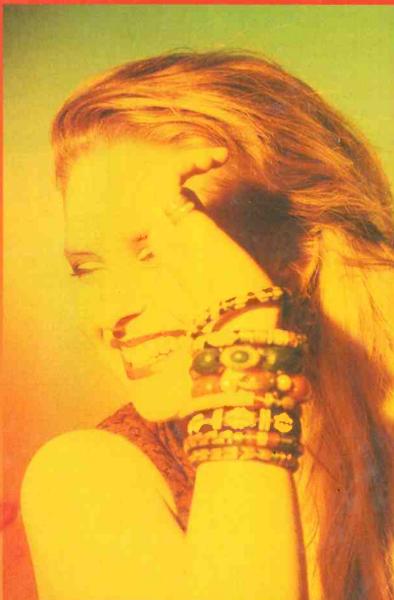


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MUSIC & MEDIA

Volume 6
Issue 12
August 12
1989

The European
Music &
Broadcast
Trade Magazine

PETAR Results To Boost Satellite TV Advertising

by Chris Fuller
The 58% audience increase in a UK perspective and not a European one!

John Blakemore, Head Of TV Buying at Ogilvy & Mather, agrees that the PETAR results will see the satellites reassess advertising rates, though he was not surprised by the size of the audience increase. □

For details of the PETAR research, see page 4.

PolyGram Buys Island

London - After weeks of speculation, PolyGram has bought Island Records, one of the world's most influential independent record companies.

The joint announcement was made by David Fine, President PolyGram International, and Chris Blackwell, founder and Chairman of Island. The agreement includes Island Music and Island Visual Arts.

Fine refused to reveal the deal to be worth approximately £ 200 million.

The takeover is not expected to have any immediate effect on the running of Island.

Fine: "PolyGram is a federation of independent companies and Island will be treated no differently. Chris Blackwell will not only be running Island but will

be involved in top level music strategy. We have no veto on releases but if we start to lose money on the label then obviously we'll have to ask Island to think about what it's doing."

Blackwell: "We've had lots of approaches, not just from other record companies but also other areas of the entertainment business. We chose PolyGram because the synergy was best - and our first ever hit, *My Boy Lollipop* by Millie was licensed to Fontana."

BMG, which renewed its licensing agreements with Island in 1988, will distribute Island product in the Benelux, West Germany, Austria, Switzerland and Spain until 1994. The situation in Italy (distributed by Dischi Ricordi) and Scandinavia (Sonet) is unclear. □

Conroy To Head Chrysalis Int.

London - Paul Conroy, Managing Director of WEA UK's US Division, has been

appointed President of Chrysalis Records International. Based in London, Conroy will report to Chairman Chris Wright and be responsible for the company's worldwide activities with the exception of the US and Canada. The announcement follows Thorn EMI's recent 50% purchase of Chrysalis (M&M April 8).

Doug D'Arcy, Chrysalis' current International President, is expected to leave the company to set up his own label either via Chrysalis or with another major. □



WEA Sweden artist Crisp (seated) recently achieved platinum with his second album '2'. Joining him at the celebrations are, from l. to r. Hans England, MD, WEA Sweden; Mattias Westhmeister, Prod. & Prom. Mgr, WEA Sweden; Saraj Tindin, GM Polar Music; Leif Kær, & Polar Music; Lenart Ostlund, Engineer, Polar Studios; Anders Glenmark, Prod.

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One of the most interesting activities of the only pan-European music trade magazine, *Music & Media*, is: **Talent Tracks!** It's a bi-weekly cassette service with an expert selection of potential hits, together with a newsletter containing details of 20 tracks which are available for many territories. *Talent Tracks* presents you with exciting new artists and songs and expands your a&rt activities for only US\$15. a week. It gives you a head start in the race to discover new talent. And it makes great listening on your car's cassette player when stuck in the rush hour. For a subscription or more information, complete and return the coupon today.

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Industry & Manufacturers Make DAT Breakthrough

Ngwei Hunter

A joint recommendation to governments for a new system of DAT recorders has been agreed by leaders of the international recording and consumer electronics industries.

The current generation of DAT machines do not permit digital copying of pre-recorded music. The new system will allow such copying, but limits the subsequent reproduction of those copies. It is called the Serial Copy Management System. Industry leaders emphasise their agreement is a breakthrough, recognising the basic interests of consumers and the mutual interdependence of the music and electronics businesses.

The recommendation was agreed by the International Federation Of The Phonographic Industry (IFPI), the Recording Industry Association Of America (RIAA), 12 leading Japanese consumer electronics companies, and the three leading European consumer electronics companies - Philips International, Thomson Consumer Electronics and Grundig.

On the controversial issue of royalties for private copying, the recommendation states: "The European companies acknowledge that they accept the princi-

ple of royalties and will not oppose efforts by the recording industry to secure legislation to implement such royalties.

"The Japanese companies acknowledge that the recording industry places extreme importance on the issue of royalties as

remuneration for copying that is permitted to continue following the adoption of any technical standards. The parties agree that the adoption of technical standards shall not be relied upon by the parties as a basis for supporting or opposing royalties." □

CD Player Levy

Sharp increases in the price of CD players are forecast following the announcement of an anti-dumping levy by the EC on equipment from Japan and South Korea.

If the EC governments ratify the decision within three months, rates of between 6.4% and 33.9% will be imposed for the next five years.

CD players imported from the Far East account for 75% of the three million sold each year in the EC countries. Two years ago, Grundig (West Germany), Philips (Holland) and Bang & Olufsen (Denmark) - the three companies manufacturing most of the European-produced CD hardware - filed a complaint about low-price dumping by Far East firms.

EC imports of CD players in 1987 reached 2.3 million, and the European share of the CD hard-

ware market dropped from 50% in 1984 to 16% in 1987. □

Van Hooke Pushes Instrumental Music

When Peter Van Hooke is not drumming with Mike & The Mechanics, doing sessions, or working with Tanita Tikaram (whose multimillion selling debut LP *Ancient Heat* he co-produced), then he is working on his own label, MMC Records.

Van Hooke started the predominantly jazz/instrumental label in 1985 and last year signed a major deal with EMI Records which established a higher presence for MMC in both the UK and European markets.

MMC recently celebrated its first anniversary with EMI by releasing a second sampler, *Second Frames*. It includes tracks from five new EMI/MMC recordings by Rod Argent, Mo Foster, Adrian Legg, Mark Wood and Ian Carr, two selections from Ian Lynn's 1988 album *Celebration*, plus selections from forthcoming releases by keyboard player Brian Chatton and guitarist Andy Davis.

Van Hooke: "People might not like what we are doing but they have to respect it. MMC is a long-term project which is getting the full support of EMI in Europe. The idea for the label came when the Van Morrison band wanted to make their own album - because of apathy from the majors, we decided to start our own label.

"There is a market out there that we can reach now. People may have pre-conceptions about the music but once they have heard it they change their ideas. We are not as eclectic as ECM or EG Editions and we are aiming at the more general record-buying market in Europe." □

RADIO

Researching The Airwaves

Pay For Play? It's the old argument - should radio stations pay for the samples supplied by the record companies or should the latter be grateful for the free plug they receive for their product? This discussion was fuelled recently by the remarks of Russ Curry, Vice President A&M Europe, at the Radio Festival in Cardiff, UK.

Curry draws a parallel between the sharp decline in singles sales and the rise in top 40 radio, and said the days of giving records for free were over. "We will need to charge not only for the product, but for the use of the rights!" This has evoked a strong response from

the solution lies in better research and promotional selections from the record companies themselves. Instead of mailing out a deluge of new product, they should concentrate on supplying stations with what they really need."

An AMN continues: "Every time the record industry has problems, it starts blaming radio. A&M, remember - if we're not playing your product, we'll be playing someone else's. Show that affects your market share. Put your own house in order before you start knocking radio, because without us you'd be out of business!" More on this topic next week. □



by Macheil Bakker

Tony Burton of Hit Factory, a syndication company in Stavanger, Norway. Burton feels that Curry is treading on very thin ice with his suggestion that stations should pay for records.

"I accept that record companies are faced with a dilemma due to the huge increase in private stations throughout the continent over the past five years," says Burton. "But surely

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MUSIC & MEDIA
NEWS

CBIS International is tipped as the partner in the Stockholm megastore project initiated by Staffan Fogstrand's SkivAkademien retail group. But another delay has hit the opening of the megastore, originally scheduled for June. The launch has now been put back to August, 1990 because of difficulties with the megastore site.

We understand that London's Capital Radio is no longer interested in buying a Paris station from CLT which is rumoured to be in the running for the city's Kiss FM (it already has stakes in Assemblée). Assuming CLT really is bidding for Kiss and France's CSA allows the deal to go through, does this leave the way open for Owen Ostron's Swiss World Group to go for the Kiss?

Chairman EMI Music Worldwide, Baskar Meenon, seems to be hot favourite to take over as IEP President following Nesuhi Ertegun's death.

The UK's Yorkshire Radio Network (YRN) has bought the Rediffusion group of companies in Singapore. It is believed that YRN aims to use this as a base for entering the programme sales market in Australia, New Zealand and the Far East. There is also speculation that YRN is planning to move into Australian radio station ownership.

The company behind the Prestitemp De Bourges, France's biggest festival, has announced that the last two events have left debts of some Fr 8 million. However, the organisers say this is just "a technical hitch" and will no affect the 1990 festival!

Changes within the MIDEM Organisation are inevitable following the recent Reed buyout. The idea of these is rumoured to be an upward move for Xavier Roy who is the organisation's Co-Director with Bob Bingham. However, the MIDEM Organisation say no decisions will be made until all of the approval is given to the Reed takeover later this month.

A.D.

EUROCLIPS

The most aired music video clips throughout Europe in the week prior to publication. It includes more than 50 video-to-vp programmes and other shows partly using videos from 14 European countries.

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VIDEO HITS

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Smash Hits: Rapture TV
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A New Flame: Vias
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Gloria Estefan
Don't Wanna Lose You: Stereo Films
Prince
Bastardz: Propegras Films
Bros
Too Much: Sagar Film
Gladys Knight
Licence To Kill: Lovings
Simple Minds
K&K's: Vias
Michael Jackson
Libertan Girl: ITI
Milli Vanilli
Burne It On: The Rain: Bavis Film

WELL AIRED

Soul II Soul
Back To Life: Rapture TV
Sonia
You'll Never Stop Me...: Rapture TV
Beatle Boys
Hey Ladies: Scandol Earth
Pet Shop Boys
K's Knight: Heavy City
Guns N' Roses
Patience: Propegras
Jason Donovan
Said With A Kiss: Swan Songs
Beautiful South
Song For Whoever: Eye Eye
Public Enemy
Fight The Power: 40 Acres & A Mule

MEDIUM ROTATION

Joe Cocker
When The Night Comes: MCGPI
Tin Machine
Linder: The Gold: Nerdle
Don Johnson
Tell It Like It Is: Stereo Films
Tina Turner
Got It Going On: Opegras
Eric & The Good Good Feeling
Fading: Impossible Films
De La Soul
Say No Go: MCGPI
Bobby Brown
On Our Own: Lovings
Neneh Cherry
Marché: Bavis

FIRST SHOWINGS

Razette
Dressed For Success: New Year & Gang
Alice Cooper
Poison: Propegras
Jive Bunny
Suing The Mood: Main Party

IFPI To Register Music Videos Worldwide

Performance payments by TV, satellite and cable companies for music videos should be distributed "faster and more accurately" following an agreement between IFPI and the International Organisation Of Standardisation (ISO).

The agreement means IFPI has become the single worldwide registration authority for the International Standard Recording Code (ISRC), a numbering system that identifies each track of a record or video by the same

number throughout the world.

The ISRC has been little used until now because of the difficulty of cataloguing the vast numbers of sound recordings which already exist. But IFPI says music videos, which are released far less frequently and have a far smaller back catalogue, were in "urgent need" of an efficient identification system due to the rapid increase in satellite and cable stations playing the product.

Administration of the system was agreed at a recent meeting in

London with European agencies VPL (UK), SIBESA (Belgium), IFPI West Germany, AFYVE (Spain), SCPPI (France) and IFPI Austria. An ISRC code will be displayed on a sticker on all videos sent to broadcasters and will eventually be recorded in the 'block' of master tapes.

IFPI consultant Richard Robinson: "Although this agreement is European, the concept of the system is international and negotiations are under way in Australia and Canada. The scheme is effectively in operation in the UK - the code is already displayed on unofficial stickers and recorded in the master clock. This agreement is the first step to internationalising the system."

MTV Programme Director Brian Diamond: "A worldwide system of this kind offers more efficient accounting to all parties involved and is certainly welcome in view of global expansion in satellite TV over the next decade"

Astra Signal Available To 10m Homes

One or more of the eight channels (including MTV) carried on the Astra satellite can now be received in over 10 million cable homes in Europe. Nearly 4.5 million households can receive the Astra signal in Holland and Belgium, 1.4 million in West Germany and 1.9 million in Scandinavia. The figures, compiled by Astra from various surveys carried out by the West German Bundespost, MTV and SATINFO in Stockholm, come five months after the satellite's launch.

PETAR Shows Satellite TV Is Growing

Petar Survey - Weekly Reach

Country	Viewers (millions)	Reach (%)
West Germany	11.2	95
Belgium	5.9	68
Holland	5.4	53.5
Switzerland	2.8	65.3
Sweden	1.4	96.1
Denmark	1.1	74.8
Norway	0.98	87.1
Austria	0.96	89.6
Ireland	0.96	78.1
UK	0.82	93.4
Finland	0.64	62.6

London - Some 11.6 million people watch commercial satellite TV every day, according to the third PETAR (Pan European TV Audience Research). This represents a 58% increase over last year.

