Joe Cocker
One Night of Sin
Album · Cassette · Compact Disc

AmericanRadioHistory.com
**Don't Write Off The Vinyl LP!**

By Chris Fuller

Latest UK figures provide another blow for the 12" vinyl LP, showing a sharp 15% drop in the first quarter of 1988 (see page 7). But industry leaders across Europe warn against writing off the format too soon.

Peter Seaping, General Manager of the British Phonographic Industry (BPI), says the fall in demand is significant but "attempts to write off the vinyl LP are misguided". He says a viable market - over 10 million sales per year - will continue until at least the end of the century.

Epic Records Marketing Director in the UK, Jerry Turner, predicts a faster demise: "There will come a point when we stop producing vinyl LPs - probably in five years rather than 10." He believes CBS/Epic could soon operate one factory to cater for worldwide vinyl LP demand.

In France, the vinyl LP shows a much slower rate of decline - only a 3.4% drop in the first quarter of this year compared to 1988. Guy Debay, President of the French industry body SNEP, "The format is doing much better than we predicted." He says recent TV advertising campaigns have succeeded in reaching consumers who had stopped buying records and do not yet have a CD player.

In West Germany, last year's vinyl LP sales dropped to 58% (of the total album market) from 66% in 1987. Tellisk's Marketing Director Stephan Zobel says consumers will eventually switch to CDs but vinyl LPs will still have a "long, long way to run" - one day the vinyl LP will be a collector's item but not until well after the year 2000.

**EC Broadcast Law Ineffective?**

By Jon Hooley

EC ministers meet this week (June 14) to approve the Community's first ever legislation on cross-border broadcasting. The new law reflects EC fears that cheap US programmes could dominate satellite TV in the 1990s.

But the European Commission's rejection of a minimum legal quota for European programming means the law is likely to be ineffective. Cross-border broadcasters need only air "a majority" of European productions.

The issue reveals fundamental differences between state and private broadcasters. Public broadcasters, such as France's Antenne 2, generally believe quotas give a much needed boost to European programme making while, the commercial channels give a higher priority to audience figures.

The legislation's proposed 10% quota for independent productions is widely welcomed. Tim Newman, Director of French independent NBRG and Super Channel consultant: "The 10% rule for independents is important to encourage creativity. Otherwise I don't think minimum quotas are a good idea - major US series clearly give many broadcasters the audience they want!"

A recent survey by the UK's Cable Authority shows that 92% of MTT's programming in 1987/88 was European, compared with 85% for Super Channel and Sky's 55%.

**IFP To Re-Elect Ertegun**

by Nigel Hawker

Neeshi Ertegun, whose four-year term as President of the IFPI ends this month, is expected to be re-elected at a meeting scheduled for June 13 in Athens.

Present IFPI rules do not permit a retiring president to be re-elected. But Director-General Ian Thomas told Music & Media that he expects the rule to be amended to cover this point. "There is less the board so wishes by a two-thirds majority", he said.

Thomas added that Ertegun is the sole nomination for the presidency.

**ROXETTE'S THE LOOK**

Europe's Chartbuster!

No. 1 European Airplay
**Cassingle Attracts Pan-Euro Interest**

Since the UK majors bucked the cassingle (see Music & Media issue 20 & 21), other European territories have been looking closely at the new format, especially France.

No French companies have yet announced plans to introduce the cassette single on a large scale, but BMG has released some product on the format via Island. Jean-Pierre Weiler, General Manager France: "The cassette single is definitely the format that will replace the 45 single."

Weiler is planning a marketing campaign for a range of Island acts to show the diversity of the catalogue and to illustrate "the confidence Island has in the future of this format."

Philippe Desindes, Marketing Manager BMG France: "There is no reason why this format should not work because the cassette market is booming in France, but we will wait until we have some results from the Island tests."

EMI/Patie Marconi is watching the situation in the UK closely. President Guy Delaurier: "After the cassette single was introduced in the US, we ran a series of tests last year that were not very conclusive. But with the UK move and the recent developments of the French cassette market, this topic is hot again."

Michel De Souza, Marketing Director Phonogram France: "It is true that cassette sales are growing and that with the shrinking singles market we need a substitute, but tests by PolyGram two years ago were far from positive, even with top acts. Retailers have strong reservations about the product because of theft linked to the cassette."

CBS France General Manager, Jean-Claude Gastineau, feels the cassette is stronger than it used to be and is confident that the cassette could find room in the market. However CBS' policy is to push 3 CD. WEA and Virgin have also adopted a wait-and-see attitude.

In West Germany, neither EMI Electrola nor Phonogram are following the UK companies' lead. "We have no plans to launch any product on cassette. It doesn't have a ready market in West Germany," says EMI Electrola's International Manager Marlies Breuer.

Phonogram's Marketing Manager Juergen Wöcker: "We are concentrating on breaking the CD single and are not thinking in terms of cassettes at the moment."

In Italy, record companies have mixed feelings about the cassingle. Following its success with Simple Minds' 'Ride on the Wind' single, Virgin believes the cassingle has a bright future. Virgin plans to release cassettes by important international and national artists and says that the charts, which are always slow to catch up with new trends, must take these sales into account.

Although EMI's Marketing Director Franco Caverni is more cautious, the company will release cassettes before the end of the 900 sales. But WEA Label Marketing Manager Elena Zamorani says cassingles are not the answer to the demise of the single and that the company does not plan to release the format.

In Scandinavia, EMI Norway is the only company to have seen success with the cassingle - John Teigen's "Romantik" recorded about 3,000 sales. Head Of Publicity, Unni Andersen: "The response was quite good, but I think this was because it was at a reduced price, and we included extra tracks. Under normal circumstances I think the format is too expensive."
the song was going, and Trevor said 'Have you got anything for one of the verses that we could just... have you got any ideas?' And I said 'Well, I've got this really silly idea that I had from years ago', which is just some French words that say 'Ou est le Soleil? Dans la tete. Travaillez.' Those are the complete lyrics. So he said 'Well you could have saved the project!' So I went out and sang that and they said 'Love it!'. So we've got this silly French dance track now, which I love! And for me, this is what I was saying before about concept, I mean literally those are the lyrics: 'Ou est le soleil? Dans la tete. Travaillez.' Somebody heard it the other day and said 'There's some French words in there aren't there?'

**FIGURE OF EIGHT:** 'Very spontaneous, very rough, another two day effort with Trevor. Having done 'Rough Ride', I said well I love this, I think this is great, limiting you to two days is interesting. We had to do things quickly and decide things quickly, which was a good discipline for all of us... The vocal is live, which I like with all that roughness, people say well, you ought to fix it. To me that's what's interesting about now and this album - working with people who are used to being very finished and accurate. I'm not really a great admirer of that, so what I'm trying to do is force them to come a little bit towards what I like, which is loose ends and roughness.'

**THIS ONE:** 'The song is basically a love song - did I ever say I love you? And if I didn't it's because I was waiting for a better moment, and one hasn't come along, so here you go: I love you! But then, 'there never could be a better moment than this one...', and the words 'this one' kept coming to me as 'this swan', and I got off on that. 'The swan is gliding above the ocean/A God is riding on his back/How calm the water and bright the rainbow? Fade this one to black.'

'The image then, once I had this swan, was like one of those Hare Krishna posters that I used to see a lot in India. You have this idyllic picture and this little blue God with flowers all over him, and that's Krishna, who's riding on this swan floating over this beautifully clear pond with lovely pink lilies on it. It's a very spiritual, tranquil picture, and although I don't subscribe to any particular religion, I draw on the nice moments from a lot of them. It's a peaceful, idyllic image for me, so I say 'There could never be a better moment than this one'.

**DON'T BE CARELESS LOVE:** "Careless" is the fourth of the McCartney/MacManus collaborations on the album and, like "That Day Is Done", retains the original vocal performances from the McCartney/Costello recording sessions. Producer Mitchell Froom saw it as one of the most arresting of the nine collaborations and, thanks to the miracles of modern recording technology, was able to totally re-record the track leaving only the stunning lead vocal and Elvis and Hamish's harmonies from the original.

As Paul sings on the album's most poignant
song: "As long as you and I are here, put it there". There is here; Here is now!

