BMG and JIVE Announce Agreement
To Start July 1st

New York: BMG Music International and the Zomba group of companies have announced a new licensing agreement, whereby BMG will market and distribute Zomba’s Jive and Silverline record labels on a worldwide basis excluding Japan and Africa. Separate agreements have been set up with the US and Canada.

This agreement follows an existing three-year deal with BMG Music which has garnered tremendous success with artists such as Billy Ocean, Samantha Fox, DJ Jazzy Jeff and The Fresh Prince, Kool Moe Dee, Jonathan Butler, Whodini, Boogie Down Productions and Westside Gunners. Recognised as the forerunner of rap music into the mainstream, Jive Records has achieved worldwide success with platinum artists DJ Jazzy Jeff and The Fresh Prince with the first rap music Grammy Award for “Best Rap Performance”, and the American Music Award’s “Best Artist” and “Best Album” in the rap category. This year sees the inception of Silverline Records, headed by Andrew Laudner. Initially the launch will be artists Mary My Hope, ‘The Men They Couldn’t Hang’, Brendan Croker and the 5 o’clock Shadows, and The Stone Roses.

Rod Gauntler, President & CEO, BMG Music International, commented, “The success of Jive, particularly over the past few years, makes our extended relationship with this accomplished company extremely exciting. I am pleased to be associated with Clive Calder, Chairman, Zomba group of companies, and his staff who are considered one of the most innovative record companies specializing in developing new music. I look forward to the results of our work together in the future.”

Stop Press – Jive has just acquired the rights to “Nightmare on Elm Street Vol. 5.” The film will feature several of Jive’s top American and British artists – STOP PRESS™

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THOMAS BTHEY
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THE STONE ROSES
LOUDON WINNIBIG III

The Nine Lives
Of Madonna

With Express Yourself topp- ing the European Airplay Top 50 this week, Madonna has no less than nine No. 1 airplays to her credit. No other artist in Music & Media’s history has gained such massive radio support. Only Michael Jackson comes close with six No. 1, followed by Phil Collins (five) and A-Ha (four).

The success story start- ed with 1985’s Into the Groove and Live To Tell. 1986 gave us Papa Don’t Preach and True Blue, fol- lowed by Open Your Heart.

La Isla Bonita and Who’s That Girl in 1987 after a year-long silence, Madonna returned with Like A Prayer topping the chart 11 con- secutive weeks.

The success of the latter is even more remarkable, the CD-3 version - which has three different mixes of the song – has sold some 140,000 copies.

The Like A Prayer al- bum has so far sold three million copies in Europe. Madonna’s last studio LP, True Blue, sold five million.

Canal Plus To Start German Service

French subscription TV channel Canal Plus says its plans to open a West Ger- man service with partner Bertelsmann are on target and that the new station should be in operation by spring 1990. Canal Plus’ Sylvie Rug- gieri says a nationwide sub- scription channel is pro- posed. “It will be similar to our French service – largely sport and films, but with music and family content as well. We believe it will go on air on schedule and are confident it will prove a popular channel for West German viewers.”

Manfred Harrschütz: Bertelsmann’s Executive Vice-President Corporate Communications, says in- tensive market research is still being carried out but confirms the proposed launch date. “It will be a special launch aimed at a qualified au- dience in terms of educa- tion, taste and budget. We are sure it can draw a healthy audience.”

Video Press Kits On Euro TVs?

Video press releases may soon provide a new – and cheap – source of program- ming for music television channels. They have been pioneered by EMI Records in the UK.

The 10-minute videos, originally intended to pro- mote product to retailers, contain excerpts from new or existing clips, an interview with the act and live concert or rehearsal footage. EMI has recently released about 30 by Richard Marx, The Doobie Brothers and Styx Cars. The series has proved excep- tional. It is extremely effective. We might as well use them for an advertising campaign on a big scale,” says Anderson, International Marketing Manager at EMI International.

So far MTV seems to be the only broadcaster to have recognised the programming potential of the press kits. MTV Europe’s Programme Director Brian Diamond: “It’s a trend. I’ve noticed over the last six months or so Video press releases are useful to us both as off- screen background material and for broadcast. We re- ceived an entire number of minibandeau of a day in a club and we’ll use them for a good upcoming Richard Marx special.”

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Jive’s new signing Big Fox – working hard in the studio

Clive Calder, Chairman, Zomba group of companies and Rod Gauntler, President & CEO, BMG Music International. “We look forward to the results of our work together in the future.”
The British Record Producers Guild, a division of the Association Of Professional Recording Studios (APRS), claims it has received nearly £100,000 in unclaimed broadcast royalties for its members from West Germany.

The Guild’s Omer-le Cohen said such ‘necessity’ payments were not payable to producers in the UK, so until recently many members had not realised they were entitled to them from West Germany. These, the payments are distributed by GVL, the equivalent of the UK’s PPL (Phonographic Performance Limited).

Cohen said the Guild would continue to collect money owed from West Germany relating to the past year and that the £100,000 claimed so far was only "the tip of the iceberg."

She added the Guild was lobbying the PPL and other licensing organisations across Europe to include producers in airplay and broadcast royalty payments.

Big Life Signs Deal With Polydor

Big Life, the indie label formed by ex-Wham! manager Jean Summers, has set up a joint venture deal with Polydor UK. Under the agreement, Big Life is to operate independently in the UK while being licensed exclusively to Polydor throughout the rest of the world.

The indie’s artist roster is led by Yazz, who is married to Summers and who has sold 1.2 million albums and three million singles worldwide. Other contracted acts include Colcet and De La Soul.

Summers: "The deal represents an immediate financial windfall in all our artists, but it also provides co-ordinated releases worldwide. I am allowed to stay independent and run my label the way I have in the past."

David Munns, Managing Director Polydor UK: "We have the utmost confidence in Summers’ ability to build Big Life into a major force worldwide. It is a great deal for us."

A&M’s Read My Lips Campaign

A&M has launched an extensive European retail and media campaign called Read My Lips - New Music That Leaves You Speechless. It involves seven artists on the label: The Sandman, Matthew Sweet, Joe Henry, Robyn Hitchcock, Thrashing Drives, Darre and The Neville Brothers. None of the acts are new to the label but they share an inability to gain daytime airplay throughout Europe.

Bert De Ruiter, PolyGram International’s A&M Marketing Manager: "With these kind of artists working with the press, retailers have also been pleased with the response so far. We have co-ordinated a European campaign. The centrepiece of the campaign is a sampler album and CD which will be combined with brochure, poster, sweatshirt and in-store video promotion. Consumers will be able to buy the LP and CD samplers, both containing two tracks from each of the seven acts, at a very low price."

The campaign varies slightly in different territories. In France, for example, it is only geared to the media and in Scandinavia, The Sandmen have been replaced by Gregg Alexander as-A&M do not have the rights for the band there.

Pricing policy too varies, De Ruiter: "In West Germany the LP will be priced at DM 4.9 and the CD at DM 6.50. We will not be able to sell them so cheap in the UK, because here anything at that price would be distrusted by the consumer or put in the deletion bin. So it is up to the dealer to decide which price to charge."

All other forces of promotional tools like the media, magazines, posters and so on are handled by the promo department which decides who gets what and when.

Eric says the issue of biographies is facing CT packaging, as noted last week in Kat. It is a serious problem which he is willing to investigate.

