the voice

patricia kaas

France: 450,000 LP + 100,000 singles
Belgium: 20,000 LP + 60,000 singles
Switzerland: 35,000 LP + 40,000 singles
Germany 22/06: Prime-Time TV Show "Der Grosse Preis"
Japan: Promotion Tour in July
also released in Canada, Austria, Holland, Spain, Argentina, Finland and Denmark.
on tour in 1990

Polydor

MUSIC & MEDIA

Volume 6
Issue 25
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The European Music & Broadcast Trade Magazine

Velveteen
TRANSVISION VAMP

AmericanRadioHistory.Com
Ertegun For President?

by John Carr

Athens - Delegates at the international IFPI meeting here were expected to change the organisation's constitution on June 13 to allow the re-election of Nesuhi Ertegun as its President.

Speaking on the eve of the two-day conference, Robert Summer, President of CBS International said: "Nesuhi Ertegun is a superior and dedicated person, we should continue to use his abilities." And IFPI Director-General Ian Thomas added: "He is a tremendously effective person, we need him."

Some 120 people gathered in Athens where the main topic of discussion was the worldwide problem of audio and video piracy on which Ertegun has been a long-time and successful campaigner.

Ertegun, who has been President of IFPI for four years, was not in Athens due to sickness.
PolyGram Int Reports Best Year Ever

Company Report

David Fine, President of PolyGram International, has told the company's managing directors that it posted a 16% increase in sales and revenue in 1989, making it the best year ever for the company. The five-day conference was held in Portugal recently and attended by some 90 senior PolyGram executives from 31 countries.

Fine said 11 PolyGram artists sold more than a million units each in 1989, led by Def Leppard's Hysteria LP. Together, they marked up more than 28 million sales. Fine: "I am completely bullish about the record industry now and we at PolyGram are out-performing the business."

The CD boom figured prominently in corporate debate at the conference. PolyGram pioneered the format in 1982, and last year CDs accounted for 45% of its total music sales in value terms. Fine: "In Europe we have our greatest strength and we will be a major beneficiary of the single market of 1992." Product to be released later this year includes Elton John's Sleeping With The Past LP and a new album from Tears For Fears in September.

Congratulations in Brussels Carter who has just signed up BCM Records in the UK. BCM is one of the most happening rap and dance labels in West Germany. Meanwhile, Carter can already 호시 his first UK hit as Donna Allen's Joy And Pain has moved to number 2 in the Gallup charts. Police have closed down two private TV stations in Naples, Tosc Com and Televisio Napoli are accused of using programs to send coded messages to members of the Naples mafia. Apparently, the messages were in connection with contraband drugs and murder.

In New York, Edith Zimmerman, Director of credit administration at the DB Bank, is to join the Kirch Group on October 1. Which is only really interesting when you consider that the Group, owned by film czar Leo Kirch, is one of the DB Bank's largest customers. Zimmerman will manage the Kirch Group's finance departments. The bank does not speculate that the appointment is to increase control over its client. Zimmerman has administered Kirch's credit at the DB bank for the last 11 years.

Sarah Yard is back again, she's leaving London's Capital Gold radio, where she does the morning slot (06.00 hours to 09.00 hours) for the news station over the summer. Yard will be in September.

**EMI Music Turnover Up 18%**

Company Report

EMI Music's turnover in the year to March 31 was its best ever, with turnover up 18% at £76.9 million and profit up to £5.3 million from £38.2 million the previous year. Jim Fifield, President and Chief Executive Officer of EMI Music Worldwide, says he is sure the Music Division's progress will continue throughout the current fiscal year. "And we will also benefit this year from the contributions of Chrysalis, SIlk, Enigma, and Quasar," he said.

Fifield stresses that most of EMI Music's 37 affiliates contributed to the success, with "substantial" contributions from West Germany and France. In the US, the company moved into profit after many years of adverse trade results. Fifield says EMI is on course to reach its goal of being one of the top three music companies in the world.

International pop repertoire accounted for 62% of global record sales, compared to EMI Music's figure of 56%. "We will increase that this year, but not at the expense of national repertoire which makes an important contribution to our profits," Fifield said.

**Super Channel Plans In-House Programmes**

by Chris Fuller

Simon Woodroffe, newly-appointed Director Of Programme Development at Super Channel, has revealed that the pan-European station is to produce in-house programmes in three languages - German, Dutch and English. Details of the shows, to be rolled out with a new autumn schedule, are to be announced shortly. The announcement follows the purchase of London's legendary facilities house Dejuivision earlier this month by Super's parent company Beta Television.

Woodroffe, who joins Beta from music programme syndicators Radio Vision International (UK), will also be a consultant to VideoMusic in Italy.

Woodroffe: "Super Channel offers one of the biggest opportunities for TV in Europe but also one of the most difficult. But if the differences in culture and language can be properly addressed, what results is an enormous advertising base and viewing audience."

**SES To Launch 2nd Satellite**

Societe Europeene Des Satellites (SES), the Luxembourg-based company which financed the Asa TV satellite, plans to launch a second bird in October 1990. Like the first astra satellite which broadcasts services including MTV Europe and Rupert Murdoch's Sky Television channels, the second satellite will be capable of transmitting 16 channels.
Music News

Morpheus Delays MPI Fund

Media Partners International (MPI), a US$ 5 billion acquisition fund to be controlled by Rupert Murdoch, has delayed its launch which was planned for the end of this month. Murdoch, who wants to retain a 25% stake in the venture, has had difficulty attracting partners to help fund MPI, which plans an initial capital of around US$ billion. MPI plans to acquire media companies worldwide. It is thought that continental Europe, where Murdoch's interests are small, would be of particular interest.

As an interim measure Murdoch will form a smaller joint venture with investment bank Credit Suisse First Boston to absorb the MPI 84 publishing interests. MPI was designed to help Murdoch expand his empire at a time when his easter company, News Corporation, carries a heavy debt.

'Kazuko's Karaoke Club' Aims For Euro Audience

The makers of 'Kazuko's Karaoke Club' say it has enormous potential in Europe. The show has just returned to the UK's Channel 4 and is hosted by Frank Chickens leader Kazuko Hohki.

Peter Jenner and Charlie Hanson's Monkey Games Productions are behind the series which features interviews with actors, writers, musicians and celebrities who all have to sing to a backing track. Jenner: "I would love to do some shows in Europe because Kazuko is not English but Japanese. There are 220,000 Karaoke clubs in Japan and now the Japanese are trying to sell the idea to the Americans. It is a great idea, something that could be enormous throughout Europe."

Segments have already been taped with Spike Milligan, Jimmy Saville, Billy Bragg and Tom Robinson. The show was first piloted at Christmas as a late-night show but returned on May 25. The series is screened from 22.30 to 23.00 hours.

Moving News

Music: Ron Randell, Press, PolyGram West Germany has been appointed GM of Media Group 10 which operates Radio 1 and pirate TVO in Holland. Jan Cober has been appointed Dir. Gen of BTV in Belgium, replacing Bert Hermans.