That Day Is Done: We did a series of sessions, Elvis and me co-producing, got a great feel on them, a nice little live vibe, a lot of spirit, but a little bit unfinished, so we remade them, but kept certain elements and arrangements... We kept the piano and vocal and added some Hovis brass to give it a silver band/New Orleans marching band feel... I said to Elvis 'Look man, we're trying to make records, scintillating fab hit records that are gonna make people go WOW!' I kept bringing in all these happening hits, and Elvis was bringing in like Eskimo drum music and the Bulgarian All Stars!... On 'That Day Is Done' I said 'Oh yeah, I get it, New Orleans funeral music. House is finished, right?' It's turned out a nice track set against everything else on the album.

How Many People: 'Me in Jamaica, on holiday. It's reggae. In Jamaica you can't help going reggae, everybody is, the climate is. I've been a reggae fan since the early TIGHTEN UP albums; ska and bluebeat seemed a little bit more towards calypso, but I fell for reggae. We went to Jamaica and bought a pile of 45s, the B-sides are just crazy - I once found a record there called 'Poison Pressure' by Lennon/McCartney! And I tried to find one of our songs in that, but that's the Jamaican thing, it doesn't have to have anything to do with what it says on the label.

'My fondness goes all the way back to 'C Moon', I was on holiday there recently and this very simple song called 'How Many People' came out. I thought it was too simple, I ought to complicate it, then I thought that's a silly idea, so we kept it simple'.

Motor of Love: I don't sit down to write 'A Big Ballad', it's whatever mood I'm in. I wrote that last year, we made a version I wasn't too happy with, but I liked the song. It was gonna get dumped off the album, we'd done a lot of work on the album by this time, so I said why don't we give it to some independent people off the album, get some objectivity? I think it's a good song, and it might get back as a contender. I'd liked Chris Hughes and Ross Cullum's work with Tears For Fears, Red Box and people, and they worked up a more modern, hi-tech version. It's slow, so you call it a ballad. But it could have been speeded up like crazy and you'd have called it Punk!... 'Heavenly father' is an old trick for me, it's like 'Mother Mary'. I have a father who is no longer with us, so you could say that's Heavenly father, look down from above... That's more how I thought of it when I wrote it, but I realised the moment you say 'Heavenly Father' or 'Mother Mary' there's also that connotation. I like a bit of God though, nothing wrong with that'.

April 1989 Thanks to Patrick Humphries and Mike Read for their help in preparing this information. Also thanks to Mark Lewisohn and Paul Williams for the transcript of parts of the Radio One Series (Programme 8) "McCartney on McCartney".

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with it, and it's not a shameful subject at all. I do actually start it in puberty: 'Going fast, coming soon/We made love in the afternoon/Found a flat, after that/We got married'. That reminds me of John and Cynthia at Art School... Then it goes through time, and the last verse talks about everything going by very fast, which is a phenomenon for me at this point, things seem to fly by at the speed of light. Dave Gilmour's on there playing lovely guitar. I like it. It's kinda grown up".

PUT IT THERE: "There's a song called 'Put It There' on the new album which was an expression my Dad used to say when we were kids. He used to hold out his hand and say 'Put it there if it weighs a ton.' And, you know, you remember those things. My Dad died over ten years ago now but you remember those things with affection, you know. And so I wrote a song about that, which I like, which I think will become one of my favourites."

OU EST LE SOLEIL: "There's another wacko track, which at the moment I'm not sure if it's going on the album - (in fact, it's the 'extra track' on CD and cassette. - Ed) - which is a very wacky thing where we decided to make something up. This is always a fatal idea because you're off in no-no-land from the word go. It's like 'What's the song then?'. 'Well we don't know.' 'Well how does it go?' 'We don't know.' 'What's the title?' 'We don't know.' 'What are the chords?' 'We don't know.' 'What instruments...?' Which is generally what you don't want to be doing in the studio, but because we had this slightly different approach we decided to do it like that. So for about four days it was another song, it had a whole other sort of set of lyrics, something about "Valley Road" - I don't know where I was trying to get there but what I did was I just went out and improvised and then afterwards, listening back, I said 'It sounds like Valley Road' - it was a silly way to work, really. Anyway, after about four or five days we hated it and I think we were just about to go home, well... we didn't hate it that much, we liked the backing and stuff but we didn't like where
**PAUL McCARTNEY**
**FLOWERS IN THE DIRT**

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A new Paul McCartney album is always something special, but when there has been a gap of 3 years since his last new material, the anticipation is mouth watering. **FLOWERS IN THE DIRT** contains 12 new McCartney originals (four co-written with Elvis Costello) and was recorded at Paul's home studio, in the heart of the English countryside. "Ou Est Le Soleil" is an extra track included on the cassette and CD.

**FLOWERS IN THE DIRT** (the title of which is drawn from the lyric of the track "That Day Is Done") is Paul's seventeenth post-Beatles album, and his first collection of new material since 1986's PRESS TO PLAY.

FLOWERS IN THE DIRT has some famous names aboard. Pink Floyd's Dave Gilmour contributes a gorgeous guitar solo on "We Got Married", Peter Gabriel's guitarist David Rhodes plays the rare Ebow guitar on the album's first single, "My Brave Face" (which also features ex-Pretenders guitarist Robbie McIntosh), former Average White Band singer and guitarist Hamish Stuart is featured on nine tracks and keyboardist and co-producer (on four tracks) Mitchell Froom has worked with Elvis Costello, Crowded House, Los Lobos and Richard Thompson.

Even the behind the scenes team of co-producers and arrangers are all household names; Beatles producer George Martin helped Paul orchestrate one track (Put It There); Trevor Horn, the man responsible for the massive sound of Frankie Goes To Hollywood produced four tracks and the double GRAMMY award winning Neil Dorfsman (who co-produced Bruce Springsteen's THE RIVER and the massively successful Dire Straits album BROTHERS IN ARMS) was on board for nine tracks. Chris Hughes (Tears For Fears) also produced one track.

But for all its star names, FLOWERS IN THE DIRT remains undeniably and emphatically a new album from rock music's most enduring super-star PAUL McCARTNEY.
Paul McCartney talks about FLOWERS IN THE DIRT... 1989

**MY BRAVE FACE:** "Well... the first single off the album is going to be the one called 'My Brave Face', which me and Elvis wrote together. As I say, after we'd done the fixes on his and the fixes on mine we then sat down and started writing songs from the ground up that neither of us had any pre-conceptions about, and one of those, after we'd written quite a few, was called 'My Brave Face' and it was good. There was a nice equal kind of collaboration on it, we'd just sort of throw words about and stuff and where I thought he was getting maybe a bit too cryptic or whatever I'd just say 'I don't like that, we should go a bit further here, or we should maybe take it there' and it was nice. If he spotted an idea he liked then we'd go that way or similarly with me. So that was quite good. But as I say, we got around to 'My Brave Face' and it's got a kind of Sixties-ish feel . . .

**ROUGH RIDE:** "I was going to work with Trevor Horn and Steve Lipson, and I'd heard – well everyone had heard – that Trevor takes a long time. I really didn’t want to take too long, so it seemed to me that it might be a good idea if we could try and limit him to a short period and see what we could get done. Just see if we liked each other, because you know, with an album you don't want to commit yourself and then have to cancel the whole thing because you don't get on. So I asked my manager to ask them if they'd be interested in seeing if we could finish a whole track over two days... I played Trevor a lot of song-y songs, songs that were finished and ready to go. He didn't seem that interested, and I felt like I was bloody auditioning. Then he said have you got anything else? I said well I've got this crazy little thing you won't like, it's called 'Rough Ride'. He said I love that title already. I played it, and it was like a 12-bar, me trying to be Big Bill Broonzy! I'd seen a blues programme, and I thought well these guys do a song and it's all one chord, two verses and a little guitar riff (singing) 'Chung-a-Chung: Wanna rough ride; chung-a-chung: to Heaven, oh yeah...' That's all I had, and it grew from a nothing little 12-bar and by the end of the second day we'd mixed it, which is pretty unheard of these days. In fact, they re-mixed it and then came back assuming like everyone does these days that it can't be finished in two days, so they came back with a tarted up version, and I said well I think it's a Paul Goes To Hollywood, Frankie Goes to McCartney type of thing, so we kept the original".

**YOU WANT HER TOO:** "I said to Elvis 'Look, this is really getting a bit me and John, I'm being Paul and you're really being John!' I'm going 'I've loved her so long' and he's going 'I know you did, you stupid git!' I said 'My God, that's me and John's whole style, I'd write some romantic line and John does some sort of acid, acerbic put down.

