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flying colours

MUSC & MEDIA

Specialist Radio - The Key To Success?

By Michael Baker

Is specialist radio - or 'narrow casting' - the future for European broadcasters? The popularity of the oldies format in France (Nostalgie, Europe 2) and the success of Sky Radio's "mellow adult contemporary format" could mean targeted formats are the key to survival in a competitive market.

This has led Tom Lathouwers, Sky Radio's Operations Manager in Holland, to suggest the launch of two new outlets. Sky Rock and Sky Classic. Lathouwers: "The infrastructure is ready and we could start with these new formats within a month." But News International, which owns 51% of Sky Radio, feels it is too early to add new services.

Meanwhile, West German radio consultant BCI points to the private station Antenne Bayern, which adopted a strict adult contemporary format and has gained 15% of the market share in just six months.

Frank Hirschmann, Sales Director BCI: "There are so many private stations in the major cities that the only way they can survive in the future is by adopting a different format to their competitors. German radio used to be all things to all men but with more stations starting up, they will have to change."

CLT To Buy Into Tele 5?

Munich - Luxembourg-based CLT says it is in the verge of buying a stake in the West German private TV station Tele 5. This follows a bid for the majority of Tele 5 shares by Axel Springer (see Music & Media issues 9 & 12).

According to CLT's General Secretary, Gaston Thom, negotiations with Tele 5's owners - Silvio Berlusconi (45%), Herbert Kloiber (50%) and Wolfgang Fischer (5%) - have already taken place. "We have come to terms on a price and the deal is almost complete."

Thom says the final deal will be a package between the existing partners and CLT. The latter expects to buy between 20-25% of Tele 5. The size of the stake is partly dependent on a decision by the West German media council which will specify how much CLT is allowed to acquire. CLT already owns 48% of RTL Plus, another West German private TV station.

And Thom stressed that CLT's interest in Tele 5 does not imply that it wants to give up its stake in RTL Plus. "However, I believe that four general stations (RTL Plus, Sat 1, Tele 5, Pro 7) is simply too many!"

He says he would like RTL Plus and Tele 5 to complement one another rather than compete.

Tele 5 joined Sat 1 and RTL Plus on a terrestrial frequency in Munich at the beginning of April.

Nimbus Moves Into Europe

Nimbus Records plans to expand its European operation this summer and will open an office in Paris. Nimbus Records Paris will act as a bridge into Europe for all aspects of the Nimbus operation. CD manufacture, the Nimbus Records label and CD ROM.

The new office will be headed by Serena Wolf, currently Manager Public Relations Nimbus Records International, based in the UK.

Count Lahinsky, Nimbus President: "Since the creation of a new marketing department early last year, the Nimbus Records CD label has established an important foothold in the European marketplace and turnover has doubled. This new and crucially timed step will enable us to make further inroads into Europe on all fronts with the aim of the fast-approaching new market of 1992."

Australian band: Notesworn will perform live shows across Europe. Nimbus will distribute Elton John's music in the UK.
Frank Zappa's company, Why Not, is planning to recruit a World Orchestra to perform at the World Expo 92 in Seville, Zappa: "I hope to have 12 musicians able to read music - easy task.

"Our first move will be to think this joint venture stands a very good chance of being very successful, since hard rock is an ever-growing market. The idea of having the watch advertise props to record sleeve and the record sleeve have the same design is very promising."

**Zappa Plans World Orchestra**

Frank Zappa was in Madrid recently to visit Eduardo Raustonen Garcia, Vice President SAGA, Spain's rights society, to discuss his project for a World Orchestra.

Film a video to give the artists pre-promotion prior to exposure. They will then perform occasional concerts at smaller festivals. And after that I will recruit a backing orchestra of either 40 or 80 musicians and by late 1990 we will record an LP.

Zappa is inviting composers around the world to compose five to eight minute classical pieces. And after that we will recruit a backing orchestra of either 40 or 80 musicians and by late 1990 we will record an LP.

**Pepsi Stays With Madonna Ads**

Despite the commotion caused by Madonna's video clip Like A Prayer (see Music & Media issue 44), London-based Pepsi International says it has no reason to discontinue airing the 30 and 60 second commercials featuring Madonna.

This is in contrast to the US where Pepsi, in fear of public confusion between the advertising spot and the video, has withdrawn its commercials. According to a spokesman for Pepsi International, London, each market is entitled to decide for itself whether to scrap the commercials or not. Pepsi's 'Make A Wish' commercial, starring Madonna, is currently on air in Europe.

**Va Bank Tour**

Top Russian rock group Va Bank are currently doing showcase gigs in West Germany and France in the hope of creating interest for their new LP. A film is released on the Finnish label Polstar, Va Bank were introduced to the international media at this year's MIDEM.
**THE CONFERENCE TOPICS**

- Marketing Music in The Global Village
- Broadcasting Without Borders - Is Airplay Fair Play?
- Music: The Greatest Growth Industry in The World?
- Performance Rights and Wrong
- Radio In The 90’s
- Glasnost - The Opportunities When East Meets West
- The Marketing Of A Super Act
- The Artists Panel - Artist Exploitation: How Far Should It Go?
- The Pacemakers - The Entrepreneurs In Artist Management
- Marketing The Music - How Will The Public Buy Music Entertainment?
- Music Television In The 90’s
- Marketing With Music - Or Music Without Marketing?
- Is Radio The Medium - Music The Message?
- Research Radio: Targets, Ratings, Tapesheets
- How To Promote Local Music
- Computer vs DJ - Audience Participation, Games, Promotions, Ratings
- Kill New Talent With A Narrow Range
- Chart Bits or Creating Hits? Countdowns, Charts, Top 40s
- How To Promote The Station?
- The Indications Of Syndication
- Music Press: The Silent Medium!