Pierre Werner has been elected Chair of SES. Broadcasting licensing authority has elected Christian Rink as its new Chair. David Shaw is the new MD of Bell's Downtown Radio. Kristian Beck, formerly DJ at Radio Luxembourg in France, has joined MTV Europe's first Swiss station, RUG, and Elephant Camarone has been appointed Sales VP at Med. Of Echo Observer's station at Radio Visions Int (UK), replacing Simon Catterson, has been named VP/Dir. of Prog. at PTM Musi & EMI in France while Patrick Camouzet is the new Dir. of France at RUG NY, Nancy Perelman has been named Dir. of Int. Art. Dev. of EMI in France. Tim Norman has returned from London to Paris to set up his own consult- ing company, PTM Kempson Associates.

Gabriele Zangerl has been appointed Dir. Int. of EMI Music Publishing MD UK and Ireland.

Radio: John Dankworth, Cleo Laine and Robin Ray. London Jazz Radio includes John Dankworth, Cleo Laine and DJ Giles Purcell. It aims to "cover jazz music styles within a two-hour time slot as well as a strong commitment to live music."

London Rock Radio (Q Rock 902) with Chris De Burgh among its directors, aims to be London's first AOR classic "quality rock" station. It believes the format's popularity and success in other countries could be repeated here.

King FM, a former pirate station which wants to return to the airwaves legitimately with a dance music (soul) format. Head Of Music Lindsay Wenske: "Some 40% of records sold are black/dance music which is very little heard on the radio at present."

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Chair News

Pan-European News

Strong Competition For London FM Radio

The London FM franchise - long regarded as the "jewel in the crown" of the new IBA community stations - attracted a record 32 applications by the June 3 closing date.

The new "community of interest" franchise is seen by most applicants as a specialist music station. However, the only guidance given by the IBA when applications were invited was that "the service proposed should increase the diversity of radio choice available to listeners in the Greater London area".

This means that some applicants not only have to convince the IBA they have the necessary business and broadcasting expertise, but also that there is a strong demand for their programming. Not surprisingly, this franchise has attracted many well-known names.

Classic FM, reckoned to be one of the frontrunners, would be a popular classical music station. Involved with the company are Andrew Lloyd Webber's Really Useful Group (RUG); former IBA Director-General and Chair- man of RUG, John Whitney; former Red Rose Managing Director, David Masters; London IR station, LBC; and broadcaster Robin Ray.

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Super Gold Launch

Super Gold, the UK-based satel- lite sisters station will launch an overnight service as planned on July 1. Operations Manager Nic Taff says it will broadcast a "virtually non-stop stream of hits from the 60s and early 70s, with very little voice interruption."

Taff says the service, to be broadcast via the Intelsat satellite from 23.00 to 06.00 hours, has about 15 stations involved with the Intelsat satellite service, but declines to say which. He adds that Super Gold plans to start a full daytime service in early September.

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Chair News

UK & Ireland

Eddy Grant appearing on European T.V. throughout june

Includes Gimme Hope Jo'anna - I Don't Wanna Dance Berni - I Can't Stand Still Do You Feel My Love - Living On The Frontline

Eddy Grant walking on sunshine - The ultimate summer hits album

Featureing the hottest summer single baby come back

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Radio 1 Signs Jakki Brambles

BBC Radio 1 has signed Capital Radio's Jakki Brambles (as predicted in Extra 1 issue 5) to host the early morning weekend show. The show's current presenter, Tim Smith, will remain part of the Radio 1 team.

Brambles' first spot on Radio 1 will be when she stands in for SYL Rick on the weekend breakfast show at the end of June. Brambles: "I was hoping to step in Radio 1 quietly, but my first job there will mean I will be broadcasting to 95 million people." Brambles has been working for local radio in London for the past 18 months: "I only wrote to the station because I was desper- ate for a job and they gave me my own show within a week." Brambles' appointment is part of a move to get more women presenters on air. Radio 1 already has three women presenters: Anne Nightingale, Liz Kershaw and Miss P.

Radio On the Road

BBC Radio 1 begins nine weeks of live daily outside broadcasts on July 3 with the Roadshow at Northern Ireland: "We do not need any hype - the crowds are quite positive. Really it is the most exciting part of the year for me. The listeners really appreciate the chance to see the people whose voice they hear every day." The following is the schedule of the Roadshow, with Monday-Saturday at a strategic point.

Youth Logi.

Donington Cancelled

The annual Monster Of Rock Festival at Castle Donington will not be held this year. The official reason given is that "the beast is out of control." The festival has been a hit every year, and so has the local authorities refuse to issue a licence for a crowd of 100,000.

Last year the event was attended by an estimated 100,000 fans, raising the question whether there should be a festival again. The manager admits the possibility of the event happening at a later date, but there will be no Donington this year.

Rapid Growth For Local Radio Proposed

The Home Office has proposed a plan to enable the rapid expansion of local radio stations to start broadcasting soon after the Bill becomes law. The proposal involves new stations initially using low-power transmitters on temporary frequencies, before moving to designated parts of the FM band for permanent use.

Capital Launches Own 'Rock Show'

London - Capital Radio is to introduce its own 'Rock Show', presented by rock journalist and broadcaster Mick Wall, who shows the experimental Hot Rock Show on Capital's sister station. This programme aims between 24.00-02.00 hours after Alan Freeman left Capital to join the BBC.

WEA Tops TV Music

London - Capital Radio is to introduce its own 'Rock Show', presented by rock journalist and broadcaster Mick Wall. The show will replace the experimental Hot Rock Show on Capital's sister station. This programme aims between 24.00-02.00 hours after Alan Freeman left Capital to join the BBC.

Capital speaks to the future of the television and radio industry. The station says the US show airs from the UK, including KFC, BBC, and the radio programmes are included in a deal with the BBC. The station says the US show airs from the UK, including KFC, BBC, and the radio programmes are included in a deal with the BBC.

Richard Parks dismissed press reports that the shows are a cheap way to fill airtime. Park: "We felt it was a great opportunity for London listeners to get to hear the music we are used to from the US that are famous in this country."

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The first single to be released from the new album is 'Two Maria' and '2nd Private In Schleswig-Holstein'

Kiel - The Schleswig-Holstein media licensing authority has granted licenses for applications for a local radio station in Schleswig-Holstein. The media body will decide the licence on January 1, before the state government changes the current media law, which it does not expect to do before the autumn.

The new Social Democratic government in Schleswig-Holstein has proposed legislation changes to require it to be a director of the Radiodliny West German media companies within the state's private broadcasters. For technical reasons, the station will not be able to go on air before 1992.
ffn Doubles Audience

Hamburg - A recent survey covering April and May shows dramatic shifts in audience ratings for the area's five pop stations, with private Radio ffnn nearly doubling its audience to 12.1% of the listeners market.

The study, initiated by Hamburg's OK Radio and conducted by GPM-Genus, found that public broadcaster NDR 2 stabilised its share at 33.5%, compared to 32.2% last December. Surprisingly, Radio Hamburg (RHH) lost listeners, dropping from 23.7% to 19.7%. Radio Schleswig-Holstein (RSH) held its middle position with 8.3%, a slight increase over its previous 8.2%. OK Radio, the smallest station in the region and situated in the north, profited from the demise of Radio 107 and climbed from 4.4% to 5.5%.

