With the look of Roxette at No. 1 in the U.S. and Europe and more than 2 million albums sold... Roxette are now dressed for success.
BPI Launches New European Operation

Roos Appointed President

BPI, Music & Media's parent publisher, In Chief, White will operate from London where he will oversee international editorial coverage for BPI Publications including Billboard, The Hollywood Reporter and Music & Media.

An internationally-renowned journalist, White has both International Editor and Editor of Billboard as well as holding key positions at Radio & Records.

For the past year White has been working on several independent projects including a book documenting 30 years of US gold and platinum records. He has also been a freelance contributor for Rolling Stone and UK's Music Week.

White: "In the worldwide music and entertainment industries, there isn't anywhere more exciting than Europe right now."

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BPI European Operation

Roos will be based in London and led by Theo Roos, who will be its President.

Roos, also Vice President of BPI Communications Inc and a member of its Executive Committee, will operate from London and Amsterdam, where he will continue to act as Music & Media's publisher for the time being.

Roos says that BPI Europe will expand existing publishing and information interests, increase the synergy between its various entertainment publications and acquire related new businesses.

Thus a major role within the new division will be his.

Adam White who has been appointed BPI International Editor In Chief, White will operate from London where he will oversee international editorial coverage for BPI Publications including Billboard, The Hollywood Reporter and Music & Media.

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The opportunities for expansion and innovation are tremendous.

"I'm eager to apply my editorial and publishing experience to help BPI become a media force in the European Community, just as it is in the US."

Commenting on the BPI's overall objective to become the primary information for the entertainment, arts and design industries, Gerald Hobbs, said: "The establishment of BPI Europe adds an important strategic dimension to our services for the multifaceted entertainment industry and underscores BPI's commitment to a growing pan-European market.

Sam Holdsworth, President BPI Entertainment Division, said he was "especially pleased with the quality of the team BPI has enlisted to lead its overall efforts in Europe."


It also publishes 27 annual directories, produces and distributes specialty books, operates two book clubs, hosts several annual industry conferences and licenses its copyright material for broadcast and republication on a worldwide basis.

Further, BPI recently established Broadcast Data Services (BDS), which electronically monitors songs and advertisements played over the air.

BPI is a major international publisher of magazines serving the home entertainment, film, music and broadcasting industries, including Billboard, Hollywood Reporter and Music & Media. We have outstanding opportunities for several

EXPERIENCED SALES EXECUTIVES

with ambition, natural style and flair to develop our Pan-European business.

Working from Amsterdam with a lively team, you will be responsible for maintaining business relationships all over Europe, as well as developing new revenue sources for Billboard, Music & Media and/or the annual International Music and Media Conference.

We require: - minimum 5 years sales experience - excellent command of English (knowledge of other European languages would be an advantage)

Write immediately: Billboard Operations Europe with full CV to: Mr. Theo Roos, P.O. Box 3050, 2008 DR Amsterdam The Netherlands Confidential fax no. 020 - 799 856

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Ten Hengel Appointed Music & Media’s GM

Leon Ten Hengel has been appointed to the post of Chief Executive Officer of Music & Media. The move was announced by Theo Roos, President of BPI Communications Ltd, Europe, Vice President BPI Communications Inc and Music & Media's founder and Publisher. Roos: “I have no confidence in leading Music & Media's founder and Publisher. "It is BPI's wish to further improve the position of this position in a great challenge. At the moment Europe is the major market. music market in the world and certainly the most interesting one in respect to media development. We want to play a vital role in this market as a high-quality information source. I am sure the backing of BPI and the editorial involvement of Adam White will be a great help to achieve this goal." Ten Hengel joined European Music Report in 1988, Ten Hengel completed professional studies in advanced marketing, media planning and direct marketing, joining the company as Marketing Director in October 1988. Ten Hengel says: "My new position is a great challenge. At the moment Europe is the major market, music market in the world and certainly the most interesting one in respect to media development. We want to play a vital role in this market as a high-quality information source. I am sure the backing of BPI and the editorial involvement of Adam White will be a great help to achieve this goal." Ten Hengel joined European Music Report, which publishes Music & Media, following a 15-year-career in the international entertainment industry. From 1974-76 he was involved in international artist management, public relations and concert organization as project manager for a concert promotion company. In 1976 he moved to the record industry, holding successive positions at BMG and Ariola. Over a 2-year period he was responsible for product management, international licensing, A&R, business affairs and marketing. 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UK Radio Festival Takes Off

The UK radio industry gathers in Cardiff this week for its major annual conference, the Radio Festival. One of the event’s organisers, Tim Blackstone, has identified three important elements in this year’s schedule: radio ownership, the growing importance of European radio for the UK industry, and the techniques for quality programming.