'Elvis agreed it was a bit like that, so I did a version answering myself, as my conscience, but it didn't sound right, really corny, so we reinstated his version, works much better... The intro and the fade we decided to have a little strange carousel thing we'd worked up. It was a silly little idea of mine that I think works, a sort of strange little fairground. I'd had this idea about a little
guitar thing that Hamish (Stuart) had played in the instrumental bit; I'd always been hearing it like a big brass band. So we actually got a Big Band in one morning, and it's the ultimate tease, because they play, and as soon as you're into them they fade."

DISTRACTIONS: "And then there's another song I wrote called 'Distractions', which is fairly 'oobli'. There's a nice story about that: ... I heard an album a few years ago by someone off Prince's label, Paisley Park, called The Family. I don't know if you ever heard that, it was just a husband and wife, I think. And it was quite a good record. And there were some string arrangements on it that were really interesting and I listened to the record and I thought 'Wow, great, I wonder who this is?'. So I looked on the cassette and it said Clare Fischer. I thought 'Wow, this is amazing, it's probably some sort of LA girl and she's like long hair and does these amazing arrangements, probably like a great classical ...' and I was starting to build up this pedestal figure of this amazing person... So I said to Linda 'These arrangements are incredible and it's this Clare Fischer, you know, some LA chick I think' and she said 'I'm not that keen on these arrangements, they're not that good,' and while she thought it was this great blonde LA lady, she didn't like them. We found out, actually, it's this guy who's about 50-years-old, who's got a grey beard and he's a great fellow but it's not at all this gorgeous LA chick, it's a man called Clare Fischer. And he's brilliant. So the next minute ... Linda was saying 'I love these arrangements, I love this guy's work!. That's wives, you know! No, anyway ... with this track 'Distractions' he did an arrangement for it which I love. It's very Hollywood and it's very ... it's in no particular time, nearest time frame I could associate it with is Doris Day movies, which is a very strange little area, you know, but it's lovely. And there was a funny thing on the session: Clare Fischer was conducting and the stand-up-bass player wasn't playing quite as well as one of the other guys, and he said 'Excuse me, could you play it exactly like the first violin here?' He said 'He's playing it exactly right'. So all the other musicians went 'Oh dear, he's right ...' and the guy, he's a kind of a New York type guy, moved to Hollywood, he takes his fingers and he's holding the violin and he kisses his fingers and he goes 'I love you, you little money-makers!'. Which I thought was great, and it was a nice fun session. And the music's the main thing: I really like the arrangements he did. It just does something for me."

WE GOT MARRIED: "It's like a celebration of marriage, it's also one of the first things we tried in this new studio. So often people shy away from subjects like marriage, they go to 'When we meet baby, I'll carry your books home from school'. They concentrate on puberty. Well, at the age of 46, puberty's fairly far away! The game is up folks on the puberty bit! So I got more interested in looking at my situation, which is marriage, and a lot of people I know are married, and very happy
Midland Radio Merges With Trent

Following their unsuccessful attempts at a merger with Manchester's Piccadilly Radio, Midland Radio Holdings is now to join with the Radio Trent Group making it the second largest radio group outside London. 

Crown Communications will hold 85.5% of the new company which includes six stations: BRMB-FM (Birmingham), Mercia FM (Coventry), old station XTRAAM, Trent FM (Notts, Derby & Burton), Sound FM (Leicester) and East Midlands oldies station GEM-AM.

A new parent company, Midland Radio, will be formed, with the four actual franchise-holding companies - BRMB, Midland Community Radio (Mercia), Radio Trent and Leicester Sound as subsidiaries. 

Meanwhile GWR has revised its offer to Consolidated Radio Holdings (see Music & Media issue 18). This latest offer now values the station at £26.55, a consultation of the original bid of £2.62.

Dramatic Growth For IR Revenue

By Oliver Jones

IR revenue went up 25.1% in the first quarter of 1989, according to the UK's commercial radio body the AIRC and Radio Marketing Bureau (RMB). 

Radio used to be considered financially and we are very pleased that people realise we have passed a watershed and it looks steady.

On the whole, more radio stations will be a good thing, we have won the battle to get commercial radio accepted at a strong advertising medium. I am more optimistic than ever before.

AIRC Attacks Atlantiс

Dublin - The UK's commercial radio body has the AIRC filed an official complaint against Atlantic 252, the RTÉ/RTL-owned long-wave station due to start broadcasting from Ireland this September. Atlantic's reach will include most of the UK.

West Director of the AIRC, says that Atlantic 252's primary purpose is to "divest into the UK market", and claims this is in breach of international broadcasting regulations. He de- cides accusations that IR stations are afraid of competition, or that the AIRC has left its complaint too late.

The AIRC has asked the Home Office to look into the ba- sis on which the station is using its frequency. It says it is one thing for a station to "leak" into another territory, but a different matter to target it deliberately towards another country.

While acknowledging that the matter with the Home Office ago but it is only comparatively recent that the Home Office asked the Foreign & Commonwealth Of- fice to raise the matter with the Irish government.

Travis Buxte, Atlantic 252 Station Manager, told Music & Media he was "stunned" by the AIRC's claims. Buxte: "IR stations have been saying for a while that pop music has no chance on long-wave. Suddenly their tune has changed."

And he denies the claim by some IR stations that Atlantic is a "clique". Buxte: "He didn't give the usage of this frequency and the Irish government gave us the licence. We are totally legal."

Coke & Blackmore To Leave PPM

Simon Coke and Tim Blackmore, Managing Director and Program- mep Director respectively of syn- dication company PPM Radio- holding, have confirmed that they have resigned following PPM's takeover by the Miss World Group.

PPM, which is a subsidiary of Piccadilly, currently handles around 80% of the UK's growing syndication market and had just lost CRI stations at £26.55, a consulta tion of the original bid of £2.62.

Globalization of Radio

As far as we're concerned it has an excellent future. Coke, who will work out a six- month notice period at PPM, said he could not comment on his resignation. He said he had no future plans to leave, but that he said he had "a number of options".

Colin Walters, Managing Di- rector of Piccadilly Radio, is also leaving the company following the Miss World merger. He will manage the company for the next six weeks.

Radio is now owned by Miss World under its radio Network (25% each), Virgin (20%), and IR stations Radio Trent (20%) and Radio Trent (5%).

Breakout

National hit bound to explode

Sinitta - I Am What I Am

D Mob Feat. LRS - It's Time To Go Funky

Beautiful South - Song For Whoever

Sharpe & Human - I'm The Assassin, (Popadog)
UK Trade Figures Slow Down

Peter Jones

The UK record industry continued to slow down according to the latest BPI figures. Trade deliveries in the last quarter of the year valued at £623.1 million, up 13% compared with the year to March 1988. In the last quarter of this year, sales volume was down 9% up on the same three months of the previous year.

Singles have stabilised at 60.1 million units a year just 3% down on 1988, while the annual decline is balanced now by CD singles, with an annual volume of (March) of 2.5 million. The arrival of 7" cassette versions has to March of 2.5 million. The arrival of 7" cassettes versions has

Leuschner Fights CD Rental

Frankfurt - CBS Frankfurter Manhattan director Jochen Leuschner says more artists should take legal action against professional CD bootleggers who are accused by the company of selling copies to record companies "to obstruct CD rentals on a large scale." Leuschner's comments follow a decision by a Frankfurter court to lift February 1988

Bavaria Awaits Radio Survey Results

Nuremberg - The results of the most recent radio survey conducted in Bavaria will be published on July 9, instead of July 3 previously announced. The court has imposed a fine of DM 200,000 for each of the company, which has appealed against the court's ruling, continues to rent its "Leuschner's CD version".

Weirich Calls For Euro Cultural Station

Bonn - Dieter Weirich, the Christian Democrats and Christian Socialists' cultural spokesman for media politics, says 1992 and the creation of a single European cultural station requires "the establishment of a public broadcaster involving West Germany and the other EC member states."

More Music On HR3

Frankfurt - Public broadcaster Hessischer Rundfunk (HR) says it will restructure its radio programmes in the autumn and increase the amount of top 40 music played on HR3. The change is to provide a "cultural alternative" to the ADW.

Demand For Cable Grow

Bonn - Five million households, or 12.5 million people, are now using the cable system to receive TV and radio channels in Germany. The Ministry Of Post & Telecommunications says there is a growing demand for cable connections - in the first quarter of this year, 490,000 new connections were made. It is expected that 30% of all West German households will be provided with cable reception by the middle of this year, a growth rate that would mean an increase in the number of DM 5.1 million by the Ministry.