Pay TV In West Berlin

West Berlin - Leo Kirch's subscription TV channel Teleclub has begun broadcasting on West Berlin's cable system. With almost 450,000 cable households, West Berlin is Europe's largest single cable network. Interest in subscription TV is growing in some European territories. In Switzerland, Teleclub, which specialises in exploiting Kirch's enormous archive of US films and TV series, has 70,000 subscribers.

Jauch To Leave 'Na Siehste'

Munich - One of West Germany's most popular radio and television hosts, Guenter Jauch, says he will stop presenting ZDF's monthly prime-time music and talk show 'Na Siehste' at the end of this year. Jauch, who gained attention as the presenter of Bayerischer Rundfunk's 'Live Aus Dem Studio Musik' Schlagab' says he wants to work on a new programme concept for 1990.

In August he will team up with radio DJ, TV personality and film actor Thomas Gottschalk to present five 140-minute shows which will be broadcast live from the West Berlin Broadcasting Exhibition.

SPOTLIGHT

Les McKeown Wins TV Support

by Philipp Roser

In the mid-'70s Les McKeown was whipping teenage fans into a frenzy as the lead singer of Scotland's Bay City Rollers, who had sold 200 million records worldwide by the time he was 17 years old. After he left the band in 1978, McKeown launched a solo career in Japan. He then decided to place more emphasis on his private life, while keeping busy as a producer, studio musician and video and TV director. With the support of songwriters/producer Dieter Bohlen, McKeown, kicked off a very successful comeback in 1988 with the song She's A Lady. Now his latest album It's A Game (2099193), has been declared a top international priority at the Berlin-based Hanna label, which is distributed by BMG Ariola.

Hamburg - A new promotions company called JAPP Music Promotion has been established for independent product. The company is structured to provide maximal national coverage and is headed by Petra Thomsen-Roeder, Juergen Fry and Alexander Van Der Osten. Thomsen-Roeder, a former employee at Marie Marie Music Publishers and Another Records will head JAPP's main office in Hamburg. Fry, who has worked at EMI and has many years of professional freelance promotions experience for record labels (Plaene, etc) and groups (Scorpions), will man an office in Bremen. Meanwhile Van Der Osten, formerly radio promoter at Virgin, will cover southern Germany from Munich.

Van Der Osten says JAPP will focus on artists and LPs rather than singles. And he says it will concentrate on folk, jazz and blues and will also take on more demanding pop repertoire.

SFB Record Deficit

Berlin - Public broadcaster Sender Freies Berlin (SFB) faces a deficit of over DM 100 million by the end of this year. Hartmut Kleiner, Chairman of the station's administrative council, says the losses for 1988 come to around DM 51 million.

However, due to tax reforms and changes in pension payments, losses will increase to DM 111 million by the end of 1989. Hartmut Kleiner, Chairman of the station's administrative council, says the losses for 1988 come to around DM 51 million.

EMI,Noize is a new record label dedicated to house music. It was formed by Helmut Feza (left), MD of West Germany's EMI Electrola, and Karl-Ulrich Wolterfuch, MD of Modern Music, House International.

30% of all TV households in Greece can receive More 16–34 year olds watch Greek channels than any other non-
SACEM Records
Best Year Ever
by Emmanuel Legrand

Paris - France's performing rights society SACEM distribut- ed the record amount of Fr 1.5 billion in 1988 to some 50,000 right owners.

For the second year in a row, a national repertoire accounted for more than half of the revenue (54.3% against 51.6% in 1987). Meanwhile French repertoire increased its share on all formats, in the media, in record sales and in discos.

Jean-Loup Tournier, SACEM's General Manager: "Programming on all the TV and radio sta- tions is largely open to French repertoire. This is very clear with Antenne 2, FR3 and TF1 which increased its share on all formats, (54.3% against 51.6% in 1987).

The national repertoire accounted for 60% of foreign exploitation and live music also increased with major French and international acts on the road. International exchange was also positive. SACEM collected Fr 267.5 million from foreign exploitation of French repertoire and distributed Fr 287 million - mainly in the US, UK (together 60%), West Germany, Italy and Belgium.

Tremè Pushes New Artists

Trema, the leading independent record company in France, has mounted a long-term campaign to push new artists signed by the company. These include Animo, Garcon, Le Cride, La Mouche, Laurence VK, Les Infideles and Legagneur.

Dany Mouton, Trema's Mar- keting Manager: "Trema is now 20 years old and its image is as- sociated with the names that made the company famous: Michel Sardou, Charles Aznavour, Julien Clerc. Music direction was composed by Michel Berger and Hervé Vilard. Our goal is to show that Trema is not only the home of these stars but also the label of a new generation of artists that could be tomorrow's stars."

The campaign will include mailing promotional material to the media, artist showcases and special activities with retailers. The anniversary celebrations will end with a huge party in Septem- ber to which key media people will be invited.

Rock Affaire Goes To Rennes

Rock Affaire, the independent music conference and market, will now take place in Rennes from December 7 to 10, to coin- cide with the Transmusicales Music Festival.

Usually held in May in Mon- treuil in the suburbs of Paris, the market has grown steadily since its creation in 1985. Its aim is to become the main meeting place for independent rock pro- ducers, alternative radio, and new bands.

Bruno Boutleux, founder of Rock Affaire, explains the rea- sons for the move: "We came to a point where we could not develop further in Montreuil. Besides, we always thought that a market such as Rock Affaire could benefit from the presence of a music fes-
tival so that we could mix profes- sional meetings with showcases. The Transmusicales seemed the best place for this artistic and business mixture."

Herve Bordier, one of the or- ganisers of Transmusicales and Manager of Polygram Music France, welcomes the arrival of Rock Affaire in Rennes. Bordier: "Doing a festival with interna- tionally programming and integrat- ing this market is necessary for the survival of the French and Eu-

Transmusicales and Rock Af- f aire will remain as two separate entities, one responsible for the music aspects of the event and the other for the organisation of the meeting.

Sud-Radio Teams Up With Spain's Cadena 13

Toulouse - Sud-Radio has signed a co-operation deal with the pri- vate Spanish radio network Cade- na 13. From the end of June, the French station will work from Cadena 13's offices in Barcelona and broadcast news bulletins in French on the Spanish radio's 16-station network.

The deal covers program- mining, advertising and technolo-

As far as advertising is con- cerned, Sud-Radio will do its part to attract Spanish tourism to the Toulouse region, while Cadena 13 promotes Barcelona to the French. Although the deal seems perfectly timed for the tourist season, Bernard stresses that it goes further than that: "It has been under discussion for the past year, and although summer is naturally a good peak this week project is more long-term than that.

Bernard also says he is in- terested in a similar deal to cover the Basque regions of France and Spain, as well as negotiating with Portugal's Radio Renaissance.

Johnny Hallyday Is Back!

Paris and in-store material is also available.

A massive TV campaign ran through the first two weeks of June on TF1 and La Cinq. A ser- ies of commercials on M6 will end the campaign.

A video for Minador was shot by Herve Palud, maker of the TV series 'David Larrey' in which Hallyday stars.