What is most interesting is that this year’s Festival recognises the way the industry is changing. The sessions with Owen Oyston (Miss World) and Chris Chataway (Commonwealth) are the first time we have looked at the important issue of radio ownership rather than programme issues.

The panels with Ove Joansson (Scandinavian Radio and EBU Radio Programming Committee), Rhett Walker (Pan European Programming Committee) and Owen Oyston (Miss World) and Chris Chataway (Commonwealth) have looked at the important issue of radio ownership rather than programme issues.

The Sound Of Music


Each of the six shows in the series will cover a different area of pop. The bands talk about their music, their roots and influences, and the stories behind their songs and their place in the pop scene.

The first programme, ‘The Scottish Soul Sound Of Danny Wilson’, was broadcast on July 6.

24 Stations Take ‘Live Action’

Elton John, Fairground Attraction, Steve Winwood, Bobby Brown, Bananarama and Guns ‘N Roses are among the acts lined up for Capital Radio’s second annual ‘Live Action’ concert series starting this week.

The 15-week programmes, produced and distributed by UK syndicator PPM Radiowaves, are sponsored by the MidWest bank in a deal said to be worth around £600,000. Each 60-minute show will be presented by Capital DJ Richard Allison.

Some 24 UK stations are taking part in this series, which is produced by PPM’s Bethan Davies.

Slammer In Action

UK radio won 34 awards at the recent New York Radio Festival for the majority going to commercial stations.

As far as music programming was concerned, London’s Capital Radio picked up several awards, including best top 40 format for its Capital FM service and best nostalgia format with Capital Gold. Essex Radio’s John Leech won the gold award for the best black/soul format.

The band have started a series of gigs which include an 8-date UK tour and major European festivals. The album and tour are accompanied by a massive fly-posting campaign and advertisements in Metal Forces, Metal Hammer, Raw and Kerrang.

Slammer, the first of three to be signed to a major record label, the UK WEA, have just released their debut LP ‘The Work Of Idle Hands’ (WBC27). In the tradition of heavy rock, there will not be a single but four copies of live action to promote the album which was produced by Mark Dodson (Anthrax, Metal Church and Suicidal Tendencies).

The first 3000 copies of The Work Of Idle Hands appear in limited edition numbered sleeves.

The Festival has a budget of £250,000 and a programme on AM and FM. Although a date has not been announced, it is believed it may be October 8 – the station’s 16th birthday.

It is thought LBC’s new station will be presented by Paul Eastern, who was with Classic Rock & Pop earlier this year, and Bob Porter, who was with Classic Rock & Pop earlier this year.

UK Success At NY Awards

London’s news and information station, LBC, is set for a major relaunch this autumn including the introduction of a separate programme on AM and FM.

Although a date has not been announced, it is believed it may be October 8 – the station’s 16th birthday.

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LBC To Introduce Music

London’s new station will be presented by Paul Eastern, who was with Classic Rock & Pop earlier this year, and Bob Porter, who was with Classic Rock & Pop earlier this year.

The programming on AM and FM will be diversified to include news, information, music, and talk, with a focus on local and national issues.

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More Than Jazz At Montreux Festival

The 23rd Montreux Jazz Festival has begun on the shores of Lake Geneva and will run until July 22.

The Festival is not restricted to jazz but includes everything from pop to R&B and ethnic music.

Chaud Nobs, founder and General Director of the Festival added: “We do not want to restrict ourselves to jazz but people can call it whatever they feel it is. The Montreux jazz and blues-pop-rock festival.

This year’s line-ups include Elvis Costello, Youssou N’Dour, Steps Ahead, Herbie Hancock, The Drifters, Al Green, Ross Martin, Little Feet, Miles Davis, Dizzy Gillespie, Eddie Bealock, Tantic Sambou and Paolo Conte.

Swiss national pop channels NRJ 3 (German speaking) and Couteau 3 (French) will broadcast the event every evening from 2000 hours. Italian-speaking channels Rete 2 and Rete 5 will also feature the Festival regularly.

The festival will run from July 20 to July 27. Eight evenings will be screened on national TV network SRG and, as in former years, the programme will be shown on foreign stations such as West Germany’s ARD and Italy’s RAI.

A budget of SFr 4.5 million of which SFr 2 million should be covered by merchandising and sponsors like Swissair, Warner Bros and Sony Music.

Nobs has recorded all the concerts since 1974 and the release of this material – which includes some 300 live recordings – will begin shortly. Already 135 live recordings have been released by various companies. For 1990, Nobs plans a twin festival in Munich.

New Private TV

Dusseldorf - Brennen, Hessen, and Saarland have agreed on the creation of a new private television channel for broadcast via satellite. The channel will be in competition with RTL Plus and Sat 1.