However, when it comes to product servicing, grill time rules over the CD shore. Obviously, we want to keep prices under control so that we can continue to make these CDs to everybody and make sure they keep coming back at a lower and lower price."

The overall target is to create awareness of the artists and give consumers a taste of their music at an affordable price. If consumers become interested in one or more of the acts, the dealers have to make sure that a product by the others is available too.

UK Producers Claim German Royalties

Pan-European News

READ ALL ABOUT IT

Alan Phillips, Mark Dir. For the UK CBS label, has just been confirmed as the new VP, Mark. A CBS Records Inter. following last week’s news that Paul Berger is moving to Canada.

Is the long-running row over DAT finally drawing to a close? Although secrecy surrounds the recent Athens DAT summit between the record companies, the Record Industry Association Of America (RIAA) and hardware manufacturers, it is believed that an agreement has been reached. EMI’s Ian Thomas has confirmed that the meeting was “productive” and says a full statement will follow soon.

Claude Crockton’s companies, EMI Div has sold 20% of its shares in one of Italy’s leading private music networks, Radio Doppia, to the publishing group L’Espresso. L’Espresso is also the majority shareholder of the successful Italian network, advertising and production company SPER. Radio Doppia’s Legal Administrator Valerio Gallorenzi has confirmed that the sale is worth around £1.5 million. "The sale was not for economic reasons but is in a move that can only be good for Radio Doppia. And in the first time a publishing group has become directly involved with radio in Italy."

While Terry Ellis has been appointed the new Chairman of the BPI in the UK, his one-time partner, Chris Wright in the US, has been dismissed from his role.

A group including Tim Blackdown, who is leaving UK radio syndicator PPM Radiowaves at the end of the summer, is preparing to bid for a new music show on commercial broadcaster Channel 4. The programme will be aimed at the album-buying market. UK.

EMI is still looking for a site in central Paris for its fine French radio operation but the site has not proved as easy as expected. There is now little chance that the new outlet will open this summer.

It seems likely that the Greater London FM Licence will be won by one of the classical music stations. The BBC has been speculated but that the service should be substantially different from existing commercial radios. A.D.
The proposed European Community Directive on cross-border broadcasting ran into problems at a recent meeting of EC trade and industry ministers. New disagreements between member states have surfaced which may lead to fresh delays on a range of issues covered in the directive.

The latest objections come from the Netherlands, Greece and particularly France which has returned to insisting on tougher quotas on non-EC programming. Originally, the French appeared to accept that their demand for rigid quotas would not be adopted. But then a delegation of leading television and film figures organised a protest trip to Strasbourg to argue for more rigid quotas.

The 20 mainly technical measures contained in the directive initially received majority approval three months after a previous opposition from Belgium, Denmark and West Germany. The US has also been putting pressure on the EC with a recent letter threatening legal action if the EC adopted strict quotas on foreign programming.

In order to become law, the directive must be adopted by the end of August, unless the European Parliament agrees to an extension.

**MTV Promotes Simple Minds**

MTV Europe, US, Japan and Australia have joined forces for a promotion involving Simple Minds. With help from fun clubs across the world, MTV selected four of the group's keenest fans and flew them to Paris to meet the band and to see their shows at Bercy on June 19 and 20. The results will be aired worldwide on a July 14 Bicentenary Special.

MTV Europe will also be going on the road with Simple Minds for the group's outdoor shows in the UK in July and August. A half-hour MTV segment will be screened in the stadiums before the band appears.

**How The Retailers Sell Music Videos**

How do Europe's retailers promote music videos? How have they adopted special marketing campaigns, or are they relying on in-store video screens, displays and advertising?

In the UK, the music video market is flourishing and retailers are exploiting demand. Steve Jones, Commercial Manager at Virgin Retail: "We prefer options instead of displays so that customers can actually see the product in action. And we use every opportunity we can to advertise."

At World Of Music (WOM), one of West Germany's leading music chains, the attitude to music videos is far more enthusiastic. Assistant Director Helmut Krupp: "We want to attract customers to buy music in general. We don't just sell music videos."

Krupp says music videos make up 4% of WOM's total sales. Claude Capuano, Music Manager at FNAC, says the market for music videos is just beginning in France, but he expects it to double in the next year. At the moment, music videos represent 1% of FNAC's total sales. Capuano: "At the moment we don't do anything special for music videos. We use the same pricing policy as with records, the best offers for all formats."

Krupp says: "We should promote it, but we don't have any idea how to advertise."

In Holland, Boots has its own video distribution company, Palma Viden. Tana McHaffie, PR & Product Manager: "Palma Viden's two years ago people started to realise that buying a music video is completely different to buying music. Buying is now nearly as cheap, but people still don't do a lot. We should promote the fact that the price difference is so little."

Marketing music videos is less important in Scandinavia. Staffan Bergström, Director of Sony Abdninsson in Sweden: "It does not make sense to pay much attention to marketing when the number of titles is so small, but we are in the catalogue for music videos and we expand it.increase our turnover."

The Italian market for self-through videos is not very big yet either, but since retail prices have gone down sales have increased enormously. The Record Group, which has 24 retail outlets, has just started selling music videos in small quantities, in addition to offering a rental service.

**EXPERIENCED SALES EXECUTIVES**

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Scottish Indies Want Their Own Chart

An association of independent record labels in Scotland aims to give the country its own chart in a bid to help dealers in their buying policy and to give Scotland a higher profile in the music industry.

The chart would be for singles, albums, cassettes and CDs. And there would be a special chart for any album produced or part-produced in Scotland.

The Scottish Record Industry Association's (SRIA) Secretary, Ronnie Simpson: "We have already produced a dummy chart from a sample of 32 retailers, all independents. On the singles chart two Scottish indie acts made the top 20 along with other acts not in the Gallup top 20.

"The BPI saw no advantage at first which was hardly surprising since it commissions Gallup. But it has now started to see things from our point of view so, if our plan proceeds further, Gallup might do our calculations too."

Simpson adds: "Our next move is to get the major chains involved and we hope to reach 50 shops. Our Price has already expressed interest and there is every chance of a sponsorship deal."

"In the same way as hip-hop is associated with places like New York and Chicago, Scotland has its own favourite types of dance music which match our tempo of life - and that's very different to somewhere like London. Pete Waterman has said his staff always breaks in Scotland first."

"Our ultimate aim is to have bigger local labels up here, ones which will keep hands as opposed to merely breaking them. That way we would not lose every Hoot & Cry or Big Country to one of the majors in London."

Atlantic 252 Calls For UK Deregulation

Radio Tar Ltd, the parent company of Dublin-based Atlantic 252 which is due to go on air in September, is calling for the UK government to speed up and extend its plans for deregulation. The call comes in a recently published report on UK radio.

Describing Atlantic 252 as "an advance party on the road to reform", 'The Future Of Radio' claims the station's freedom from current UK radio regulations will enable it to act as a testing ground for many of the changes called for in the government's policy document.

"The sooner the whole of the radio industry is allowed to operate with the freedom to run stations as proper businesses which stand or fall according to their programming, the sooner we can see benefits for all."
New IBA Ruling Limits Ownership

The expansion plans of some of the UK's major commercial radio companies will be limited by a new IBA ruling on the ownership of the independent stations. Currently, no company can control stations that broadcast to more than 15% of the potential adult audience for commercial radio in the UK, which is about 340 million.