The number of total potential viewers in the 11 countries which took part in the survey is now 43 million (17 million cable homes), a rise of 11 million (30%) in 1988. The majority of those extra viewers are in West Germany (cable homes up 50% in 1988), Flanders (five million extra homes) and Scandinavia.

Around 32 million viewers watch one or more commercial satellite channel during an average four week period - an increase of 40% on last year. The average person spends three hours and 22 minutes a week watching commercial satellite channels which represents 20% of their total TV viewing, up 27% since 1988. Total TV viewing time per week

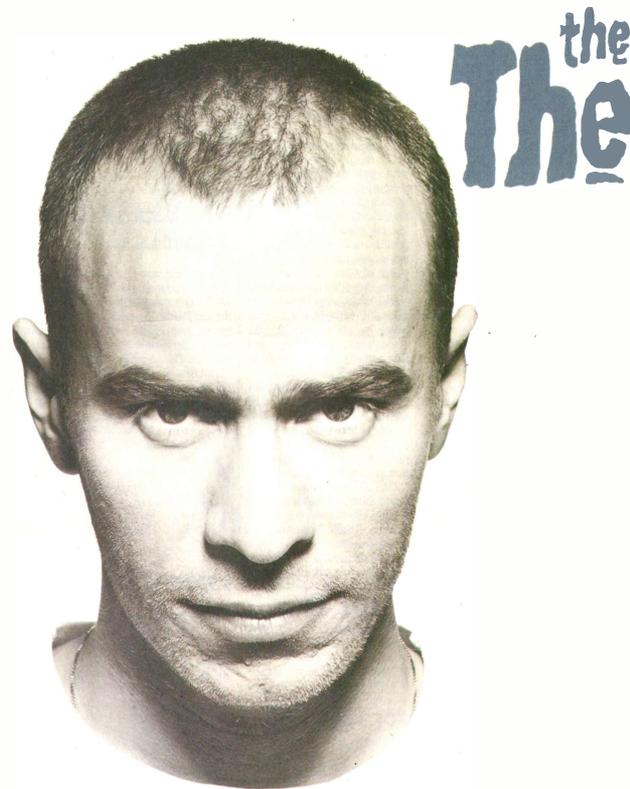
has increased by only 1% over the period to 16 hours 48 minutes.

The 1989 PETAR survey was conducted by Research Services Limited for 10 cross-border satellite broadcasters including MTV, Sky, Super, RAI, RTL Plus and SAT 1. It sampled 4,206 people over a four-week period in April this year and covered 93 TV channels, 35 of them satellite-delivered.

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Spice

Capital Radio Launched in Dublin

by Ken Stewart

Ireland's first legal commercial radio - Dublin-based Capital Radio - began broadcasting on 104.4 FM late last month concentrating on a chart hit format.

Capital is one of two local stations licensed by the Irish Radio & Television Commission (IRTC) for the Dublin area which has a population of one million. The second station, Radio 2000, will start up in October.

Capital's Programme Director, Martin Block, who is also joint Music Director with DJ Scott Williams, says the station is aiming for a 15-34 age target audience on weekdays, rising to an older group (late 40s, early 50s) at weekends.

Block: "We went in very solid the first week with a heavy top 40 rotation to try and get a young audience. Now it's a question of expanding our playlist. We're doing a nostalgia programme at the weekends, aimed at the older demographic."

"Judging from telephone research and general awareness, our reach is quite large. We'll be doing some sort of qualitative research shortly to see how we're progressing."

"We were hoping to get a 38% reach in the Dublin marketplace. Our target market area is about 660,000. Because we are the only independent in the air in Dublin, I feel we could achieve even more."

Manx Trips Automated Programming

Manx Radio, the UK's oldest legal commercial radio station, has become only the second station in Europe to experiment with fully automated programming. Europe's other automated station is Sky Radio (M&M July 29).

The Isle Of Man-based station has decided to split its AM and FM frequencies on Sunday afternoons for a 13-week trial period. Operations Executive, Austin Powell: "The average age of the population on the island is coming down, but the majority of our output still has to be MOR. We felt younger listeners were missing out, so the experimental Island FM plays a four-hour, mostly fully automated 80s chart music and a sprinkling of classics."

than that in the next couple of weeks."

When asked about album tracks, Block says: "Our policy is not to feature unfamiliar music. I personally like album music, but research indicates that in terms of the audience we are going for, it's in the minority. People want familiar tracks when they tune in and a consistency of product."

Part of Capital's strategy is to attract casual listeners by playing blocks of 10 songs without any talking in between tracks. "We believe people tune in for the music. If we can play more music than anybody else, that will be an added factor in our favour!"

Capital plans various specialist programmes, including a Battle Of The Bands competition. This would be open to new Irish groups, both recorded and unrecorded, which Capital hopes to start later in the year.

Capital's launch was delayed by several months because of legal action by the former pirate operator Robert Robinson, who challenged the legality of the IRTC's decision to award two Dublin licences. After the failure of his High Court action, Robinson appealed to the Supreme Court but has since withdrawn.

The station's directors include show business impresarios Maurice Cassidy and Jim Aiken. The IRTC has now awarded

"The main reason for not using DJs was simply because we wanted to achieve a totally different sound from the usual Manx Radio. We have found new advertisers for the service and use different jingles!"

Manx Radio, which is not subject to UK regulations, has been keen to experiment with new formats and financing methods since its foundation in 1965. The station has had sponsored programmes - only recently permitted in the UK - for 24 years. It has a potential island listenership of some 70,000 and can also be heard in Ireland, Southwest Scotland, Cumbria and North Wales. □

more than 25 local franchises, as well as a national franchise which was awarded to Century Radio which is expected to be launched on September 4. □

Parkfield Starts Video & Record Labels

Parkfield Enterprises, which recently announced the launch of 1,000 video shops by the end of the year (M&M 22 June 3), has set up its own record and video labels, Parkfield Music and Parkfield Publishing.

Parkfield Publishing plans to release around 60 titles a month. Some of these will be originated through the company itself while other titles will be licensed from majors like MGM and CBS Fox.

The music division put out its first release, *Singalongsforfour*, on August 7. It is by popular UK entertainer Max Bygraves and commemorates the 50th anniversary of the outbreak of World War 2. □

SPOTLIGHT

Cry Before Dawn Fight For A Hit

By Sally Strassner
"Rock heavily influenced by optimistic that, eventually, the enthusiasm of radio stations will be translated into sales. Wade says the band are not under pressure from Epic who signed them in 1986 and have been "very sympathetic" ever since.

Cry Before Dawn come from the southeast of Ireland and Wade has his roots in local folk music. But although he plays pipes and whistles on the LP, guitars are always at the forefront. Wade: "We tend to express ourselves through rock because traditional music doesn't have the same appeal as rock."

Cry Before Dawn missed out on a hit just recently with the album's title track although it received support from DJs, was playlisted by BBC Radio 1 and also won them a prime-time slot on national TV. The band toured England and Big Country to promote the single.

The last single, *Gene Forever*, went the same way but they are

LBC Drops Music Plans

by Paul Easton

London's new radio LBC has dropped its plan to carry more music on one of its two new services, when the station is relaunched in October. LBC says audience research shows more music on the station would not be popular with the target audience.

Both new services will now concentrate on news and speech programming. LBC Newstalk Radio on FM will be designed to appeal to an upmarket, news-driven audience, aged between 25 and 44 with a male bias. Meanwhile, London Talkback Radio on AM will feature phone-in programming aimed at a slightly older audience with a female bias.

LBC plans to move into new premises early next year - probably Hammersmith, West London - after 16 years in its cramped studio premises behind Fleet Street. The new building will also house the other divisions of Crown Communications, including Independent Radio Sales.



"They've given us every opportunity; all the space we need and all the financial support which is very important." The label also allowed them to record this album at The Complex in LA with a producer Greg Ladanyi.
Epic plans to promote *Witness For The World* initially in the UK and in Holland, where it is also released on July 31. □

New Country Satellite Radio

by Paul Easton

Telstar Satellite Music Network, which operates the satellite oldies radio service SuperGold, has announced plans to start a country music service in September.

Country Hits will use the same satellite channel as SuperGold between 19:00 and 23:00 hours, when SuperGold's overnight service will take over. Programming will be based on one of the major US country music format packages.

Telstar's Managing Director, Graham Kentley: "Stations can either take it live, or record it for broadcast later. We believe it

ROCK OVER LONDON

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Backstage at the Prince's Trust shows a Birmingham review of the ROL had an ultra-rare interview with Van Morrison, who was typically unemotional about the solo sales of his current album *Avalon Sunset*.

"Some albums that I do are more popular than others and some are more esoteric. I just go with the material, that dictates it!" Morrison, who tours Ireland in August and England, Scotland and Wales in October, also talked about the obsession these days with nostalgia and the "good old days". "It doesn't bother me, there were good things and bad things about the old days just like the present. I think the reason people ask about the old days is that the 60s and 70s were much more creative, and now people are looking back to gain some of that innocence."

Paul Carrack also charted to ROL in Birmingham and revealed that before leaving for Mike's *Mechanics* US shows last week, he completed his next solo album, which will be out in September, produced not by Chris Neil this time but by Carrack himself with *T-Bone* (Hall & Oates) Walk. He expects the *Mechanics* to begin work on their third album in September.

John Entwistle has announced that as soon as the Who tour is over, he will marry American ex-Motown Bitter and move to Ireland where he'll concentrate on writing a Who biography. Entwistle says he intends to appoint both Roger and Pete as his best men.

More than 27 years since he bowed out of the UK charts with *Pushover* Park, Freddy 'Boom Boom' Cannon showed up on London's Capital Radio AM Gold service recently. He was on a tri-

will fill the demand for a professional C&W format."

Although Country Hits will only run initially for four hours each evening, Kentley says he hopes they will be able to expand it eventually to a full-time service, and other music formats are planned.

Meanwhile, SuperGold has signed with five European stations, including GBC Gibraltar, 102.3 Majorca and stations in Paris and the Algarve. Negotiations are also taking place with several UK IR stations who have expressed interest. □

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PRS Proposes Amendments To Protect TV Composers

by Nigel Hunter

London - The Performing Right Society (PRS) is proposing to amend its rules to prevent TV companies from pressuring composers into placing their publishing deals with outlets associated with the TV companies.

The issue arose again during the PRS annual general meeting last month. PRS Chief Executive Officer Michael Freegard wrote to all members in June saying that guidelines by the IBA regulatory body on this subject were not being observed.

One of the largest private ITV contractors has told the IBA that, in view of the "free-for-all" climate for broadcasting reflected in the government's policy paper 'Broadcasting In The 90s', it was no longer prepared to follow the guidelines. The BBC is suspected of adopting a similar attitude.

Representations to the Home Office this year by the authors' societies asked for legislation to ban TV companies from controlling music publishing rights in any

of the music included in their productions. The PRS has also pointed out to the Home Office the high proportion of ITV royalties distributed by the society on works controlled by publishers linked with ITV contractors and using programmes made by them.

A study group has recommended amending the PRS rules governing the right of publishers-members to share in distributions of PRS royalties. This would ensure that no publisher share was given for any work specially written for audiovisual productions if the commissioning contract says that publishing rights must be granted to a publisher specified by or on behalf of the producer.

A further amendment says that for all works written for film and TV, the publisher share must be more than "the normal/basis of division" (one-third) unless the publisher undertakes to promote and exploit the work commissioned in addition to its use in the film for which it was commissioned.

These revisions will be put before an extra general meeting of the PRS on October 26. □

Trust In Radio

Radiotrust, a new investment trust which will put money into local radio companies, has gone onto the stock market. It has placed 2.6 million shares (at 100p a share) with brokers Marshall & Co.

The trust has been established in anticipation of a boom in radio shares following deregulation. Associated Newspaper Holdings will own 39.8% of the trust, having received £ 1.71 million in Radiotrust shares in return for its portfolio of radio interests. □

The Philadelphia Years

Major hit from Philadelphia Records, the soul label which ruled the 70s and early 80s, is being included in a new eight CD/LP/PMC collection released through Knight Records.

The Philadelphia Years is divided into two volumes, 1971-76 and 1976-83. Each volume features 56 tracks, a compiled chronologically with an accompanying "lography". □

TOP 10 UK MUSIC VIDEOS

1. *Delicate Soul Of Thunder* Phil Ford (PPL)
 2. *Rattle And Hum* U2 (CIS/Screen)
 3. *Kylie - The Videos* Kylie Minogue (PPL)
 4. *Video Anthology 1978-88* Bruce Springsteen (CHV)
 5. *The Invisible Touch Tour* Genesis (Virgin)
 6. *Homecoming Concert* Gloria Estefan/Miami Sound Machine (CHV)
 7. *Innocence* Michael Jackson (Virgin)
 8. *Thriller* Michael Jackson (Virgin)
 9. *Frank Sinatra & Friends* Various (Video Collection)
 10. *The Hit Factory Vol 2* Various (PPL/Pare)
- © BPI. Compiled by Gallup for BPI, BACC and Music Week. Based on sales.

RPR Wins Rhineland-Palatinate Licence

by Peter Woerner

Ludwigshafen - The new licence for a statewide private station in Rhineland-Palatinate, effective from June 1990, has been granted to RPR. However, rival station PRO Radio 4 has announced that it will challenge the state licensing authority's decision.