Rock Competitions Merge

Wuppertal-Hamburg - Two of West Germany's most important rock competitions for unsigned artists - the Ruh Rock Festival (Ruh Festival) and the Wuppertal Rockstar Festival (Wuppertal) - are merging and the new "Ruh Rockstar Festival" is organised by the Norddeutscher Rundfunk, which is organising the event. The Norddeutscher Rundfunk aim to entice all of Germany's best unsigned music groups to the festival - and the two main German music programmes, "Rockstar" (BBC), and the "ZDF" (ZDF), will provide coverage of the event.

Teldec Signs With Miller Int

Hamburg - Teldec Records says it has signed a co-operation agreement with the Low Price PC and CD series, and as well the series "Matiné" and "On-Hi", which features children's stories. Miller is initially responsible for some 170 titles.

Plaene Changes Distribution

Dortmund - Plaene's Managing Director Wolfgang Frickenhaus says the independent label has stopped distribution of its own country's own music groups. Frickenhaus says that 30% of all West German radio stations, will focus their attention on private radio stations, will be more than 120 stations on their own.

More on Teldec, Miller Int, Plaene: Contact Media Control, Postfach 9, 90838 Munich, West Germany.

Weirich is a German musician and politician who served as the Minister of Culture in the Federal Republic of Germany from 1987 to 1992. He was a member of the Christian Democratic Union (CDU) and the German Social Union (CSU). Throughout his tenure, Weirich was known for his advocacy of cultural and media policies, and his efforts to establish a single European cultural station and Eurovision network. His legacy is characterized by his insistence on the importance of cultural sovereignty and the need for a more integrated Europe. As the country prepares to vote in the upcoming referendum on the Maastricht Treaty, Weirich's record of achievements and controversies is sure to be a hot topic in the political discourse. His name is now synonymous with the debate over European integration and the role of national identities in the face of globalization.
Promote Music Producers & Want Pan-Euro Groups

F R A N C E

Paris - France's concert promoters and producers' organisations are to issue a call to concerts from throughout Europe to attend a meeting in the city later this year to discuss the possibility of launching their associations on a pan-European level.

Philippe Dampenon, Director of the catching association Fonds De Soutien Aux Varietes, says: "We are the only organisation of this kind in the world. Our experience can be of great help to other European countries."

"In every country, concert promoters share the same kind of problems, so why not set up a European system based on the same funding as the Fonds De Soutien?"

"The concert business such as ticket prices, opening acts, relations between promoters and record companies and artist development.

Fonds De Soutien collects and distributes funds gained through a 1.75% tax on concert tickets. The money is used to help finance tours by French artists in France and abroad, or to build or renovate new venues (especially mid-size concert halls) and offers guarantees for bank credit.

In 1989, in revenue reached F12 million from the concert tax and F3 million from the Ministry Of Culture.

The organisation also makes proposals on issues linked to the concert business such as ticket prices, opening acts, relations between promoters and record companies and artist development.

Fonds De Soutien was active in inviting French promoters through 1986. Syndicat National Des Producteurs De Spectacles Musicaux (SNEP) is headed by Jean-Claude Camus, the main concert promoter in France with CC Producciones.

The Paris call follows meetings held at MIDEM in January and at London in March when a pan-European promoters body was discussed.

Noir Desir Win Bus D'Acier

Noir Desir have been awarded the Bus D'Acier 1989 for best rock band of the year, beating Mano Negra by just one vote in the final. Jean-Louis Marat came third.

Noir Desir, who are signed to Barclay, are the company's third act to receive the Bus D'Acier since 1985; the other two were Stephan Eicher and Carole De Sejour.

A jury of 39 press, radio and television journalists - presided over by Alain Gardinier from Canal Plus - made the selection.

Bus D'Acier was established nine years ago by Richard Erman, owner of the historic club Bus Palladium, and focuses on promising young rock acts.

Goldman Fights For The Top Spot

Jean-Jacques Goldman's latest LP, Fraser (EPC 46326 4), has been blocked from the no. 1 spot in France by Madonna for the last couple of months. But he is likely to reach no. 1 overall eventually - he usually does.

The double-album, Epic, was recorded in Italy and France with the possibility of further dates in San Francisco and LA later in the summer.

Goldman is currently on aershell and European tour. Virgin Auclair, CBS International Product Manager, says the tour is based on Goldman's desire to play to different audiences rather than commercial needs.

Goldman also plans to promote more of the world. CBS Promotion manager Annick Jester confims dates in Thailand, New York and LA later in the summer.

Goldman is the French singer of the 80's - the solo artist most strongly representative of a particular generation and period of music. His music is popular without being too pop, attracting a cross-section of fans. Although shy of the media and publicity, he has succeeded with a combination of old-fashioned, heart-throb appeal and strong, sensuous, curious lyrics.

Since leaving the 70's group Tau Phong and starting out on a solo career in 1981, Goldman has made seven albums on Epic/CBS, which have led to a number of hits including Pasquino Tu Par, La Baz and C'est La Chance.

Rete 105 Scores Zucchini Exclusive

Milan - "One of the music events of the year" is how Eduardo Harari of Rete 105 describes the station's Zucchini exclusive.

The private radio network played "I Am Your Man" the new single by the PolyGram artist, exclusively from May 24 to June 10.

Rete 105 will also air an exclusive of Zucchini's new album (Octopus E Ecco) heard on Radio Lance (licensee & Bearer) from June 9-13, when Zucchini will take part in a live studio interview. Other stations received the single on the June 9 release date and the album on June 13.

Recently Rete 105 scored another exclusive with The Cure. As well as being the first radio station to preview their Disintegration album, the station hosts a live studio interview with band members. Rete 105 is one of the sponsors for The Cure's June Italian tour. The Rete 105 logo will appear on all tour posters.

Noiseworks & Bliss Tipped For Italian Success

Italian music critics are tipping Australia's Noiseworks and the UK's Bliss to most likely succeed following the TV show "Am' 99". Noiseworks (EMI) performed alongside 28 other international and Italian artists.

The programme was shown recently on the Berlusconi channel Italia I over three nights. It was organised by Vittorio Salletti who also organises the annual TV music show "Festival44", which returns later this summer on Berlusconi's Canale 5.

"Am' 99" was the first of a competition. Artists were split into groups and given votes each night by juries from private radio networks, Radio Dimensione Sun, and the television Gallerie Radio Spots. The overall winner, included Joe Cocker, Bliss, S luật, sister, Betti Villani, Neith Cher and Travania andamp; Lamp.

"Am' 99" was a presented by Gerry Scotti and Molly Carlacci. It was directed by Marco Bianchi.

New Dance Label Launched

Florence - Modern Ritual Dance (MRD) Records is a new independent label aimed at rediscovering ritual dance. The label was formed by Maurizio Dano and the in-house producer and writer will be Mauro Robboni.

Robboni became well known for his dance-floor sound with Prohibitions '83, launched in 1983, and his second album De La Vie, released in 1987. He has also produced 12" mixes for groups such as Minimal Compact, Wisston Tong and Mya & The Mirror.

Rete Italiano No. 3 Wins Madonna LP

Milan - Italian sales figures for the Madonna album Like A Prayer are the third highest in the world according to WEA Italia. Italy follows the US and Japan, making it the first one-stop territory in Europe for the LP.

Label Manager, Enrico Zannoni, says in sales in Italy have already reached 350,000 units and is optimistic it will go triple platinum. Zannoni, "It's quite an achievement for a country that is not renowned for its record buying public."

72 Radios Face Blackout

Although threats are small, Gianni Di Gregorio, Vice President of Cerp (the society of radio stations in Rocca De Papa) says that all the Italian stations are threatened and if the council's order is carried out, 700 jobs will be lost.

La Radio Citta Uno, which transmits throughout the regions of Lazio and Umbria, also faces closure.

Francesco Salvi's Infectious Pop

"He may not have the instant visual impact of other groups like Sabrina but his special brand of Italian humour has international appeal."

That is how Five Records' International Manager, Gianfranco Travani describes Francesco Salvi, actor, writer and now outrageous- success pop star, Francesco Salvi.

After a string of TV appearances as a comedian, Salvi finally started his own group Megasalvismo' on Berlusconi's Italia 1 TV. The theme song CE Da Sparsi Una Marchetta was released as a single and immediately went gold.

This Salvi entered the San Remo Song Festival and his song Eseumo came seventh in the competition section and went gold when it was released as a single. Financiare: "Salvi's San Remo achievement was a great success as a singer he was a relative new- comer among big stars. His was the best-selling - San Remo single."