The IBA will now limit the non-controlling stakes that a company can build up. A company can hold stakes between 5% and 29% in commercial radio stations, as long as they do not add up to more than 15% of the total potential listenership. Reaction from IR station owners has been mixed. Ralph Bernard, Managing Director of the GWR Group, says the new ruling is "not causing any problems and that the group is well within the limits." GWR is currently in the process of merging with Consolidated Radio Holdings which owns Reading's Radio 210 and Bournemouth's 2CR.

Crown Communications' Executive Chairman Christopher Chatto says he believes ownership should be geared to revenue, and describes the 15% rule as the "IBA Snow White & The Seven Dwarfs policy" - and we are not even allowed to be half a dwarf!" However, it is believed that Crown has been allowed a special dispensation from the IBA for a 20% secondary ceiling, because of the unique position of LBC in London (a Crown station) as a newstalk station.

Germany & Austria & Switzerland

'Formel Eins' Ratings Fall

Munich - 'Formel Eins', West Germany's only international video countdown show, recently broadcast its 2500th edition, but there was little cause for celebration because of the programme's falling audience.

On the air since 1983, 'Formel Eins' is produced by Andreas Thieseneyer on a budget of DM 90,000 per show. Initially it scored a rating of 35% and was broadcast during the week on the various ARD regional channels.

However, following the change last year to a 5:00 hours Saturday slot on ARD, West Germany's first national channel, ratings have dropped to about 6%. This is despite commercial exploitation by means of a Formel Eins book, hit compilations and various merchandising items bearing the 'Formel Eins' logo.

Thieseneyer says the new time-slot and competition from private broadcasters such as Tele 5 and MTV have played a significant role in the show's decline.

Thieseneyer adds that 'Formel Eins' will undergo numerous changes following the summer break. From September 8, it will "take on a more lively character and will include a game show segment".

Leysin Rock Festival

VSF, the biggest concert agency in the French-speaking part of Switzerland, is organising the third Leysin Rock Festival on June 29 to July 1. The three-day event is called Top Of The Tops - which refers to the Festival's location at the Swiss Alps near Leysin.

The bill features such well-known stars as Little Steven, Deodandar, The Fixx and Johny Clegg, as well as French stars like Renaud and upcoming act Les Negresses Vertes. In the past, the location has caused some problems due to excessive cold (the altitude of the site is 1500 metres).

Regenbogen

Munich - Radio Regenbogen, Baden-Württemberg's most successful private radio station, is holding another of its legendary beach parties on July 27.

Numerous live bands will provide a programme of oldies, rock & roll and contemporary pop, with Hot Chocolate and Sandra leading the list of performers who will appear at the Beach Party. Other artists include Pilot, Liam Ross, Fox, Oliver Simon and Veronika Fischer.

A SENSATIONAL DEBUT - ALBUM already available in

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NETHERLANDS - SWEDEN - DENMARK
BELGIUM - AUSTRIA - NEW ZEALAND

Check the Single - VIDEO & Maxi - Single VIDEO of "COLOURS OF EVER!"
RSH Oldies Night

There has seldom been an Austrian rock group that has caused as much international interest as The Br’s. CBS Austria & A&R Manager Andrew Zahrndt: "The band... began as a studio unit under the leadership of..." The band's initial success in Austria has been very encouraging. Zahrndt says the first single, "Colours Of Ever", has been the power play on Z Austria's radio's most popular rock and pop channel, and is now at no. 2 in Z Austria's chart. With the help of a video which was shot by Niklaus Huert, the group's video debut took place on Austrian TV and in Munich, Zahrndt hopes the single will get into other national charts. The group's multi-faceted rich melodies and highly polished arrangements have obviously benefited from the international character of The Form—a name which suggests the group's "togetherness and unity".

Krausch & Hoersch Found PRO: MUSIK

Cologne - Jochem Kraus and Werner Hoersch have founded PRO: MUSIK which will be active in A&R/production, promotions, marketing, artist management and publishing. Jochem Kraus, formerly International Programme Director at Munich and Head of Spark Records, of which he is a member, will head an office in Munich. The first two products to be handled by PRO: MUSIK are the debut single by the Inspirations and "Doppig Wann" for Phonogram.

North-South Retail Divide

Cologne: Public broadcaster Westdeutscher Rundfunk's (WDR) radio channel WDR 3 has a high listenership, combined audience share of 78.6 of listeners over 12 according to a recent marketing survey. The figure marks a 5.1% increase from last year's 74.4, which offers a stable format with a minimum of talk, proved to be WDR's most successful format ever. A key element is the information channel which features pop, scored 31.3%.

BR's Summer Song Special

Munich - Italy's Angelo Brandi, the UK's Sally Oldfield, Russian singer-songwriter Alexander Dotski, East Germany's singer Twinger Trio and Austria's Ludwig Wirtich and Toni Stricker Ensemble are featured in Bayerischer Rundfunk's (BR)'s annual "Songs Am Sommerabend" (Songs On A Summer's Eve). The show was recorded at the end of last month but will not be broadcast until September 8, on BR's regional third channel. It will also be broadcast nationwide on AR, but with a specific date has yet to be set.

Producer Ado Schlier says in a recent interview that, "The Form-a name which suggests the group's "togetherness and unity"-benefited from the international format with a minimum of talk, proved to be WDR's most successful format ever. A key element is the information channel which features pop, scored 31.3%.

Major Restructuring At CBS

Paris - CBS France is making major structural changes based on the company's make-up in the US and Japan. Henri De Bodina, President CBS France, has decided to create three new labels, CBS, Epic and Squart.

CBS will market French artists with direct contracts and international acts signed to the US label as well as developing its own roster of national talent. Former A&R Manager Dominique Lemel will manage CBS with Virginie Aucar as Marketing Manager and Pascal Negre as Promotion Manager. Squart, which was formed a year ago, will continue as a small label. It is considered as a testing ground for new talent and will be co-ordinated by Luc Vergier.

Nuggets Chart On M6

Record retail chain Nuggets has finally found a TV home for its M6 hit parade on M6, screened from 800-830 hourly on weekdays, and extended to 900 hours on Saturday. M6's Summer Song Special was presented by Albert Danbara.

Nuggets Managing Director Bénédicte Carton says, "The programme will be taking a different Multitop chart each night, for example the French singles and then foreign singles. One night a week will be dedicated to a special theme such as oldies or film or dance music. The Saturday programme will be a compilation of all the charts."

Telephone No: 072747022
Fax No: 0727472966

Bowie Win Golf Druout

Love Bowie in France has won the first Golf Druout final to be held since the organisation went into operation last autumn. Love Bowie were awarded FR 250 000 by the French organisation, a mark. David Cohen, who was responsible for programming the Golf Druout concerts throughout the year, says Love Bowie's style is very simple. The group do not yet have a record contract and therefore have not been released anywhere in France, though they have had discussions with Polydor.

Lola Fett Nelisocin receive a gold record from the Virgin team in Paris.

The single gained significant airplay, despite radio programmers' tendency to classify such songs as oldies which only deserve limited airplay.