Until now, PRO Radio 4 has broadcast only four hours a day but stands to lose all of its broadcasting time next year as a result of the authority's decision. The station has 230 shareholders and is the largest group to have ever requested a broadcasting licence in West Germany.

WEA & BMG Make Musikvertrieb No. 1

by Robert Lyng

Swiss distributor Musikvertrieb has topped the Swiss singles chart for the first half of this year - aided by WEA, which was the most successful label group with 26.11% of the chart share, and BMG Ariola, which came a close second with 26.05%.

WEA achieved its position with 18 titles, while BMG needed 30. Other Musikvertrieb labels include Teldec with 4.92% and several small labels which made up 1.49%. This gave Musikvertrieb a total of 58.75% of the singles chart.

Runter-up was the PolyGram group with 16.97%, almost double the group's chart share in the second half of 1988. EMI came third with 12.88%, a loss of almost 5%. In fourth place, CBS saw a drop of 7.52%, landing at 5.28%. Phonag's seven titles earned only a 3.24% share, while Streetheat lost almost 50%, scoring just 1.34%.

LP chart shares show a similar distribution. Again, Musikvertrieb was number one with 57.69%, including WEA's 34.56% and BMG's 18.7%. The PolyGram group followed with 18.32%, while EMI lost almost 7% to sink to 12.52%. CBS was also a big loser scoring only 4.93% after last year's 18%. Phonag almost doubled last year's results, scoring 2.97%.

Since May 1985, RPR and PRO Radio 4 - along with Radio 85 and Linksrheinische Rundfunk (LR) - have shared the frequencies provided for commercial radio in Rhineland-Palatinate. LR, which is affiliated with the Social Democratic Party, stopped broadcasting on June 30 this year when it accepted an offer by RPR.

RPR offered LR 9% of its shares in payment for its broadcasting time, similar to a deal made four years ago with Radio 85. Over a year ago, LR commissioned RPR to produce music programming. □

Figures published by Der Musikmarkt and compiled by MusikControl. □

SPOTLIGHT

The Sound Of Hubert Kah

by Robert Lyng

Released in March, Hubert Kah's long-awaited fifth LP *Sound Of My Heart* (Blow Up/Intercord 165 500) - the second to be produced by Michael Creu - has already confirmed the group's lasting status in major territories. The group's manager, Juergen Thurnau of Mambo Music: "Japan is our best foreign ter-



ritory. We sell between 100,000 and 140,000 records there. But the US is finally starting to take off. The first single *Wake Me, Machine Gun* has just gone to no. 7 in the Billboard Dance Chart, and *Curb/MCA* intends to follow up in the US with further releases."

Back in West Germany, both the album and the first single have made it into the top 40. And Thurnau has high hopes for the

German TV Beats Satellite Services

Sky and Super Channel are making little impact in the West German market, according to research by Tele-Performance. Only 480,000 West Germans watch Sky each day, while the figure for Super Channel is 380,000.

In contrast, German language services like ARD (3.65 million daily viewers), ZDF (3.41 million),

SAT 1 (3 million) and Tele 5 (900,000) are doing much better.

Other research by Lintas, an advertising and promotion agency, found that the understanding of English in West Germany was 15%, France 3%, Italy 1%, Holland 28%, Belgium 17% and Spain 3%. □

BR's Jauch Fired - Gottschalk Warned

by Philippos Roser & Volker Schurrbach

Munich - Bavaria's public broadcaster Bayerischer Rundfunk (BR) has fired one of its most popular radio presenters, Guenter Jauch. Jauch had already announced that he intended to leave BR at the end of the year. Thomas Gaitanis, presenter of "B3 Kurier", has been named Jauch's successor.

Asked about his planned departure from BR, Jauch, who hosted the BR3 show "Radio Report" said that "the appoint-

ment of Claus-Erich Boetke as Head Of Entertainment was the straw that broke the camel's back".

According to Jauch, "Boetke was appointed despite the fact that he produced one flop after another". Jauch also criticised BR 3's "regression to radio concepts of the 60s".

BR's Director of Radio, Udo Reiter, responded with a letter to Jauch which said "following your recent comments about BR to the press, I unfortunately see no basis for continuing to work together. I feel your behaviour reflects gross disloyalty".

In his reply, Jauch said that after 12 years with BR, there can be no doubt about his loyalty. Asked by the national daily newspaper, the *Sueddeutsche Zeitung*, if he would leave radio all together, Jauch stated: "I am not the type to run out and join Antenne Bayern. I would like to work for BR again, because I hope things will change there. At the moment, however, I am planning a new TV show for ZDF".

BR has also sent an official warning to their other star, Thomas Gottschalk, perhaps the most popular TV and radio personality in West Germany.

Gottschalk hosts the prime-time TV show "Wetten Dass...", and, having lost a bet with a contestant during the show, Gottschalk had to play the role of a sex counsellor in his BR radio programme.

Known for his often biting humour, Gottschalk made a play on words, saying that he prefers a "sex-rat" (sexual counselling) to a "rundfunkrat" (broadcasting council). This proved to be too much for the Bavarian broadcasting council. □

Commission Says No To WDR Stake In NRW

by Philippos Roser

West Berlin - West Germany's Monopoly Commission has decided against the public broadcaster Westdeutsche Rundfunk (WDR) 30% participation in the Düsseldorf-based private broadcasting company, Radio NRW. The Commission says the move would inhibit competition.

WDR broadcasts on four radio channels and two TV channels (ARD, West 3). Because WDR already has a virtual monopoly position in terms of radio adver-

tising, the Commission believes WDR's participation in NRW would be to the detriment of the new privates.

Radio NRW will contest the Commission's decision and is prepared to take the matter to the national constitutional court. Meanwhile Radio NRW is going ahead with its plan to provide statewide programming for the 45 new local stations that are to begin broadcasting next year. □



MA Music International, which specialises in contemporary instrumental music, recently signed a long-term distribution contract with the PolyGram-owned International Music Service (IMS). From L to R: IMS MD Uwe Boldt; MA Music's Exec. Prod. Marion Koempfer; and PolyGram MD Dieter Oehms.

Radio 107 Resolves Financial Problems

by Volker Schurrbach

Hamburg - The Hamburg media authority (HAM) has finally approved Radio 107's financial plan following the withdrawal of media company Lokal Rundfunk (LR) from the station.

The plan had been rejected by the authority because the state's media law prohibits the involvement of political parties in radio stations and LR is a subsidiary of the Social Democratic Party (SPD).

Radio 107 returned to the air in May after winning an injunction against HAM. And there are still rumours that LR will provide credit to the station.

Werner Knobbe, who has retained his position as Programme Director: "There is a solid budget for 1989 and 1990, and we expect to break even by 1991." Stefan Lamby, Knobbe's deputy, adds: "The remaining three local investors have agreed to a new concept, which includes the aggressive acquisition of local advertising

Spillmann Defends Controversial Single

by Philippos Roser

Hamburg - Juliana TV and Video Productions, which was recently founded in Hamburg, intends to concentrate on the production of music videos and TV productions. General Manager Werner Kupper says the company is a joint venture between Media Pool and PolyGram.

Juliana's first production was the video for the single, *Born To Be Bloed*, which was commissioned by Phonogram. Phonogram's Managing Director, Louis Spillmann, says the production and promotion of the song, which is a

parody of the stereotypical German, has cost between DM 120,000 and DM 150,000. The video allegedly cost DM 70,000.

The controversial song - written, performed and produced by Dickie Barach (Moi Special, Rattles) and Mickey Wolf - was rejected by all other companies. Spillmann, who is Swiss, says: "I released the song because I think it's good, including the lyrics. I think it's funny that two Germans come up with such a portrayal of some of their own people!" □

HR Cuts Projected Loss To DM 40 M

Frankfurt - Hartwig Kelm, General Director of the public broadcaster Hessischer Rundfunk (HR) and Chairman of the public TV network ARD, has managed to reduce HR's projected loss to DM 40 million following drastic cost cutting measures and a review of expected income.

Last December Kelm presented HR's broadcasting council with a financial plan for 1989-1992 which foresaw a loss of DM 112 million. This plan was rejected and Kelm was asked to find a way to reduce the loss.

Meanwhile, due to more morning broadcasting and rises in licensing fees for films, sports events etc. the projected loss jumped to about DM 160 million.

Kelm's new plan, which has led to reductions in technical investment, promotion activities and personnel but which does not affect radio or TV programming, applies until 1992. It has been approved by the station, but he has been asked to try to cut the loss further. □

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Prime-Time Programme Quotas Slammed

by Emmanuel Legrand

Paris - Government plans to impose quotas for French productions during prime time on French TV have met with an angry response from private broadcasters.

Currently, 50% of programming during any 24-hour period must be French. The government's proposal is designed to increase the prominence of nationally produced programmes, which many stations now show at off-peak times.

Jacques Rigaud (CLT) and Jerome Monod (Lyonnais Des Eaux), the two main shareholders of M6, have called the proposal "homicide", and Etienne Mougeotte, Vice-President of TFI, says the quotas are "absurd".

La Cinq has joined the protest with General Manager Philippe Ramond saying the quotas "will mean the death of private television in France". In an interview with *Le Monde* newspaper he said: "Largely informed of the

effects of this project), the government will commit a premeditated murder."

Ramond says the quotas cannot be reached, "because the productions don't exist. It's like trying to impose a daily consumption of 500 grams of meat on Russians. The idea is generous, but there's no meat available!"

Instead, Ramond calls for production quotas, which will "incite channels to invest a significant share of their turnover in production. La Cinq is ready to produce more, but is not ready to die!" □

La Cinq Pushes Hallyday

Phonogram France says an extensive series of slots on private TV La Cinq this month will push sales of the *Cadillac* LP by veteran rocker Johnny Hallyday to new heights.

The album entered the national chart at no. 1 and has held onto

French Disco Rate 15 Times Higher Than In Germany

by Jon Henley

French disco owners have welcomed a European Court of Justice ruling that national rights societies could be breaking the Treaty Of Rome unless they set their rates at a level comparable to those in other EC countries.

Although the Court has left the enforcement of its ruling to the various national courts, the verdict implies that rights societies could be abusing their monopoly if their rates for any specific type of user are significantly above those in other EC member states.

The French disco owners have

been involved in a legal battle with rights society SACEM for several years. SACEM's rates for discos (8.5% of annual turnover) are 12 times higher than those in the UK and 15 times higher than in West Germany.

The disco owners claim that SACEM has consistently abused its monopoly and employs far more staff than necessary. While the Court Of Justice did not explicitly condemn SACEM, its ruling did state that "lack of competition in a country could well lead to its national organisation employing far more staff and charging far higher rates than similar organisations in other countries".

SACEM insists that, as an organisation protecting authors' rights, it should not have to charge "competitive" rates. It is now up to the French courts to decide on what action to take. Industry sources suggest it will be difficult for them to ignore the European Court's guidelines. □

the spot for three weeks. Meanwhile the single, *Mirador*, is in the top 5.

The *Mirador* video will be broadcast 20 times during August and a 26-minute documentary about the making of the album - shot by Numa Roda-Gil, son of Etienne Roda-Gil who produced the album - will also be screened.

S P O T L I G H T

Kassav' - Too Hot To Stop

by Jacqueline Escott

Colour, warmth and irresistible dance music are the trademark of Kassav' whose latest single, *Se Dam Bonjou*, came out in July.

A video clip for the track will be shot in the West Indies this summer. *Se Dam Bonjou* was written by Kassav' vocalist Jean-Philippe Barthelet and remixed by Jay Burroughs.

The single is from the *Majestik Zoak* (465494-1-2-4) LP, their second for CBS France. The album came out in France last month, shortly after its release in the West Indies. *Majestik Zoak* was recorded at the Air Studio in Montserrat by the Kassav' production team of Jacob Desvarieux and Didier Lozaic. It is due out in Canada, the US, Japan and Africa in September.

Kassav' have recorded 10 albums and have toured extensively throughout Europe, Africa, Japan, Canada, the US and the West Indies. They recently played at the Palladium in New York,



The group signed with CBS in November 1987. Their last album, *Vini Pou* was awarded a platinum disc for 400,000 copies sold in France and abroad. The 16 piece band are sponsored by Air France.

Radio Kiss Kiss Launches New Music Shows

Naples - Private network Radio Kiss Kiss has introduced a new programme line-up under the banner Marcialonga Estate (The Long March Of Summer).

The new shows include 'Vacanze Italiane' (10.00-11.00 hours daily) featuring Italian music and 'Moderna Gelerateria Del Suono' (11.00-14.00 hours) which is dedicated to worldwide chart music.

Enrico Sisti hosts the 30-minute show 'Anni Ruggenti' (daily 17.00

hours) which is dedicated to the history of pop music and new DJ Nicola Zingarelli presents 'Note Fuori' (9.00-23.00 hours).

The station will also present some exclusive artist interviews. Alberto Castelli will talk to stars including Robert Palmer, Holly Johnson, Animal Magic, Stevie Nicks, Waterfront, Dee Dee Bridgewater, Mia Martini, Steve Wonder and Francesco De Gregori. □

S P O T L I G H T

Roberto Kunstler - Original, Modern, Fresh

by David Stansfield

"Original, modern and fresh" is how Stefano Micocci of IT Disci describes singer/songwriter Roberto Kunstler. Kunstler's talents are well demonstrated on *Mamma Piato No Mi Vuole Piu*, his new album for the label.

Kunstler was born in Rome but has Austrian and American parents. The 28-year-old artist started playing guitar at 15, made his first appearance at the San Remo Song Festival in 1984 and then won a best lyrics prize at the same festival a year later. In 1986 he performed in the Soviet Union at a peace festival.