**THE ARTISTS SHOWCASES**

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

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**THE SPEAKERS**

Confirmed speakers include:
- Ed Bicknell - Damage Management
- David Fine - PolyGram Int.
- Monti Luettner - Bertelsmann Music Group
- Paul Berger - CBS Records Int.
- Harvey Goldsmith - Allied Entertainment
- Guy Delux - EMI France
- Bill Roody - MTV
- Stuart McAllister - HVM Group Ltd.
- Janet Street-Porter - BBC Television
- Alain Levy - PolyGram Int.
- Gerd Gebrhardt - WEA Germany
- Kate Mundle - Music Box
- Ralph Revert - SER Spain
- Jim Halsey - The Halsey Corporation
- Paul Russell - CBS Records
- Russ Curry - A&M Records
- Urs Kammann - WEA Germany
- Kate Mundle - Music Box
- Janet Street-Porter - BBC Television

**THE BROADCASTERS**

An unprecedented number of European and US broadcasters will be present in the IM&MC market place to interview the artists, transmit their programmes and report on the conferences. They include B.B.C. Radio 1; Veronica Holland; Westwood I USA; VARA Holland; Super Channel; Videomusic; Music Box; MTV; NDR Germany; RIAS Berlin; RTL; Estaca

cion 91 Mexico; Swedish Radio; Danish Radio; RTL; Europe I; SER Spain and many others.

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- Animal Logic (Virgin)
- The Bangles (CBS)
- Black Sorrows (CBS)
- Herman Brood (CBS)
- Brother Beyond (EMI)
- Diesel Park West (EMI)
- Johny Diesel & The Injectors (Chrysalis)
- Jason Donovan (PWL)
- Duran Duran (EMI)
- Sheena Easton (MCA)
- The Fatal Flowers (WEA)
- Gianna Nannini (Polygram)
- Hue & Cry (Virgin)
- Inner City (Virgin)
- The Indigo Girls (CBS)
- Jean Michel Jarre (Polygram)
- Joe Jackson (A&M)
- The Jacksons (CBS)
- Holly Johnson (MCA)
- Kingdom Come (Polygram)
- King Swamp (Virgin)
- Malcolm McLaren (CBS)
- Steve Nicks (EMI)
- Noiseworks (CBS)
- Tom Petty (MCA)
- Roxette (EMI)
- Charlie Sexton (MCA)
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**IM&MC UPDATE!!**

One More Week Till The Event of 89...

AmericanRadioHistory.Com
Radio Vision Wins Elton John Deal

Radio Vision International (RVI), an international distributor of music programming, has signed an agreement to develop and distribute highly selected concert performances for its/RVI/ world music service. RVI will distribute the Elton John concert for live telecasts beginning April 1994. The company will offer at least three additional concert performances from his 150-date tour, which includes Europe, the US, Canada and Australia.

The first major sponsorship commitment RVI has secured is with Coca-Cola, which will sponsor the Elton John concert in Spain. And Rowland Panos will sponsor the UK leg of the tour. The tour will begin in mid-March in Spain and will continue in Europe until mid-June.

Berlusconi Buys Into Spanish TV

Madrid - Silvio Berlusconi, the Italian TV magnate, has purchased 25% of Telecinco, a Spanish TV network which is one of three private stations due to start broadcasting next year. Berlusconi says he already has the approval of Spanish authorities for the acquisition.

Jackson Wins World Video Award

Michael Jackson was presented with the World Video of the Year Award last quarter (April 1994) during the World Music Video Awards in London. The awards are run by the World Music Network and have been presented to a potential audience of 750 million.

The show kicked off in Toronto with a performance by Stray Cats who won the World Video of the Year. In London, Munich and Milan before returning to Toronto. There were also recorded sections from Australia and Hong Kong.

Super Gold Satellite Service Planned

A new satellite-delivered radio service, Super Gold - The Oldies Channel, is to be launched on July 1. Super Gold's Managing Director, Graham Kent, told Music & Media: "We have been talking with BBC Studios for some time about the potential for a Super Gold channel. We are still finalizing our plans, but we hope that it will be on the air around mid-July." Super Gold will be a commercial satellite radio service, Super Gold - The Oldies Channel, is a series of 10 one-hour programmes which are broadcast via satellite in the US and is negotiating licensing deals with the major labels for the use of their music. The service will offer a new format to the existing satellite radio services, which are already broadcast in the US, Germany's Radio House, and the UK's New Wave Gold. Super Gold's Managing Director, Graham Kent, told Music & Media: "We have been talking with BBC Studios for some time about the potential for a Super Gold channel. We are still finalizing our plans, but we hope that it will be on the air around mid-July." Super Gold will be a commercial satellite radio service, Super Gold - The Oldies Channel, is a series of 10 one-hour programmes which are broadcast via satellite in the US and is negotiating licensing deals with the major labels for the use of their music. The service will offer a new format to the existing satellite radio services, which are already broadcast in the US, Germany's Radio House, and the UK's New Wave Gold. Super Gold is also responsible for Vivid's 'Here Comes The Crowd' which was broadcast on Thames Television in the UK and was also broadcast in the US and Canada.

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Global Interest For 'Big Dance' Tour

London-based distributor Picture Music International (PMI) has sold the music video 'Big Dance' which features work by stars such as Elton John and George Michael, to Bravo Cable Network in the US and is negotiating licensing deals with other broadcasters, as well as with several other countries. 'Big Dance' is also responsible for 'Here Comes The Crowd' which was broadcast on Thames Television in the UK and was also broadcast in the US and Canada.

The Ivor Novello Winners

London - Some of the biggest names in pop were rewarded with trophies at the 1989 Ivor Novello Awards, presented by the British Academy Of Songwriters, Authors and Composers (BASCA) and sponsored by the Performing Right Society (PRS). Paul McCartney was rewarded for his outstanding services to British music with an award for "lifetime achievement" after 30 years as a chart artist. There were two wins in the songwriter of the year section: the "hit factory" team of Stock, Aitken and Waterman and George Michael, who collected a second Ivor for "Faith" in 1987. George Michael's "Faith" was named international hit of the year. The most performed work of the year was "She's Too Beautiful" by Zara Larsson and Waterman, and the song was written by Raffi Kadosh, who was also at the Grosvenor House Hotel to be honored for "Dive" Strach's outstanding contribution to British music.
UK Radio Is Depressing Says Kershaw

London - This year’s Radio Academy Music Conference, held on April 5, served as a sad affair to many delegates. BBC Radio 1’s Andy Kershaw set the mood as he opened the conference, saying, “I find radio generally very depressing.”

