers rise to no. 11. Their second cut from their album, Straight Out The Jungle, called Black Is Black (Ge (So) and Manchester band The Stone Roses take Made of Stone (Silverton) to no. 14.

Colcud, who previously had no. 1 with Doctorin' The House featuring Yaae, debut at no. 30 with a brand new single People Hold On (Ahead Of Our Time). In April, Front 242 will make their first UK appearances for two years. Their new single Never Stop (Red Rhino) enters at no. 42 this week.

Iceland's pride, The Sugarcubes have completed 19 new studio tracks and are currently selecting songs for their second album. They are scheduled to appear in Russia in May and are supporting The Cure in Europe throughout June. An American tour with PIL is currently in the planning stages. The band recently won the Best Female Singer category at the Danish record industry awards (see Music & Media issue 10).

Frontier's Managing Director, Dave Williams, is currently selecting songs for their second album. They are scheduled to appear in Russia in May and are supporting The Cure in Europe throughout June. An American tour with PIL is currently in the planning stages. The band recently won the Best Female Singer category at the Danish record industry awards (see Music & Media issue 10).

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HOLLAND

NOS/KRO - Hilversum

Tennebroek - DJ/Prod.

TP: Fabrikk & MA

Goodwhere - Klaas Haakse - Tante

Rob De Nijl & N. Hou zelve

Fietsen Int. Reactor

Michalforb - Grow Up

VERONICA - Hilversum

Lex Harding - Regg. DJ/Prod.

PP: Rowettie - The Look

AD: Roy Orbison - She's A Mystery

Jason Davidoff - Too Many

Baby Lisa, Richard Twins

Debbie Dii: Mi: The Rap Jack

O'Keefe Max Has: Meks

Vaccia Williams: Dreamies

Real Komine: Romane

VERONICA - Hilversum

Erik de Zwart - DJ/Prod.

TP: John Hass: A Little Fast

Rowette: The Look

Roy Orbison - She's A Mystery

Teen Beach: Kokomo

Emo Ramanak: Ti Spessors

Travelling Wilburys: End

AD: Roy Orbison - She's A Mystery

The Judds: Why Not Me

TNT: The World Outside

Jason Davidoff: Too Many

ŞFN - Brussels

Lou Rowland - Music Dir.

LP: Nik Kershaw - The Works

PP: Tommy Cashell - If We Never

BELGIUM

RADIO 21 - Brussels

Marc Yuse: DJ/Prod.

PP: Bill Prichard- Invisible

Maxim: Tues, Los Perez

Roy Orbison: She's A Mystery

AD: Madonna: Like A Prayer

BRT - Brussels

Bert Geenen: DJ/Prod.

LP: Madonna: Like A Prayer

TP: Tommy Cashell: If We Never

Hochland: Family Man

KTBF RADIO 1 - Malnaht

Philippe Jaimoux: DJ

AD: Madonna: Like A Prayer

BRD - Luzern

Guy Jansenn: DJ/Prod.

LP: Howard: Plagiar: West

Living In: A Bae: Blow

Sandy Stevenson: A: France

Rowettie: The Look

RUS: Brussels

Bob De Nijl: DJ/Prod.

LP: Madonna: Like A Prayer

TP: Bert Geenen: DJ/Prod.

Resen: Roy Orbison: She's A Mystery

AD: Madonna: Like A Prayer

ABF: Brussels

Guy Jansenn: DJ/Prod.

LP: Howard: Plagiar: West

Living In: A Bae: Blow

Sandy Stevenson: A: France

Rowettie: The Look

RUS: Brussels

Bob De Nijl: DJ/Prod.