Kunstler has been described as a folk singer and poet but as his new LP shows, he is also a rocker. *Mamma Piato No Mi Vuole Piu* was recorded in Rome's Bonus VA Studio. Kunstler wrote all eight songs and arranged them together with the album's producer, Venere Sola.

ducer, Roberto Righini.

Righini also directed an excellent video for the title-track which was shot on location in Israel. Micocci says video is an important promotional vehicle



for Kunstler and believes video rotation on a music channel like VideoMusic is much more important than TV variety shows for Kunstler. Micocci is also considering another video for the track *Venere Sola*.

NOWO Releases New Age Catalogue

Como - New age music is gaining popularity in Italy according to NOWO Product Manager Stefania Nucci. The record company has just released its 1989 catalogue which includes a 15-track gold CD with over 70 minutes of music. The package has a retail price of L1 2.500.

Nucci: "We see it as a catalogue with a CD and not the other way round." Although the CD includes music as diverse as Scott Joplin and La Mystere Des Voix

Bulgares, the new age presence is there.

Radio Monte Carlo is advertising the catalogue/CD on its nightly new age music programmes and listeners can win copies. NOWO plans to release second and third editions, but Nucci warns the price may not be as cheap. Because all artists involved are only distributed by NOWO, the catalogue/CD is only available in Italy.

□

Advertising - Fininvest Beats RAI 7-1

by Roberto Morville

Berlusconi's Canale 5, Rete 4 and Italia 1 broadcast seven times more advertising than the three RAI state TV channels, while 40% more viewers watch RAI's commercial breaks. This is the result of a two-week survey by Auditel.

During the two-week period, Berlusconi's Fininvest company earned 2.838 commercial breaks

which amounts to nearly 124 hours. RAI showed 773 or just over 18.5 hours.

Fininvest's Roberto Scippa: "Our broadcasting begins early in the morning, whereas RAI starts later. What's interesting is not the total advertising time but rather the prime-time concentration. And in that respect RAI broadcasts twice as much!" □

RAI Welcomes Jazz Sponsors

Rome - State broadcaster RAI Radio 1 is spearheading Europe's first European Jazz Competition sponsored by Yves Saint Laurent's Jazz after shave. The three winners will receive a scholarship worth L 15 million (app. £ 67,000), L 10 million or L 5 million, a recording contract and a chance to participate in a European jazz tour.

Adriano Mazzolotti, Head Of Radio 1, says that the involvement

of sponsors gives the station's annual competition the chance to go international for the first time.

Entrants must be under 25 and should submit a 15-minute record or cassette to the participating European stations (names not yet confirmed) by October 15. Selected entries will be featured on air and promoters of European jazz radio programmes will choose the winners in 1990. □

(advertisement)

Independent Music Meeting Goes Euro

Florence - The sixth annual Independent Music Meeting, to be held here from October 20-22, hopes to attract international attention by holding two workshops in English with speakers from outside Italy.

European Independent Distribution will include panellists from Sweden, West Germany, the Benelux and Italy. 'Music Meetings International Networking' will have speakers from the New Music Seminar in New York and Berlin's Independent Days plus representatives from France, Italy and Scandinavia.

Another new feature of this year's event will be showcases of independent Italian talent. Instead of one big concert, individual showcases will be held in clubs.

The Independent Music Meeting will take place at Florence's Fortezza Da Basso. Meanwhile The Tradition '89 Greetings Festival, which runs alongside, hopes to stage the first date on the world tour of US Group The Residents. Greetings is organised by independent label Materiali Suonori. □

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B E N E L U X

Phonogram Japan To Release Santing

Dutch indie Megadis says it is finalising details of a licensing contract with Phonogram Japan for the Japanese release of the CD/MC *Breast And Brow* by the label's biggest star, Marifude Santing. The Japanese interest in Santing is partly due to the involvement of Japanese musician Mimi Izumi Kobayashi who performed on and produced the CD.

Megadis claims the product has already sold 20,000 units in the Benelux since its release in February and the label is planning to bring it out in the UK and West

Germany in the autumn. Meanwhile, Megadis has just released a compilation CD, *3 Countries For Sale*, featuring 17 of the label's Dutch, US and Australian acts, to raise its international profile abroad.

The CD, priced as an LP and containing a 20-page brochure about the artists in Japan, has been released in the Benelux, West Germany, Austria and Switzerland, and was included in a promotion mailing to record companies and press in other countries.

Clouseau Win BRT Trophy

Flemish band Clouseau have won the Summer Hit 89 trophy for their single *Anne*. The annual Summer Hit show attracted a crowd of 4,000 to the seaside resort of Blankenberge from where it was broadcast live on BRT state radio.

Clouseau are currently recording their first album on the HKM label.

S P O T L I G H T

Euro Release For Gerard Joling

by Mark Fuller

Phonogram Holland is preparing the pan-European release of the single *No More Boleros* by Dutch singer Gerard Joling following its big national success this summer.

The single has just been released in West Germany and will be brought out in the UK on August 21, with the other European countries following shortly after. A video and TV spots will accompany the launch.

Phonogram A&R Manager Herman Van Der Zwaan: "We have to take advantage of the single's domestic success and try Joling out in Europe. He already has a large following in the Far East (especially Taiwan where he has had gold and platinum records)."

Phonogram claims *No More Boleros* - which shot to no 1 within a couple of weeks of its domestic release in June - has now sold 120,000 copies, while the album of the same name (Mercury 838 626) has sold 50,000



units. A second single from the LP, *Stay In My Life*, will be released in Holland later this month.

He signed with Phonogram in 1987 after making two albums for WEA, one of which went platinum. Most of his material is written and produced by Peter De Wijn. *No More Boleros* is Joling's second no. 1 hit in Holland.

S C A N D I N A V I A

S P O T L I G H T

Orup's Platinum Touch

by Chris Fuller

Stockholm-born singer/musician Orup has repeated the platinum achievement of his self-titled debut LP with the follow-up, *2* (244708), which is fast approaching 200,000 sales.

"We admit we're surprised," says WEA International Product Manager Mattias Wachmeister. "We would have been delighted with 100,000 sales. But 2 has gone from strength to strength!" The album will receive another boost in October when it is released through Sweden's record clubs.

Like the debut LP, *2* was produced and written by Orup - whose real name is Thomas Erikson - in collaboration with lyricist/producer Anders Glenmark. Since its April release, 2 has spent a long spell on top of Sweden's national albums chart, supported by the hit singles *Da Star Pojkarna Pa Rad* and the current *Regn Hos Mej*, a no. 1 on the Swedish radio chart.

Outside Sweden, the album has achieved top 10 sales in Norway and also Denmark, where Orup is particularly popular.



Wachmeister puts much of Orup's success down to his talent as a live performer. He is now on a big city tour with a nine-piece band, "one of the largest pop productions ever seen in Sweden".

Wachmeister: "It's very different from the normal pop or rock show. Each song is given a different story and setting." One of the shows is to be broadcast on Swedish TV's Channel 2 in September.

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Polar Signs Virgin Co-Production Deal

by Chris Fuller

Stockholm - ABBA's former record company, Polar Music, has agreed an unusual 50/50 co-production deal with Virgin Scandinavia for the Swedish release of the forthcoming LP by So What.

Under the agreement, which applies only to Sweden, Polar will co-ordinate the production of the album and select the songs, while Virgin will manufacture and market it. The as yet untitled LP will appear on the Virgin label early next year, preceded by a single, *Werewolf*, in September.

Virgin also has an option on the forthcoming So What album.

Polar Music's General Manager, Sanji Tandan, admits he is borrowing the co-production idea from the UK company, PWL. Tandan: "We are a record company as well as a production company, but we know we cannot compete with the majors in terms of marketing, promoting and breaking an act worldwide. By

combining forces with a company like Virgin we are combining our A&R expertise with their marketing muscle."

Tandan adds that the agreement allows Polar to look for other co-partners in other countries. In Norway, the LP may be released through WEA or PolyGram - Polar's parent company - and by Sonet in Denmark. Tandan: "With separate deals we are guaranteed a release in each territory."

Polar's own roster includes Style's Christer Sandelin, who is signed to a solo deal, and singer Zempy Hamilton, who are both preparing new albums. But, as with So What, the company intends to co-sign other acts for release on other labels.

Polar also hopes to establish a new dance label - provisionally called *Twist And Shout* - and is looking for licensed international product.

S P A N I S H & P O R T U G A L

SER Wins 10 New Private TV Franchises?

by Sara Henley

The private radio network SER has won most of the franchises for Spain's 153 new FM frequencies, with a total of 10 direct and indirect licenses. The Rato network achieved eight, COPE seven and three went to Antena 3.

Some 10 franchises were awarded to private individuals, with the rest going to 82 organisations. A total of 1,325 applications were received.

Among the new FM frequencies, SER was awarded five direct franchises in Daimiel, Toledo, Azuqueca, Soria and Coria. Five more went to broadcasters connected to SER: in Tarazona, Andorra, Caspe, Ciudadela and Alfaro.

Rato's eight franchises were awarded in Hara, Cangas De Narcea, Manacor, Santander, Souciellamos, Salamanca, Leon and Valladolid. COPE secured franchises in Ribadesella, Infesta, Reinosa, Talavera De La

Private TV Mergers?

Spain's Council Of Ministers has decided that a decision on the country's three new private TV stations will not be made until August 25, after the summer break. And Minister-Spokesperson Rosa Conde stressed the

government's wish that some of the five applicants try to find ways of co-operation, possibly through merging. Conde also announced the formation of a special register to regulate private TV franchise holders.

Ariane To Launch Hispasat

The European consortium Arianespace has secured the contract to launch Spain's Hispasat satellite system. The two satellites will be launched in 1992, at a cost of nearly Pta 13 million (app. £ 67,000). The European group was competing against North America's General Dynamics. Although the US bid was slightly cheaper, the Council Of Ministers says "technical and other factors" helped Arianespace to secure the contract.

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New Portuguese Plant

The Portuguese government and the electronics division of the Ford Motor Company have signed a joint agreement to build an audio components plant near Lisbon. The Esc 138 million (app. £ 530,000) project will begin pro-

radio active

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 Cyndi Lauper - My First Night Without You (Epic)
 River City People - (What's Wrong With) Dreaming? (EMI)
 Lisa Marie/Malcolm McLaren - Something's Jumpin' (Epic)

SURE HITS

- Lil Louie - French Kiss (London)
 The Stone Roses - She Bangs The Drums (Sire/World) (WEA)
 Fuzzbox - Self! (Virgin)
 Sydney Youngblood - If Only I Could Transvision Vamp - Landside Of Love (WEA)

EURO-CROSSOVERS

Continental records ready to cross-over

- Alphaville - Summer Rain (WEA)

EMERGING TALENT

New acts with hot product.

- Martita - Toy Soldiers (CBS)
 Lightning Seeds - Pure (Gheeta)
 Gun - Better Days (A&M)
 Eduardo Benatto - Viva La Mamma (Virgin)
 Shakespear's Sister - Your History (London)
 F.Feldman/J.Jameson - J'oue Pas (Polydor)

ENCORE

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

- Steez Beez - Stranger Than Paradise (Jive/CNR)
 Logic/BVG - Can This Be Love (Logic/BVG)
 Jesus Jones - Never Enough (Food/EMI)
 Carl Marsh - Every Bone In My Body (Polydor)
 Redhead Kingpin & The Fbi - Do The Right Thing (10)

ALBUMS OF THE WEEK

- Tony Banks - Bankstatement (Virgin)
 Zucchero Sugar Fornaciari - Oro Incenso & Birra (Polydor)
 Mike Oldfield - Earth Moving (Virgin)
 Jason & The Scorchers - Thunder And Fire Cry Before Dawn - Witness For The World (Epic)
 Beastie Boys - Paul's Boutique (Beastie Boys/Epic)
 Ziggy Marley & The Melody Makers - One Bright Day (Virgin)

YESTER HITS

the Eurochart top five from five years ago

AUG 12 - 1984

Singles

- Laura Branigan - Self Control (Atlantic)
 The Jacksons - State Of Shock (ZTT/Island)
 Frankie Goes To Hollywood - Two Tribes (Epic)
 Wham! - Wake Me Up Before You Go Go (Epic)
 Frankie Goes To Hollywood - Relax (ZTT/Island)

Albums

- Michael Jackson - Thriller (Epic)
 Lionel Ritchie - Can't Slow Down (Motown)
 Bruce Springsteen - Born In The USA (CBS)
 Rod Stewart - Camouflage (Warner Brothers)
 The Jacksons - Victory (Epic)

SINGLES



SINGLE OF THE WEEK

EG Daily
 Some People - A&M
 The debut single from *Lace Around The Wound*, Daily's second LP, is one of the best AC pop songs this year. A cool, breezy number, that is supported by a light production from Tommy Frangier and Lott Golden. Stylistically the song is similar to Robert Palmer's material from the late 70s and early 80s - gritty funk with a hard rock edge. The strong, sing-along chorus and sparse instrumentation add up to a subtle but genuinely radio-friendly song.

The Jacksons

Art Of Madness - Epic
 A Motown dance track with a funky beat and a good saxophone break. Written by Jermaine Jackson and Michael Omartian.

Wine

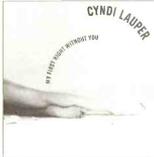
In Vivo - Mute
 A dark and difficult but highly original song from this recently cult band.

Grazia Di Michele

Ombrelli Sui Boulevards - WEA
 A cosy, easy-going song with lively rhythm patterns from this popular Italian artist.