When examining the differences between daytime and even- ing programming, Kershaw said: “We’ve forgotten how to listen to radio.” He also said he was against specialist programmes. “Generalists will keep the price of music, it is also bad for radio,” said Kershaw. “While it may make good business sense, in terms of packaging a product, it means that more stations are competing for the same listeners, with a tendency to go for the tried-and-tested option.”

Adam White, former Editor-in-Chief of Billboard and current Chief of Billboard and current- competing for the same listeners, means that more stations make good business sense, music, it

“We’ve forgotten how to listen to radio.”

Says Kershaw

The Cult - Above Underground Status

Two record companies have combined forces to market The Cult’s Sonic Temple album in Europe. Released on April 11, the LP is on the Beggars Banquet label in the UK and licensed to Virgin in the rest of Europe. “Beggars Banquet has given us room to grow,” says singer Ian Astbury who founded the original Southern Death Cult and signed to Beggars nearly seven years ago. The relationship survived the upheaval that followed their Electric tour in 1997. The band went to LA, changed management, parted company with their drummer, and then started writing for the new LP. Sonic Temple is The Cult’s fourth album; the last, Electric, sold one and a half million worldwide. The new LP was produced by Bob Rock at the Little Mountain Sound Studio in Vancouver where track record includes working with Bon Jovi, Aerosmith and Whitesnake. The band is now based in LA, but they still view England as their homeland. “In 1988, the British public probably thought what are they doing, sitting on some desert island somewhere?” We were not, we were putting this record together and I think it will lift us above the underground status that we had before.”

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New NDR Shows To Compete With Privates

Hamburg - Public broadcaster NDR (Nationaler Deutschland Rundfunk, or NDR, whose latest slogan is “the best thing about the North,” has introduced a new programme structure on its four radio channels.

The German public broadcaster has launched a summer tour (see Tour Page), which will feature competition from the various private radio stations within its area. NDR’s pop station, however, has launched a new show called “Club Extra” which features live recordings, news and special features as general information and artist interviews. The show, which goes out from 2000 to 22.00 hours on NDR 2, is hosted by different DJs including radio personalities like Klaus Wessels, Andreas Scholz, Horst Janson, Peter Urban and Ruth Kockenschatz.

At the same time NDR 3, the channel dedicated to jazz and world music, has launched a new programme called “Reni lommi of the North’s Continental Soul” which features interviews with holographs from around the world.

RSH Gold Awards Presented

Karl - State-wide private Radio Schlager Robben (RSH) hosted a star-studded show to present the second annual RSH Gold awards.

Head Of Music Sabine Neu says the station’s listeners, in Hamburg as well as Schleswig-Holstein, were asked to pick their favorite songs produced in West Germany, as well as the best German-language artist. The winners included Sandra, who was named “best female singer” and producer/husband Michael Cotta, has become an international star. Other artists to win were

Petronius who won from SWF, Uli Richter who was formerly at Radio 37, and RBS’s Axel Sommer.

RBS’s daily evening show is also starting one hour earlier at 19.00 hours. If the band is to be assembled to include more album players and longer specials and interviews.

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Bertelsmann Predicts Soaring Profits

Gutertsleb - Bertelsmann, the West German media giant whose interests include BMG Music, says it predicts a net income for the year ending 30 June 1990 to soar to new heights. This compares with a figure of £132.4 million for the fiscal year ending June 1988, and a projected £141.4 million for 1989.

The company acquired RCA Music in 1986. As previously reported, Bertelsmann is currently issuing pre-funding certificates worth £375 million to improve its equity ratio.

WDR Gives Green Light To Co-Productions

Cologne - Public broadcaster Westdeutscher Rundfunk (WDR) says there are no legal reasons why it should not produce a co-operative programme with private producers in North Rhine-Westphalia.

WDR holds 20% of the shares in the planned programme company, Radio NRW, which will provide a 24-hour state-wide programme service. It will be broadcast in part by the 45 local private stations to be licensed this year.

The company shareholders in Radio NRW are Presser & Fress (55%), a joint venture of the ASTRA Broadcasting stations, and the media giant Bertelsmann (15%). Strong objections to this move have been raised by the state monopolies office, which has applied for a court injunction.

Bonnie Bianco Straight From The Heart

Whether it is a soaring ballad or a sizziling dance groove, love is a theme that Bonnie Bianco has been singing about since her debut single. Her own label, A Night, has been acquired by music producer, Record Makers, and the single has been released on the state monopolies office, which has applied for a court injunction.

Mia Martini - Class, Style & Emotion

Mia Martini has style, class and plenty of emotion. When she presented the powerful ballad, "Al Di Notte Universo (At Least There's You In The Universe) at this year's San Remo Music Festival, she won a coveted critics award and many new fans.

Her new album for the Fonti Century label, which contains 13 Italian classic songs, will be released in April. The album was produced during an audition by the Italian hit composer/producers, Guido and Maurizio De Angelis.

The New Deal - EMI Music Publishing recently struck a deal with the production and publishing firm Seattle Music/Designer Music Company from London. The first release is through an agreement on CBS and Beyond Beat & Earthly Kiss on BMG AMG. Pr Storm, 1 to 4, Ananda Kaul, Rick Derringer, Searchers, and other leading stars.

Mia is currently working on promotional appearances on TV, including a spot on RAI's "Ida Gugliemotti Show" which is broadcast at 15.00 hours and in a special daily 15 minute slot called "Ida Gugliemotti Show" which is broadcast at 15.00 hours and includes interviews with the participating acts.

24-Hour Music & No DJ; On Radio Crucialia

Florence - A new music station claims to be Italy's first fully automated radio. Radio Crucialia began broadcasting last month and uses the latest in digital technology to provide 24-hours of easy listening music.

The station's format includes Italian and international tracks, plus hits from yesterday. No DJs are employed and the music is played with the programming format being experimental until May.

Mia's music is owned by the Tuscan-based advertising consultant Studio 80 which also has interests in television. The company opened Tuscany's first private TV station, RTV 38 in 1985. RTV 38 broadcast at 15.00 hours and in turn merged with the Milan-based network Telecinque in 1987.

Radio Kiss Kiss Kissing Italy

Naples - Free tickets to all major concerts in Italy can be won through a new competition launched by the private network Radio Kiss.

Kiss Kiss spokesman Ciro Caccia: "It's a chance for some of our 1.9 million weekly listeners to hear the music they love being performed live in concert."