Salvi has also released his debut album Megasalvi (FM 3635). Recorded at Hole Studios in Milan, it includes his two previous singles plus six other in- fectious pop songs which were all recorded under the supervision of executive producer Mauro Giubini.

Salvi will be released in a new single in Italy and in a West German version of Eseumo plus a French version of CE Da Sparsi Una Marchetta are also scheduled for summer release.**
Skivkademien have recently opened new, smaller stores in Oslo and Stockholm. Another megastore for Copenhagen is also planned for a pre-Christmas opening.

**Media Interest For Roskilde**

Denmark's annual three-day Roskilde Festival, which takes place June 30-July 2, features over 70 acts this year. Suzanne Vega, Joe Cocker, Little Steven, Tanttu Tikaram and the Stray Cats are among the star names on an international bill.

The Festival, which is run on five stages and last year attracted 65,000 music fans, is now 19 years old. Among the media interest, Holland's 3-D TV will be filming for its 'Summer Rock' series (see Music & Media, issue 90), and MTV will be recording for broadcast later in the year. Danish Radio will be sending three outside broadcast units.

**Western Blood**, the debut album by Danish band The Sandmen, has just been released across Europe and in the US on A&M (395239-1) together with a new single, *House In The Country*, which is available in most territories.

The four-piece band's sparse, bluesy style is inspired by the Rolling Stones, Lou Reed and the Sex Pistols and their first release was an EP on Denmark's Garden Records in the summer of 1987. A&M moved in to sign the band to a worldwide deal (outside Scandinavia) late last year. For the US release of *Western Blood* the band dropped several tracks and added four new recordings including *Heart Of Steel* and *I'm Accusing You*.

Anders Møren, Managing Director of Misty Music, which produces the band worldwide, says the band definitely have international appeal. "They are very determined and before they can go far..."

**Possible partners though I cannot own...**

I'm now talking with other possible partners though I cannot own... I'm now talking with other possible partners though I cannot own... I'm now talking with other possible partners though I cannot own...

**Mecano Win Treses De Oro Award**

Mecano were voted best Spanish group of the decade at the Treses De Oro Awards which were presented recently by state broadcast RNE's (Radio Nacional De Espana) Radio 3.

The awards, which marked the 10th anniversary of RNE's 'Rock 3' show, were held during an on-air party. It featured performances by Spanish acts Danta Invisible, Mosquitos, Tam Tam Go, Alba, Ronaldos and Mecano.

Guest appearances were made by guests guest appearances were made by guests guests guests... guests guests guests...

**Vicky Larraz**

Vicky Larraz's "Touch My Heart" is a good example of what we could call Mediterranean House.

It is the first time that CBS Italy and CBS Spain join forces to coproduce a LP/MC/CD, to be released 404.

Produced by Mario Natole, Roberto Turatti & Silvia Melloni in Milan and Luis Cobos in London and Madrid.

Angel's CBS debut takes no prisoners. "Touch My Heart" is its brilliant beginning. Angel's "Touch My Heart".

**Mecano**

Mecano, the Spanish group, are currently in production for an extensive promotion tour of Europe, the US and Canada. Drummer Michael Rasmusen says the band definitely have international appeal. "They are very determined and before they can go far..."
Van Den Ende says he is "willing...it will have the money to create ad-

*rtv believes its youth -oriented...to record and produce

Belgium has only 1% of

to record and produce

To coincide with this week's special feature on Spain, Music & Media visited one of Spain's most well-known studios, Estudios Gema. Opening in 1953, Barcelona-based Estudios Gema is one of Spain's oldest

RTV's refusal to pay for trans-

Johnny Logan, (D Woods), CBS,

The main advantage of our studio is that it is

Estudios Gema has a staff of four under the management of Eric Cruyff, Duran. "The main advantage of our studio is that it is

The studio is equipped with Soundcraft
to radio - in France it

The other major studios in Spain are Madrid's Sonoland and Estudios Mediterraneo

Estudios Gema...and currently, Asian.

The studio can already boast names

virgin has been convinced of his talent."

Johnny Logan, (D Woods), CBS, 

Art Of Noise, (Jerzalik), Polar Union, 

North West, (Belle), Northwest, Ireland, 353.1.713444.

Goya, (Robin Millar), WEA, 

The main advantage of our studio is that it is

principal recording facilities. For many years the studio

BMA, (Walter) De Smet, Commerci

MUSIC & MEDIA June 10, 1989
As featured on Talent Track 24

LOOK OUT!

NAÏVE Careless

First album by “best newcomer - 89” of Denmark. Performed in English, this colourful and imaginative pop music should have no difficulties in pleasing audiences worldwide. Stretching from joyful pop “with an edge” to beautiful ballads Naïve show great songwriting and excellent performance.

Brought to you by the same people who brought you the Sandmen. Brought to you by the same people that produced “Good Good Feeling” to beautiful ballads Naïve. Stretching from joyful pop “with an edge” to beautiful ballads Naïve show great songwriting and excellent performance.

Eric And The Good Feeling

Good Good Feeling (Equation/UK). Contact: Equation/Rob

First solo single seems set to be a major European success this summer. This is the man that wrote “Dance (Disco Heat)” for Sylvester and provided the lead vocals on S’Express’ Hey Music Lover. No publishing but licence free except West Germany, Austria, Switzerland, the Benelux, Scandinavia, Italy and France.

Terminal Sur

De Manana (PDI/Spain). Contact: VEM-SA/Gerard Haltema

From the label that brought you the excellent El Ultimo De La Fila comes another band that combines an Arabic/Moorish vocal style with some sharp rock songs. Licence and sub-publishing free except Spain.

Raf

Fall (CGO/Italy). Contact CGO/304

The man who wrote the international hit Self Control, covered by Laura Branigan has been turning out loads of material of a comparable standard with Italian lyrics. This is just one of the many excellent tracks on his new LP, Cosi Rester. Licence depends on WEA affiliates but sub-publishing free except Italy.

Jim Jidhed

Woman Is The Hunter (Virgin/Scandinavia). Contact: Virgin-Kale Oksman

A very Hall & Oates type of song with a strong chorus and a punchy, well-produced backing. A definitively radio-friendly track that could well do the business on the dance floors of Europe this summer. No sub-publishing but licence will be free where affiliates turn down the option.

Espresso

Why Don’t You Listen To My Music (EMI/Austria). Contact: EMI/Maria Petersen

Austria has been producing a few acts with real potential in the last few years and this band is one of the best yet. A definite Prince influence, an unusual chord sequence and some rhythm breaks make for an up-beat record. Licence and sub-publishing free except Austria.

49 Ers

Shadows (Carrere/FRance). Contact: Carrere/Nanou Lambil

Their first single Müllerie was a great song and received much critical acclaim. Now the follow-up is even better, a danceable and melodic number in the deep house mould. Licence and sub-publishing still widely available.

Tasha

My Turn (ARS/Belgium). Contact: ARS/Patrick Bucchini

This song was written for 18-year-old Tasha by Ian Lowery of songwriters. The style is pure dance with some highly attractive bubbling electronics, a good voice and a catchy chorus. Licence and sub-publishing free except the Benelux, Italy, Greece, Japan, Singapore, Malaysia, Hong Kong and Australia.

Xutos & Pontapes

Primo Ern Si (Polygram/Portugal). Contact: Polygram/Kiko Silveira

Their latest LP 88 is full of sharp economical music and recieved much critical acclaim. Now the man who wrote the international hit Self Control, covered by Laura Branigan has been turning out loads of material of a comparable standard with Italian lyrics. This is just one of the many excellent tracks on his new LP, Cosi Rester. Licence depends on WEA affiliates but sub-publishing free except Italy.

Duncan Dhu

Clash (though without the aggression). If any Irish band can do it so can these boys. Licence and sub-publishing free except West Germany, Austria, Switzerland, the Benelux, Italy, Greece, Japan, Singapore, Malaysia, Hong Kong and Australia.

Naive

Marlo Aftonorgen (Garden/Denmark). Contact: Garden/Peter Ygen

Another very interesting band from Portugal. Their latest LP RI is full of sharp commercial songs that sometimes recall the style of early Clash (though without the aggression). If Duncan Dhu can do it so can these boys. Licence and sub-publishing free for the world except Portugal.