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AUSTRIA

OE 1 - Vienna
Gunther Lenjak - DJ Prod.
Program: I Wanna Hold Your Soulmate - The Way To Your Ubu Landleben Airport
Samantha Fox - I Only Wanna Love & Money - Hallahalk
LP Jope Sample-Sproudell
TP Andy Baam Slow Down

ITALY

RAI STEREO DUE - Rome
Maurizio Riganti - DJ
F.Ampamorci-C.Bondendi - DJs
Bliss - I Hear You Call
David Crosby - Simply Madaluna - Like A Prayer
LP Jim Capasso - Some Care

RETE 185 - Milan
Alex Peroni - Prog. Dir.
TP Roger - The Look
Little Steven - Revolution
Jetpack - You Can't Hold Pigi Winter - Rooms
EP James - Do-Diva
Top 3:
Simply Red - A New Flame
Simple Minds - Belfast
Holy Johnson - Love Train

RETV - Milan
Grant Benson - DJ Prod.
Pamplona & Plutonic - Paul Hap - Something M'house - Move Your Feet

Radio ONE - Florence
Stefano Damasceni - DJ Prod.
Apollonia - Mimichat
Descom Blue - Wigan Days
Posto 30 - I Feel Fine
TP Only The Lonely
Lisa Ford - Close My Eyes
Michelle Shocked - Grow
At Jareau - All Or Nothing
TP A William - Sleep Talk
Tone Loc - Funky Cold
Bobby Brown - Every Little
Dante Leopiz - Too Much
LP Then Jerico - Big Area

Radio Dimensions - Rome
Antonella Candoverdi - Prog. Dir.
Pamplona & Plutonic - Musical
Kamaal - God To Get
Soulchild - The Air
Paola Abdul - Forever Your Roquette - The Look

AD Hipway - Your Love
Swing Out Sister - My Mind
EBTC - Night & Day
Holly Johnson - Americans
Coastal - People Hold On

DEEJAY NETWORK - Milan
Daniele Urzig - DJ
FP Jeremy Davis - Brand New Toy
AP Paul Rutherford - I Want
Holle Lombini - Move Your Feet
Kym Maazel - God To Get
MDやは - Your Life
The Th - Basten Generation
Madonna - Express Yourself

Radio Peter Flowers - Milan
Tenaxing/Marco Garavelli
AD Diana - I'm Into The Pink
LP Madonna - Like A Prayer

Radio Kiss Kiss - Naples
Lucia Mongeola - Prog. Dir.
TP Terminale On - Caught You
MD M.C.Cooal - Romans
New Edition - Cruel
2 Braves - After Midnight
Danielle Davis - Cat House
Jungle Brothers - Black
LP Faseo Leali - I'm Only
Unsouchables Argo OJQ
Jack Johnson - Be The One

ANTENNA DELLO STELTO - Padua
Filippo Pedell - DJ
FP New Kids - You Got It
Jovaneo - Vasco
Top 5:
Torchi - Zimbabwes
Slenner - Real McCoy
TP R.A.C - Coon Raves
Osa & Leali - Ti Laceno
Samuha Fox - I Only Wanna
LP Slencers

Radio Star - Vicenza
Mountwest Marine - Prog. Dir.
Madonna - Like A Prayer
Simply Red - A New Flame
Living In A Box - Blow
LP Fonzo Leali - I'm Only
Walter & Sons - Feel Good

AD RAI - Milan
Graziano - DJ Prod.
Rodi & Sons - Brand New Tomorrow
Top 3:
Simply Red - A New Flame
Simple Minds - Belfast
Holy Johnson - Love Train

MUSIC TELEVISION ™
## MUSIC & MEDIA - April 1, 1989

### DIGITAL ASPECTS

**STATION REPORTS**

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<th>Station</th>
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**WEATHER REPORTS**

- **London**
- **Paris**
- **Madrid**
- **Rome**
- **Barcelona**

**TV PROGRAMS**

- **Top Of The Pops**
- **The Chart**
- **The Paul O'Grady Show**
- **The Paul O'Grady Show**
- **The Paul O'Grady Show**

**VIDEO MUSICITY**

- **CLUB DE LOS IN Formosa**
- **CLUB DE LOS IN Formosa**
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**DEJAY TELEVISION**

- **Cecchetto**
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**PROMOTIONAL MATERIALS**

- **Cecchetto**
- **Cecchetto**
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- **Cecchetto**

**POLAND**

- **Flash Fabiani**
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- **Flash Fabiani**

**SWITZERLAND**

- **Berri**
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- **Berri**

**ITALY**

- **De Tommasi**
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**AMERICAN RADIO HISTORY**

- **Jennett**
- **Jennett**
- **Jennett**
- **Jennett**
- **Jennett**

[See album review on page 25]
EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

SINGLES
Madonna Airplay
Madonna Sales

ALBUMS
Madonna Airplay
Simply Red Sales

EXPLOSIVES CHART BUSTERS
Explosives features the major new releases by established and new artists. It includes re-releases still in need of support on European radio.