Songs for concerts by Simple Minds, Elton John, Stevie Wonder and The Bee Gees are up for grabs. The competition, called Ti Tac Tic runs on the "Ida Gugliemotti Show" which is broadcast on weekdays from 13.00 to 18.00 hours.

97 Bands In Contro Radio Rock Contest

Florence - A record number of groups have entered this year's Rock Contest organised by private station Contro Radio. The 97 Tuscan-based bands will be voted on by listeners and music critics and the best five will be featured in a compilation LP to be produced by Contro Radio.

The competition, which runs from April 4 - 29, is featured on a special daily 15 minute slot called "Contro Radio Rock Contest" which is broadcast at 15.00 hours and includes interviews with the participating acts.

Contro Radio's Fabio Criscoli is responsible for the competition which is in its sixth year. Criscoli says it has become an important event for establishing new talent. One of last year's groups, De Genere, has since secured a deal with the local label Sound City Records.

The other regions' main indie labels are not enthusiastic about the competition. Contempo's International Manager, Francesco Alaimo, says that most interesting groups already have a recording deal and groups who enter competitions are usually the worst.

Materials so far have included Giuseppe Bigazzi, but says music should not be about winners or losers. But he believes that any initiative in Italian rock is valid.

PLAYLIST REPORT

National hit bound to explode

Blue System

Nino De Angelo

Hubert Kah

Welcome Martina Gag (former)

Alphaville

Another (UK)

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Bonnie Bianco Straight From The Heart

Whether it is a soaring ballad or a sizziling dance groove, love is a theme that Bonnie Bianco has been singing about since her debut single nine years ago. The subject of her latest single, Straight From The Heart, is the same. The track comes from Bianco's WEA debut album True Love, Love.

For the L.Bianco worked at 10 studios in West Germany and the UK with the cream of West Germany's songwriters and producers for the L.B. They included Christian Wiedemann (Sally Oldfield), Gunter Mende and Alexander Derouge (Jennifer Rush), Johan Daassen and Dietmar Kawohl (Vision Piccol, Bobert Knépler and Markus Leoth (Sandira), Juergen Fritz, Arndt Volker and the U.K's Gus Dudgeon. And the result is an emotionally charged and mature set of songs that will appeal to a wide audience.

When Lory Bianco was 17, she and her sister Holly formed The Bianco Sisters. The tracks were released as Teenage Love In was released in 1980. A year later, she was discovered during an audition by the Italian hit composer/producers, Guido and Maurizio De Angelis.

In 1983, Bianco played the leading role in a four-part TV film, 'Cinderella'. This modern fairy tale of a young American rock singer who goes to Italy and falls in love with her keyboard player (Pierro Corna), was shown in West Germany in 1987. It was so popular that the soundtrack album reached no. 3 in the charts, while the single 'Teenage Love' went to no. 1. Bianco's first solo LP, L.O. Love Me, followed in the same year on the Metronome label.

The New Deal - EMI Music Publishing recently struck a deal with the production and publishing firm Seattle Music/Designer Music Company from London. The first release is through an agreement on CBS and Beyond Beat & Earthly Kiss on BMG AMG. Pr Storm, 1 to 4, Ananda Kaul, Rick Derringer, Searchers, and other leading stars.

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**FRANCE**

**NRJ Profits Doubled In 1988**

By Jacqueline Escourt

Paris - Private network NRJ has announced a Ffr 68 million profit for 1988 which represents an impressive increase of 80% over 1987. The station's 1988 turnover was Ffr 35 million.

NRJ has established a successful top 40 format for its target audience and Music Programme Director Max Guazzini sees no reason to change it. "The profits have proved that we are doing it right. Why change something that works?" This is a view echoed by NRJ head Jean-Paul Baudrecoux: "Look at the performance of Euro-1 - they only made Ffr 30 million profit. We have a better product. Our profits are the result of good management, dynamic marketing and keeping the advertisers interested." Besides the home dish market, Euromusique would also seek to transmit on French cable systems. Once operative, it might also seek agreements with cable operators in West Germany and Spain.

But executives have made it clear that Euromusique could only survive if granted access to terrestrial TV frequencies, particularly in the Paris region. One possibility is that part of the Euromusique service is carried by Tele Monte Carlo. There are 12 candidates for the five transponders on TDFI. The CSA was expected to announce the successful applicants by mid-April.

**French Sales Continue To Rise**

Turnover for the French music industry jumped by 41.2% in January and 26.5% in February this year compared to the same period last year, according to figures published recently by SNEP. CDS continued to make a strong impression, sales were up a massive 95% in January and 57% in February. There was also a good showing for cassettes with sales increasing by 61% and 35% respectively.

On the vinyl side, sales were continuing the drop in both single and album sales: singles dropped 8% (January) and 15% (February).

**Euromusique Outlines Operating Plans**

By Hal Naitou

Euromusique, the proposed music channel competing for a transponder on the TDFI satellite, has outlined its operating plans to the CSA (see Music & Media issue 13). The channel, whose shareholders include CBS, PolyGram and radio station NRJ, will have an annual budget of around Ffr 15.9 million. The company has applied for a broadcasting time between 21.30 and 00.00 hours daily.

Euromusique's prospective audience is the 15-35 age group and programming would concentrate on pop with a premise to respect quota obligations to provide at least 55% of production of French origin and 70% from Europe.

In issue 13, Music & Media accurately described Crown Communications as an Australian company. Crown (it is in fact a British company registered in London). Crown's initial payment for its FRP is in problem, followed by a secondary payment of Ffr 35 million and a performance related bonus to be paid at a later date. Music & Media apologizes for the error.

**FRANCE**

**BENELUX**

**Carrere Moves Into Holland**

By Marc Maizie

Independent record company Carrere has started operations in Holland following a deal with the Dutch firm CNR which includes both single and album sales: singles dropped 8% (January) and 15% (February).

Despite the company's catalogue will feature over 500 titles in the first three months - including pop, rock and light classical music. "At first we will concentrate on West Germany's Caractere label, covering the major popular classical repertoire, balanced with less known works. As Carrere Nederland will initially be a CD only label, with cassettes to follow in June, the classical repertoire is an obvious start."