Goin Independent...

by Karen Rafter

Ferry ‘Cross The Mersey is still by far the biggest-selling single of the week. Highest new entry is a dance track by Double Trouble & The Rebel MC, ‘Just Keep Rockin’, for the increasingly successful Desire label. Colin deutet debut at no. 19 with the latest single from ‘That’s What’, entitled My Telephone, followed by a new Bodines track, Decide (Play Hard) at no. 20.

On the albums chart Manchester band The Stone Roses move to no. 1 with their self-titled LP on Silvertone. Pherowward Vertex.

Previously worked with The Men They Couldn’t Hang. He is also a very popular producer of UK folk artists so it should be an interesting combination of styles. The results will be on general release in July and again there will be a tour to follow.

The Polkas, the French band fronted by English girl Pepa, got a great reaction when Nursing Desire was included on Talent Tracks cassette no. 19. They are being chased by companies throughout Europe and, in the meantime, they have a new single called Factory Hours out this week. They will be gigging around Europe, starting in the late summer and their debut LP will be released at the end of this year.

Woman Is The Hunter

by Gary Smith

The Form, who are quite simply one of the best bands ever to come out of Austria, will be doing their first concert in Vienna on June 9. The band have been enthusiastically taken up by all the CBS affiliates except the UK and they are, without doubt, a group with a bright future.

Up in Denmark, Ole Dreyer of 8 Magic Records reports that two of his bands previously featured on Talent Tracks are busy producing new material and will be doing some gigs. Sincere, whose song Go Oh was one of the highlights of Talent Tracks cassette no. 20, are currently preparing a new LP for release in the autumn which will be accompanied by an extensive tour of Scandinavia and hopefully the rest of Europe. Janes Rejoice from the same label is also busy with new product; he has just gone to London to start pre-production with Tony Poole who has previously worked with The Men They Couldn’t Hang. He is also a very popular producer of UK folk artists so it should be an interesting combination of styles. The results will be on general release in July and again there will be a tour to follow.

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WOMAN" IS THE HUNTER"

former singer of Swedish AOR band Alain. Gone solo and already a favourite in the music business.

Available for some territories.

ARS Productions, tel.: 32.3.210 1750.

Top 10 UK Independent Singles

1. Any One Give The Money (Contemporary Union)
2. Jake Like Heaven (Ode)
3. Adam And Nina (The Snapper)
4. Dada Road (Villa Paloma)
5. The American Beast (New Love)
6. Big Blue (Who Love)
7. The Smallest (Dear Heavenly)
8. Hold On At The Back (Pepa)
9. The Next Step (The Next Doors)
10. Black Swan (The Next Doors)

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The Silencers
Scotch Rain - RCA/BMG
A band who are finally being recognised for their carefully crafted, melodic songs. This could mark a major chart breakthrough.

Spagna
The Generation - CBS
Excellent dance/pop that should be a massive hit in the holiday market this summer.

Joe Cocker
When The Night Comes - Capitol
A mid-tempo rocker, written by Bryan Adams that perfectly fits Cocker's gritty, R&B voice.

The Untouchables
Agent Double O Soul - EMI
Remixed by Nigel Green (Def Leppard, Scorpions). This music track should give the American all-female hardrock band another chance to break in Europe.

Concrete Blonde
Penance
A soulful, melodic pop song that is charting strongly in New Zealand.

The Banges
Gatecrashing - Chrysalis
A perfect pop track.

Gianna Nannini
Voglio Fare L'amore - PolyGram
This passionate mainstream song features a bigger than pop sound, electrifying brass and Nannini's Bonnie Tyler-like vocals.

The Beautiful South
Going For Theole - RCA/BMG
The first single from this new band, featuring co-husbands Paul Heaton and David Arnold. A smooth and melodic effort, consisting of piano and vocals. As you might expect from their past the lyrics have a sharp edge, dealing with the frequent, intense use of girlie mimes in pop songs. Their vocal harmonies sound similar to The Housemartins but this is something different and more than a little bit special.

The The
"Find Me Some Bizarre-Epic
"Matt Johnson has come up with another strong and varied LP. The international success of the debut Single Hallelujah has been built on challenging lyrics and striking arrangements. The excellent backing band includes The Smiths' Johnny Marr on guitar and David Palmer in on drums. Do not miss Kingdom Of Rain (With vocals by Sinead O'Connor), Gravitate To Me and The Beautiful Generation.

Concrete Blonde

The Beautiful South
The Beautiful South
Going For Whatever - Go Discs
The single is of this potential hit. 'Never Know, the piano-oriented album, but once we had that commercial disappointment. The second LP by this incredibly talented band after that, 'Press To Play' in 1986 was formed well, his last studio album, 'Flowers In The Dirt with Elvis Presley' and 'Hangin' Tough' show that the album's best side is undeniably dance music.

3 Mustaphas 3

Neneh Cherry - Everything It Takes To Be A Major Star
by Gary Smith
Cherry says Raw Like Sushi describes her music - raw, refreshingly honest and direct. The setlist is packed with a wide range of rarities, but she succeeds in the tendrility of the melodies. It is a perfect setlist and direct. The setlist is a memorable, brilliant combination of style and substance. The only problem with modern studio technique. They were working on demos last year and, although the results were obviously interesting enough for them to be offered several deals, they eventually signed to Circa, the Virgin affiliate.

Lorraine Lubrock, Circa's International Product Manager, says Neneh Cherry "is going to be the biggest thing since Madonna." Two singles from Cherry's debut LP 'Raw Like Sushi' are already enjoying chart success and in September she will embark on an extensive European tour after promotion in the US.

Plain Text
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<th>No.</th>
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<td>She Drives Me Crazy</td>
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<td>34</td>
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<td>Every Little Step</td>
<td>Body By Brown</td>
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The Eurochart Hot 100 is compiled by EMG in cooperation with Buma/Cstema. The chart is supported by the European Committee of CISAC. © EMG/Buma/Cstema - All rights reserved.
French Gall - breaking records
cess in France where the single is in the top 3! Still in France, while the
gasmics by House M (BMG France) retains the top spot, another
gasmics by Village Peo-
pole (Polydor France) moves from 36 to 17 this week.

Harry Belafonte's latest single
g a live mix of his 1957 mega-
hit Island In The Sun (EMI).

A definite German classic is
the duo come
in.7d.issasss
Avalanche (WEA) am a pan-
ple (Polydor France) moves from
another megamix by Village Peo-
France Gall has become the first French
gale is a live mix of his 1957 mega-
more than 5,000 people, a
free concert in Rome which at-
least smashing. In Holland will be a cover
of the song by actress/
singer of Russian band Aquari-
Boris Grebenshikov, the lead
singer from Lone Justice.
The new single by BGM/ Ari-
Old New Country star Lyle
Lovett in Holland will be a cover of
Tammey Wynette's Stand By
Your Man.

CRS is about to release an
al-
called Radio Silence by
Boris Grebenshikov, the lead
singer of Russian band Aquari-

Gladys Knight, who is responsi-
ble for the title track.

"A definite no.1," says Gerda
Axles, Polydor Holland's PR
Manager, about Double Trou-
ble's Just Keep Rockin', the latest
release on Chris Parry's Desire
label. The single has just been
released in the UK.

Diana Muus
### Top 3 Singles in Europe

<table>
<thead>
<tr>
<th>Country</th>
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<td>Like A Prayer</td>
<td>Looking For Freedom</td>
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<td>Like A Prayer</td>
<td>Through The Storm</td>
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<td>ITALY</td>
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### Top 3 Albums in Europe

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SERENADING SPAIN

Spain's Majors Leave New Talent To The Indies

by Cathy legge

National repertoire is a priority for one or two major record companies but few others are thinking ahead. It is the independents who lead the field in promoting local product.

Spain's biggest acts - Horacio E. Duna Dina, El Ultimo De La Fila - are all signed to the independent sector. While there are some notable exceptions among the majors such as EMI Hispana which boasts 55 national acts, most other majors fall closer to Polygram's 10.

Manolo Diaz, Managing Director CBS, says it does not make commercial sense to commit large sums of money to local artists unless they have considerable potential. "Investing heavily in national repertoire is really a cultural issue and should be left to the Minster Of Culture."

However Diaz says CBS is now increasing its commitment to local talent, having lost a couple of important acts over the years to other companies (Mecano, Miguel Bose). It has increased its national roster to American artists and has international hopes for both Angel and Vicky Larraz, whose LPs are produced by international teams. Angel's latest album is a co-production with CBS Italy, and is recorded half in English, half in Italian. Larraz's was produced by Julian Ruth, Steve Taylor and Bolland & Bolland.