Cyndi Lauper

My First Night Without You - Epic



A good debut single from this Liverpool four-piece. An anthem-like song, driven by ringing guitars with a spirited lead vocal performance. Don Gehman (John Cougar Melencamp, REM) produced.

An intro, heavily reminiscent of the classic Arthur Brown track *Fire*, gives way to a passionate and dramatic song.

The Stone Roses

She Bangs The Drums - Sire
 Definitive 60s pop - masses of vocal harmonies and a racy beat. A good song, sympathetically produced by John Leckie (XTC, Simple Minds).

Steve Lukather

Lonely Beat Of My Heart - CBS
 A typical American AC pop/rock ballad, sung and played by Toto's lead guitarist. Effectively backed by romantic synths and female vocals.

ALBUMS



ALBUM OF THE WEEK

Tony Banks
 Bankstatement - Virgin
 The third solo album from the keyboard player of Genesis includes inspired vocal contributions by Al Gordon of Sad Cafe and Jayney Klinek from The Other Ones. The bulk of the LP is made up of original, honest, and classy pop/rock. A moody record whose lyrics often carry a message is brought to life through some striking arrangements. Do not miss: *I'll Be Waiting*, *Big Man*, *Queen Of Darkness* and the stately *That Night*.

Zucchero Sugar Fornaciari

Oro Incenso & Birra - Polydor
 A mature and varied set of impassioned pop/rock from one of Italy's finest artists. Ranging from a sensual, southern-European ambience to rough R&B, the material profits from Corrado Rustici's sophisticated production and guitar work. Highlights: *Diavolo In Me*, *Irubem Me* and *Madre Dolcissima*.

Beastie Boys

Paul's Boutique - Beastie Boys/Capitol



The second LP from the Brooklyn rappers makes extensive use of samples, covering all the various pop styles you can think of. The band's riotous stance and their effective co-production with the Dust Brothers guarantees a funny, chaotic and warmly entertaining record. Simply unmissable are *The Sounds Of Science*, *Shake Your Rump* and the nine-track medley *B-Boy Bouillabaisse*.

Mike Oldfield

Earth Moving - Virgin
 Helped out by Adrian Belew, Chris Thompson and Maggie Reilly among others, this is a slightly more rock-oriented album than his previous efforts. A carefully produced and highly computerised LP reminiscent of *Mike's The Mechanisms* or *Jon & Vangelis* that is suitable for AC programming. There are some fine songs to be found here, including *Holy*, *Innocent*, *See The Light* and the title track.

Jason & The Scorchers

Thunder And Fire - A&M
 Their first album for A&M contains a powerful mixture of country and punk and some fine moments of no-nonsense rock & roll. A very live production by Barry Beckett on an album that simply does not have a bad song on it. Best: *When The Angels Cry*, and *Bible And Gun*.

Cry Before Dawn

Witness For The World - Epic
 A competent collection of unfussy, guitar-based songs, tastefully produced by Greg Ladanyi (Jackson Browne, Warren Zevon). The band's attention to melody can sometimes overwhelm all other considerations but a few tracks still really stand out: *Your Little World*, *Big Wheels* and *The Best You Can Find*.

Editor Gary Smith
 Contributors Dieter De Bruyn Kops, Diana Mäusler and Magchel Bakker

(advertisements)
WHETHER YOU ARE

HIGH OR LOW IN THE CHART

BE SMART!

BOOK YOUR PERSONAL EYE CATCHER!

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MUSIC & MEDIA

united kingdom

Most played records in England during the week of publication on the following stations BBC 1, BBC 2, Capital Radio, Greater London Radio and the major independents.

1. *Bros - Too Much*
2. *Bobby Brown - On Our Own*
3. *Kylie Minogue - Wouldn't It Be Good*
4. *London Boys - London Nights*
5. *Simply Red - A New Flame*
6. *Dion Healey - The End Of The Innocence*
7. *Eartha Kitt/Bronski Beat - C'm On Boomer*
8. *Simple Minds - Kick In*
9. *Danny Wilson - The Second Summer Of Love*
10. *Billy Feltz - Chaka Khan - Ain't Nobody*
11. *Trans-Siberian Orchestra - London Is A Love*
12. *Glenn Frey - Love Is A Wonderful Thing*
13. *Don Henley - The End Of The Innocence*
14. *Sonja - You'll Never Stop Me Loving You*
15. *Gen - Better Days*
16. *Pet Shop Boys - It's Alright*
17. *Lightning Seeds - Fun*
18. *The Doobie Brothers - The Doctor*
19. *The Monkeys - Chisel*
20. *Paul McCartney - The One*

austria

Most played records as checked by Media Control on the national station O3 and Radio Brenner.

1. *Expresión - Why Don't You Listen To The Music*
2. *Ella Scotti - In-Ser-Gel*
3. *Joe Jackson - When The Night Comes*
4. *Holly Johnson - Americanos*
5. *Various Artists - Ferry Cross The Mersey*
6. *Cyndi Lauper - I Drove All Night*
7. *Sean Rodriguez - Carry On To The Top*
8. *Jason Donovan - Saved With A Kiss*
9. *Peter Cornelius - Love Had It's Own Way*
10. *Bagdasarian - We Are You*
11. *Simply Red - You Don't Know Me By Now*
12. *Henry Cherry - Healed*
13. *Paul McCartney - My Brave Face*
14. *Sinitta - Regga Who Where We Started From*
15. *Leary - Beautiful Blanco*
16. *Madonna - Express Yourself*
17. *Wolfgang Ambros - Hey Baby*
18. *The Doobie Brothers - The Doctor*
19. *The Form - Calours De L'air*
20. *Queen - I Want It All*

holland

Airplay checked on Radio 2 and 3, the Dutch national pop stations. For info contact: Stichting Nederlandse Top 40, PO Box 706, 1200 AS Hilversum, tel (0)35 - 231647.

1. *Glenn Frey - Love Is A Wonderful Thing*
2. *Don Henley - The End Of The Innocence*
3. *The Beautiful South - Say For Whomver*
4. *Dion Johnson - Tell Us Like It Is*
5. *Rene Shuman - Love And Baby*
6. *Queen - Breakers*
7. *Tom Morrison - Heart Tell To Lonely*
8. *Eros Ramazzotti - Terra Personi*
9. *Paul McCartney - The One*
10. *Gladdy Knight - Love To Die*
11. *Richard Marx - Kisses*
12. *Bobby Brown - Penton Only*
13. *On A Soul - Say It's Me*
14. *Soul II Soul - Look Like A Lover*
15. *The Sisters - Simple Satisfaction*
16. *The Doobie Brothers - The Doctor*
17. *Hipie & Regga - I'm On My Knees To Dream*
18. *Todd Rundgren - The Way Of Us*
19. *Simply Red - A New Flame*
20. *The Beastie Boys - Hey Ladies*

germany

From the airplay hit parade from Media Control including 29 radio stations. For more info please contact Media Control - Postfach 625, D-7570 Baden Baden, tel (0)721-33066.

1. *Jason Donovan - Saved With A Kiss*
2. *Dion Johnson - Tell Us Like It Is*
3. *Mike Oldfield - Healed*
4. *Pet Shop Boys - It's Alright*
5. *Madonna - Express Yourself*
6. *Edoardo Gennaro - Via La Musica*
7. *Arash - I'm A Muslim*
8. *Danny Wilson - The Second Summer Of Love*
9. *Blondie - Be With You*
10. *Holly Johnson - Americanos*
11. *David Hasselhoff - It's Everybody Happy*
12. *Tommy Lister - Love Is A Wonderful Thing*
13. *Don Henley - The End Of The Innocence*
14. *Beautiful South - Say For Whomver*
15. *Dennis Sumner - I Don't Wanna Get Hurt*
16. *Cyndi Lauper - I Drove All Night*
17. *Be Gees - One*
18. *Michael Jackson - Scream*
19. *Buster Poindexter - He The Road Jack*
20. *Moby Vanilla - Burn It On The Rain*

italy

Most played records as compiled from RAI Stereo Due.

1. *Matia Bazar - Simplem*
2. *Dion - King Of The New York Streets*
3. *Gladdy Knight - Love To Die*
4. *Bobby Brown - On Our Own*
5. *Double Trouble & The Red Hot MC*
6. *Vasco Rossi - Vieni Sento Te*
7. *Zucchero Fornaciari - Wonderful World*
8. *Sean Rodriguez - Carry On To The Top*
9. *Eugenio Bennato - La Crisi Di Pace*
10. *Swing Out Sister - Where's The Heart*
11. *Bagdasarian - We Are You*
12. *Sarah McLaughlin - You*
13. *Paul McCartney - The One*
14. *Buster Poindexter - He The Road Jack*
15. *Danny Wilson - The Second Summer Of Love*
16. *Pet Shop Boys - It's Alright*
17. *John Cougar Mellencamp - Popper*
18. *Edoardo Bennato - Via La Musica*
19. *Van Morrison - Heart Tell To Lonely*
20. *Don Henley - The End Of The Innocence*

spain

The 20 best played records in Spain from Cuarenta Principales, covering the major Spanish stations.

1. *Paul McCartney - My Brave Face*
2. *Queen - I Want It All*
3. *Roxette - The Look*
4. *The Red Jumpsuit Apparatus - No Hay Plus*
5. *La Guardia - No Miro Más Triste*
6. *Five Young Camiballs - Good Thing*
7. *Tina Turner - Simply Deep*
8. *Chickas - Meas*
9. *Heroses Del Silencio - Me Amoroso*
10. *Loquillo Y Los Trogloditas - Calle Salsón*
11. *Simply Red - It's Not About Me By Now*
12. *Sinitta - Regga Who Where We Started From*
13. *Bananarama - Venus*
14. *Richard Marx - Kisses*
15. *Miguel Bosé - Me He He No Tiene Que Ser*
16. *Alaska & Dinarama - Quiero Que Dura*
17. *Heroses Del Silencio - Me Amoroso*
18. *Alca Benlen - Amor Puro*
19. *Vicky Larrea - I Know It's Hard*
20. *Lowy - Kisses*

switzerland

Most played records as checked by Media Control on the national station DRS 3, Colour 3 and 4 private stations. For more info please contact Media Control, Post Postage 2 Basel 4002, tel 61-228989.

1. *Edoardo Bennato - Via La Musica*
2. *Dion Johnson - Tell Us Like It Is*
3. *Madonna - Express Yourself*
4. *Love & Rockets - So Area*
5. *Roxette - Dressed For Success*
6. *The Doobie Brothers - The Doctor*
7. *Beautiful South - Say For Whomver*
8. *Pet Shop Boys - It's Alright*
9. *Ray Charles - Cotton Eye Joe*
10. *Glenn Frey - Love Is A Wonderful Thing*
11. *Kiss In The Dark - Satisfied In Motion*
12. *Neneh Cherry - Healed*
13. *Sam Brown - Carl Gets A Woman*
14. *Mike Oldfield - Healed*
15. *Prince - The Love Love Train*
16. *Michael Jackson - Scream*
17. *Eric Burdon - Ragamuffin*
18. *Stan Ridgway - Coming Out To Party*
19. *Peter Onorato - I'm Not Something Good*
20. *Jason Donovan - Saved With A Kiss*

france

From the airplay hit parade provided by Media Control France. For more info please contact Media Control France 29 Bis Tailleur - 67000 Strasbourg - France, tel (88)366580.

Radios Peripheriques (AM Stations)

1. *Kaoma - Lambada*
2. *Johnny Hallyday - Healed*
3. *Francisco Paredon/Joni Jamison - Vive Fou*
4. *Paul McCartney - My Brave Face*
5. *Simply Red - A New Flame*
6. *Prince - Kisses*
7. *Philippe Laroche - Coucou Les Dames*
8. *Cyndi Lauper - I Drove All Night*
9. *Madonna - Like A Prayer*
10. *Hydant - Parole De Femme*
11. *Michael Sembler - Amour Les Enfants D'argent*
12. *Vanessa Paradis - Coup De Cœur*
13. *Blondie - Be With You*
14. *Francis Cabrel - C'Est Ence*
15. *Jason Donovan - Too Many Broken Hearts*
16. *Alain Souchon - Quand C'Est K.O.*
17. *Bananarama - Venus*
18. *Patricia Kaas - Elle Voulez Vous Cabaret*
19. *David - Good*
20. *Five Young Camiballs - One Does It On Crazy*

Radios FM

1. *Kaoma - Lambada*
2. *Cyndi Lauper - I Drove All Night*
3. *Francisco Paredon/Joni Jamison - Vive Fou*
4. *Bagdasarian - We Are You*
5. *Michael Jackson - Venus Girl*
6. *Telex - I Don't Want A Lover*
7. *Johnny Hallyday - Healed*
8. *Paul McCartney - My Brave Face*
9. *The Cure - Justy*
10. *Frankie Stallone - I'm A Star*
11. *Jason Donovan - Too Many Broken Hearts*
12. *Prince - Kisses*
13. *Warner Farmer - A Qui Je Suis*
14. *Madonna - Express Yourself*
15. *Ray Charles - Cotton Eye Ragamuffin*
16. *Roxette - The Look*
17. *Phil Collins - In The Air Tonight*
18. *Justice Mix - Justice*
19. *John Stamos - Hummel Land*
20. *Swing Out Sister - You On My Mind*

MUSIC EUROPEAN & airplay MEDIA TOP 50

DON HENLEY PLEADS GUILTY!