Another successful WEA project was an R&B compilation from the Atlantic catalogue, also promoted by an extensive TV campaign. Comm: "The Atlantic compilation is a complete French project. Everything was made in Paris - the choice of the tracks, negotiations with the rights owners, packaging and marketing. It was a success, and we believe there is a market in France for this type of music. Our target is the 25-30 age group."

Other recent TV campaigns launched by WEA were for new US releases such as the Bee Gees, Kim Wilde, Simply Red and Lou Reed (60,000 copies sold and headed for gold - his first in France).
ITALY

RAI Versus Berlusconi

Research commissioned by state broadcaster RAI says its TV channel is seen as strongly competitive on the international market and as more reliable and attractive than the law. RAI is also thought to be more efficient and thought to be more efficient and in touch with new technology.

However, Berlusconi's stations are regarded as more independent and courageous. The research also showed that more press coverage was given to RAI. There was a 59.5% coverage of TV programmes, while music received 5.7% press attention.

RAI vs. Berlusconi

In 1988/89; and a series of interviews was held to see how they could improve their service. The results on its standing among the public was not encouraging. The research commissioned by state broadcaster RAI Versus Berlusconi saw the public was not encouraging. The research commissioned by state broadcaster RAI Versus Berlusconi saw the public was not encouraging. The research commissioned by state broadcaster RAI Versus Berlusconi saw the public was not encouraging.

MUSIC

Super Channel and VideoMusic
tweeted two of the concerts live while VideoMusic only televised the competition part of the show. All contestants were interviewed after their video shows on VideoMusic's afternoon programme 'Hot Line'.

Among the Italian acts were Zucchero, Francesco De Gregori, Angelo Branduardi, Edoardo Bennato and Gianna Nannini. The international artists included Paul McCartney, Stevie Wonder and Descon Blue.

'Disco L'Estate' Televised

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Among the Italian acts were Zucchero, Francesco De Gregori, Angelo Branduardi, Edoardo Bennato and Gianna Nannini. The international artists included Paul McCartney, Stevie Wonder and Descon Blue.

'Festivalbar' Back On Italia I

The 26th annual series of the music show 'Festivalbar' returned to Berlusconi's Italia I TV on June 20 (23.20-22.30 hours) and will be screened over 14 weeks, ending with a grand finale at Verona's Arena on September 15. There will be a strong Italian presence on this year's 'Festivalbar' with a total of 38 home-grown acts plus 27 international guests appearing. These include Fausto Leali, Zucchero, Anna Oxa, Vasco Rossi, Mia Martinis, Pink Floyd, Sarah Jane Morris, Tanita Tikaram and Joe Cocker.

Some 13 acts will appear on each programme and special themes have been introduced this year. They include Juke Box Write, Italian Concert, Prima Donna (an evening devoted to women artists), European Summer and Grand Premio Of The Mediterranean.

Organised by Vittorio Salvetti, 'Festivalbar' is presented by Gerry Scotti. The programmes are produced by Mario Campion and directed by Mario Bianco.

On their new CD album Red Corner (CGD 05060), Matia Bazar show they have the artistic maturity to be a strong and lasting force on the international market, with 19 sophisticated but accessible songs.

Guitarist/vocalist Carlo Marrale: "For the first time ever we recorded at the Studio Mulleteri (Recco) in our home region of Liguria. I think it is the nearest we have ever come to a total expression of the group."

First formed in 1975, Matia Bazar has scored many successes. These include winning the critics' prize at the San Remo Music Festival twice, tours of South America, Japan and East and West Germany plus their 1985 German hit single Ti Sio (I Feel You). But the new LP Red Corner sees them heading in new directions. The unique and unmistakable voice of singer Antonella Ruggiero is still at the forefront but now Marrale adds the magic by joining in on some songs. This combination with some slick rhythms and strong melodies, shows the band in a new light.

All songs are written by Mario Albi and Giorgio Grassi of Milan's Maknomedia Research Institute, in two parts, an analysis of press articles on RAI and RAI's Super Channel. The final programme 'Hot Line'.

Super Channel and VideoMusic
tweeted the two concerts live while VideoMusic only televised the competition part of the show. All contestants were interviewed after their video shows on VideoMusic's afternoon programme 'Hot Line'.

Among the Italian acts were Zucchero, Francesco De Gregori, Angelo Branduardi, Edoardo Bennato and Gianna Nannini. The international artists included Paul McCartney, Stevie Wonder and Descon Blue.

VTM To Screen Super 50 Chart

As from this week (July 5) Flemish commercial broadcaster VTM is to screen the weekly Super 50 chart, which is printed in Belgium's most popular pop magazine Joepie. The chart is already broadcast by Radio Contact.

VTM's Eli Van Den Abeele says 'Super 50' will replace the 'VTM Top 50' show as a part of VTM's policy to team up with other media outlets. The 'Super 50' will go out every Wednesday at 20.00 hours with a re-run every Saturday at 17.30 hours and will be hosted by Koen Haeters and Jessica Van Tienen, Van Den Abeele: "It has already been confirmed that both VTM and Radio Contact will refer to each other in announcing the Super 50."'

IMS Links Up With West Germany

Import Music Service (IMS), a division of PolyGram Holland, and PolyGram West Germany's International Music Service are to work more closely together following meetings of their managing directors, Kees Van Weijen (Holland) and Uwe Baud (West Germany).

The pair are looking for improved links in information exchange and in availability of repertoire. As a result, Van Weijen projects a 20% increase in turnover this year.

2nd New Talent Showcase

The second annual showcase for new Italian groups will be held in Reggio Emilia on September 22-24 with Italian artist Gino Paoli on hand to advise new acts.

One of the event's organisers, Luca Fonari, says that, unlike last year, there will not be an outright winner: "We intend to present a real showcase, a shop window for new talent."

Groups wishing to take part must send a demo tape and background information and juries of music experts will select acts for regional concerts to participate in the finals.

Last year 1,600 groups entered and more than 200 performed at regional concerts. RAI 3 will film the September concerts for screening later in the year.

to break into the Dutch charts was "irritating" but Phonogram remains confident about Nadieh's prospects and is targeting domestic sales of 30,000 units, says Witkamp.

A second, stronger, Special Love, is scheduled for release this month and Phonogram is considering boosting marketing activities with spots on commercial satellite radio stations Radio X and Cable 1.

Nadieh: "My music has become simpler and my lyrics more powerful. The album has a solid rock base which I prefer to the folky, approach I used in the past."

No Way Back was recorded at the Wisseloord Studios and produced by Larry Lee (Berlin, Dolly Dots, Bliss). The CD version contains three extra songs including a duet with UK blues singer Colin Blunstone on Spended Morning.

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Six independent Swedish record companies - Amigo, MNNO, RU- dium, Wire, Mstur and Amalthea - have joined forces to establish an international venture aimed at securing stronger distribution deals outside Scandinavia. Together they have revived American Record Distribution, formally a distributor within Sweden, to serve their interests abroad. SAM will be based at Wire Re- cords in Stockholm and will be run by Export Manager (and Wire’s Managing Director) Per Kevmark. With Scandinavia, the company will continue to operate independently.

SAM is planning to launch its 150-plus album catalogue with a sampler cassette at next month’s Music Show in New York. The artist roster includes The Leather Nun, Commando, Stonefarks, Union Carbide, The Nomads and The Sandmen.