SINGLES OF THE WEEK
Vital for your play list.

Wendy & Lisa - Lolly Lolly
Dana Summer - People Hold On (Ahead Of Our Time)
The Cult - Fire Woman
Tinny Tovell & The Young Rammers - I'll Never Miss Again (CBS)
Sarah Jane Morris - Me And Mrs Jones (Jive)

SURE HITS
Philip Bailey/Little Richard - Twins (Epic)
Vanessa Williams - Dreamin' (Wing/Rounder)
Daryl Braithwaite - One Summer (CBS)
Soul II Soul - Keep On Movin' (10 Records)

EURO-CROSSOVERS
Continental records ready to cross

Alphaville - Romeo
So What - I Was Lucky (WEA)

EMERGING TALENT
New acts with hot product.

Horse - You Could Be Forgiven (Capitol)
1927 - That's When I Think Of You (WEA)

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

Roxette - The Look (Parlophone)
Toni Childs - Zimbambe (A&M)
The Jeremy Days - Brand New Toy (Polydor)
Deacon Blue - Wages Day (CBS)
The Wonderstuff - Who Wants To Be The Disco King (Virgin)
Howard Jones - Everlasting Love (WEA)
Paul Carrack - Don't Shed A Tear (Chrysalis)

ALBUMS OF THE WEEK
Madonna - Like A Prayer
Little Steven - Heartbreak Nation (RCA/BMG)
Rainbirds - Call Me Easy, Say I'm Strong (Polydor)
Alison Williams - Raw (Del/Euro)
Win - Frisky Trigger (WEA)
Big Bam Boo - Fun Faith & Fairplay (MCA)
Howard Jones - Cross That Line (WEA)
Nick Kershaw - The Works (MCA)

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
Bee Gees - Ordinary Lives (3)
A-Ha - You Are The One (36)
Mylene Farmer - Sans Logique (42)
Elton John - Town Of Plenty (44)
Guns N' Roses - Paradise City (45)

Hot 100 Singles
Boney M - Megamix (Extended Version) (46)
Jeanne Mas - Y-a Day Been (45)

Top 100 Albums
Dopeche Mode - 101 (8)
Texas - Southside (21)
Francis Cabrel - Sarbacane (36)

FAST MOVERS

Airplay Top 50
Womack & Womack - Celebrate The World (4-11)
Bananarama - Help (6-22)
Michael Jackson - Leave Me Alone (7-13)
Paula Abdul - Straight Up (34)

Top 100 Albums
Jeanne Mas - Les Crises De L'Amour (10-21)
Bernard Lavilliers - If (16-37)
Dom - Force Majeur (20-48)
Guns N' Roses - Appetite For Destruction (20-50)

HOT ADDS

Breaking Out On European Radio
Coldcut - People Hold On (Ahead Of Our Time)
Roy Orbison - She's A Mystery To Me (WEA)

ROXETTE
"THE LOOK" — THE U.S. HIT!
Out now in Europe!
From the album "Look Sharp!", quadruple platinum (400,000).
NEW CD, LP, & CASSETTE AVAILABLE FROM APRIL 14TH
INCLUDES THE HIT SINGLE "ORDINARY LIVES"

UM INTERNATIONAL, INC
CD A WARNER COMMUNICATIONS CO
BMG ANDO HOMBURG GMBH
WE'RE GONNA ROCK THIS TOWN!

The IM & MC 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: Rights and Wrongs
- Performance Rights
- Perestroika - The 64000 Rouble Question
- The Artists Panel - Artist Exploitation: How Far Should It Go?
- The Facets: The Entrepreneurs In Artist Management
- Marketing The Music - How Will The Public Buy Music Entertainment?
- Is Radio The Medium - Music The Message?
- Can European Copyright Legislation Be Harmonized?
- Research Radio: Target, Ratings, Tipsheets
- How To Promote Local Music
- Kill New Talents With A Narrow Range?
- D-Day For Deejay: Chart Bits Or Creating Hits?
- More to be announced...