TV promotion started on June 14 on 'Sacré Souve!' (TF1) fol- lowed by appearances on 'Avis De Recherche!' on June 23 and 'Champs Elysées' (Antenne 2) on June 24.

Hallyday is expected to per- form on stage in September in Spain (location not decided yet), in a show designed by Reda-Gil, in which records will be manufac- tured on stage and distributed to the audience.

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lowed by appearances on 'Avis De Recherche!' on June 23 and 'Champs Elysées' (Antenne 2) on June 24.

Hallyday is expected to per-
form on stage in September in Spain (location not decided yet), in a show designed by Reda-Gil, in which records will be manufac-
tured on stage and distributed to the audience.
RAI’s McCartney Exclusive

By David Stansfield

Rome - For the first time state RAI television has commissioned a RA radio programme. Advertising slots on all three channels were used to promote Paul McCartney’s live telephone interview on RA radio Stereo 2.

EMI Italy has organised the event with RAI and it is only the second time that McCartney has done an interview. The show was presented by Luciana Biondi and Federico Ciocci and was when he spoke to listeners in Russia via the BBC World Service.

McCartney answered listeners’ questions live from the BBC studios in London on June 7 and 17 from 700 to 1900 hours. Because of McCartney’s popularity, a special telephone line was installed so listeners could be pre-selected.

Programme Director Clara Bussi says over 400 calls were received. The show was presented by Luciana Biondi and Federico Ciocci.

EMI Italy is promoting McCartney’s LP Flowers In The Fields with show samples on display and the superstar will perform at St. Vincent Estate from June 7-15 and give selected press interviews.

BIAE Opposes Tape Levy

SIAE, the Italian Society Of Authors & Publishers, is opposing proposals to put a 7.5% levy on blank cassettes and videos. Franco Carraro, Minister For Entertainment & Tourism, says that the tax should go towards funding the music and audiovisual industries.

However SIAE says Carraro makes no reference to writers or authors. SIAE Director-General, Francesco Regoli: “It would be a disaster for all of our talents. We need to stay within the guidelines set out by countries such as West Germany, Italy and the US.”

The tax was introduced because of McCartney’s popularity, was when he spoke to listeners in Russia via the BBC World Service.

It was when he spoke to listeners in Russia via the BBC World Service.

Tour Of Italian Song

First Tour Della Canzone Italiana (Tour Of The Italian Song) has been launched with 16 dates planned throughout Italy over the next seven months. Private radio network Rete 105 is sponsoring the event and providing advertising. Music Director Alex Peroni will present the tour.

The tour is organized by the new Milan-based agency Show Italian and will feature popular and lesser known Italian artists. They include Ivan Graziani, Toto Cotugno, Umberto Tozzi, Fausto Croce, Rosanna Casale, Solferino and Aldo Dardanfermo. Spain’s Meccano will also take part in the tour. Some 10 or 12 artists will perform at each concert.

The tour started in San Pellegrino Terme on June 6 and will finish in Milan on January 6, 1989. All tickets will be L 10,000, regardless of the time of venue. All proceeds will go to the child abuse organisation Telefono Azzurro.

Reute 105 Goes National

Milan - Private radio network Rete 105 is the first private broadcast to transmit throughout the whole country. The switch was started by Edouard Hazan saying it is a historical event and that the network is the only private that can be compared with state radio RAI. “This is the culmination of 12 years hard work.”

Only seven weeks after its entry into Belgium’s national SBESEA national chart, Flemish band Clouseau have topped the national and international charts with the track ‘Clouseau’.

Clouseau’s success marks the first time that a Flemish song has charted in the whole country. The album was recorded at Ingheen’s De Wind, currently no. 9 on the national chart and no. 8 on the international chart.

‘Clouseau’ is distributed by Sony Corporation.

Spotted

Paola Turci - Captures Hearts

by David Stansfield

Paola Turci has won the critics’ prize three times at the San Remo Song Festival. This year she captured the hearts of the audience and was outright winner in the emerging talent section with the catchy song ‘Bambine’ (Children).

It is not surprising that Turci is gaining popularity. The 24-year-old singer from Rome has the sort of talent that might eventually bring her international success. Her second, self-titled album, (2L 7454) has been released on the small but long established label and is distributed in Italy by BMG.

The nine tracks vary in style and content and include some fine interpretations of songs by some of Italy’s finest writers.

Turci’s version of the Lucio Battisti song Fine Di Un Amore is moving, while her treatment of Francesco De Gregorio’s Saigon has given it additional commercial appeal. The song was recorded for the album Turci’s ‘ITV’s International Disc Club’.

Alfredo Rizzo and Roberto Righini, who wrote Battistin were also responsible for the reggae-flavoured Mannau and the folk-influenced Due Dovami. Rote’s Bonus Va and Groop Studios were chosen for the studio work.

Despite Turci’s obvious progress in the music industry, it is cautious of overexposure and wants the artist to mature at a natural pace and develop her own songwriting skills. TV promotion for the album will be kept to a minimum but there will be plenty of local radio interviews and a few personal appearances at record stores.

Turci will perform at special showcase for BMG sales representatives and do some carefully selected concert dates this summer. She has already appeared at San Remo, where she performed 100,000 at a free concert in Rome. It’s Stefano Moccio insists on Turci’s versatility: “She has a lot of talent, but she is going to grow, but she feels is going to be very, very successful.”

Tour & Wchester Sellout

The Wchester Festival is heading for its sixth consecutive sellout with about 60,000 fans expected. And the sold-out second day of the double-festival is sold out for the fourth time.

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Buma/Stemra Figures Up

by Mark Fuller

Amsterdam - Dutch copyright society Buma/Stemra has reported continued growth for last year, with figures boosted by the recent influx of Anglo-American music via satellite and cable stations, appeared, it was reported, to have created an unsustainably decline in domestic product.

Bob Edwards, Director of Dutch trade group NVG: “BUMA/STEMRA is perfectly right. Domestic product has been declining for the last five years and we are equally concerned. The problem is lack of financial support to promote domestic product. The number of video clips produced and aired in support of Anglo-American product is the most important factor in the decline. We’re calling for a central fund to support clip production, similar to the national film fund.”

“Very difficult job

Clouseau Hits No. 1

Only seven weeks after its entry into Belgium’s national SBESE A national chart, Flemish band Clouseau have topped the national and international charts with the track ‘Clouseau’.

Clouseau’s success marks the first time that a Flemish song has charted in the whole country. The album was recorded at Ingheen’s De Wind, currently no. 9 on the national chart and no. 8 on the international chart.

‘Clouseau’ is distributed by Sony Corporation.

Spotted

Sofie Aims For A Massive Audience

by Marc Marx

Hans Kusters on his HKM label. “The song is also expected to enter the Dutch charts, but I am bit it that it has been totally left out of the top 30 on BRT radio, one of the most popular programmes on BRF2.”

Clouseau Tops Northern Europe

Swedish Radio programme RIKO has announced that it will launch this year, TV-10 and RTV, Dutch advertising agencies are concerned that the two commercial TV channels planned for launch this year, TV-10 and RTV, will not achieve the viewing figures they predict.