**Indies Unite To Form SAM**

by Chris Fuller

New Music Show On TV

by Mike Nicholls

**SPAIN & PORTUGAL**

Catalan TV Debate Over "American Rock" by Cathy IV

Spanish companies - Amigo, MNNO, Radium, Wire, Mstur and Amalthea - have joined forces to establish an international venture aimed at securing stronger distribution deals outside Scandinavia. Together they have revived American Record Distribution, formally a distributor within Sweden, to serve their interests abroad. SAM will be based in Stockholm and will be run by Export Manager (and Wire’s Managing Director) Per Kevmark. With Scandinavia, the company will continue to operate independently.

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**Medley Recruits Robinson**

by Cathy IV

Denmark’s Medley Records has recruited ex-Supremos Dave Robinson as the company’s “eyes and ears in the UK.” Medley Managing Director Michael Rito says Robinson will be representing the company on a “project basis, securing deals for our acts and acting as an A&R man.”

Robinson, currently working as a consultant for several smaller labels, says he was attracted to Medley because of the strength of their catalogue, which includes Disneyland After Dark, Hume Boo and Knockout: “I am very impressed with the idea of European music - the days of American and British domination will soon be over.”

**New Music Show On TV**

by Gary Smith

Spanish companies - Amigo, MNNO, Radium, Wire, Mstur and Amalthea - have joined forces to establish an international venture aimed at securing stronger distribution deals outside Scandinavia. Together they have revived American Record Distribution, formally a distributor within Sweden, to serve their interests abroad. SAM will be based in Stockholm and will be run by Export Manager (and Wire’s Managing Director) Per Kevmark. With Scandinavia, the company will continue to operate independently.

SAM is planning to launch its 150-plus album catalogue with a sampler cassette at next month’s Music Show in New York. The artist roster includes The Leather Nun, Commando, Stonefarks, Union Carbide, The Nomads and The Sandmen.

Disneyland After Dark (DAD) are the talk of Scandinavia. This Cow- penhagen-based, cow-punk quartet have just signed a long-term deal with Warner in the U.S., following what is rumoured to be a US$1 million advance - the highest ever for a Scandinavian band.

Medley Records released DAD’s third album No Fuel Left For The Pilgrims (MIDLP 6329) in Denmark in March and will continue to handle them within Scandinavia. Medley is delighted with the Warner deal, which covers the rest of the world excluding Australia.

Medley’s Managing Director Michael Rito: “We have long been confident that DAD could appeal to every territory in the world. This solid commitment is just what we were looking for: the band are more than happy.”

Warner plans to re-release No Fuel Left For The Pilgrims, probably retitled as Disneyland After Dark, in the autumn. It is considered representing a couple of tracks on the album, which has sold around 7,000 copies in Scandina- via, hitting gold status in Denmark.

The current album displays the band’s humour and wide variety of influences, from country to hard rock to Italian spaghetti westerns, including the stand-out tracks Sleeping My Day Away, Pass Your View and Run Off (Cut Me Off).
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 den Baden, tel 01721-33266).

from the airing of the parade of Media Control including 29 radio emis- 
sions for more info please contact Media Control - Probstadel 425, 21750 Bo-
 den Baden, tel 01721-33266.

1. Various Artists - One Love - LP
2. Simply Red - I'm Not Perfect
3. Peter Gabriel - Behind Our Times
4. Simply Red - Hand On Your Heart
5. Simply Red - A Team
6. Simply Red - All Of A Sudden
7. Simply Red - I'll Be With You
8. Simply Red - If You Know What I Mean
9. Simply Red - Holding Back The Years
10. Simply Red - Wild One
11. Simply Red - I'll Be Your Lov
12. Simply Red - Stay With Me
13. Simply Red - Why
14. Simply Red - Love
15. Simply Red - Fire
16. Simply Red - I'll Be In Your Heart
17. Simply Red - Everything Nice
18. Simply Red - I'll Be Your Baby
19. Simply Red - I'll Be With You
20. Simply Red - Right Back Where We Started
21. Simply Red - All Of A Sudden
22. Simply Red - Holding Back The Years
23. Simply Red - I'll Be Your Lov
24. Simply Red - Hand On Your Heart
25. Simply Red - I'll Be With You
26. Simply Red - Why
27. Simply Red - Love
28. Simply Red - Fire
29. Simply Red - I'll Be In Your Heart
30. Simply Red - Everything Nice
31. Simply Red - I'll Be Your Baby
32. Simply Red - All Of A Sudden
33. Simply Red - Holding Back The Years
34. Simply Red - I'll Be With You
35. Simply Red - Why
36. Simply Red - Love
37. Simply Red - Fire
38. Simply Red - I'll Be In Your Heart
39. Simply Red - Everything Nice
40. Simply Red - I'll Be Your Baby
41. Simply Red - All Of A Sudden
42. Simply Red - Holding Back The Years
43. Simply Red - I'll Be With You
44. Simply Red - Why
45. Simply Red - Love
46. Simply Red - Fire
47. Simply Red - I'll Be In Your Heart
48. Simply Red - Everything Nice
49. Simply Red - I'll Be Your Baby
50. Simply Red - All Of A Sudden

The 20 best played records in Spain, according to Columbia Records:

1. Simply Red - I'll Be Your Baby
2. Simply Red - All Of A Sudden
3. Simply Red - Holding Back The Years
4. Simply Red - I'll Be With You
5. Simply Red - Why
6. Simply Red - Love
7. Simply Red - Fire
8. Simply Red - I'll Be In Your Heart
9. Simply Red - Everything Nice
10. Simply Red - I'll Be Your Baby
11. Simply Red - All Of A Sudden
12. Simply Red - Holding Back The Years
13. Simply Red - I'll Be With You
15. Simply Red - Love
16. Simply Red - Fire
17. Simply Red - I'll Be In Your Heart
18. Simply Red - Everything Nice
19. Simply Red - I'll Be Your Baby
20. Simply Red - All Of A Sudden

The 20 most played records in Europe, according to Columbia Records:

1. Simply Red - I'll Be Your Baby
2. Simply Red - All Of A Sudden
3. Simply Red - Holding Back The Years
4. Simply Red - I'll Be With You
5. Simply Red - Why
6. Simply Red - Love
7. Simply Red - Fire
8. Simply Red - I'll Be In Your Heart
9. Simply Red - Everything Nice
10. Simply Red - I'll Be Your Baby
11. Simply Red - All Of A Sudden
12. Simply Red - Holding Back The Years
13. Simply Red - I'll Be With You
15. Simply Red - Love
16. Simply Red - Fire
17. Simply Red - I'll Be In Your Heart
18. Simply Red - Everything Nice
19. Simply Red - I'll Be Your Baby
20. Simply Red - All Of A Sudden

The 20 most played records in the United Kingdom, according to Columbia Records:

1. Simply Red - I'll Be Your Baby
2. Simply Red - All Of A Sudden
3. Simply Red - Holding Back The Years
4. Simply Red - I'll Be With You
5. Simply Red - Why
6. Simply Red - Love
7. Simply Red - Fire
8. Simply Red - I'll Be In Your Heart
9. Simply Red - Everything Nice
10. Simply Red - I'll Be Your Baby
11. Simply Red - All Of A Sudden
12. Simply Red - Holding Back The Years
13. Simply Red - I'll Be With You
15. Simply Red - Love
16. Simply Red - Fire
17. Simply Red - I'll Be In Your Heart
18. Simply Red - Everything Nice
19. Simply Red - I'll Be Your Baby
20. Simply Red - All Of A Sudden