**BRT Radio Around The Clock**

Antwerp - Belgium's Flemish broadcaster BRT will be on air 24 hours from May 1 following a decision to extend programming by four hours (02.00 to 06.00 hours) on the BRT 1, 2 and 3 and Studio Brussel networks. All of the BRT outlets will adopt simultaneous broadcasts from 23.30 to 06.00 hours. Programme Director Co-Director & Co-Marketing Manager Deleeuw, says: "There is saying, the world is still in first part will take us to 02.00 hours with rather sophisticated variation. As Carrere is publishing by the Dutch ."

**Disco Dance CDs**

Amsterdam - The Dutch TV merchandising company EVA is putting out three double CDs under the banner The Clock to mark the 10th anniversary of Disco Dance magazine.

The CD packages include tracks from major acts like Hot Chocolate, Rick Astley, Culture Club, Bryan Ferry and Ike & Tina Turner. A national television campaign will back the release through to the end of May. EVA was set up three years ago as a joint venture by EMI Boersma, Virgin Benelex and BMG Ariola Benelex. Disco Dance is published by the Dutch Top 40 Foundation.

**New Dutch Indie Launched**

Holland has a new independent record company: Provogue Music Productions. The company was set up by Jan Van Der Linden, who helped found Dutch indie label The Clock to launch the release through to the end of May. EVA was set up three years ago as a joint venture by EMI Boersma, Virgin Benelex and BMG Ariola Benelex. Disco Dance is published by the Dutch Top 40 Foundation.

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New Music Shows On RTBF

**SPOTLIGHT**

**Dirk Blanchart Singing The Blues**

by Marc Plas

DIRK BLANCHART

About The Rain, Dirk Blanchart’s second album and his debut for BMG Arica, marks a big step forward in this very talented artist’s career. Blanchart describes About The Rain as a blues LP. “Blues is not necessarily negative, although About The Rain is not a happy album. I just tried to fascinate my audience with a variety of music.” The LP features Blanchart on guitars, bass, keyboards and vocals. The album took almost one year to record and was produced mainly at Ghent’s Top Studios. Railway Tracks was released as a single last year.

From July, Blanchart will do a series of live gigs, mainly in Belgium. “I don’t want to play to 20 people just for the sake of playing somewhere outside Belgium. I think that we need a strong build-up before we tour abroad.”

Blanchart began his music career with Once More, which was renamed Luna Twist. Experiments with established producers like Steve Hillage, Paul Hardiman and Ian Brody failed to get the results Blanchart wanted and in 1983 he decided to produce his next LP, Europe Blue, himself. It was the first Belgian album to make BBC Radio 2’s playlist and Blanchart went on to produce Elisa Warte’s first album plus numerous tracks for artists including Blanc De Blanc and Richemel.

For more information contact Eric Dommisse, 02 235 53 56.

**PLAYLIST REPORT**

Stichting Nederlandse Top 40

Top 40

Radio 2

Fri. 14.00 hours.

The show will feature a chart based on sales from 50 retailers in Wallonia and Brussels. The chart is based on retail sales data from 50 independent music stores. The show will be screened every Friday and Saturday, 1800 to 1900 hours.

**Look Out For Nordic TV**

Look Out For Nordic TV features a chart based on sales from 50 independent music stores. The show will be screened every Friday and Saturday, 1800 to 1900 hours.

**CANDINIA**

Stockholm - "Look Out" is the working title of a music/film show on Scandinavia’s new satellite channel, Nordic TV, which is officially launched this week (April 24).

The show will feature a chart of the most popular Swedish and Norwegian dance records, to be compiled by Future Wave promotion company in Sweden and by retail store Rockpool in Norway. Nordic also promises a film and video chat, interviews with visiting artists, directors and acors and international music features. "We’ll have dancers in the studio and hope to achieve a real ‘party TV’ atmosphere," said a spokesman.

"Look Out" should be on air on April 28, although the launch may be delayed until May 12. It will be screened every Friday and Sunday evening.

**FINNISH EVROISION ENTRY**

Anssi Saaristol, one of Finland’s most popular singers, will represent the country at the Eurovision Song Contest. The track La Dolce Vita composed by Matti Pursiainen and written by Turkka Matti. The song has a strong Spanish/Mexican gypsy dance flavour and is released locally on Fifty-Fifty Records, a Turkko based independent.

Lilli & Susse's new LP, a remix version of Olof, is released this month by EMI Sweden. The duo, handled by Seton outside Scandinavia, are currently on a three-week promotional visit to Japan and will return to Sweden today May 12.

Let Us Dance is a TV special that will feature an amazing array of dance talent, from the Swedish edition of America’s Dancing With The Stars, to local Supermodels and everyone in between. The special will also feature guest appearances from international dance stars such as Madonna and Michael Jackson.

The special will air on August 30 on SVT.

**SER Plans ‘Gran Musical Europe’**

by Carly leggs

Madrid - Spain’s number one pop network, SER’s Los 40 Principales, is planning to launch a new radio european show. ‘Gran Musical Europe’ is the brain child of Director Radiol Revert and Music Co-Ordinator Fernando Solanas.

SER will link up with other major European commercial radio stations to air a series of shows featuring one Spanish and one European act per concert. Each show will be broadcast from a different European city by SER and a station in that country. SER will select the Spanish act and will guarantee two or three months of on-air promotion for the artist chosen by the other country. In return the local station will provide the venue for the concert, a public audience and promotion for the Spanish act.

The concert will be recorded and transmitted by SER and the station in the host country. The Spanish show will be presented by Los 40 Principales’ top DJ, Jose Antonio Abellán.

According to SER, a lot of stations are responding positively, including Radio Contact in Belgium, Radio Dimensione in Italy and Renascencia in Portugal.

Barcelona - Catalonia’s autonomous TV channel TV3 will launch pilot transmissions for a second station, Canal 33, this week (April 23). Until the full launch on September 11, programming will be from TV3’s archives. Canal 33 went on air briefly at the end of last year before being banned by Spain’s Minister Of Communications, Jose Barrionuevo, for broadcasting without a licence. This has now been granted.