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	3	4	The Doctor	The Doobie Brothers - Capitol (SBR/Windcolor)		
2	1	12	My Brave Face	Paul McCartney - Parlophone (MPL)		
3	2	6	It's Alright	Pet Shop Boys - Parlophone (EMI Music)		
4	5	6	Tell It Like It Is	Dion Johnson - Epic (Amdoro/Beechwood/EMI)		
5	10	11	I Drove All Night	Cyndi Lauper - Epic (B. Steinberg/D. Barry)		
6	4	5	Liberian Girl	Michael Jackson - Epic (Musa/Warner Chappell)		
7	13	11	Express Yourself	Madonna - Sire (Various)		
8	12	3	Don't Wanna Lose You	Glenn Frey - Epic (Foreign Imported Product)		
9	7	6	The Second Summer Of Love	Danny Wilson - Virgin (Warner Chappell)		
10	8	9	Batdance	Prince - Warner Brothers (Controversy Music)		
11	11	9	Sealed With A Kiss	Jason Donovan - PWL (Warner Chappell)		
12	2	8	Song For Whoever	Beautiful South - Good Discs/Chrysalis (Good Discs Music)		
13	26	3	Viva La Mamma	Edoardo Bennato - Virgin (Cingantacina)		
14	17	12	Manchild	Neneh Cherry - Circa/Virgin (Virgin/Copyright Co.)		
15	9	9	Back To Life	Soul II Soul/Casablanca - 10 Records/Virgin (Virgin Music)		
16	25	5	A New Flame	Simply Red - WEA (So What/SBK Songs)		
17	21	18	Americanos	Holly Johnson - MCA (Warner Chappell/Loves)		
18	6	9	Licence To Kill	Gladdy Knight - MCA (SBK Songs)		
19	27	2	Say No	De La Soul - Tommy Boy (Various)		
20	21	3	Lambada	Kaoma - CBS (HM/LO B/WB/M Productions)		
21	NE		The End Of The Innocence	Dion Henley - Geffen/Cas County/Zappo Music		
22	40	2	Innocent	Mike Oldfield - Virgin (Oldfield/Virgin)		
23	28	5	Mirador	Johnny Hallyday - Philips/Phonogram (Veranda/Disperado/Merita)		
24	24	5	London Nights	London Boys - Televis-WEA (Televis)		
25	15	7	Breakthru	Queen - Parlophone (Queen Music/EMI Music)		

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
26	30	5	Cha Cha Heels	Eartha Kitt & Bronski Beat - Arista/BMG (W.A. Bong/Bronski Music)		
27	38	2	Too Much	Bros - CBS (EMI/Graham/Fairson)		
28	41	3	On Our Own	Paul McCartney - Parlophone (MPL)		
29	32	4	On Our Own	Bobby Brown - MCA (Chappell/Copyright Co.)		
30	31	19	The Look	Roxette - Parlophone (Imity Fun Music)		
31	48	2	Joue Pas	Francois Feldman & Joni Jamison - Polygram (Big Bang)		
32	14	18	Good Thing	Fine Young Cannibals - London (Cannell/Cosely)		
33	20	10	C'Est La Vie	Marc Lavigne - ArmpolyGram (Armp)		
34	3	3	You'll Never Stop Me Loving You	Sonja - Chrysalis (All Boys Music)		
35	18	17	If You Don't Know Me By Now	Simply Red - WEA (Highly Three/Armp)		
36	43	2	Ain't Nobody (Remix)	Rufus And Chaka Khan - Warner Brothers (Warner Chappell Music)		
37	37	4	Have I Told You Lately	Van Morrison - Mercury (Warner Chappell Music)		
38	24	2	Sold Soldiers	Mariah-CBS (Fonit/Warner Chappell)		
39	36	6	Days	Kirsty MacColl - Virgin (Dorsey/Carlin Music)		
40	37	7	One	Be Gees - Warner Brothers (PMS/BMG/Gibb Brothers)		
41	8	9	Right Back Where We Started	Sinitta From - Fanfare (Universal/ATV Music)		
42	35	6	Love's A Shield	Camouflage - Mercury (Blue Box/Virgin Music)		
43	16	23	Eternal Flame	The Bangles - CBS (Various)		
44	NE		King Of The New York Streets	Dion - Arista/BMG (County Line/Skyny Zach)		
45	49	2	PURE	Lightning Seeds - Gheto (Chrysalis Music)		
46	45	8	Be With You	The Bangles - CBS (EMI/Perfect Circle Music)		
47	50	2	Chains	River Detectives - WEA (Warner Chappell)		
48	NE		Landside Of Love	Trans-Siberian - MCA (Cincoy Music)		
49	42	3	Kick It In	Simple Minds - Virgin (Virgin Music)		
50	NE		Wouldn't Change A Thing	Kylie Fitzgibbon - PWL (All Boys Music)		



THIS WEEK	LAST WEEK	WEEKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	6	7	Badance	Prince	Warner Brothers	(Controversy Music)	UK,FG,B,H,Sp,A,Ch,Sw,Po,Di,N,Fr,I
2	14	20	Eternal Flame	The Bangles	CBS	(Various)	FG,A,Ch,Sw,Po,Di,N
3	11	9	Back To Life	Soul II Soul/Caron Wheeler	10 Records/Virgin	(Virgin Music)	UK,G,B,H,Ch,Sw
4	3	10	Express Yourself	Madonna	Sire	(Various)	UK,G,B,Sp,A,Ch,Sw,Po,Di,Fr,I
5	10	2	Lambada	Kaoma	CBS	(HMLD BV/BM Productions)	FB
6	5	11	Das Omen (Teil I)	Mysterious Art.	CBS	(CBS Music)	GA,Ch
7	17	7	Licence To Kill	Gladys Knight	MCA	(SBK Songs)	UK,G,B,H,Ch,Sw,Di,N
8	13	3	Swing The Mood	Jive Bunny & The Mastermixers	Music Factory Dance	(Copyright Control)	UK,B
9	9	5	It's Alright	Pet Shop Boys	Parlophone	(EMI Music)	UK,G,B,Sp,Ch,Di
10	12	6	Tell It Like It Is	Don Johnson	Epic	(Ardmore/Beechwood/EMI)	G,B,H,Ch
11	2	16	Johnny Johnny Come Home	Avalanche	WEA	(Warner Chappell)	FB,N
12	NE		Wouldn't Change A Thing	Kylie Minogue	PWL	(All Boys Music)	UK,D
13	1	5	You'll Never Stop Me Loving You	Sonia	Chrysalis	(All Boys Music)	UK,Fr
14	4	12	Manchild	Neneh Cherry	Circa/Virgin	(Virgin/Copyright Ctrl.)	UK,G,H,A,Ch,Sw
15	8	9	Sealed With A Kiss	Jason Donovan	PWL	(Warner Chappell)	UK,G,B,H,Ch,Sw,Di,Fr
16	7	2	Too Much	Bros	CBS	(EMI/Graham/Intersong)	UK,Di,Fr
17	20	4	Don't Wanna Lose You	Gloria Estefan	Epic	(Foreign Import/Intersong)	UK,B,H,Fr,I
18	19	19	The Look	Roxette	Parlophone	(Jimmy Fun Music)	G,Sp,A,Ch,Po,Di,I
19	21	16	Lullaby	The Cure	Fiction/Polydor	(Fiction Songs)	FG,Sp,A,Ch,Pol
20	15	8	Hotel California	The Eagles	Asylum	(Long Run/Fingers/Warner)	F
21	24	4	Blame It On The Rain	Milili	Hansa/BMG Ariola	(Reasongs)	UK,G,B,H,Sp,A,Ch
22	18	5	Mirador	Johnny Hallyday	Philips/Phonogram	(Veranda/Desperado/Maritz)	FB
23	22	21	Like A Prayer	Madonna	Sire	(Various)	FG,Sp,A,Pol,Gr
24	26	4	Liberian Girl	Michael Jackson	Epic	(Mijac/Warner Chappell)	UK,FG,B,H,Ch,Fr
25	34	2	French Kiss	Lil Louis	London	(Copyright Control)	UK
26	23	4	On Our Own	Bobby Brown	MCA	(Chappell/Copyright Ctrl.)	UK,Fr
27	28	24	Help	Bananarama/Lananeeneenoono	London	(Northern Songs)	Fr,Sp,Pol,Gr
28	44	4	Je Te Survivrai	Jean Pierre Francois	Pathe/EMI	(Zone Music)	F
29	35	13	I Want It All	Queen	EMI	(Queen Music/EMI Music)	G,Sp,A,Ch,Sw,Pol
30	33	19	Americanos	Holly Johnson	MCA	(Warner Chappell/Loves)	GA,Ch,Di
31	25	5	Jardins D'Enfants	Debut De Soiree	CBS	(CBS Music)	F
32	16	6	London Nights	London Boys	Teled	(WEA/Teled)	UK,Fr
33	31	5	Wind Beneath My Wings	Bette Midler	Atlantic	(Warner Chappell Music)	UK,Fr
34	45	4	Dressed For Success	Roxette	Parlophone	(Jimmy Fun Music)	UK,G,Ch
35	50	10	When The Night Comes	Joe Cocker	Capitol	(Adams/Irving/Capitol)	GA,Ch,Pol
36	30	11	I Drove All Night	Cyndi Lauper	Epic	(B Steinberg/D Barry)	UK,FG
37	29	5	Ain't Nobody (Remix)	Rufus And Chaka Khan	Warner Brothers	(Warner Chappell Music)	UK,Fr
38	42	6	Breakthru	Queen	Parlophone	(Queen Music/EMI Music)	UK,G,H,Pol,Fr,I
39	57	9	Marina	Rocco Granata & The Carnations	Cardinal/ZYX Records	(Nanada Music)	B,H,I
40	59	18	If You Don't Know Me By Now	Simply Red	WEA	(Mighty Three/Island)	GA,Sw,Pol,Ni
41	46	4	Days	Kirsty MacColl	Virgin	(Darray/Carlin Music)	UK,Fr
42	27	20	Megamix (Extended Version)	Boney M.	Hansa/BMG Ariola	(PAR M.V.)	FN
43	39	9	Comme D'Habitude	Florent Pagny	Philips/Phonogram	(GLEM)	F
44	40	12	Ferry 'Cross The Mersey	Various Artists	PWL	(Dick James Music)	GA,Ch,I
45	49	31	She Drives Me Crazy	Young Camibals	London	(Virgin Music)	Fr,Sp
46	54	6	Patience	Guns N' Roses	Geffen	(Intersong)	UK,B,H,Fr
47	64	12	My Brave Face	Paul McCartney	Parlophone	(MPL)	FG,Sp,Pol
48	74	2	Kick It In	Simple Minds	Virgin	(Virgin Music)	UK,Fr
49	36	13	On Va Faire La Java	La Bande A Basile & Andre Verschuren	Carrere	(Johnny Williams Son)	F
50	38	3	The Challenge	Chris Thompson	BMG Ariola	(Kilauwa/ R. Siegel)	G
51	51	6	Is Everybody Happy	David Hasselhoff	White Records	(BMG Ariola/Young Musikverlag)	G,Ch
52	37	7	Superwoman	Karyn White	Warner Brothers	(Keen/HipTrop/Green Skirt)	UK,Fr
53	99	2	Poison	Alice Cooper	Epic	(SBK/Etra/Desmobile/K & M)	UK
54	41	9	Love Is A Shield	Camouflage	Metronome	(Blue Box/Virgin Music)	G
55	48	10	Megamix	Village People	Touch Of Gold/PolyGram	(Scorpio Music)	Fr,I
56	60	21	Looking For Freedom	David Hasselhoff	White Records	(BMG Ariola/Young Musikverlag)	G,B,A,Ch
57	70	23	Too Many Broken Hearts	Jason Donovan	PWL	(All Boys Music)	FG,Sp,Pol,Gr
58	63	8	No More Bolero's	Gerard Joling	Phonogram	(SBK Songs)	BH
59	32	23	This Time I Know It's For Real	Donna Summer	Warner Brothers	(All Boys Music/EMI Music)	FG,I
60	62	4	Moi J'Aime Les Filles	Les Muscles	A-B/Polydor	(Awrap PolyGram)	F
61	67	2	What A Wonderful World	Louis Armstrong	A&M	(Harold Square Music)	G
62	56	5	Say No Go	De La Soul	Tommy Boy	(Various)	UK,B,H
63	95	4	A New Flame	Simply Red	WEA	(So What/SBK Songs)	UK,H
64	47	13	Funky Cold Medina	Tone Loc	Delicious Vinyl/Island	(Blue Mountain/Chappell)	GA,Ch
65	87	2	Do You Love What You Feel	Inner City	10 Records/Virgin	(Drive On/Virgin)	UK,Fr
66	43	10	Right Back Where We Started	Sinitta	Fanfare	(Universal/ATV Music)	UK,G,B,Di,Fr
67	NE		Sommartider	Gyllene Tider	EMI	(EMI For Money/Inhouse)	Sw,N
68	NE		Viva La Mamma	Edoardo Benatto	Virgin	(Cinqantacque)	I
69	90	3	Soy	Gipsy Kings	P.E.M./CBS	(PE M./Vanessa)	FB
70	89	14	Hand On Your Heart	Kylie Minogue	PWL	(All Boys Music)	G,Sp,Pol,Di,Fr
71	NE		Joue Pas	Francois Feldman & Joni Jameson	Polydor	(Big Bang)	F
72	NE		Landslide Of Love	Transvision Vamp	MCA	(Cinepop Music)	UK
73	53	7	Atomic City	Holly Johnson	MCA	(Warner/Constant Evolut.)	G,Ch
74	75	3	Cruel Summer '89	Bananarama	London	(Warner Chappell)	G,Di,Fr
75	58	9	Song For Whoever	Beautiful South	Go! Discs/Chrysalis	(Go! Discs Music)	UK,H,Fr
76	95	2	Straight Up	Paula Abdul	Virgin	(Virgin Music/Wolff Music)	Fr,A,Gr
77	RE		C Day	Confeetti's	USA	(EMI Music)	B
78	52	5	Voodoo Ray	A Guy Called Gerald	Rhain	(Skyway Music)	UK
79	72	21	Keep On Movin'	Soul II Soul/Caron Wheeler	10 Records	(10 Music)	GA,Ch
80	65	33	Especially For You	Kylie Minogue & Jason Donovan	PWL	(All Boys Music)	Fr,Gr
81	73	3	Choice ?	Blow Monkeys Feat. Sylvia Tella	RCA/BMG	(Warner Chappell/Trashig.)	UK
82	NE		Innocent	Mike Oldfield	Virgin	(Oldfield/Virgin)	G,D
83	69	10	Just Keep Rockin'	Double Trouble & The Rebel MC	Desire	(Fiction Songs Ltd.)	UK,H
84	100	24	The Way To Your Heart	Soulister	EMI	(EMI Music Publ.)	UK,GA,Fr
85	98	2	Sick Of It	Patrice	Mercury	(Complete Music)	UK
86	RE		Waltz Darling	Malccolm McLaren Feat. Bootzilla Orch.	Epic	(McLaren/David Leboat)	UK,G,H
87	61	6	Cry	Waterfront	Polydor	(EMI Music)	UK
88	NE		This One	Paul McCartney	Parlophone	(MPL)	UK,Fr
89	RE		I Don't Want A Lover	Texas	Mercury	(10 Music)	Fr,Pol
90	76	11	I Don't Wanna Get Hurt	Donna Summer	Warner Brothers	(All Boys Music)	UK,G
91	NE		You're History	Shakespeare's Sister	London	(Orca/Warner Chappell)	UK
92	81	17	Me Myself And I	De La Soul	Tommy Boy	(Tee Girl/Bridgeport)	G,Ch
93	NE		Toy Soldiers	Martika	CBS	(Famous/Warner Chappell)	UK
94	66	15	Miss You Like Crazy	Natalie Cole	EMI USA	(Prince Street/L Westley)	G,B,H
95	84	13	Je Ne Sais Pas Pourquoi	Kylie Minogue	PWL	(All Boys Music)	F
96	93	3	Le Malheur Des Uns Et Le Bonheur Des..	Frederic Chateau	CBS	(Arlante Music)	FB
97	NE		A Cry In The Night	Lory "Bonnie" Bianco	WEA	(Bohlen/Hanseatic)	GA
98	NE		Se Me Amas	Xutos E Pontapes	PolyGram	(PolyGram Music)	Pol
99	NE		Ibiza	Amnesia	Now Discs	(Now!BMG Music)	Sp
100	NE		Ready For Radetzky	Vienna Lusthouse	PolyGram	(Stevie Music)	A