No applications have been received to operate the station. The plan includes a private broad- cast TV service, which is already the case in the NorthRhine Westphalia’s private radio service, has already been in operation for some time.
**European Privates Unite**

Boenn - A European organisation of private broadcasters will be formed at a meeting of private radio directors in Brussels on 18 September, according to the BKS (National Society Of Cable & Satellite Television) and BNS (National Society of Telecommunications). The meeting will be held in Paris with representatives from nine European countries.

BKS represents broadcasters such as Tite 5, CNN, Super Channel and the Mediterraneo Studio in Ibiza. Boenn's Managing Director Burkhard Nowgesy says the organisation has already instated a working group for international media questions under the chairmanship of Music-Lise Goes Peculum.

**Bausch To Retire**

Stuttgart - Hans Bausch, General Director of Stuttgart-based public broadcaster Süddeutscher Rundfunk (SDR), says he will retire at the end of this year. Bausch, who has led the SDR since 1985, is making the decision to put the longest serving General Director within the ARD - and has contributed significantly to the further development of radio and TV programming in Baden-Württemberg.

Bausch has been a strong supporter of closer co-operation within the ARD, and he was General Director of the ARD. He hopes to finalise negotiations on increased co-operation between SDR and SWF before he leaves.

**West Germany's Top 10 Sellers**

**Single**

1. **First Time**, Ruhe Beck (Metronome)
2. **Looking For Freedom**, David Hasselhoff (Atlantic)
3. **Hell Is Never Far Away**, Metallica (EMI)
4. **Miss You**, David Hasselhoff (Warner)
5. **Are You Ready for Love**, Erasure (Mercury)
6. **Saturday Night**, Ultravox (EMI)
7. **One Way Or Another**, Duran Duran (Parlophone)
8. **Addicted to You**, Human League (Virgin)
9. **Apartheid**, Good Manners (Columbia)
10. **Take It Easy**, Rednex (Warner)

**LP**

1. **A-Ha**, Take on Me (Metroplan)
2. **Europe**, The Final Countdown (EMI)
3. **Spandau Ballet**, Soup (Warner)
4. **Tyranny of Love**, Tears For Fears (Parlophone)
5. **Adventures of Superman**, Alan Parsons Project (Virgin)
6. **Dr. Hook**, The Tail Of Two Foxes (Vertigo)
7. **Moby Grape**, The Great Gonzo (Warner)
8. **Annie Lennox**, Missing (Parlophone)
9. **Peter Gabriel**, So (EMI)
10. **Police**, Zenyatta Mondatta (Parlophone)

**Rainbirds Split Up**

Berlin - Phonogram act the Rainbirds, last year's rising stars in West Germany, have split up. With two successful albums on the market and considerable international recognition, the Berlin-based group say there are personal and music differences between songwriter Karinna Franck and the other three members which cannot be resolved.

The formation existed as long as the combination of our imaginations collectively created the Rainbirds thing," says Franck, who provided the music and lyrics for the Rainbirds plans to continue recording under the group name.

**Enigma Signs With EMI**

Cologne - US heavy rock label Epic have agreed to sign Atlantic's rockier sister act, including prominent Christian white metal bands Stryper, Mass and Baron Cross - has changed its name to West Germany's distribution partner. Following periods with In- tercord and Virgin, Enigma is now represented by Cologne-based EMI.

**Sat I buys 49% of Munich TV**

Munich - Commercial television satellite broadcaster Sat I has bought 49% of the shares in the Munich-based local private channel TV München-Ilka. The deal has been approved by the Bavarian media licensing authority. Franz Goergens, one of Germany's most successful independent film producers, who heads the Munich-based production company, says: while film director Claus Hülsemann has held on to his 30%.

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A2 & FR3 Controversy Continues
by Jacqueline Escoci

Paris - The CSA has questioned the decision to appoint a single president for public TV channels Antenne 2 and FR3. The national audiovisual authority is expected to nominate the president by August.

A CSA spokesperson said: "It is important that the two channels maintain their distinct identities. However, the CSA regards it as essential that a co-ordinating structure is created - one that has a real power of arbitration. It questions the need for a single president.'

CSA President Jacques Boubet fears a single president would lead to excessive re-organisation and rescheduling. And he considers the restructuring of FR3 as a top priority over all other changes, with the possibility of making it a vehicle for news programmes.

However, such changes at FR3 are resisted by independent regional producers, who regard the channel as one of the few remaining outlets for their work. Meanwhile A2's case has not been helped by its recently announced deficit of Ffr 100 million and a 13% increase in advertising revenue for 1988, blamed largely on the loss of advertising revenue from the free-to-air stations - like RTL and Europe 1 - that FR3 has a more prolific playlist, so payments are spread more widely.