**PLAYLIST REPORT**

National hits bound to explode

Gouden Earring

Ten The World Ahead (CMI)

Selena

Timbuck Two

Ramon Shamur

Love Waves (CS)

Danny Fabry

By By Jo & Mho Magic Miles (Diamonds)

Looking Out For Nordic TV

Lilli & Susse - Dancing To Success

by Stuart Ward

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Simple Minds

This Is Your Land - Virgin

Yet another band guaranteed to increase expectations about the forthcoming LP. A similar atmosphere to 1985's New Gold Dream.

INXS

 Mystify - Mercury

The fifth single taken from 1987's Kick is a quality rock song with a definite '70s feel.

Diesel Park West

Like Princes Do - Food

A storming pop rock number from the excellent debut LP Shakespeare Alabama. A strong chance of a hit with a song in the U2 mould.

Godfathers

She Gave Me Love - Epic

The first single from the upcoming second LP, More Songs About Love And Hair, is a seriously catchy number with a characteristic sing-along chorus.

Jeetva Steele

Calling You - Island

Unfortunately I did not have my band together in time, so other people came in. But still all the rhythm tracks were recorded live. When it suit the mood and for the purpose of the song, there is a place for computer music. But it disturbs me when it is used to cut corners.

The Real Tim Finn

The third solo album by New Zealand singer/songwriter Tim Finn was recently released on Capitol/EMI. It is self-titled and is his debut LP for the label.

Gail Ann Dorsey

Gail Ann Dorsey's Corporate World

Gail Ann Dorsey left New York five years ago and moved to London, where she became involved in the jazz scene and played with Courtney Pine and the Charlie Watts Big Band. She also did session work for Boy George, the Kane Gang and Thrashing Dozes. After a solo spot on the TV show 'The Tube', she was signed to Wea. At the end of last year her debut album, The Corporate World, was released. It is a tongue-in-cheek look at the world of big business and features such superior styles of music as rock, soul and funk. This is not surprising as Dorsey's music is in the style influenced by the likes of Joni Mitchell, Jimi Hendrix, Steely Dan and early released Chicago.

The album was produced by Nathan East who is well known for his bass duties during the American Clapton among others. However, he is not known as a producer. Dorsey also had an American producer who was a musician as well. There is something about the sound of the US records that is different. It is very different. I have not been able to put my finger on it, but I like it.

I did not want a technician, but a musician. Nathan fits both these requirements. He was in London playing with Eric Clapton at the time and he put out the word that he needed someone to sing and play an American producer.

For me, I was interested by the things other people were doing with recording and programming their synthesizers to reharmonise with a band.

Gail Ann Dorsey's idea of making music is "real musicians in a room with real instruments". The US singer, songwriter and instrumentalist lives up to her idea on her highly acclaimed debut album 'The Corporate World', on Wea.

The Real Tim Finn

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The Corporate World was recorded and mixed in seven studios: The Smokeyhull, Angel Studios and The Roundhouse in London; Crescent Studios in Both (UK), Ocean Way Recording in Hollywood; and The Hit Factory in New York.

Dorsey has altered the strings in a different studio for space reasons. To record the vocals, I wanted to get out of London. We went to Bath. It was a really old studio, which used to be a barn or something. It had no windows, so I could look out over the countryside. Nathan took the tapes to Hollywood to get Jerry Hey and the other hornplayers. The mixing on the album was done by Nathan and Ted Hayton, the engineer, and the singles were mixed by Tom Lord Alge in New York.
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**Notes:**
- The chart compiled by AmericanRadioHistory.com under cooperation with Buma/Stemra.
- The Eurochart is a compilation of the best-selling singles in Europe, released bi-weekly.
Teldex will release the first solo single by Thomas Anders, the dark ex-hair of Modern Talking, at the end of this month. Teldex, the label known for their commitment to high-quality music, is releasing a new single by Thomas Anders, featuring a cover of a well-known song. The single will be available for purchase in the coming weeks, and Teldex is excited to share this new work with their fans.

Another EMI artist, Cliff Richard, has also seen his music embraced by fans. His latest album, which he recorded a self-financed single, reached the top 20 of Billboard's Hot 100. Cliff Richard's music has a special place in many hearts, and his latest release has solidified his status as a beloved artist.

The upcoming solo album by Depeche Mode brain Martin Gore (Mute) is scheduled for release on June 12 and is called Counterfeit. The EP contains 6 tracks, all covers of unknown songs that are very dear to Gore. West Germany is under the spell of the TV series 'Revival Der Rennbahn' (Rivals Of The Race Course). Two songs from the show have charted in the national top 75 (Dieter Bohlen's Love Suite and Nina De Angelo's Samson), while the LP, which is released by Hansa/BMG Aritola, is no. 6 in the LP charts.

Stevie Wonder announced at a press conference in France recently that all royalties from Plants Of The Wald, one of the tracks off his current Motown LP Chameleon, will go to Unicef. Meanwhile, one of our trusted sources says a concert with Stevie Wonder, George Michael, Rod Stewart and Phil Collins may be organized for Unicef. As soon as anything is confirmed we will let you know.

Finish hardrock act Gringos Locos have just signed an international deal with Atlantic in the US. Their current LP Drunk Parched, currently high in the Finish charts, will be released in the US and Europe in the autumn. The LP was produced by Tom Dow (Rod Stewart, Cream, Aretha Franklin).

Just after printing our tour page we heard that Pink Floyd (EMI) is going to tour Europe. The tour will start on May 15 in Belgium and will probably include dates in Italy, Greece, USSR, Sweden, West Germany, France and Holland.

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Dana Musa
SON OF MY FATHER
AVAILABLE ON SINGLE AND MAXI-SINGLE

The Stonefunkers
In Control (Radium 226.05/ Sweden). Contact: Radium/Michael von Hauswolff tel: 46 31 130039 / fax:139039

The second single from this dynamic five-piece group is yet another red-hot funk/rnb crossover number. A band with an awesome live reputation that will hopefully be in a city near you later this year. Licence and sub-publishing free except for Scandinavia.

Zazou Bikaye
Guilty (Crammed Discs/Belgium). Contact: Crammed/Alene Munzelon tel:32.2.6470714 / fax:488369

Ethno/electronic pop of considerable substance. A well thought out and effective mixture of Western and African values, very much the sound of tomorrow. Licence free except for the Benelux, Scandinavia, Japan and France and sub-publishing free except for Scandinavia, the Benelux and Japan.