EMI has almost three times the number of local acts as CBS. Significantly, EMI is the market leader in Spain commanding around 21% of total sales. In 1988, more of its acts charted than any other company and this year it has picked up more gold, and platinum awards. Over 50% of its turnover comes from local repertoire.

EMI's Managing Director, Rafael Gil says: "Although we are part of a multinational, our aim is to be self-sufficient with the artists we develop. The heart of our company lies in our local & domestic activities. We would ideally like to see international acts as a move of a bonus."

But EMIs aside, most of the groundwork in breaking local talent is by the independents. They say that 90% of the local artists signed to the majors were discovered by them. Recently three of Madrid's strongest independent record companies - Don, Twins and Gaze - joined forces in terms of management and distribution, while their A&R and promotion activities remain separate.

Twin's Mary Margaret Horton says the independents have traditionally developed new talent. "We've always been the ones to be ahead of the majors on deals with various foreign indies. These international partnerships are the norm among indies, but the number of licensees varies considerably. Companies such as Don and Twins concentrate on acts for the Spanish market and have relatively few deals with other countries.

Barcelona-based Blanco Y Negro is the city's most successful indie but only 10-15% of its turnover comes from local repertoire. The company's Managing Director, Felix Budetz, says this is because Blanco Y Negro only goes for national talent if it can be exported.

Budget: "We concentrate on finding new acts. But the majors are beginning to catch on - they now realise they have to be there at the start of an artist's career."

At Don, Evelyn Harte is outspoken in her critiques of the majors. "They are not interested in developing national artists because they have huge international catalogues from which they can earn a lot of money."

Harte says the most important difference between the indies and majors is that if majors sign a new act, they will back them for two or two LPs and then drop them if sales are low. The indies work on a more long-term basis.

About 65% of Don's turnover comes from national repertoire and the remainder is from licence dance music and the bulk of it is international. For example, we represent Dereco and Metro in West Germany, Rough Trade in the UK and CCC and Five Records in Italy.

Another indie which deserves a mention is H🔥orrocks - a small company with limited repertoire and no European connections outside Spain. However, it has the highly successful Maria Del Monte, who held the top two spots in the albums chart for several weeks earlier this year - an enviable feat for any company but a record for a Spanish indie. Alfonso Picallo, Director Of Promotions at Manolo Diaz, MD CBS Spain.

EMI aside, most of the acts charted this year - an enviable feat for any company but a record for a Spanish indie. Alfonso Picallo, Director Of Promotions at Manolo Diaz, MD CBS Spain.

CREATING SPAIN

The Latin American market is very important to Spain and in this field the indies also stand a chance. But Felix Budetz points out that the economic difficulties in the region, changing monetary values and the business ethos - makes collecting royalties "extremely difficult - for both indies and majors."

Selling local acts to foreign markets is generally beyond the means of the indies and the majors usually step in. Some companies opt for France and Italy, because of their Latin roots. Others prefer West Germany, a country usually open to foreign acts.

But EMI aside, most of the indies are working closely with their sister company in Italy to promote Italian artists in Spain. Lazardo: "We are not joining forces for political reasons. Of course we hope that Mecano will be marketed in Italy, but we are promoting artists like Dalia & Morandi and Luca Carboni because we feel they could make it here."

"It is more common now for French artist Elsa in Spanish in the belief that Spain, Italy and France should work more closely together."

PolyGram prefers to opt for West Germany as a first step into a foreign territory for the launch of new female trio, Chicas. A Spanish and English version of the debut LP, Flamenco Niglus, was released in mid-April. Interestingly, the English version will be released in Spain, while the Spanish version is only for Latin America.

"The Latin American market is very important to Spain and in this field the indies also stand a chance. But Felix Budetz points out that the economic difficulties in the region, changing monetary values -"
SERENADING SPAIN

Spanish Acts Look To New Markets

by Gary Smith & Drina Maus

It is increasingly apparent that Spain is no longer the poor relation of Europe's music scene. One of the factors which has made a difference is that there are now several bands who successfully combine traditional music with rock. The result is an original style which is starting to gain international attention.

Since the release of their debut album in 1982, Mecano have become megastars in their home country and their fame has spread to South America. Total sales figures for the band have surpassed several million and their latest LP, Sunday Off, has sold more than 600,000 copies in less than one year in Spain only. In April, BMG Italy released a special Italian version of their best-selling album Descanso Domingo! called Figlio Della Lana. The band hope to release an English version of this LP later this year.

BMG - Mecano

CBS - Angel

This West German-born ex-model used to be on EMI and has only just been added to CBS' roster - in fact she is signed to both CBS Italy and CBS Spain. Her debut LP for the label, France, will be released at the end of this month and a warm-up single called That's My Heart was released last week. Half of the LP was written by top Spanish star Luis Cobos. It was recorded in the UK's Abbey Road Studios and at CGD Studios in Italy.

PolyGram - Chicassss

Chicassss are three good-looking ladies - Susana De Las Heras, Candela Palazon and Montserrat Vega - and their lightweight pop songs are ready to conquer Europe. Their music could well be the type that is picked up by foreign tourists in Spain and their recently released debut LP has received rave reviews, leading to high hopes for the current single, Mama.

blanco y negro music, s.a.

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SERENADING SPAIN

EMI - Cantores De Hispalis

This is a band that packs more emotional power into one song than some groups manage to summon up in a lifetime. Lead singer Javier Ojeda has an extraordinarily expressive voice that is full of tension. With their platinum in Spain and has just been released throughout Europe. Several TV appearances in West Germany and France have met with an enthusiastic response. Meanwhile, the follow-up LP, Por La Riz, has been released in Spain and will be available elsewhere later this year.

VEMSA/PDI - El Ultimo De La Fila

Duncan Dhu are about to become Spain's biggest music export since Julio Iglesias. They are already immensely popular - their second LP, Canciones, scored four No.1 singles and sold 200,000 copies. Their latest album, El Grito Del Tiempo, has sold 350,000 units and now they have recorded an English version, to be released in Holland, Belgium and Japan. They are a three-piece band and largely use acoustic instruments. The source of their appeal lies in the quality of their songs and a no-nonsense approach to the music.

DRO - Los Coyotes

Gasa - Duncan Dhu

With their current LP Como La Cabeza Al Sombrero enjoying quadruple platinum status (450,000) and the potentially huge South American market opening up for them, El Ultimo De La Fila have quietly become a very big act. Their music is very Spanish and yet very international - they mix Andalusian/Arabic influences with catchy pop-rock songs. Perhaps a measure of just how popular the band are is that in 1988 they played 120 concerts to more than 2.5 million people in Latin America and Spain. 

Gasca - Duncan Dhu

After three albums and countless gigs, Los Coyotes have established themselves as a band that can deliver the goods both on stage and in the studio. Their live act is widely regarded as one of the best shows in Spain and the band's mixture of rock, rumba and salsa has real crossover potential. As their new LP De Color De Rosa cements shows, they are a band with personality and lots of fiery Latin energy.

TOPIC

SERENADING SPAIN

This is a band that packs more emotional power into one song than some groups manage to summon up in a lifetime. Lead singer Javier Ojeda has an extraordinarily expressive voice that is full of tension. With their latest LP A Tu Alcance already platinum, the band are currently enjoying a well-deserved reputation for being one of Spain's hottest acts, both in the studio and on stage.

Cantores De Hispalis

MUSIC A MEDIA June 10, 1989
TVE Reviews Music Shows

Spain's state television, TVE, witnessed a period of stagnation after the departure of disgraced Director-General, Pilar Miro. The government was slow to appoint her successor, Luis Solana, but now the new team is making the traditional summer changes.

Manuel Martin de Blas, the new Director Of Programmes, chose not to replace the former Co-Ordinator Of Music Programmes, Fernando Salaverri. Instead a management team meets every two weeks to discuss any changes to the programming bill, including music. The team includes De Blas, Production Director Antonio Matilla, Assistant Director Of Programmes Manuel Soriano, Co-Ordinator Of Light Music Francisco Soriano and about four executive producers.

Xavier Caballe is the executive producer who handles most music programmes. "The changes we anticipated are materialising very slowly. The first concrete move, however, will be the axing of Sabado Noche."