Eric Dafaure, SACEM's Media Relations Director: "It is a complex situation. One reason why composers get a smaller amount from NRJ than from stations like RTL and Europe 1 is that NRJ has a more prolific playlist, so payments are spread more widely."

He adds that NRJ's revenue is not a proper reflection of its audience, RTL, with an audience half the size, has a revenue of only Ffr 200 million - less than a fifth. And payments run about two years behind actual performance.

SACEM Orders Audit Of NRJ
by Mike Honnouey

Copyright society SACEM has ordered an audit of the accounts of private FM radio station NRJ, following complaints by composers and publishers that payments for airplay of copyrights were "below expectations".

The complaints allege payments were not in proportion to the level of advertising revenue. The station should pay SACEM 6.4% of gross advertising revenue, less an agency discount of 40% of that amount.

French Acts Go To NMS
by Jacqueline Escoci

An ambitious project by the Export Musicas Association (EMA) is taking three French bands to New York's New Music Seminar (NMS) this month. Niagara, Kansas and Matz Karl will play at the city's 3,000 seat Palladium Club on July 14.

Three other French groups - Los Carayos, Les Satellites and La Mano Negra - will also be featured in showcases during the NMS (July 15-19).

EMA was co-founded by Bertrand Buzen (also responsible for the Printemps De Bourges Festival programming), Lucas Fox and Music & Media's Emmanuel Legrand.

Fox: "We are calling the project World Music From Paris because France is increasingly being presented as a cultural crossroads. We will be playing the opening night of the New Music Seminar - it's a great opportunity for us."

A conference will also be held on the French market and will be chaired by SACEM's Eric de Saute. Participants will include Emmanuel De Buret (Virgin Musiques), Francois Hadji-Lazaro (Boucherie Productions), Bertrand Carbonne (BMG), Luc Vergier (Squatt/CBS), Fabrice Nuel (Virgin) and producer Nick Patrick.

FNAC Minitel Test Successful
by Mike Honnouey

FNAC's novel method of keeping its customers happy - a combined listen and order Minitel service - is now heading for the third month of its test phase. The service, publicised on local radio and the regional press, recorded 5,000 connections in its first month.

The project, called FNAC Minitel, was launched at the end of April in Roanne, Rezennes and Pau. It allows potential customers to view CD and cassette catalogues with 200 listings on their home Minitels and to listen to selected tracks via the telephone. They can then place orders by filling in a form presented on the Minitel screen.

FNAC's Jean-Jacques Bertrand, who is responsible for the project, says it is a world first. It currently offers a unique choice of five music categories - French, foreign, jazz and classical - which covers a range of TV promoted products.

Each product title is accompanied by a short description, pricing and a list of the tracks. Customers can then listen to a maximum of two tracks (selected by FNAC).

Bertrand says the service should be available nationally by the end of the year. More than four million homes in France have Minitel.

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FNAC Minitel Test Successful
by Mike Honnouey

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Each product title is accompanied by a short description, pricing and a list of the tracks. Customers can then listen to a maximum of two tracks (selected by FNAC).

Bertrand says the service should be available nationally by the end of the year. More than four million homes in France have Minitel.

Copyright society SACEM has ordered an audit of the accounts of private FM radio station NRJ, following complaints by composers and publishers that payments for airplay of copyrights were "below expectations".

The complaints allege payments were not in proportion to the level of advertising revenue. The station should pay SACEM 6.4% of gross advertising revenue, less an agency discount of 40% of that amount.

French Acts Go To NMS
by Jacqueline Escoci

An ambitious project by the Export Musicas Association (EMA) is taking three French bands to New York's New Music Seminar (NMS) this month. Niagara, Kansas and Matz Karl will play at the city's 3,000 seat Palladium Club on July 14.

Three other French groups - Los Carayos, Les Satellites and La Mano Negra - will also be featured in showcases during the NMS (July 15-19).

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CBS Holland is setting up its own import division, CBS Music Service, from October 1. Holland is the third European branch of the company to make such a move, following West Germany and Scandinavia.

The new division, headed by Ruud Swart, will be based at Heemstede and will be formally announced to 400 key Dutch dealers at the end of the summer.

For the past three years, CBS product from all over the world has been imported for Benelux by Import Music Service (IMS). Richard Denekamp, CBS Holland General Manager: "We are going out on our own simply because we think we can get better results."

CBS Music Service will import most of its product from Japan, with the US and UK also important suppliers. More than 50% of the imports will be in CD format.

Rudolf Hecke - Songs From A Black Room

Around two years ago, Rudolf Hecke decided to lock himself in a small cell, his "black room", and began what was to be an 18-month period of isolation.

The resulting album, God-Dog Spelled Backwards on Integrity/Antler (IR 003), gives hints of what he went through during this time, including an attempt at suicide.