The 20 most played records in Germany, according to Columbia Records:

1. Simply Red - I'll Be Your Baby
2. Simply Red - All Of A Sudden
3. Simply Red - Holding Back The Years
4. Simply Red - I'll Be With You
5. Simply Red - Why
6. Simply Red - Love
7. Simply Red - Fire
8. Simply Red - I'll Be In Your Heart
9. Simply Red - Everything Nice
10. Simply Red - I'll Be Your Baby
11. Simply Red - All Of A Sudden
12. Simply Red - Holding Back The Years
13. Simply Red - I'll Be With You
15. Simply Red - Love
16. Simply Red - Fire
17. Simply Red - I'll Be In Your Heart
18. Simply Red - Everything Nice
19. Simply Red - I'll Be Your Baby
20. Simply Red - All Of A Sudden

The 20 most played records in Switzerland, according to Columbia Records:

1. Simply Red - I'll Be Your Baby
2. Simply Red - All Of A sudden
3. Simply Red - Holding Back The Years
4. Simply Red - I'll Be With You
5. Simply Red - Why
6. Simply Red - Love
7. Simply Red - Fire
8. Simply Red - I'll Be In Your Heart
9. Simply Red - Everything Nice
10. Simply Red - I'll Be Your Baby
11. Simply Red - All Of A Sudden
12. Simply Red - Holding Back The Years
13. Simply Red - I'll Be With You
15. Simply Red - Love
16. Simply Red - Fire
17. Simply Red - I'll Be In Your Heart
18. Simply Red - Everything Nice
19. Simply Red - I'll Be Your Baby
20. Simply Red - All Of A Sudden
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<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>ORIGINAL LABEL</th>
<th>PUBLISHER</th>
<th>COUNTRY CHARTED</th>
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<tr>
<td>The Look</td>
<td>Bon Jovi &amp; Bon Jovi (Jersey Boys)</td>
<td>(EMI America Inc/EMI Music USA)</td>
<td>(EMI)</td>
<td>USA</td>
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<tr>
<td>Like A Prayer</td>
<td>Madonna</td>
<td>(Virgin USA)</td>
<td>(Virgin)</td>
<td>USA</td>
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<td>Express Yourself</td>
<td>Madonna</td>
<td>(Virgin USA)</td>
<td>(Virgin)</td>
<td>USA</td>
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<td>Back To Life</td>
<td>Seo Jo Seok&amp;China Waltz</td>
<td>(SM Recording)</td>
<td>(SM)</td>
<td>Korea</td>
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<td>Americanos</td>
<td>Holley Johnson</td>
<td>(POLYDOR)</td>
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<td>Sealed With A Kiss</td>
<td>Jeans Diamond</td>
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<td>(POLYDOR)</td>
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<td>Johnny Johny Come Home</td>
<td>Available</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<td>Batdance</td>
<td>Prime Minister</td>
<td>(EMI)</td>
<td>(EMI)</td>
<td>USA</td>
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<td>Eternal Flame</td>
<td>The Bangles</td>
<td>(Ariola)</td>
<td>(Ariola)</td>
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<td>Lullaby</td>
<td>The Corrs</td>
<td>( boots/GO! Discs)</td>
<td>(GO! Discs)</td>
<td>UK</td>
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<td>I Want It All</td>
<td>Queens</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<tr>
<td>Especially For You</td>
<td>Kyle Minogue &amp; Jeanne Diamond</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<tr>
<td>Manchild</td>
<td>Sarah Cherry</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<td>Das Ornen (Teil I)</td>
<td>Myriam's Angels</td>
<td>(EMI)</td>
<td>(EMI)</td>
<td>UK</td>
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<tr>
<td>Right Back Where We Started</td>
<td>Barry White</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<tr>
<td>Ferry 'Cross The Mersey</td>
<td>Various Artists</td>
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<td>(POLYDOR)</td>
<td>Germany</td>
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<td>This Time I Know It's For Real</td>
<td>Howard &amp; Brazil (Maxx/Midnight)</td>
<td>(EMI)</td>
<td>(EMI)</td>
<td>USA</td>
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<td>All I Want Is You</td>
<td>U2</td>
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<td>Germany</td>
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<td>Megamix</td>
<td>Village People</td>
<td>(EMI)</td>
<td>(EMI)</td>
<td>UK</td>
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<td>Drive All Night</td>
<td>Cyndi Lauper</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<td>The Best Of Me</td>
<td>Cliff Richard</td>
<td>(POLYDOR)</td>
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<td>If You Don't Know Me By Now</td>
<td>Simply Red</td>
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<td>Tone Loc</td>
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<td>Looking For Freedom</td>
<td>David Hamilton</td>
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<td>Germany</td>
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<td>Miss You Like Crazy</td>
<td>Natalie Cole</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<td>Hand On Your Heart</td>
<td>Kylie Minogue</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<td>She Drives Me Crazy</td>
<td>Free</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<td>A La Meme Heure Dans Deux Ans</td>
<td>Elsa (EMI)</td>
<td>(EMI)</td>
<td>(EMI)</td>
<td>France</td>
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<td>Pink Mink</td>
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<td>(POLYDOR)</td>
<td>Germany</td>
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<td>Song For Whoever</td>
<td>Beautiful South</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<tr>
<td>Sweet Child O'Mine</td>
<td>Gipsy &quot;N, Roses&quot;</td>
<td>(EMI)</td>
<td>(EMI)</td>
<td>Spain</td>
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<td>When The Night Comes</td>
<td>Linda Williams</td>
<td>(POLYDOR)</td>
<td>(POLYDOR)</td>
<td>Germany</td>
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<td>Help</td>
<td>Batastomi/Lantero&amp;company</td>
<td>(EMI)</td>
<td>(EMI)</td>
<td>Spain</td>
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**Master Chart** - July 1, 1989

The Eurochart Hot 100 is compiled by EMR in cooperation with Buma/Stemra. The chart is supported by the European Committee of CISAC. © Buma/Stemra - All rights reserved.