UK = United Kingdom, G = Germany, F = France, Ch = Switzerland, A = Austria, I = Italy, Sp = Spain, H = Holland, B = Belgium, Ir = Ireland, Sw = Sweden, D = Denmark, N = Norway, Fi = Finland, Po = Portugal, Gr = Greece.
 ○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY

ROXETTE
DRESSED FOR EURO SUCCESS
 from the album **Look Sharp!**

hot BREAKOUTS

NATIONAL HITS READY TO EXPLODE!

uk & ireland	germany, austria switzerland	france	italy
Kylie Minogue Wouldn't Change A Thing (PWL)	Heino Enzian (Teldec/Ger)	Francois Feldman/Joni Jamison Joue Pas (Polydor)	Matia Bazar Strangini (CGD)
Transvision Vamp Loudside Of Love (PWA)	Westbarn And Party... (Polydor/Ger)	Francois Valery Amors Nour Vivants (WEA)	Sabrina Gringo (BMG Anso)
Shakespears' Sister You're History (London)	Lory "Bonnie" Bianco A Cry In The Night (WEA/Ger/Ita)	Philippe Lafontaine Coeur De Loup (Viggo)	Sandy Marton La Robina Bianca (RCA/CB)
Dogs D'Amour Satellite K/4 (Chrysalis/Polydor)	Bad Boys Blue Lady In Black (Cocacola/BMG Anso/Ger)	Mylene Farmer A Quoi Je Sers (Polydor)	Zucchero Fornaciari Wonderful World (Polydor)
spain	scandinavia	benelux	(advertisements)
La Union Mas Y Mas (WEA)	Gyllene Tider Sommarider (EMISwe/Nor)	De Dijk Nergens Goed Voor (Phonogram/H)	A HOT HIT? THIS COULD BE YOUR OWN HOT BREAKOUT!
The Refrescos Acid No Hay (PWA/Ger)	Ray Dee Ohh Eskes Af Dig (PolyGram/Ita)	Heipie & Hupie Eskes Af Dig (PolyGram/Ita)	FOR ALL INFO CALL M&M'S SALES DEPT. AMSTERDAM: 31.20.662483
Nu Inhumans Acid Miss (Swiss)	Lis Sorensen Mine Over De Skis (RCA/BMG/Gwe)	Amnesia It's A Dream (New Discs/Bel)	MUSIC & MEDIA
Chicco Maana (PolyGram)	Ankie Bagger I Was Made For Loving You (Sonefi/Fra)	Clouseau Anne (KMG/Bel)	

MUSIC & MEDIA EUROCHART hot 100 SINGLES

1	Like A Prayer	21
2	London Nights	41
3	Looking For Freedom	54
4	Love Is A Shield	60
5	Aspen City	73
6	Back To Life	81
7	Bestdine	89
8	Blame It On The Rain	92
9	Hegrete	93
10	Hegrete (Extended Version)	93
11	Cherish	94
12	Cherish	94
13	How Come Crazy	94
14	How Come Crazy	94
15	My Heart Belongs	95
16	My Heart Belongs	95
17	My Heart Belongs	95
18	My Heart Belongs	95
19	My Heart Belongs	95
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44	My Heart Belongs	95
45	My Heart Belongs	95
46	My Heart Belongs	95
47	My Heart Belongs	95
48	My Heart Belongs	95
49	My Heart Belongs	95
50	My Heart Belongs	95

MUSIC & MEDIA EUROPEAN top 100 ALBUMS

1	Alan Sounthorn	41	Le Grand Mechant Dook	77
2	Alan Sounthorn	41	Le Grand Mechant Dook	77
3	Alan Sounthorn	41	Le Grand Mechant Dook	77
4	Alan Sounthorn	41	Le Grand Mechant Dook	77
5	Alan Sounthorn	41	Le Grand Mechant Dook	77
6	Alan Sounthorn	41	Le Grand Mechant Dook	77
7	Alan Sounthorn	41	Le Grand Mechant Dook	77
8	Alan Sounthorn	41	Le Grand Mechant Dook	77
9	Alan Sounthorn	41	Le Grand Mechant Dook	77
10	Alan Sounthorn	41	Le Grand Mechant Dook	77
11	Alan Sounthorn	41	Le Grand Mechant Dook	77
12	Alan Sounthorn	41	Le Grand Mechant Dook	77
13	Alan Sounthorn	41	Le Grand Mechant Dook	77
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15	Alan Sounthorn	41	Le Grand Mechant Dook	77
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26	Alan Sounthorn	41	Le Grand Mechant Dook	77
27	Alan Sounthorn	41	Le Grand Mechant Dook	77
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36	Alan Sounthorn	41	Le Grand Mechant Dook	77
37	Alan Sounthorn	41	Le Grand Mechant Dook	77
38	Alan Sounthorn	41	Le Grand Mechant Dook	77
39	Alan Sounthorn	41	Le Grand Mechant Dook	77
40	Alan Sounthorn	41	Le Grand Mechant Dook	77

MUSIC & MEDIA top 3 SINGLES IN EUROPE

Country	1	2	3
UNITED KINGDOM	Swing The Mood Joe Young & The Rhythmatics (MCA Factory/Dance)	Wouldn't Change A Thing Mia Farrow (PWA)	You'll Never Stop Me Loving You Sonefi (Gwe)
GERMANY	Das Omex (Teil 1) Meyer Rose (CBS)	Tell Like It Is Das Omex (CBS)	It's Alright Hot Dog (Sonefi)
FRANCE	Lambada Karna (WEA)	Johnny Johnny Come Home Amors Nour (WEA)	Hotel California The Eagles (WEA)
ITALY	Viva La Mamma Eduardo Borella (Virgin)	Marina Karna & The Cavonni (CGD)	The Look Roxette (WEA)
SPAIN	The Look Amors Nour (WEA)	ibiza Amors Nour (WEA)	Mas Y Mas La Union (WEA)
HOLLAND	Back To Life Sandy Knight (WEA)	Licence To Kill Sandy Knight (WEA)	Don't Wanna Lose You Gora Exotic (CBS)
BELGIUM	Lambada Karna (CBS)	C Day Loree (WEA)	No More Bolero's Cocacola (PolyGram)
SWEDEN	Licence To Kill Gudy Kagge (WEA)	Eternal Flame The Bangles (CBS)	Sommarider Gyllene Tider (Sonefi)
DENMARK	Tarzan Mamma Mia Karna & Sanna (Palmes)	Dangerous Roxette (PWA)	Eskes Af Dig Ray Dee Ohh (PolyGram)
NORWAY	Bombadilla Life Frankie (CBS)	Licence To Kill Sandy Knight (WEA)	Eternal Flame The Bangles (CBS)
FINLAND	Sealed With A Kiss Jean Doucet (Sonefi)	Crust Summer '89 Sonefi (Sonefi)	You'll Never Stop Me Loving You Sonefi (Sonefi)
IRELAND	Too Much Bro (CBS)	Express Yourself Madonna (WEA)	Back To Life Sandy Knight (WEA)
SWITZERLAND	Batdance PWA (WEA)	Das Omex (Teil 1) Meyer Rose (CBS)	Sleep Talk Amors Nour (WEA)
AUSTRIA	Americanos Holly Johnson (WEA)	Hand On Your Heart Mia Farrow (PWA)	O Compasador Da Nivo (PolyGram)
GREECE	Rox On Meyer Rose (Sonefi)	Se Me Amas Amors Nour (PolyGram)	
PORTUGAL	Like A Prayer Madonna (WEA)		

MUSIC & MEDIA top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	Cuts Both Ways Gora Exotic (CBS)	A New Flame Sandy Knight (WEA)	The Twelve Commandments Of Dance Sandy Knight (WEA)
GERMANY	The Miracle Queen (PWA)	Street Fighting Years Simple Minds (WEA)	Let It Roll Joe Jackson (CBS)
FRANCE	Cadillac Johnnie Walker (Phonogram)	Like A Prayer Madonna (WEA)	Disintegration The Cure (PolyGram)
ITALY	Oro Incenso I Bira Zucchero Fornaciari (PolyGram)	Abbi Dubbi Gloria Bonetto (Virgin)	Liberi Liberi Mina (RCA)
SPAIN	Raices Loree (WEA)	Descanso Dominical Mecano (Sonefi)	Voy A Pasarme Bien Mecano (Sonefi)
HOLLAND	Cuts Both Ways Gora Exotic (CBS)	Lois Lane Lois Lane (Polydor)	The Miracle Queen (PWA)
BELGIUM	92 Candice (USA)	Cuts Both Ways Gora Exotic (CBS)	No More Bolero's Cocacola (PolyGram)
SWEDEN	2 Orp (WEA)	Batman - Soundtrack PWA (WEA)	Like A Prayer Madonna (WEA)
DENMARK	Sanne (I 1989) Sonefi (Sonefi)	The Premier Collection Andrea Bocelli (PolyGram)	Batman - Soundtrack PWA (WEA)
NORWAY	Boulevard Of Broken Dreams Sonefi (Sonefi)	Flowers In The Dirt Paul McCartney (PWA)	Soul Provider Michael Ballou (CBS)
FINLAND	The Miracle Queen (PWA)	Liisasta Liisan Jukka-Pekuri (Sonefi)	Jokainen Haakee Juomanna Itse Jukka-Pekuri (Sonefi)
IRELAND	Peace & Love The Pogues (WEA)	Cuts Both Ways Gora Exotic (CBS)	The Wolfe Tones 25th Anniversary The Wolfe Tones (PolyGram)
SWITZERLAND	Oro Incenso E Bira Zucchero Fornaciari (PolyGram)	Batman - Soundtrack PWA (WEA)	One Night Of Sin PWA (WEA)
AUSTRIA	One Night Of Sin Joe Jackson (PWA)	The Miracle Queen (PWA)	Etta Scolio Etta Scolio (PWA)
GREECE	Disintegration The Cure (PolyGram)	The Raw And The Cooked The Cure (PolyGram)	Like A Prayer Madonna (WEA)
PORTUGAL	Raices Loree (WEA)	Classique New Productions (PolyGram)	Disintegration The Cure (PolyGram)