The Van Der Bilt Connection
Braindamage (Subway/Belgium).Contact: Subway/Philacore Engelen tel:32.2.36.56760 / fax:36760

One of the better New Beat tracks from one of the best Belgian dance labels. A relentless bass line and good melody. Licence and sub-publishing free for the world except the Benelux.

Castro
Son Of My Father (Champagne/Switzerland). Contact:Champagne/Monique Jonatzel tel:41.42.3109343 / fax:30043

Written by Giorgio Moroder, this was a hit for Chicory Tipp in the early 70's. This new version is a good remake with some funky electro and, of course, that chorus. Licence and sub-publishing free except for West Germany, Austria, Switzerland and the Benelux.

Ludo Mariman
Maria (Kala/Belgium). Contact:Kala/Jean Verhoxen tel:32.2.8870590

Very American and traditional blues based material featuring Mariman's strong, gritty voice. Taken from the LP Jow Never Know What's Yours. Licence and sub-publishing available except for Belgium.

Dennis Twist
Toutes Les Larmes Du Ciel (Voyage/France). Contact:Voyage/Nicolas Dourroux tel:33.1.42270703 / fax:42678479

Straitforward no-nonsense pop rock from this promising French group. They are melodic, energetic and typical of a new spirit in French pop. Licence and sub-publishing free except for France, the Benelux, Switzerland and Canada.

Raffaele Serra
Blonde Cobra (Nulorifichalt). Contact: Austrian/Paolo Colletta tel:39.2.8054404

Italy's Vinigels has produced an LP called Kodok Ghost Poems, full of atmospheric music and sizzling melodies. There will be a new album premiered at the 1AMC/M in Amsterdam and sub-publishing free everywhere.

Mary Kelley
The Meaning (Material Soundority). Contact: MS/Monette Jarvie tel:39.55.943888 / fax:79270

An American who is based in Italy and whose music is not the most commercial proposition in the world but nevertheless is both interesting and original. Licence free except for Italy and America.

Jane Kelly Williams
What If (Les Copains De Grupacquarel-Belgium). Contact: LDC/Michel Oudal tel:32.2.5184744/fax:518454

This singer/songwriter sounds like a cross between Joni Mitchell, Carmel and Sade but her material is often more ambitious. A singular song/writing voice with a cross between Joni Mitchell, Carmel and Sade but her material is often more ambitious. A singular song/writing voice with a cross

El Ultimo De La Fila, who were featured on Talent Tracks cassette no. 3, are going from strength to strength. Their Spanish LP, the triple platinum Como La Cabeza Al Sombrero on Victoria, is to be released in France this month by Virgin Records. Meanwhile they are now touring there and recently performed at the prestigious Prima 90 de Bourg festival. In 1988, El Ultimo De La Fila played in front of more than 2.5 million people and became the first group to sell out the Real Madrid Sport Palace for six consecutive nights.

Still in Spain, another ex/Talent Track trip, guitars by Raul Orellana, has been a worldwide success. So far it has been licensed to companies in the UK, West Germany, Holland, Switzerland, South Africa and Mexico. A remixed version will be released in the UK next month.

Several of the acts from Anders Morden's publishing company Misty Music have recently been signed to major labels. Without doubt the biggest deal was for Titibo - she has just signed with Arista/BMG UK for the world except Scandinavia. There are plans to release a single in the UK in the summer. It will be 'Break My Heart' from her debut effort, or 'The Man In The Moon', due for release in Scandinavia in this month or next on Tele gram Records.

Other Misty Music acts previously featured on Talent Tracks that have recently made deals include Bob n' Raz (Competition Is None) and Two On Each Camel (A Brand New Day) to CBS Spain; and Out Of The Blue (M...Seren) to RCA UK.

Raul Orellana: Re-mixed version of Guisantes about to be released in the UK.

Indie veteran Danielle Dax, one-time Le- son Kittens member and the star of many notable avant-garde albums, has the highest new entry on this week's chart. Her White Knuckle Ride on the Awesome label debuts at no. 20, three slots ahead of Situation's 2's Three Hypnotics, whose Justice Is Freedom enters at no. 23.

The eagerly-awaited album by A Guy Named Gerald has been another major seller in its first week on the market. The LP, called Hot Lemonade, includes Hoodoo Bay, the remixed version of which is again a top 10 indie hit a year after its original success. It enters the indie LP chart at no. 13. But the Rham label release is not the hottest new indie album. That distinction belongs to Ext- reme Aggression by Kreetos on the Noise label, which debuts in the chart at no. 4. The big action next week is likely to be with Mr. Scruffy's The Engaged Shall Inherit The Earth.

THE VANDERBILT CONNECTION

BRAIN DAMAGE
AVAILABLE ON SINGLE AND MAXI-SINGLE
DIA

AD Natalie Cole. Miss You
AD Kylie Minogue- Hand On A Lim
PICCADILLY RADIO - Manchester
FTC- Good Thing
RADIO TRENT GROUP
Tony McKenzie - DJ/Prod.
BBC RADIO I

PP tv
Melissa Etheridge- Bring Me
Mike 8. Mechanics- Nobody
Helen Watson- Hanging Out
INXS. Mystify
Cookie Crew- Got To Keep Beatmasters- Who's In
2 Live Crew- Yakkety Yak
Pretenders- Windom
Deon Estus- Heaven Help Me
U2- When Love Comes To Town
Deacon Blue- The World
Senators- Man No More
INXS- Mystify
Deon Ettus- Heaven Help Me
Erasure- The Innocents
Blow Monkeys. Your Life
Tips
Additions to the playlist
AD Bobby Brown- Don't Be Cruel
AD The 4 Of Us - My Bad Name
AD Duranduran. Do You Believe
RADIO CLYDE  Glasgow
AD Head & Red. Komm Jetzt
Stephan Reméle, Drel Weisse
Deptthe Mode- Everything -
Bill Withers- Harlem '89
Holly Johnson- Americanos
The Cult- Fire Woman
Yello- Of Course
Five S., Every Heartbeat
Deon Ems- Heaven Help Me
Aswad. Beauty
Stray Cats- Blast Off
Inner City- Ain't Nobody
Kevin McDermott- Wheels
The The- Beaten Generation
Jennifer Bell- Woman In Love
Just love- Desolation One
Barry Manilow. Please Don’t
Beatles- Get Back
Brett A. Jones- In Your Eyes
Lloyd Cole- 84.89
Richard Sanderson- Reality
Barry Manilow- Hey Mambo
Breathe- How Can I
Errol Brown- 64

TEDDY ROOSEVELT

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AD Head & Red. Komm Jetzt
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BE THERE! For more information please contact the organisers: Association of Professional Recording Studios Ltd, 163A High St, Richmond, W3 1AY, England. Tel: (020) 7729070. Fax: (020) 773079.