**New Music That Leaves You Speechless**

**Read My Lips**

**Thrashing Doves**

**Lorelei**

**Play Something Different**

**Coca-Cola**

**Media**

**EUROCHART HOT 100**

**CISAC**

**EMR**

**Buma/Stemra**

**CISAC** is the abbreviation for the Confederation of International Societies of Authors and Composers.
## Hot Breakouts

### National Hits Ready to Explode!
- **UK & Ireland**
- **Germany, Austria, Switzerland**
- **Spain**
- **Scandinavia**
- **Benelux**

## Eurochart Hot 100

### Albums

<table>
<thead>
<tr>
<th>#</th>
<th>Artist</th>
<th>Album</th>
<th>Country</th>
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<tbody>
<tr>
<td>1</td>
<td>Elvis Costello</td>
<td>Brand New Day</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>2</td>
<td>Dire Straits</td>
<td>Money For Nothing</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>3</td>
<td>The Police</td>
<td>Reggatta de Blanc</td>
<td>United Kingdom</td>
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## European Top 100

### Singles

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<thead>
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<th>#</th>
<th>Artist</th>
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<tr>
<td>1</td>
<td>Lionel Richie</td>
<td>Hello</td>
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<tr>
<td>2</td>
<td>Wham!</td>
<td>Last Christmas</td>
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<tr>
<td>3</td>
<td>Culture Club</td>
<td>Karma Chameleon</td>
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## Music & Media

### Top 3 Singles in Europe

<table>
<thead>
<tr>
<th>Country</th>
<th>#1</th>
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<th>#3</th>
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<tbody>
<tr>
<td>Germany</td>
<td>Back to Life</td>
<td>Sealed With A Kiss</td>
<td>Baia Dance</td>
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<tr>
<td>France</td>
<td>The Look</td>
<td>Das Omen (Tell It)</td>
<td>Americans</td>
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<tr>
<td>Italy</td>
<td>When the Night Comes</td>
<td>Jazz in Paris</td>
<td>The Look</td>
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<tr>
<td>Spain</td>
<td>No More Bawla</td>
<td>Rita</td>
<td>The Look</td>
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<tr>
<td>Holland</td>
<td>Total Eclipse</td>
<td>Mina</td>
<td>The Look</td>
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<tr>
<td>Belgium</td>
<td>Nu'Vero</td>
<td>Lilo</td>
<td>The Look</td>
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### Top 3 Albums in Europe

<table>
<thead>
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<th>Country</th>
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<tbody>
<tr>
<td>Germany</td>
<td>The Hits Album</td>
<td>Street Fighting Years</td>
<td>This Is Your Land</td>
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<tr>
<td>France</td>
<td>Street Fighting Years</td>
<td>Street Fighting Years</td>
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<td>Italy</td>
<td>Synthesizer Greatest Hits</td>
<td>Street Fighting Years</td>
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<td>Spain</td>
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<td>Sweden</td>
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<td>Denmark</td>
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<td>Norway</td>
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<td>Finland</td>
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<td>Austria</td>
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<td>Greece</td>
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<td>Portugal</td>
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<td>COUNTRY/CODE</td>
<td>ORIG.COUNTRY/CODE</td>
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<td>Simple Minds</td>
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<td>2</td>
<td>Queen</td>
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<td>Madonna</td>
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<td>4</td>
<td>The Cure</td>
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<td>5</td>
<td>Pink Floyd</td>
<td><strong>MA</strong></td>
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<td>6</td>
<td>Simply Red</td>
<td><strong>MA</strong></td>
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<td>7</td>
<td>Neneh Cherry</td>
<td><strong>MA</strong></td>
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<td>8</td>
<td>Dire Straits</td>
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<td>Jon Bon Jovi</td>
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<td>10</td>
<td>Joe Cocker</td>
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<td>11</td>
<td>Tia Saldivar</td>
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<td>Jean-Jacques Goldman</td>
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<td>13</td>
<td>The Sugarcubes</td>
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<td>14</td>
<td>Roger</td>
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<td>15</td>
<td>Holly Johnson</td>
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<td>16</td>
<td>Soundtrack - Return of the Jedi</td>
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<td>17</td>
<td>Steve Nicks</td>
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<td>18</td>
<td>Rez</td>
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<td>19</td>
<td>Below 40 Club Classics Vol. 1</td>
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<td>20</td>
<td>Bee Gees</td>
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<td>Bangs</td>
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<td>Francis Cabrel</td>
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<td>Depeche Mode</td>
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<td>24</td>
<td>Serge Gainsbourg</td>
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<td>25</td>
<td>Michel Sardou</td>
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<td>26</td>
<td>Enya</td>
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<td>Clarissa</td>
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<td>28</td>
<td>Original Nature</td>
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<td>29</td>
<td>Roy Orbison</td>
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<td>Tracy Chapman</td>
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<td>Tone-Loc</td>
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<td>33</td>
<td>Don't Be Cruel</td>
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<td>34</td>
<td>Ocean Blue</td>
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<td>35</td>
<td>Julio Iglesias</td>
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<td>36</td>
<td>John Cougar Mellencamp</td>
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<td>37</td>
<td>Zucchero Fornaciari</td>
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<td>Tom Petty</td>
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<td>Inter City</td>
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<td>Van Morrison</td>
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<td>42</td>
<td>The Jacksons</td>
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<td>Texas</td>
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<td>44</td>
<td>Jacques Higelin</td>
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<td>45</td>
<td>Myleene Farmer</td>
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<td>46</td>
<td>Credi Lauper</td>
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<td>48</td>
<td>Swing Out Sister</td>
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<td>Girls Don't Want The World</td>
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<td>Kylie Minogue</td>
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<td>Claude Nougaro</td>
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<td>58</td>
<td>Jeanne Mac</td>
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<td>Sandra</td>
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<td>Michel Sardou</td>
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<td>Durga Summer</td>
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<td>Eben John</td>
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<td>67</td>
<td>Bernard Lavilliers</td>
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<td>68</td>
<td>Midnight Oil</td>
<td><strong>MA</strong></td>
<td><strong>MA</strong></td>
</tr>
</tbody>
</table>

**You want to know more?**

Contact: OD & ME

Bishop Bekkestraat 8a
5828 RA EINDHOVEN THE NETHERLANDS

**Address**

Phone: +3140041015
Telex: 51191 djp ap
Fax: +3140177482

**Automated Excellence**

The New OD & ME MONOLINER MKII fully automated production system, produces 400 top quality discs an hour... from a floor space of only twenty square metres... with less than a 5% reject rate. And that's guaranteed!

From substrate to ready-packed disc, with one person and one screen, monitoring the total process!

**OD & ME Monoliner MKII - producing the sounds of success... continuously!**

---

**European top 100 Albums**

**Master Chart** - July 1, 1991

**EuropeanRadioHistory.Com**
As demand for CDs continues to increase, Music & Media presents a list of European CD manufacturers which includes the growing range of facilities now offered.

**AUSTRIA**

DADC AUSTRIA
Peter Zwicker
Niederalm 282
5081 Anif Salzburg
tel. 6246-2260; fax 6246-3551
Annual Capacity: 50 million
Special Formats: CD-3; CD-5;
3" picture disc; 7" picture disc
Facilities: Coloured polycarbonate; six colour printing; mastering (Sony); plating, overwrapping; standard blister packaging for CD-3
Turnaround Time: 9 days (new order); 5 days (re-order); speedier facility for express orders
Natural Wastage: none
Minimum Order: 500 (first order); 300 (re-order)
Customers: More than 100 European record companies

**DENMARK**

DANDISC PRODUCTION
Peter Kjaer (President)
Skifervy 2
4900 Saksloking
tel. 3-894400; fax 3-894499
Annual capacity: 6 million
Special Formats: Audio, CD-ROM, CDV
Facilities: Galvanising and plating
Turnaround Time: 5-10 working days
Natural Wastage: None

**FRANCE**

PDO FRANCE
Genia Brauman
43 Ave. Marceau
75116 Paris
tel. 1-40701123; fax 1-40701126
Annual Capacity: 17 million
Special Formats: CD-3; CD-5; CD-ROM
Facilities: Mastering; plating; overwrapping
Turnaround Time: 7 days
Natural Wastage: 10%
Minimum Order: 1000
Customers: PolyGram; Pathé Marconi EMI; Virgin; Readers Digest; Vogue