In particular, agency media analysts doubt claims from TV-10 - Joop Van Den Ede and Peter Buning that "all stations" will attract 17% of all Dutch viewers to its evening programming.

Matthieu Soef, Media Director of Ogilvy & Mather in Amsterdam: "Initially, TV-10 will only have access to two to three million cabled homes in Holland. That’s only about 35-55% of all Dutch households. So TV-10 would have to attract over 40% of viewers in the homes where it is available to achieve a 17% total share.

‘That’s a very difficult job..."
CD Strong In Scandinavia

by Chris Furber

Stockholm - As in the rest of Europe, CD sales in Scandinavia have risen significantly over the past year and the vinyl LP has shown a decline.

According to new figures issued by the Scandinavian IFPI body, GFL, CD sales in Sweden formed 28% of the total market in 1988, a rise of 7% on 1987, while the vinyl LP slipped back 4% to 31% of the total. Revenue for the year on all formats was worth Skr 750 million, up from Skr 683 million.

Dutch Buy Norwegian CD Plant

Dutch manufacturer Discor CD has bought the Norwegian CD plant Egen which went bankrupt has bought the Norwegian CD Plant.

WEA Expands

WEA international is to open new offices in both Denmark and Finland on July 1. This means the company will have affiliates in each Scandinavian territory.

As previously announced (Extra! issue 22), the Helsinki operation will be headed by Marsha Kaasalainen, who will be WEA's first ever female Managing Director. In Denmark, the Copenhagen-based team will be headed by Finn Wittk, formerly Managing Director at Grammofon Elettra.

WEA strongly believes in the potential of the Scandinavian market and has committed considerable resources to it. The key is to build a strong network of local contacts and to develop relationships with key players in the music industry. A network of agents and distributors has been established and the company has invested in marketing and promotion campaigns. The focus is on developing a strong local identity for WEA in each country and building a loyal customer base.

Modestly - Dance Oriented Pop

CBS Sweden A&R Director, Ge Ge Reihl, says Modestly is a major priority for the company and sees their debut album Pieces Of Modesty (442094-2) as a long-term seller. "It has an enormous amount of potential and should cross national borders easily. We are putting our full marketing weight behind it," he said.

Released in Sweden in March, Pieces Of Modesty is now available across most of Europe. The single Sexy A Prayer will be released later this month, following the hits Of Broken Heart and Standing Alone. The 12" version of Sexy A Prayer is a forceful Chris Modig (Music Power Mix Production), who did the same for Paula Abdul's Straight Up.

Dance Modestly - Peter Ericson (vocals, songwriter), Palle Nylen (guitar) and Joakim Sandström (drums) - have been writing and playing together for about 10 years and specialise in quality, dance orientated pop.

Their aggressive style is well suited to live work, for which they fill out their sound with extra instrumentations. A summer tour of Sweden is being planned by EMA Telstar.

Spanish Communications Minister Jose Barrientes is expected to decide before August whether Canal Plus application for one of Spain's three new private TV franchises is legal (see Extra! issue 24).

The French channel has proposed a subscription service similar to its successful French operation, but Spain's private TV law and Freedom Of Information Act are both unclear on the issue of subscription TV. Some government officials claim that TV is defined by the law as an essential public service and therefore free.

Canal Plus' Sylvie Ruggeri: "The law does not differentiate between subscription and non subscription TV. As far as we're concerned there is no legal obstacle."

Ruggeri says Canal Plus España would transmit free to five hours a day of free programming, including music videos and children's shows. Subscription programming would consist mainly of feature films and sports events.

Even if Spain does decide that subscription TV is legal and Canal Plus is successful in its application, media analysts believe Spanish viewers will object to paying if the system ever starts to work as directories.

Spanish watchdogs are concerned about the potential for abuse in such a system. There are fears that the state broadcaster would have an unfair advantage over other channels, as it would have a direct link to the government.

Satellite Contracts

Contracts for Spain's first satellite system, Hispasp, are expected to be awarded soon. Hispanic's two satellites will carry direct broadcast TV channels for Spanish audiences. The government has said unsuccessful applicants for Spain's three new private TV channels might be eligible to rent one of these transponders.

The selection panel will be made up of members from various government departments, including transport and tourism. The winners of the new channels will have 18 months to begin broadcasting. Another 15 private frequencies will be allocated in the future.

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ALBUMS OF THE WEEK

Baris Grebenkovs - Radio Silence

Placido Domingo & Others - Goya, A Life In Song

Anthrax - Panakul

June Brown - World Is Motion

Joe Cocker - One Night Of Sin

Average White Band - Aftershake

David Friedman - Agro: All Others

Chris Isaak - Heart Shaped World

SINGLES

Frankie Goes To Hollywood - Relax

Donna Summer - I Feel Love

Bon Jovi - Livin' On A Prayer

Wham! - Wake Me Up Before You Go Go

AMERICAN RADIO HISTORY

JUNE 24 - 1984

SUGGESTED CHARTER

"The World Needs You"

Artists will be able to register their songs for a suggested charter, which will be based on the number of times a song is played on radio.

This is a quick reference to this week's Top 100 Singles and Albums and the European Top 50 charts. Chart positions are indicated where applicable.

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**REPORT**

**THE MOST PLAYED RECORDS IN EUROPE!**

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**ČLIФF**

**CLIMBING FOR THE 100TH TIME!**

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**MUSIC & EUROPEAN AIRPLAY TOP 50**

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**PLAYLIST**

**EUROPEAN**

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**MASTER CHART - June 24, 1989**

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**MUSIC & MEDIA**

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**PLAYLIST**

**EUROPEAN**

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**MASTER CHART - June 24, 1989**

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**MUSIC & MEDIA**

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Nacional hit bound to explode

Scotts In Africa (I HEA)

Waterfront (Posers)

UB 40

I Would Do For You (Don't Ask)

Danny Wilson

The Second Summer Of Love (Posers)

ireland

Nacional hit bound to explode

Anzola

Biss Biss (CBS)

Camouflage

Life Is A Song (Posers)

Thomas Anders

Life Of My Own (Elect)

Jerney Days

Brand New Toy (Posers)

france

Nacional hit bound to explode

Francina

Pagny

Comme D'habitude (Phage/Phonogram)

Patricia Kaas

De Viol (Cassette/Posers)

Carlos

Le Trampoline (DPUB)

Gold

Diamant Dor (WEA)

italy

Nacional hit bound to explode

Gerry Scotti

Raf

T-Powers (CDG)

Zucchero Fornaciari

E D cardio In My Playa

Francesco Di Gregori

Bomba/Unica Juha (CBS)

Spain

Nacional hit bound to explode

Titipo

Muy Bie To Nao Laen Frente (Braga/Soar)

Dodo & The Dodo's

Marina De Oceano (DPUB)

Red Squares

Gouthart My Life (PP)

Orup

Dj Star Pojulmas Pa Rad (WEA)

scandinavia

Nacional hit bound to explode

Gerard Joling

No More Blues (Phonogram)

Koos Alberts

No More Bolero's

Gerard Joling

Natrona, has bound to explode

Damao Dort

Gold

Carlos

Patricia Rau

Comma D'Habaude, P, WP

Florent Pagny

National hits bound to explode

Gaby Lepper

Rack

Ella Io Fo

1 71227

IL Sanfen Gokker

Andre Hues

Soulaister

Sons Of Soul

Steve Perry

I Want It All

Andreas Kokkinos

Kurti

Riki

Just A Little Bit

Switzerland

Nacional hits bound to explode

Sandro de Majo

A Star Pot.... Pa he Wf

Zucchero Fornaciari

Ti Pretend° (COO)

Rat

Ate,rry Seotti

HOT BREAKOUT!