Influences like Edith Piaf, Nico, and John Cale are never far away on God-Dog, with a special atmosphere created by the use of cello, string-bass and violin. The album is distributed in Belgium by Play It Again Sam and is now available across Europe.

RTBF Celebrates Bicentenary

France Inter, Radio Suisse Romande and Radio Canada are teaming up with Belgium's French-language state broadcaster RTBF to present Joliets De La Chanson Francaise to mark France's bicentenary. The event includes a phone-in competition for listeners to RTBF's Radio Une to choose the 'French Song Of The Year'. The final selection will be aired on July 29, broadcast live on all four outlets.
Sonet Denies Crisis

Sonet Grammofon has denied it is facing a crisis following the loss of two important distribution deals. Sonet, which has offices across Scandinavia, lost two to BMG and Chrysalis to EMI at the end of June. Both moves are part of worldwide deals struck by the parent companies.

Sonet Sweden's International Manager, Lars-Olof Helen, says the losses are “frustrating - but there's absolutely nothing we can do about this sort of thing”. He said Chrysalis represented around 10% of Sonet's total distribution - a turnover and Jive around 4.5%.

Helen: “It’s a blow, but we retain a good spread of international labels and our local product in each Scandinavian territory remains strong.” He said that UK companies Little Indian and Creation had recently been added to the Sonet roster. “They are small but very active and interesting labels,” he added.

Martin Ingestrom, General Manager Chrysalis Sweden, says he is “sad to leave Sonet after 15 years of working together, but I believe the muscle of EMI in Scandinavia will be very good for us.” Chrysalis will also be involved in Chrysalis' marketing and promotion, though most will continue to be done by Ingestrom’s office.

As from 1993 Maisons TV and its new sister-company Oy Kolmominen will operate totally on Channel 3, leaving the other two national channels for the use of state broadcasters.

Tied with this move YLE will sell its current controlling interest in Oy Kolmominen to Maisons TV, keeping only 20% of shares.

A third owner, Oy Nokia Ah, has a 15% interest. The channel is licensed to YLE which renames transmission time to MaisonsTV/kinomina.

Virgin have been pretty brave to let us go and produce the album ourselves," admits Dann Wilson singer, about 'Bebop Moptop', the trio's follow-up to 1987's 'Meet Dann Wilson'. "The band discovered a do-it-yourself LP is far from easy, but says Clark, "we would not have had it any other way."

Although most of the applications have already provided more details and the selection process has begun although the official announcement of the labels will not be made until Autumn.

The event is being organised and promoted by Fred Sigloch, the driving force behind Ibiza 92.

Tindrum, led by the former TNT drummer Diesel Dahl, shot to stardom when their debut single 'Drums Of War' became Norway's biggest-selling single of the year in the chart album of the same name also raced to gold status.

As the hard rock quartet prepare for their second album, to be released throughout Europe in September and on Channel 3, YLE, BMG are aiming for an international career. BMG Senior Product Manager Helene tells us: "The songs are being written by singer Dag Ingebrigtsen and Torre Flikke, the leader of the band's Dolls, and we are confident they will deliver an excellent selection."

Ingebrigtsen, also a former member of popular rockers TNT, joined Tindrum full-time after singer Tove left last autumn. He sings on the current single 'Love To Love' (PB 42377) which, despite its uncharacteristic single-shot appeal, has just topped Norway's Dagbladet national chart and is receiving heavy airplay.

"We wanted a big hit and that's what we've got. The new album will see a return to the band's 'harder rock & roll style'.

One problem they did not have was a lack of songs. With 42 songs written and 20 recorded, the band toyed with the idea of a double album but financial restrictions kept them down to a 13-track single LP. The extra material will surface in B-sides.

The single is a simple and catchy pop song called 'The Second Summer Of Love. Gary Clark: "The sound of it is just so up and bright and so summery. I think that radio needs a wee injection of that at the moment."

Danny Wilson's musical inspiration comes from the likes of the Beatles, The Beach Boys and Steely Dan, whose Pretties Logic is Gary Clark's all-time favourite album. He was converted at the age of 13: "Steely Dan had the players, the arrangements and great sounds."

The Steely Dan influence shines through in songs like 'Everything You Said Was True'.

Spanish state broadcaster RTVE is televising a series of concerts held this week as part of the Festival Europeo de Verano.

The concerts are sponsored primarily by CocaCola, feature national acts Dunbar and Dhu and Torreros Muertos, the driving force behind Ibiza 92.

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The first US single from the album and sure to be a DJ favourite, plus radio-friendly songs like Charlie Boy and I Can't Wait. Drummer Kit Clark says the album cannot be easily categorised - "We go from handclaps and drum machines to acoustic guitars to huge orchestration and bluesy things - and that kind of musical freedom is great. I love the feeling of being seen as a band that does lots of different things and does not get tied into the Scottish sound."