LOR-DISC
Benedicte Fichy
4 Place De La Concorde
75008 Paris
tel. 1-42663844; fax 1-42663845
Annual Capacity: 5 million
Special Formats: CD-3; CD-5
Facilities: Plating; overwrapping; 3-colour printing
Turnaround Time: 3 weeks (first order); 10 days (re-order)
Natural Wastage: 8%
Minimum Order: 2000 plus special small orders
Customers: Harmonia Mundi (France); Adda (France); SAA; Gain (Italy); Chord Records (UK); also export to Sweden, Belgium, Switzerland and Japan

**HOLLAND**

DURECO MANUFACTURING
Pampuslaan 45
1382 JM Weesp
tel. 2940-3532
Annual Capacity: 5.6 million (Holland); 8-10 (second factory in Norway)
Special Formats: CD-5; CDV; CD-ROM upon request
Facilities: Mastering; plating; overwrapping; 4-colour printing; special packaging facilities
Turnaround Time: 5 days (first order); within 24 hours for re-order
Natural Wastage: 7%
Minimum Order: 1000; 500 (re-order)
Customers: All major TV merchandisers such as Arcade, K-Tel and Star Records and independent record companies such as CNR

**EUROPE OPTICAL DISC**

Roy Brouwer/Wilma Godding
Dr Paul Janssenweg 140
CD MANUFACTURING
continues on page 21

**CD MANUFACTURING**

we manufacture compact discs complete electro plating systems

**INTER SERVICE PRESS BVBA**

APPELWEG 88-94
3221 NIEUWRODE - HOLSBEEK BELGIUM
TEL. 016-56.83.63; TELEFAX 016-56.94.77
### WEST GERMANY

**PILZ COMPACT DISC**  
Ralph Gropp  
Ingrid Pilz Str. 18  
8150 Kranzberg  
tel. 9166-300; fax 9166-3029;  
tlx 7701681  
Annual Capacity: 15 million  
Special Formats: CD-5; CDV; CD-ROM  
Facilities: Mastering (in preparation); galvanizing; special packaging; all pre-mastering, coding and editing to be arranged through third parties  
Turnaround Time: 5-80 days (first order); 2-3 days (re-order)  
Minimum Order: 1000 (first order); 500 (re-order)  
Other: Silk screen (UV CD printer); 500 (re-order)  
Minimum Order: 1000 (first order); 500 (re-order)  
Other: Ability to customise CD and packaging manufacturing  

**RECORD SERVICE**  
Cappi Frenger  
Max Planck Str. 1-9  
5030 Alsdorf  
Quality Analysers; DAT-copying; UV coating; Gold CD upon request; 100% laser and visual quality control  

### CD MANUFACTURING

**COMPACT DISC PRODUKTION**  
Hinrich Behnke  
Carl-Bertelsmannstr. 161  
4830 Guetersloh 1  
tel. 5241-801; fax 5241-75863;  
tlx 933406 sonop  
Facilities: Digital editing; mastering; galvanising; Natural Wastage: 10%  
Customers: Record Service produces exclusively for WEA companies (excluding US); above figures also include CD production for Teldec Press  
Other: 7" blister packaging; preparation of cliches  

**SONOPRESS BERTELSMANN**  
Roland Ramforth  
Carl-Bertelsmannstr. 161  
4830 Guetersloh 1  
tel. 5241-903445; fax 5241-75863;  
tlx 933406 sonop  
Facilities: Digital editing; mastering; galvanising; Natural Wastage: 10%  
Customers: Record Service produces exclusively for WEA companies (excluding US); above figures also include CD production for Teldec Press  
Other: 7" blister packaging; preparation of cliches  

**KOCH RECORDS**  
Ralph Gropp  
Hermann-Schmidt Str. 10  
8000 Munich 2  
tel. 89-7526095; fax 89-7524759;  
tlx 5213408 koch d  
Facilities: Complete pre-pressing department for test and measurement equipment; two production lines for CD test equipment; DAT Quality Analysers; DAT-copying  

**COMPACT DISC PRODUKTION**  
Claud Winkler  
Gustav-Meyer-Allee 25  
1000 West Berlin 65  
tel. 30-4635509; fax 30-4694499;  
tlx 105825  
Annual Capacity: 4 million  
Special Formats: CDV license obtained; CD-ROM facilities; Studio; glass mastering; galvanising; gold spatter; coloured CDs; picture CDs  
Facilities: Pre-mastering of all tape formats; analog-digital transferring; mastering; galvanising; jewel boxes; multi-packs; two-piece jewel boxes; picture discs  
Turnaround Time: 10-15 days; 5-10 days (re-order); quick delivery is negotiable  
Minimum Order: 500  
Other: Storage facilities  

**PDO WEST GERMANY**  
Hinrich Behnke  
Klaussiede 26  
3012 Langenhagen 1  
tel. 51-3762289; fax 51-3706295;  
tlx 61924777 polod  
Annual Capacity: 70 million  
Special Formats: CD-3; CD-5; CD-ROM  
Facilities: Mastering; galvanising; Natural Wastage: 10%  
Customers: 80 clients many of which are independent labels  

**INTERPRESS TONTRAEGER**  
Axel Saborowski  
Steinmuhlenstr. 26  
6880 Bad Homburg 6  
tel. 4672-4079; fax 4672-40749;  
tlx 415659  
Annual Capacity: 12 million  
Special Formats: CD-5; CD-ROM facilities; Complete pre-pressing services; galvanising  
Turnaround Time: 10 days  
Minimum Order: 500  
P + O COMPACT DISC  
Ingeborg Grossmann  
Auf Denk Esch 51  
2840 Diepholz  
tel. 5440-4014; fax 5440-4010;  
tlx 941221  
Annual Capacity: 10 million  
Special Formats: CD-5; CD-ROM facilities: Plating; DMM (Direct Metal Mastering); mastering; galvanising; label printing (4 colour and more); booklets, inlays  
Turnaround Time: 7-8 days  
Minimum Order: 500  
Other:  Storage facilities  

**COMPACT DISC TONTRAEGER**  
Gustav-Meyer-Allee 25, 1000 Berlin 65  
Phone: (0 30) 4 63 50 95 Telex 185 825  

**CD MASTERING AB**  
BOX 9173  
20039 MALMO, SWEDEN  
INT. PHONE +46-40-94 65 70  
INT. FAX +46-40-94 96 60  
Contact: Cecilia Jonsson...
SACHER MUSAK's affectionate tribute to the latest hit act on the political stage. (Includes "GorbyManja")!

JULIAN'S affectionate tribute to the latest hit act on the political stage. (Includes "GorbyManja")!

This dance record full of samples with a definite Russian feel, has still available everywhere except Western Europe. Larger than life, The First Dance) and had too top 5...
Guesch Patti is recording her follow-up to the highly suc-
cessful Labyrinth. EM/EPhal Marconi expects the album to be released before the end of the year.

After reaching the top of Bill-
board's US chart the highly suc-
cessful Labyrinth, EM/EPhal Marconi expects the album to be released before the end of the year.

After reaching the top of Bill-
board's US chart, the highly suc-
cessful Labyrinth, EM/P Faultless, is due to be released around the end of the year.

Phil Collins is recording his follow-up to the highly suc-
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