Brahmr... Parvalos, CYRi

Francesco De Oregoni

Zucchero Fornaciari

Ti Pretend° (COO)

Rat

Ate,rry Seotti

House

Avenue

Koos Alberts

No More Bolero's

Gerard Joling

Natrona, has bound to explode

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IL Sanfen Gokker

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A Star Pot.... Pa he Wf

Zucchero Fornaciari

Ti Pretend° (COO)

Rat

Ate,rry Seotti

House

Avenue

Koos Alberts

No More Bolero's

Gerard Joling

Natrona, has bound to explode

Damao Dort

Gold

Carlos

Patricia Rau

Comma D'Habaude, P, WP

Florent Pagny

National hits bound to explode

Gaby Lepper

Rack

Ella Io Fo

1 71227

IL Sanfen Gokker

Andre Hues

Soulaister

Sons Of Soul

Steve Perry

I Want It All

Andreas Kokkinos

Kurti

Riki

Just A Little Bit

Switzerland

Nacional hits bound to explode

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Florent Pagny
Music Industry Adjusts To New Challenges

by Abi Daruwalla & John Carr

The introduction of MTV at the end of 1988 and the arrival of commercial radio just over a year ago will inevitably mean a change in the Greek record market, although national repertoire will still dominate sales. Latest figures show that domestic sales at 52% but this is a drop of about 5% from last year. While there is still no single market, the privates have forced the record companies to release maxisingles to ensure airplay of selected tracks. Music & Media looks at the industry's current stresses and some of the new developments.

Inno Records is the country's biggest independent record label and holds the largest market share of all the companies. It has been the corporate vehicle for the massively popular bouzouki sound and today claims the unflagging allegiance of the three biggest names in domestic repertoire: Yanna Paris, George Dalaras and Haris Alexiou.

Minos Records grew out of the old Minos-Mats & Son label that was one of the pioneers of Greece's record industry. It was in the 1930s that the late Minos Matsas, following the failure of his other record label, managed to launch Athens hotels.

Minos today has a 21.5% share of the market, which is not bad considering that it has touched the PolyGram. And Makis Matsas finds he is having to fight to keep the top spot, as in his own admission, "private radio is hurting us very much."

It is hard to track them down, shop piracy, when store ownersoperators have been driven out of business as it was several years ago, before it was back in the 90s, the policy was to keep domestic repertoire almost evenly exposed, and so for it has been successful.

PolyGram is the more European-oriented of the multinationals, promoting French and Italian artists, for example, and Greek songwriters and producers, such as Vangelis, who has international appeal. The company had a pleasant surprise in April when it struck a deal with Sony Music, which became the first international label to distribute its records in Greece.

There is no question that if she was available throughout Europe and the US, a lot of people would enjoy her music. She's not an easy artist to break because she is not a pop act as such. She made her last two LPs for the Greek market, which is not as good as it was several years ago, before a tough new anti-piracy regulation was implemented. The big record companies have been operating out of business, but little has happened about what Matsas calls "record shop piracy," which store owners make their own tenners for sale. It's hard to track them down, but we know they are doing it," says Matsas, who claims 10,000 cassettes a day are lost this way industrywide.
We've got the STARS...

ELENI DEMOU MEMOUSIS

SAKIS BOULAS ALI BABA

CHRISTO DANIS BILLY DANCE

STAVROS XARHAKOS / NIKOS GATSOUS REBETIKO / NIKOS POTAMIANOS

MIKIS THEODORAKIS ALL TIME GREATEST HITS

S. KRAOUNAKIS - L. NIKOLAROPOULOU BIZWI DRE

ELLY PASPALA STI LAMPSI TOY FEGARIOU

TANIA TSAHAKLIDOU MAMA GERNIO

ELENI VITALI KE BIKAME STA CHRONIA

VAGELIS GERMANOS UPEE-YA

ARLETA DIAKIE KIA MIA NHTES

ANNA VISSI EFINES

MIKROUTSKOS - VOSOU ERITAS KERANOVOLOS

POLIMA KOKES

NIKOS KARVELAS (1902/71)

Belly Dance

AmericanRadioHistory.Com

MUSIC & MEDIA

popular.

Boom On The Air' which goes

Fridays.

and the station has its own top 20

but the Mb meet once a week to

Them is no formal playlist

national

Greek repertoire and 40% inter-

Importers and have direct contact

because the companies only want

but we have outside avenues too

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DJ independence when it comes

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"The advantage in Greece is that

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with foreign record companies.

(mainly independents)."

The station plays about 60% Greek repertoire and 40% inter-
national (on separate shows).

There is no formal playlist system

but the DJs meet once a week to

decide which records are worth

promoting. There are various

specialist shows during the week

and the station has its own top 20

airplay chart, which is aired on

Fridays. Evenis' own show

'Boom On The Air', which goes

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The survey was carried out in

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Akis Evenis

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Athens 9.84, Antenna has several

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Station identification is impor-
tant to Antenna and Averamoulou's two-hour prime time

show 'Top Club' (weekdays

1700-1900 hours) has no less

than 162 jingles!

Sponsorship is also very

important for Antenna with around

half of the station's income com-

ing from this source, internation-

al sponsors have included Sony,

Central and Levi.

Sky 8004 FM came third in

the last listener ratings but these

might have been affected by the

station's recent problems which

at one time looked certain to

force it off the air. Sky was

launched in October 1988 by

banker and publisher George

Kokotas, who earlier this year

fled the country after it was rev-

eled that he was involved in a

huge political and business

scandal.

The future of Sky was in ques-
tion for weeks until an Athens-

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Housed

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"We may have less listeners now but we

have more potential because we are

neutral politically,"

Kostas Yiannoulopoulos

AC Nielsen Hellas

Radio Audience Survey

Athens 9.84

17.2%

13.8%

13.7%

7.6%

7.7%

7.1%

5.3%

4.6%

3.5%

7.7%

Others

13%

The survey was carried out in

February 1989.

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INTRODUCING GREECE

ATTENUEING GREECE

ATHENS RADIO - MIXING POLITICS WITH THE HITS

by Akis Evenis and John Carr

Although Athens' four most popular radio stations

have a mainly top 40 format, it is politics that rules

the city's airwaves. The identity of stations is bound

to the public perception of their political links.

Competition is fierce - and sometimes dirty - not only

between stations, but between DJs.

Athens has just over 20 indepen-

dent stations, including six major com-
mmercial (see table). Athens 9.84

was the city's first private station,

going on air in May 1987, and it is

still the most popular. Although

Athens 9.84 is keen to promote it-

self as an independent, self-

financing venture, the station,

launched by the city's mayor, is

still regarded as "the official

municipal radio".