According to Soriano, "Sabado Noche" was aimed at "an older, conservative audience, with such artists as Tom Jones". It will be replaced from July 7 with a new show called "El Beso Que Es" (see Music & Media issue 23). A Media Vot, the weekly show for alternative Spanish groups which was shot in a pub, has also been axed. The last show has been recorded and will be screened next month. This, however, is being replaced by a show along the same lines, to go on Saturday.

"The new team is making summer changes to the traditional programme of Sabado Noche and A Media Vot, both of which are broadcast on TVE 1, were watched by 12 million and 2.5 million respectively..."

Directed by Beatriz Pecker, 'Rockopop' features 50% Anglo-American product and 50% national. It is based on the official Spanish chart, compiled by TVE, and backed by AFYPE, the recording industry's association. The record industry is unanimous in its praise of the show - no pop show was truly instrumental in breaking new acts until the arrival of 'Rockopop'. Other pop shows will come and go, but 'Rockopop' is there to stay.

Luis Soriano, TVE's Director General, said 'Rockopop' was "an important challenge for the whole of Europe will be following the rhythm of Canarios de Hispalis."

CANTORES DE HISPALIS
ROYAL PHILHARMONIC ORCHESTRA

"Danza" 1989 signifies a very important challenge for Canarios de Hispalis. To take popular music over from Spain to other countries.

Nowadays there are already very many Europeans who dance to their songs.

We are sure that this Summer the whole of Europe will be following the rhythm of Canarios de Hispalis.

CANTORES DE HISPALIS ROYAL PHILHARMONIC ORCHESTRA

STANDARDS SPAIN

MISS DUMMIE SPAIN

ETM HISPAVOX SPAIN

[advertisement]
RNE 3 is one of Spain's six state networks and aims for a younger age group. International music is an important part of its programme but Pedro Munoz, who was appointed Director on March 1, says he is keen to diversify. He wants to increase the amount of music from around the world, and more local music.

---

A List:
- Ad Jason Donovan- Sealed
- Deacon 131, Fergus Sings
- Tony McKenzie DJ/Prod.

B List:
- T. P. Queen- Take It All
- LP Todd Rundgren- Nearly Human
- LP Audio Machine- Second Chance

C List:
- LP Rik De Lisle- DJ/Prod.
- LP Anthony Horowitz- Save Up
- Rock People- Little Bit

D List:
- LP Various- Ferry 'Cross
- LP Death- Gatecrashing

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**RNE 3 - Music From Around The World**

By Cathy lights

Rock 3**

Rock 3 is a programme produced and presented by Rafael Abitbol. It aired at prime time (18:00-20:00) and is regarded as a trend-setting programme. Some 80% of the show is in international music. Abitbol, the volume of Spanish productions is very small compared to international releases. If we programme a 50:50 mix, we would have to lower the standard or constantly repeat the better Spanish songs.

Rock 3 covers all music styles from pop, rock, disco and funk to house. Around 60% of the music is by mainstream artists and 40% are signed to independent companies. These are generally unknown outside Spain. I usually go to the UK every six weeks to check what is available. The rest I import from Belgium, West Germany, Holland, the US and occasionally Japan.

Rock 3 relies on a playlist, updated reports and playlists added by the major radio stations at the 16 European centres.

**CAPITAL RADIO - London Richard Park- Prod. Coord.**

Ad Japon Disaster- Sealed
- ALL Be With You
- At Sun- If Not
- Sol Soal- Walk Life
- Bananaanna- Creem Summer
- Lynn Hammit- On The Inside
- In the Bananaana- Creem Summer
- Beautiful South Song for Tom Childs- Stop Your Moon
- Bella Stot- No No
- Colburn- My Telephone

**RADIO TRENT GROUP**

Lon Groot- Dep. Prog. Dir.
- Ad Callum- My Telephone
- Ad People- Long Way
- Go Between- Streets
- Rainstorm- Sea Of Life
- N'Dour-Mgalaha- Stahin
- Beautiful South Song for
- Thrashing Dowen- Lorelle
- Soul To School- To Life
- Guns N'Roses- Sweet Child

**RED ROSE RADIO**

Preston- Blackbun Head
- Paul Fairburn- Head Of Music
- Ad Jason Donovan- Sealed
- Bill Gale- Go Ahead
- N'Dour-Mgalaha- Stahin
- Bella Soto- Walk
- Beautiful South Song for
- Lino A Box- Gascoigning

**METRO FM - Newcastle**

Glasgow Square- Prod. Coord.
- Ad Jason Donovan- Sealed
- Tony McKenzie DJ/Prod.
- Bill Gale- Be With You
- N'Dour-Mgalaha- Stahin
- Bella Soto- Walk
- Beautiful South Song for
- Lino A Box- Gascoigning

**RADIO CYDE - Glasgow**

Alex Dickson- Prod. Dir.
- Ad Andy Redford
- Ad Scyle Council- Long Last
- Partnership- Only One

**RADIO CITY - Liverpool**

Sony McKenzie- DJ/Prod.
- Ad Deacon Blue- Fergie Sings
- Chaka Khan- To Every Woman
- Baby Soto- Little Flower
- Paul-Brown Can- Get
- PMC/Arturo- Brazil

**RADIO HALLAM - Sheffield**

Deane Peppell- Head Of Music
- Ad Glyns- Licensed
- Malcolm- Maclean- Wals
- Lino A Box- Gascoigning
- Ashley- Paradise
- Jonny- Gascoigning
- Beautiful South Song for Tor Childs- Stop Your Moon
- Bella Stot- No No
- Colburn- My Telephone

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Munoz says RNE 3 should present "a panorama of music from around the world." His first move when he took up his new position was to study the programming in depth with the four-strong management team.

"We listened closely to RNE 3's programming and outlined its strengths and weaknesses," says Rafael Abitbol, its new head. "We have a duty to provide a credible environment. It was hoped that dozens of national and international artists would perform including Mezzaro, Radio Futura, El Ultimo De La Fila, Alaska, Danza Invisible, Fine Young Cannibals, Waterboys and Sugababes. The annual 'Teses De Oros' awards were to be given during the concert - for the best single, LP and artist in various music categories.
## Media & Music

### STATION REPORTS

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<td>Prod. 3</td>
<td>Daryl Braithwaite - Edge</td>
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### SINGLES

- **LP Daryl Braithwaite - Edge**
- **AD Ky. Minogue - Hand On**
- **Ulrik Hyldegaard - DJ/Prod.**

**Top 3 playlist:**
- Leif Wivelsted - Head Of Prog.
- K.E.Z.Z.E.M. – Copenhagen
- T.P. Paul McCartney - Brave Face

**Hit Material**

- **Sky Channel**
  - Paul McCartney: Brave Face - Live On Stage
  - Madonna: Express Yourself
  - REI: Pop Song

**QURE SURF**

- Living In A Box - Gatecrashing
- Paula Abdul: Forever Your Girl
- Joe Cocker - When The Night Comes
- The Bangs - Be With You

**EURO-CROSSOVERS**

- Gianna Nannini: Voglio Fare L'Amore
- Spagna - This Generation

**ITALY**

- Claudia De Tornemissi: Paid
- Paul McCartney: Brave Face - Fascinating
- Eiregno: Crying
- Malaguena - La Flamba

## E U R O E

**Programme**

- **VOA Europe**
  - Music - Dir. PP
  - Debbie Gibson - Electrify
  - New York: In The Black
  - Paula Abdul: Forever Your Girl
  - Donna Summer: Don’t Win
  - Madonna: Express Yourself

**DEJAY TELEVISION**

- **Cecil Coccotho - Paid**
  - Blondie: Drastic
  - Blondie: Heart Of Glass
  - Michael Jackson: Thriller

**ALBUMS OF THE WEEK**

- The Who: My Mind
- The Cure: Lullaby

**YESTER HITS**

- **1984**
  - Stevie Nicks: Rhiannon
  - Michael Jackson: Thriller
  - Paul McCartney: Live And Let Die

**F A S T M O V E R S**

- Airplay Top 50
  - Paul McCartney: My Brave Face
  - The Cure: Lullaby
  - Various Artists: 'Cross The Mersey
  - Madonna: Express Yourself

**S E N S I N G**

- **1984**
  - Bruce Springsteen: The River
  - The Rolling Stones: Brown Sugar

**E X P L O S I V E S**

- **Hit Chart**
  - Hot Top 100
  - Madonna: Express Yourself

**CHART ENTRIES**

- **1984**
  - Thirty Years On

**H O T A D D S**

- **1984**
  - Breakout On European Radio
  - Sound Around My Heart
  - The Jacksons: Nothin'