The album was arranged and recorded in Virgin's home town, and completed at Eurythmics" studio, The Church In North London.

Virgin's Product Manager, Yonne Fuller, hopes the seasonal theme of the first single The Second Summer Of Love will create a stir in what's traditionally a slack period. She is confident the band can build on the reputation they established with Gary's Foor Transport, a transatlantic hit: "They have a lot of people rooting for them. They are such good fun you can't help but like them."

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Singles of the Week:
Holly Johnson - Atomic City
Gloria Estefan - Don't Wanna Lose You
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Special Features:
Evolutionz - showing tracks by established and new acts.

Top 100 Albums:
1. Bebop Moprop (Danny Wilson)
2. Walking Through Walls (Escape Club)
3. A Million Miles (Van Morrison)
4. Let's Get Together (Mark Rogers)
5. A Game Of Thrones (It Bites)

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New acts with hot singles:
Stevie Ray Vaughn & Double Trouble
The Edge

Emerging Talent:
Cindy Lee Berryhill

 Encore:
Former M&M tips still in need of your support.

Explosives:
Martin and Frobisher - I Can't Go Home (Epic)

Top 100 Radio Play:
Airplay Top 50
1. Two Tribes (Frankie Goes To Hollywood)
2. Wake Me Up Before You Go Go (Wham!)
3. Licence To Kill (Gladys Knight)
4. Patience (Guns N' Roses)
5. Tel It Like It Is (Van Morrison)

Cartridges:
Bee Gees - Saturday Night Fever
Kylie Minogue - Neon Power

Coming Up:
Mark Rogers - Let's Get Together
It Bites - A Million Miles

Alumni:
It Bites - Stranger Than Paradise

New Act of the Week:
Kizzy MacColl - The Second Summer Of Love

Next week on your weekly program guide:

These are the highlights from the latest Music Week magazine.
## Playlist Report

**THE MOST PLAYED RECORDS IN EUROPE!**

### United Kingdom

From the airplay hit parade of Media Control including 29 radio stations. For more information please contact Media Control - Postfach D-7570 Baden Baden, tel: (0721)-31304.

### Germany

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### Switzerland

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### Spain

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### Holland

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### Music & Media

Airplay checked on Radio 2 and 3, the Dutch national pop stations. For more information contact: Stichting Nederlandse Top 40, PO Box 706, 1200 AH Hilversum, tel: 035-236647.

### Amsterdam

31.20.6268483

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<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>ORIGINAL LABEL</th>
<th>COUNTRIES CHARTED</th>
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</thead>
</table>
# hot BREAKOUTS

## NATIONAL HITS READY TO EXPLODE!

<table>
<thead>
<tr>
<th>Country</th>
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<td><strong>uk &amp; ireland</strong></td>
<td><strong>National hits to explode</strong></td>
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## MEDIAN 

- Et gimmii
- Gtee Omen OW et
- Lejos Ce Alli
- Anj T Sylla (Dj/code)

## A HOT HIT! THIS COULD BE YOUR OWN HOT BREAKOUT!

- De Ohj
- Nigntf Good Vast (Prontag)
- Imca Marina
- Snowstorm

## EUROCHART & MEDIA

### Hot Breakouts

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## MUSIC & MEDIA

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**VI**

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<tr>
<td>1</td>
<td>Queen</td>
<td>The Miracle of Love 3</td>
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<tr>
<td>2</td>
<td>Madonna</td>
<td>Like a Virgin</td>
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<tr>
<td>3</td>
<td>Janet Jackson</td>
<td>Single Mind of Mine</td>
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<tr>
<td>4</td>
<td>Private Eyes</td>
<td>Street Fighting Years</td>
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<td>5</td>
<td>The Cure</td>
<td>Disintegration</td>
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<tr>
<td>6</td>
<td>Paul McCartney</td>
<td>Flowers in the Attic</td>
<td></td>
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<tr>
<td>7</td>
<td>Joe Cocker</td>
<td>Once in a Lifetime</td>
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<td>8</td>
<td>Genesis</td>
<td>Five for Fighting</td>
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<tr>
<td>9</td>
<td>Neuen Cherry</td>
<td>Now Like Us</td>
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<td>10</td>
<td>Janis Joplin</td>
<td>Piece of Her Mind</td>
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<td>Soul II Soul</td>
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### Why know a little when you can know everything?