The station has a team of 30-35

DJ's, the station has its own top 20

programming until

up around 80% of its total output.

There is six minutes of advertis-

ing per hour.

Although Athens' four most popular radio stations

are not from commercial radio,

but the companies only want

tracks from LPs. We do get sam-

have more freedom

because the companies only want

but we have outside avenues too

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INTRODUCING GREECE

continued on page 20
The monopoly enjoyed by Greece's state radio ERT was shattered by the introduction of independent stations in May 1987 when Athens 9.84 was launched, although it was to be another year before the privately owned invader arrived.

Straits Karas, Head Of Radio at ERT: "The emergence of privates did not influence our music policy. Above all, we resist the idea of a populist approach which some of those stations follow. We don't think we could offer anything by imitating them and as a state broadcaster we can't adopt a populist method."

Karas points out that state radio has a fundamentally different function to the privates in that it has to reflect all kinds of music and has to be a salon for traditional Greek repertoire. Although there is no specific quota. ERT's five channels (pop is mostly played on Channel 2) broadcast around 70% music, of which slightly more than half is Greek. ERT also runs 19 local stations.

Each channel has a head of music and they all professionalism in their own right. There is no formula program and there are daily meetings between the producers and the heads of their departments who "guide them to play what they think is good music."

One of ERT's axioms as far as pop radio is concerned is Yannis Petrides. His weekday show is the longest running programme on Greek radio.

Pop Club went on the air in 1975 with Sir Peter's Lonely Heart Club and 34 years later, the show - now called From Monday Through Friday With Yannis Petrides - is still running at the same 16.00 to 17.00 hours slot.

Petrides: "It was a revolution. No one listened to pop music at that hour until then but now 550 to 18.00 hours is an important position. Until Athens 9.84 came on the air it was the number one show in Greece and of course it's the only pop show of its kind heard nationwide."

"I think my ERT show has lost the pop audience but we have kept the rock listeners. My aim is to find new rock sounds, the others only play chart stuff but I want something different."

As well as presenting an oldies show on ERT on Sundays, Petrides hosts a daily weekday show on Top FM and uses his experience and rock knowledge to put together programmes as an independent producer. Petrides' love of music is reflected by his personal record collection - 100,000 records including every single in the US top 40 and the UK top 20 from 1963 to 1989."

ERT Rejects Populist Radio

Epic's Plans To Broaden Lauper's Audience

by Mike Nicks

It is more than five years since Cyndi Lauper blazed on to the scene with her worldwide hit, 'Girls Just Wanna Have Fun'. But now, with her new album 'A Night To Remember' she has finally settled to turn the tables on the girl who stole her thunder - Madonna.

Lauper's first two Epic albums sold less than a million copies in the UK and Europe. If her record company's marketing strategy goes according to plan, the new LP should sell more than that in the UK alone.  

Epic Marketing Manager, Kit Buckler: "The first single, 'I Drive All Night', was the crucial launch-pin. Now that it is on the verge of the top 10 everything else should fall into place. Her market comprises the 23-42 age group and a bit will attract the 12-19-year-olds who may have only just become familiar with her."

Exposing Expose by Dana Musa

Exposure may be a new name in Europe but on the other side of the Atlantic they are immensely popular. So it is they are the first act to place four tracks from a debut LP in the Billboard US top 10. Although the various European territories have different plans for the trio, it is clear Exposure are the Aristas of Arista's priority acts for the coming few months.

The Dutch marketing campaign for the trio is the company's biggest ever campaign. Because of their huge US success (the debut album sold over 2 million copies), Berkland is convinced Exposure will do well in Europe.

The marketing plan includes a free CD-3 in Club Veronica catalogues (for the Veronica members) with three of the 11 tracks of the new LP 'You Don't Know Before Making a Commitment'. There will be a poster campaign on railway stations, a road show and heavy advertising in the national media.

To promote the European debut single, 'You Don't Know (from the forthcoming LP of the same name), the group incepted their US promo tour to do some interviews for Dutch radio, TV and press. If they are as successful as is expected, the band will tour Europe later this year.

Gaby Wensing Sr. Label Manager at Epic Arista in West Germany, says both the UK and West Germany are going to wait for the new version of the single 'What You Don't Know before making a commitment. Wensing: 'We will the go with the right thing at the right time. The music of Exposure is very good but perhaps too American. As soon as there is a 'European' version we will release both the single and the LP and we will definitely come up with a major campaign."

We are proud to announce 6 SUCCESSFUL YEARS AS AGENT-DISTRIBUTOR FOR THE FOLLOWING LABELS

Music for Nations Noise International Connoisseur Collection

MUSIC & MEDIA - June 24, 1992
In order to reflect the increasing status of the Pan-European market, from now on New Releases will include the most important new product from the major company affiliates and the biggest independent companies. July is traditionally a winding-down period and therefore this section will be more extensive in the coming months.

UK/International

BMG/International

Blow Monkeys - Greatest Hits - West / TBA - July 24
Imagination - TBA - July 24

CBS

Skingames - The Blood Rush - July 3
Cry Before Dawn - What For The World - July 10
Dead Or Alive - Nude - July 31

Chrysalis

The Ramones - Brain Drain - July 3

EMI

Lou Rawls - At Last My Love - July 10
Syndicate - Goodbye - July 31

UK/International

PolyGram

Faith No More - The Real Thing - July 3
Simon Harris - TBA - July 10
Joyce Sims - All About Love - July 17
Shakespeare's Sister - TBA - July 31
The La's - TBA - July 31

MCA

Transvision Vamp - Vexette - June 1
Various - Come To Kill - July 3
Patti LaBelle - Be Nurtured - July 3
Various - Kopee Kid - July 4
Steve James - Fire And Gasoline - July 25
Lillian Axe - Love And War - July 22
Night ranger - Greatest Hits - July 25

West Germany

BMG

Various - Hip House Megamix - July 3
UTFO - Daini - July 3
Donna Elsa - Heaven - July 3
Various - Harder Convention - July 10
Black Thorns - Place - July 17
La Mix - TBA - July 17

EMI

Charlottle Couture - En Publique - July 17

France

PolyGram

Faith No More - The Real Thing - July 3
Simon Harris - TBA - July 10
Joyce Sims - All About Love - July 17
Shakespeare's Sister - TBA - July 31
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The La's - TBA - July 31

POLYDOR

Tambourine - Flowers In September - TBA
Roberto Jacketti - tbc - tbc

PHONOGRAM

Gerard Joling - No More Bolero - TBA

Holland

PRO:SONG5

PRO:DESIGN

SCHADOWSTRASSE 53  5000 KILDN 30
FAX: 0221-557561
TELEX: 8 883 277prom d

PolyGram

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**UPCOMING SPECIALS**

**Issue 30**

AUSTRALIA

Advertising deadline 11 - 7 - 89

Publication date 29 - 7 - 89

**Issue 31**

NEW MUSIC SEMINAR & HEAVY METAL

Advertising deadline 18 - 7 - 89

Publication date 5 - 8 - 89

**Issue 32**

RETAIL 4

Advertising deadline 25 - 7 - 89

Publication date 12 - 8 - 89

**Issue 33**

NEW MUSIC

Advertising deadline 1 - 8 - 89

Publication date 19 - 8 - 89

**Issue 34**

SUMMER HITS

Advertising deadline 8 - 8 - 89

Publication date 26 - 8 - 89

For all info contact the M&M Ad Sales Dept.
31 - 20 - 6628483
The Black Sorrows
Chained To The Wheel - CBS
A spirited folk-rock track from this emerging Australian band. An attractively honest production.