MUSIC & MEDIA - April 22, 1989

NOS/KRO - Hilversum
Hedde Van Der Meij/Tim Bloemborg
Tjalling Me-A. & Pa
Kevin McLaren - Head Of Radio
The Cure- Lullaby
Lost Lane- First Time
Michael Am- Just Using

VERONICA - Hilversum
Lars Hedding - Prod. Dir.
Pep Goldin- Earing The World
Simple Minds- Your Land
Kan kan - I Beg Your pardon
Volfi De Kunti & Goode Doel
Paul Staali- Wonderful
Robert Palmer- Charge His
Souls 8 Soul- Keep On Havin the Boys: Dial My Heart
Hanosha- Keep On Rockin
Cibe Griff Be There

VARA - Hilversum
Losse Vroeden- Head Of Prod.
Verstakkelsips 15
The Cure- Lullaby
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HOLLAND
STATION REPORTS

BELGIUM

Radio 2 - Brussels
Marc Yeys - DJ/Prod.
PP: Holly Johnson - Simply Red
If You Don't The Cure - Lublany
Inner City - Ain't Nobody
LP: Bonnie Raitt - Nick Of Time

Radio 10 - Amsterdam
LP: Bonnie Raitt - Nick Of Time

Radio 1 - Brussels
Mary Yates - DJ/Prod.
PP: ikea's Van Duin - Jaap Aap
Madonna - Like A Prayer
Wendy & Lisa - Are You My
Richenel - Are You Just Using
Centerfold - Play The Game
Southside Johnny - The Air
Kon Kan - I Beg Your Pardon
Deon Estes - Heaven Help Me
Bonnie Raitt - Nick Of Time
Mary M. O'Hara - Bodies
Marc Almond - Only The

Cable One - Brussels
Louis Rowland - Music Dir.
PP: Bonnie Raitt - Nick Of Time

Belgium

BROADCAST REPORTS

SWITZERLAND

Radio 24 - Zurich
Clem Dalton - DJ/Co-Ord.
Elios Contestella - Virginia
LP: Burning - Call Me Easy
Lano Quarter: Swimming
Mexico

Radio 3 - Bulle
Agnieszka -一举 Global Co-Ord.

BRTF Radio 2 - Haarlem
Pieter Janie - DJ/Prod.

BRTF Radio 3 - Haarlem
Pieter Janie - DJ/Prod.

Beat Music - DJ/Prod.

Alesa Savan - Head Of Music
Little Nemo - New Flood
Carly Simon - Let The River

BRTF Radio 2 - Haarlem
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American Radio History
### Weekly Programming Guide

**EUROPE'S MOST HOT MATERIAL**

**SINGLES**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Track</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Like A Prayer</td>
<td>Airplay</td>
<td>Fiction</td>
</tr>
<tr>
<td>2</td>
<td>Like A Prayer</td>
<td>Sales</td>
<td>Virgin</td>
</tr>
<tr>
<td>3</td>
<td>Diesel Park West</td>
<td>Like Princes Do</td>
<td>(EMI USA)</td>
</tr>
<tr>
<td>4</td>
<td>Jevetta Steele</td>
<td>Calling You</td>
<td>(Island)</td>
</tr>
</tbody>
</table>

**CHART BUSTERS**

**SINGLES OF THE WEEK**

- **Singles for your play list.**
- The Cure - Lullaby (Fiction)
- INXS - Mystify (Mercury)
- Natalie Cole - Miss You Like Crazy (EMI USA)
- Diesel Park West - Like Princes Do (EMI USA)
- Jevetta Steele - Calling You (Island)

**SURE HITS**

- China Crisis - Saint Savour Square (EMI USA)
- Transvision Vamp - Baby I Don't Care (MCA)
- Tom Petty - I Won't Back Down (MCA)
- Jody Watley - Real Love (MCA)

**EURO-CROSSOVERS**

- Continental records ready to cross-over
- Front 242 - Never Stop (EMI USA)

**EMERGING TALENT**

- New acts with hot product.
- Godfathers - She Gives Me Love (EMI)
- The Neighbourhood - Missing Out (EMI)

**ENCORE**

- Former M&M tips still in need of your support.
- Pino Daniele - Schizzechea With Love (LP) (Begra/EMI)
- King Swamp - Blown Away (Virgin)
- Cookie Crew - Got To Keep On (EMI)
- Jim Capaldi - Some Come Running (Island)
- Sarah Jane Morris - He And Mrs. Jones (Island)
- Big Bam Boo - Fell Of A Mountain (EMI)

**ALBUMS OF THE WEEK**

- Bliss - Love Prayer (Parlophone)
- The Silencers - A Blues For Buddha (BMG/Ariola/W)
- Hishouse - Hishouse (A&M)
- Dalla/Morandi - In Europa (BMG/Ariola/W)
- W.A.S.P. - The Headless Children (Capitol)
- The Neville Brothers - Yellow Moon (A&M)
- Tim Finn - Tim Finn (Capitol)
- Phoebe Snow - Something Real (Elektra)
- Halloween - Live In The UK (EMI)

**HOT ADDS**

- INXS - Mystify (Mercury)
- The Cure - Lullaby (Fiction)

---

**TOM JONES AT THIS MOMENT**

Featuring 10 GREAT NEW TRACKS

KISS
WHAT YOU BEEN MISSING
MOVE CLOSER
AFTER THE TEARS
WHO'S GONNA TAKE YOU HOME TONIGHT
I CAN'T GET NO SATISFACTION
I'M COUNTING ON YOU
AFTER THIS MOMENT
TOUCH MY HEART
TILL THE END OF TIME

Available on LP, Cassette & CD