For those working in the fields of communications, information, advertising, radio and TV it may be of vital importance to have data on the world of music quickly at hand - who was the publisher of Madonna's latest best-seller, who wrote the winning song at Sanremo, which might require long and laborious research to find. To meet these needs, Musica e Dischi (the most authoritative specialized monthly magazine in the Italian music field) has created BancaMusica, a special data bank service which offers the most up-to-date music scene: 1. Up-to-date catalogue of CD, records and cassettes available in Italy - 2. List of artists and trade operators - 3. Copyright pieces: authors, publishers, year of production - 4. Complete and up-to-date sales charts. An indispensable work tool for every professional in the music trade: BancaMusica is its history.
Has music publishing been taken over by the giants or is there still a place for the skilled independent operators? About 18 months ago Warner merged with Chappell & marx. Hi. My name is Nick Jones, a UK guitarist, who left on to form Forreigner in the '70s. His association with Michael Jarre has brought Dreyfus much attention especially since the series of music extortations in China, Houston and London. Dreyfus: "I do not think any major could have done what we did in Houston. We invested a lot, put in an enormous amount of energy and the money. After all, we made decisions fast."

Dreyfus recently acquired the licensing rights for the UK label DJ International, coupling these with a publishing agreement. Dreyfus: "My financial proposal could not match the majors but I had something else in mind. I offered a long-term deal including the establishment of a label identity - and the artistic proposal I made was more important than the financial aspect."

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The leading independent publishing companies in the UK do not seem to be worried by the recent trend of multinationals. As Stuart Hornall, Managing Director Director Music Company in the UK, says: "It's great for us, it means there are fewer places for new acts to go."

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Van Morrison, Al Green, Barry White, James Brown and Bros songwriter, Nicky Graham has got one of the biggest acts. And I feel I was not looking anything. Go! grew out of the record company which had big hits with Billy Bragg and The Housemartins so I was in a position where I had the backing to be creative.

"Since The Housemartins split up, they have become divided into Beautiful South and Norman Cook. Our other main act, The La's, also had a hipper developing within a smaller company. They realise that be with a conglomerate could easily lead them to being forgotten."

Martin Costello of Complete Music, who has another advantage for the indie have administrative flexibility. "I reckon a company of our size must be far more efficient than EMI/USK who are probably even not functioning yet in that particular department."

"It will take them several years to computerise all their royalty accounts and so on. But it is one person in the whole company who can name every writer they have on their payroll. We will then go on to sign more artists and acquirers further catalogues."

"I made the single market are the majors and that is not what we are about. Our specialty is to find new talent and work creatively with them. Then if the relationship is successful, the artist will sign when the contract expires, like Dire Straits did."

Steve Lindsey of Go! Music agrees and he has to agree to view the situation from both the sides of the fence. "It's a Chappell where I looked after the corporate conglomerates, they believe that it is creativity that counts for success."

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Dreyfus has worked in the music business since 1963. One of his first composers he signed was Nick Jones, a UK guitarist, who went on to form Forreigner in the '70s. Dreyfus: "I do not think any major could have done what we did in Houston. We invested a lot, put in an enormous amount of energy and the money. After all, we made decisions fast."

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There is no doubt...

Sonet

Music AB

is the leading independent music publisher in Scandinavia.

This is where you find us:
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Tel: +46 (8) 767 01 50. Telex: 10037 sonet s. Telefax: +46 (8) 767 08 81.

Publishing & Rights

In order to compete with the multi-nationals, independent publishers must establish a European network that will enable them to make European deals.

Peter Kirsten

Western Germany

As 1992 approaches, independent publishers in Europe are facing a number of new challenges. But the attitude among West German publishers such as Joergen Thuemau of Mambo Music and Peter Kirsten of Global Music is positive and optimistic.

According to Kirsten, one of the major challenges will be the increasing competitive ex-ploting copyrights. "In order to compete with the multinationals, independent publishers must establish a European network that will enable them to make European deals."

Thuemau agrees and says that his company is already in the process of establishing its own catalogue which will strengthen us because it is itself regulating that a good song is worth nothing but good news for the smaller, aggressive and more personal independent publishers.

Thuemau: "At that (EMI/BBK) scale, music publishing is like real estate for those big business people. If the profit is not right, they sell the company two years later. I have been offered some staggering sums for my company, but I will not sell because music and the people who make it are my life."

Acquisitions will certainly continue, but as Kirsten says, "What composer wants to have his copyright lost in a catalogue of 800,000-900,000 others? In that sense, our chances have never been better!"

Robert Lyng

Scandinavia

The Scandinavian publishing in-dustry was recently shaken by PolyGram International's purchase of Stig Anderson's Swedish Music, home of the lucrative ABBA copyrights. But Anderson says the company is still independent in attitude and nature: "It may be owned by PolyGram but we operate exactly as before."

Anderson admits to being saddened by the sale but feels it was inevitable: "These days the deals are much bigger so we must be bigger in order to survive. I think the publishing business will follow the same lines as the record business - they will be fewer and fewer and larger and larger."