ABC
One Better World - Memory
Dance music with an elastic beat that owes much to the sound pioneered by Chic. A hit everyone.

Jean-Jacques Goldman
La Bâ (Over There) - Erec
A spirited vocal performance by Goldman and Sirima. This is a keyboard-dominated, disco-influenced song, a hit in its native France.

Various
Spirit Of The Forest - Vogue
If a bunch of top artists including Kate Bush, Mick Fleetwood, Iggy Pop and David Bowie can make a record there is always a danger that they will cancel each other out and that is what has happened here.

Escape Club
Walking Through Walls - WEA
The third single from the Wild West LP should give them a mainstream appeal. Try Picture Book.

Matt Bianco
Say It's Not Too Late - WEA
Latin-influenced party music that should suit the summer airwaves perfectly.

Sinitta
Right Back Where I Started From - Parlophone
A cheerful cover of Maxine Nightingale's 1978 hit that could undoubtedly well do across the Continent.

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ALBUMS

ABUM OF THE WEEK

Bruce Goreshishnikov
Radio Silence - CBS
The third single from his Western debut LP Grebenshikov has successfully teared up the charts. Try Forest of Blue.

Joe Cockeer
One Night Of Sin - Capitol
One Better World - Mercury
A spirited folk/rock track from this LP should give them a national scale. This band's particular brand of poppy, 60s influenced songs are somewhat reminiscent of Deacon Blue and Squeeze Heads but at the same time they have a strong, individual sound. And like them they have the same ability to write strong, popular music.

A heavenly vocal performance from Bruce breathes new life into this 60s classic. Excellent.

The Neville Brothers
My One Prayer - A&M
The title track from their latest LP is a smooth, attractive gospel shuffle with one of the vocal performances of the year. This band is clearly on the up.

Eric & Hilda
What Is Love - Ge-A
London
The debut single by this weird Austrian duo is a very commercial release with a ska/funk feel and a catchy melody. Co-written by Walter Zerwowa (Eidwald).
ENHANCED LISTINGS

ORDER FORM FOR ENHANCED LISTINGS

If you would like your listing in Eurofile 1990 to stand out with an enhanced listing, please read the details below and indicate your requirements:

Choose from these styles:

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- Grey tone + company/logo. - U.S. Dollars
- Red tone (= spot colour) - U.S. Dollars
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Please indicate whether your products are: Professional / Consumer / Both

Please supply print or letterhead suitable for reproduction. Maximum reproduction size: 45 mm x 17 mm (W x H).

Please send me further details about display advertising.

Music & Media's EUROFILE is the complete source book for the European music and broadcasting industries. It provides easy access to thousands of contacts in all areas of business: Record Companies, Publishers, Radio & Television, Concert Promoters and Agents, Studios, Manufacturers and many other categories.

EUROFILE 1990 will be published in November 1989. All companies wishing to be included must fill in this questionnaire form correctly, and return it to the address below. ALL BASIC LISTINGS ARE FREE - see back page for details of special enhanced listings available.

NB: Information provided in certain categories is also used for the European sections of Billboard's international directories - see back page for details.

PLEASE TYPE, OR WRITE CLEARLY

COMPANY NAME:

STREET ADDRESS:  

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TELEPHONE:  

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EXECUTIVES & PERSONNEL

PRESIDENT/DIRECTOR GENERAL:  

CHAIRMAN:  

MANAGING DIRECTOR(S):

OTHER EXECUTIVES: Please see note in left-hand panel, and list all names in the order that they should appear.

NAME:  

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Form filled in by:  

Signed:  

Position (if not listed):

Date:

THE DEADLINE FOR THE RETURN OF THIS QUESTIONNAIRE IS JUNE 30th 1989. Please post using the envelope provided, or for further enquiries about listings contact: David Stark, Eurofile Dept, Music & Media, PO Box 50558, 1007 DB Amsterdam, Holland. Telephone: (31) 20.6628483, Fax: (31) 20.6649059, Telex: 12938, E-Mail: DG 1112.
EUROFILE 1990 - ADDITIONAL INFORMATION

If your company operates in any of the industries listed on these two pages, please enter any additional information in the appropriate section. (NB: the right-hand initials show which Billboard directory the information is used in.)

1) RECORD & PRODUCTION COMPANIES
   Please attach a list of your European companies/licensees if possible.
   a) Labels owned:

   b) Labels licensed:

   c) Your local distributor(s):

2) RECORD DISTRIBUTION/WHOLESALE
   a) Labels distributed:

   b) Main music product distributed:

3) MUSIC PUBLISHING
   Please attach a list of your European companies/sub-publishers if possible.
   a) Catalogues owned:

   b) Catalogues administered/sub-published:

4) INDUSTRY ORGANISATIONS
   a) Please indicate activity: □ Trade Organisation □ Rights Society □ Other:

   b) Please describe activity:

   c) Are you a member of any international industry organisation?

   d) Please attach a list of your current members if possible.

5) PUBLICATIONS/JOURNALS
   a) Please indicate type of publication:

   b) Frequency: □ Monthly □ Fortnightly □ Weekly □ Daily □ Other:

   c) Most recent circulation figure:

6) ARTIST MANAGEMENT, CONCERT PROMOTIONS & VENUES
   a) Please indicate if you are a: □ Manager □ Promoter □ Booking Agent

   b) Main area of music: Pop/Rock/Dance/Soul/Blues/Country/Folk/Other:

   c) Main local artists represented:

   d) International artists:

   e) If you are a festival organiser, your main pop/rock events:

   f) If you are a concert venue, your audience capacity:

   g) Type of shows:

7) RADIO & TELEVISION
   a) Please indicate type of network:

   b) Is your service: □ Local □ National □ Pan-European □ Cable □ Satellite

   c) Your main pop music channel(s):

   d) Your main pop music programmes:

   e) Top pop DJ/presenters:

8) RADIO & TV PROGRAMME SYNDICATION/PRODUCTION
   a) Do you syndicate your productions: □ Nationally □ Internationally

   b) Main clients:

   c) Pop/rock programmes produced:

9) VIDEO
   a) Please indicate your activities:

   b) Names of video directors:

   c) Recent productions, clips etc:

10) RECORDING STUDIOS & RECORD PRODUCERS
    a) Please indicate your activities:

    b) Number of studios:

    c) Other features/facilities:

    d) Are you a member of any international industry organisation?

    e) If so, which one:

    f) Please attach a list of your current members if possible.

11) PRESSING, DUPLICATION, PRINTING & PACKAGING
    a) Please indicate your services (which should be based in-house):

    b) If you are a festival organiser, your main pop/rock events:

    c) If you are a concert venue, your audience capacity:

    d) Type of shows:

TURN OVER FOR DETAILS ABOUT ENHANCED LISTINGS