He believes the way forward for publishers is to get closer to record production. To this end he recently revived ABBA's old label, Polar Music International, as both a production and record company. Anderson: "It's not enough to sit back and simply produce sheet music - you must be able to produce records and so offer master deals."

On the subject of European harmonisation, Anderson backs the principle but foresees problems: "It will be very, very difficult to bring the many different systems together. It will take years to get a standardised system.
functioning across Europe.

Another leading Swedish-based independent, Sonet Music, has been operating since the mid-80s and is now active across Scandinavia and in London, with ties to Mute Records in Paris. Stefan Lagstrom, Managing Director, sees the company's core aim to be an arm of independent, Sonet Music based in Stockholm. "As publishers we have a view across the full spectrum of the music business, with connections to all of the different parts of the industry. If we are active and work as entrepreneurs many different possibilities are open to us."

Lagstrom says publishing in Europe differs from the US in that the US "minds to the DNA in the company's core repertoire and that the regional market continues to be an important part of the business. We have a strong and active domestic catalogue which will do well in the coming years. As for foreign publishing, that's a concern, as a deal between major publishers and EM/Music and what plans they have for EU. I think that many sub-publishing deals will end and the trend will be towards a pan-European licensing/accounting system."

According to Henriksson the key to the survival of publishing deals is to have a large dynamic way. Over the years, Fazer has scored some 10,000 major and also a few independent deals. One important area which is getting increasingly competitive and difficult. Lagstrom believes that as a result of the "trivial attitude" of different territories there is a need for a more active part of the global market. In Finland, Fazer Music has been growing steadily in the past months, acquiring three local independent publishing companies - MET Tuomion, Xinmedia/Rauno Lehinen and Kompas Music - as well as Nordika Musikverlag in Stockholm.

Fazer's local repertoire is known for its high-quality international recordings and has a strong presence in the European market. The company has entered into a worldwide recording deal with Warner Chappell and EMI/SBK and has a strong presence in the global market. Fazer Music is committed to working with major publishers and has been active in acquiring new material from local and international composers. The company has a strong network of clients and contacts and is considered one of the most successful independent publishers in Finland. Its focus is on high-quality recordings and it has a strong relationship with international record labels. Fazer Music is also active in the global market and has a strong presence in the Nordic region.

Fazer's managing director, Raimo Henriksson, believes that independent publishing is key to the survival of the music industry. "We are not just a glorified hi-fi show. Our advantage is that we have a strong and active domestic catalogue which will do well in the coming years. As for foreign publishing, that's a concern, as a deal between major publishers and EM/Music and what plans they have for EU. I think that many sub-publishing deals will end and the trend will be towards a pan-European licensing/accounting system."

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Fazer's Raimo Henriksson: "I think that independent publishing is key to the survival of the music industry. "We are not just a glorified hi-fi show. Our advantage is that we have a strong and active domestic catalogue which will do well in the coming years. As for foreign publishing, that's a concern, as a deal between major publishers and EM/Music and what plans they have for EU. I think that many sub-publishing deals will end and the trend will be towards a pan-European licensing/accounting system."

According to Henriksson the key to the survival of publishing deals is to have a large dynamic way. Over the years, Fazer has scored some 10,000 major and also a few independent deals. One important area which is getting increasingly competitive and difficult. Lagstrom believes that as a result of the "trivial attitude" of different territories there is a need for a more active part of the global market. In Finland, Fazer Music has been growing steadily in the past months, acquiring three local independent publishing companies - MET Tuomion, Xinmedia/Rauno Lehinen and Kompas Music - as well as Nordika Musikverlag in Stockholm.

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**FLAIRICK**

Listen to their new single Sofia, remixed and co-produced by Ben Liebrand.

**MUSIC & MEDIA**

The Ortengraf

Contact Masters Records Holland.
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Despite the shocking situation in China at the moment, West German band BAP (EMI) have decided to release the single Shangri-La, written by the band's friend, on August 14. At last!!

The band stand firmly on the student's side of the students, and have insisted to release a new album. The current single is Raindrops.

Cherubs will be coming up with an album by Terry Hall called Ultra Modern Nursery Rhymes. The band have been singing with The Specials and Pan Ice Three.

The Beetle Boys are threatening to unleash their new LP called Paul's Backside. It's coming soon.

Independent label Music Of Tomorrow just put out an album recorded at a party at the Café De Paris. They claim the album is the worst 'live tape' LP. Featured acts include: DJ Mark The 45 King; and The Demoon Boy. Van Morrison's (Epic) latest LP contains a duet with Cliff Richard called When God Shines His Light, probably to be released as a single.

The title of the Grace Jones (Epic) LP is No Compromise. It's due to surface at the end of August.

Diana Ross

New LP, Which will be supported by a European tour. The band also plans to release a live album. The current single is Raindrops.

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Diana Ross
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