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY CHARTED	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY CHARTED	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY CHARTED
1	2	10	Queen	The Miracle	Atlantic	UK	35	36	20	Myx	Southside	Mercury	UK	69	71	4	Anna Oxa	Lesi I Rovod Del Mondo	CS	
2	4	13	Simple Minds	Street Spirit... Forever Young	Virgin	UK	36	35	14	Ylva Farmer	Alibi	Saisit... Aster	FR	70	43	5	Lois Lane	Lois Lane	FR	
3	1	13	Prince	Sign 'O' the Times	Capricorn	USA	37	34	14	Vangelis	The Secret of the Pyramids	UK	UK	71	41	5	Lois Lane	Lois Lane	FR	
4	3	24	Billy Joel	A New Flame	Mercury	UK	38	34	5	Adrian Beuf, Valentin H. Hweg	Adrian Beuf, Valentin H. Hweg	UK	UK	72	10	10	Mecano	Decimio Domini	UK	
5	5	19	Madonna	Like a Prayer	Sire	USA	39	41	6	Camouflage	Methods Of Silence	Mercury	UK	73	11	32	Bernard Lavilliers	Il Non Sull'acqua	FR	
6	7	13	The Cure	Disintegration	Capricorn	USA	40	37	51	Tracy Chapman	Tracy Chapman	Mercury	UK	74	4	4	White Lion	Big Game	USA	
7	8	13	Paul McCartney	Flowers In The Dirt	Atlantic	UK	41	39	14	Alain Souchon	Ultra Moderne Solitude	Virgin	FR	75	14	10	Tin Machine	Tin Machine	UK	
8	4	8	Gloria Estefan	Cuts Both Ways	Capricorn	USA	42	13	10	Tom Petty	Full Moon Fever	Mercury	UK	76	45	10	Soundcrack - Dirty Dancing	Dirty Dancing	UK	
9	9	13	Jason Donovan	Les Copol	Capricorn	UK	43	47	5	Eduardo Bena	El Grand Mecano	Zodiak	UK	77	4	8	Le Grand Mecano	Zodiak	UK	
10	6	9	Joeocker	One Night Of Sin	Capricorn	UK	44	45	11	Eisa	Eisa	CPMG	UK	78	43	5	Gipsy Kings	Gipsy Kings	UK	
11	10	25	Guns N' Roses	Appetite For Destruction	Geffen	USA	45	42	10	Michel Sardou	Berry 55	UK	FR	79	4	3	Confetti's	Confetti's	UK	
12	14	13	Johnny Hallyday	Appetite For Destruction	Geffen	USA	46	43	31	Gino Sestini & Miami Sound Machine	Anything For You	UK	UK	80	8	5	Herbert Groenemeyer	Ora Me	UK	
13	14	5	Don Johnson	Let It Roll	UK	FR	47	9	10	Vern Morrison	Another Sunset	UK	UK	81	8	5	Jeanne Mas	Les Cistes De L'Amor	UK	
14	16	16	Soul II Soul	Club Classics	UK	UK	48	31	12	Arge Gainsbourg	Arge Gainsbourg	UK	UK	82	4	1	Donna Summer	Another Place And Time	UK	
15	18	8	Neneh Cherry	Raw Like Sushi	Capricorn	UK	49	53	66	Midnight Oil	Diesel And Dust	UK	UK	83	8	2	Orup	Z-Mea	UK	
16	12	13	Mike Oldfield	Earth Moving	UK	UK	50	16	12	Edie Brickell & New Bohemians	Deacon Blue	UK	UK	84	12	1	Enya	Watermark	UK	
17	15	13	London Boys	The Bankers	UK	UK	51	47	17	Deacon Blue	When The World Knows Your Name	UK	UK	85	11	1	John Cougar Mellencamp	Big Daddy	UK	
18	24	5	Five Young Canbals	The Raw And The Cooked	UK	UK	52	4	6	Eddy Grant	Working On Sunshine (Best Of...)	UK	UK	86	11	2	Pink Floyd	Delicate Sound Of Thunder	UK	
19	25	15	Transvision Vamp	Hellena	UK	UK	53	16	5	Vasco Rossi	Libertà	UK	UK	87	11	2	Michael Sardou	La Mame Eau Qui Coule	UK	
20	17	22	Bobby Brown	Don't Be Cruel	UK	UK	54	57	4	La Compagnie Creole	Cayenne Carnival	UK	UK	88	8	3	Smoke	Boulevard Of Broken Dreams	UK	
21	18	12	The Pogues	Race & Love	UK	UK	55	8	9	Original Naabal Duo	Ein Bischen Gluck	UK	UK	89	8	5	Karyn White	When Love Moves	UK	
22	11	11	Cyndi Lauper	Time To Remember	UK	UK	56	11	11	Mill Vanilli	All Or Nothing	UK	UK	90	11	3	Jacques Higelin	Corbis Du	UK	
23	17	17	Bangles	Everything Else	UK	UK	57	11	11	Don Henley	The End Of The Innocence	UK	UK	91	10	4	Miles Davis	Amadeus	UK	
24	13	16	Jean-Jacques Goldman	Traces 93	UK	UK	58	13	13	Tom-Loc	Kyle	UK	UK	92	10	3	Bette Midler	Kathleen Turner - Beaches	UK	
25	29	7	Zucchero Fornaciari	Che Incontro	UK	UK	59	67	5	Guns N' Roses	G N R & Lies!	UK	UK	93	16	7	Katerinher Spatzon	Doch Die Seibrutsche Bleibe	UK	
26	10	14	Holly Johnson	Classical	UK	UK	60	52	17	Soundcrack - Rivalen Der Rennbahn	Rivalen Der Rennbahn	UK	UK	94	16	14	Sandra	Inno A Secret Land	UK	
27	13	13	Patricia Kaas	Plasmatische	UK	UK	61	64	54	Kyle	The Album	UK	UK	95	11	11	Pinovatti	La Mame Eau Qui Coule	UK	
28	15	15	Bea Gees	One Heart	UK	UK	62	12	12	Inner City	Paradise	UK	UK	96	11	11	Alice Cooper	Trash	UK	
29	14	14	Anita Tikaram	Another Heart	UK	UK	63	7	7	Peter Gabriel	Passion	UK	UK	97	11	11	Gold	Le Palais Des Sports De Gold	UK	
30	11	11	Stevie Nicks	The Cover Side Of The Mirror	UK	UK	64	8	26	Rory Johnson	My City	UK	UK	98	11	11	Michael Bolton	Ed Proved	UK	
31	28	13	Roxette	Look Sharp	UK	UK	65	42	12	Swing Out Sister	Kaleidoscope World	UK	UK	99	11	3	Hombres G	Voy A Pasarmelo Bien	UK	
32	10	10	Francis Cabrel	Substance	UK	UK	66	55	14	Clannad	Passengers	UK	UK	100	10	10	Hanne Haller	Plain Labor	UK	
33	12	10	Depeche Mode	U2 Rattle and Hum	UK	UK	67	7	7	Garand Jaling	No Home	UK	UK	101	10	10	NEW ENTRY	NEW ENTRY	UK	
34	17	17	Julio Iglesias	Raises Cuts	UK	UK	68	74	29	Original Naabal Duo	Patrona Bavaria	UK	UK	102	10	10	NEW ENTRY	NEW ENTRY	UK	

Genesis' Tony Banks has reshaped his solo career, to form a 'solo band', Bankstatement, and to release an LP of the same name. He is joined on the album by vocalists Alistair Gordon and Jayney Klimek. Virgin says the LP will appeal not only to Banks' fans but will also be an eye-opener to others.

Tony Banks has one of the reasons for the Bankstatement concept is the difficulty in gaining attention as a solo act. "Often with solo stuff," he says, "the problem is to get people to listen to it - that applies to everybody from radio stations to the public." "You can take the name Bankstatement as what you like. It's got my name in it so it's like a solo album. On the other hand I'm using two singers on this who have quite a high profile on the record. I feel that when you're using singers it's nice to involve them in the project, otherwise people think you've sung everything, particularly since I did sing my last record.

Banks' produced the LP with Gong member and former Simple Minds producer Steve Hillage. It was recorded at Genesis' studio, The Farm, in Surrey, England.

Virgin's International Product Manager, Connie Sutherland: "With the two very strong vocalists on the album, I think people will be surprised at how commercial it is. It's a help to us that Jayney is already known in Europe, especially in West Germany.

"The German and Scandinavian companies in particular are excited about the album. They feel it has a lot of potential in their markets. Tony and the rest of the band will do extensive promotion in Europe throughout August and September to support the release.

The vocal sound of Bankstatement is dominated by the AOR voice of Gordon, a former member of EMI's ZuZu Sharks and now signed to Atlantic. He



"I'm not thinking in terms of live, but I would never say I wouldn't do it. I really want to play to an audience that doesn't know the stuff. If I got a great response, I'd probably go in and do another record. I enjoy playing live, but it's not the reason I'm in the business. I'm a writer, and anything else is secondary to that."

Gloria Estefan's Takeover Bid For The Charts

Very few international artists achieve such prolonged success that when their new album is released, the last one is still charting well across Europe. For Gloria Estefan, 'Cuts Both Ways' follows 'Anything For You' like a chart takeover bid.

believed in it, even though the initial reaction to the album by the media in Europe was not as receptive as we thought it might be. The band were very busy touring, but we finally got to work with them on promotion and the record began to move."

Now compare that story with this sales picture for *Cuts Both Ways*: half-a-million copies sold in Continental Europe, excluding the UK, in the record's first three weeks of release.



The long-term activity of the last LP by Estefan and Miami Sound Machine was such that Epic/CBS seriously considered delaying the release of *Cuts Both Ways*. "It was discussed," admits CBS International's Director of Artist Marketing, Gary Williams. "But we decided to go ahead, because the timing of the American release was exactly right."

To understand the instant success of the new album, you have first to appreciate the long case

Williams: "The best start has come in the UK, Holland, West Germany, Sweden and Norway. And we're going to be doing a lot with the band - they're already confirmed for live shows in parts of Europe and the others are just confirming now.

The album's potential was first realised when Estefan and husband/producer Emilio presented the band at the CBS worldwide convention in Florida at the end of April. Williams: "Right from

the start there was a lot of excitement, and I think that's been reflected in what's happened with the record so far."

The new album also marks a subtle but important image change from the old days of the plain Miami Sound Machine. 'Gloria Estefan And' was added and now the Machine find themselves relegated to just one mention - on the spine of the record sleeve.

"We've been leading up to it for a couple of years," Williams says. "We made a conscious decision to put Gloria up front. It's a long-term thing."

He also admits that the decision to make the ballad *Don't Wanna Lose You* the first single was a difficult one. "That was the subject of great debate. It's generally very difficult starting with a ballad, but we felt that was more close to the success of the previous album, it would work. It's her strength!"

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MERCHANDISING

Making Money Through Merchandising

by Mike Nichols

Merchandising is big business. No longer just a supplement to revenue from record sales and concert tickets, it has found a ready-made and very profitable market.

Music & Media talks to some of the top merchandising companies and the retailers in Europe who are selling T-shirts next to CDs.

Souvenir brochures, T-shirts, badges, baseball caps - and anything else featuring a band's name, logo or photograph - are becoming an increasingly important source of revenue to bands.

These days there is hardly a signed act without at least a T-shirt to sell at a club gig. But, inevitably, it is the stadium acts which make the biggest profits. On their last US tour, Bon Jovi set an all-time record by selling \$US 20 (app. £ 12) worth of merchandise a head, a figure which exceeded the average ticket price of \$US 17 (app. £ 10).

Pop merchandising is not new. A whole range of products was available at the time of Elvis, and later the Beatles, but neither reaped the full financial benefit. The Beatles lost an estimated \$US 5 million (app. £ 3 million) through pirate products as early in their career as 1964.

By 1976 it was a different story. The Rolling Stones' World Tour was such an expensive affair that the band actually lost money - but covered their losses through merchandising.

For their next tour in 1982, the Stones signed to Winterland Productions, the company started by legendary rock impresario Bill Graham, and Dell Furano, who is now President of the company.

Graham owned the Winterland, the San Francisco venue, which hosted gigs by Jimi Hendrix, The Doors and the Grateful Dead. Furano was the hall's concession manager who arranged his first deal with one of the Dead. He allowed the band to sell T-shirts in the foyer for a percentage of the evening's takings, a formula which has been repeated at shows ever since.

Today theatres, arenas and stadiums all over the rock & roll world take either 25% (UK), 30% (Europe, US) or 35% (Scandinavia) of the evening's gross income. The venue supplies sales assistants. At the end of the evening the manager collects the band's percentage of the take and unsold merchandise.

A different approach is required for selling merchandise during lengthy tours. Most big acts are signed to a merchandising company in the same way as they are to a record company.

Winterland signs groups on the understanding that they have the sole right to market anything carrying an official design. The group receives a cash advance - the size of which depends on how big they are - against a royalty rate on each item sold.

"Merchandising makes a lot of money for bands, many of which would never get to play places like Australia and Japan without it," Norman Perry, Brockum

None of the merchandising companies Music & Media spoke to would disclose actual figures, but hinted that 30% of the retail price is normal - at least twice as much as the merchandiser and more than double the percentage an act is likely to secure when signing a record deal.

In terms of staff and turnover, Winterland is the largest merchandising company in the world. Now owned by CBS Records, it has offices in New York, London, Tokyo and Melbourne and more than 300 employees. It has its own in-house art department which designs the merchandise together with its artists, who include Elton John, Bruce Springsteen, Stevie Wonder, George Michael and Diana Ross - who have all completed European tours during the past 12 months.

Apart from selling merchandise on the road, Winterland's licence includes retail outlets, where thrash acts seem to sell the best. Roger Bratton, Winterland UK's Managing Director, says the most popular include Ozzy Osborne, Ratt, Motley Crue, Slaver, and acts like Public Enemy and The

Smiths, even though they split up three years ago.

However, Bratton says "our sales account for 90% of what we sell, with around 70% being for T-shirts. We screen print all of those ourselves in our factory in California, which is capable of producing 120,000 a day."

The souvenir programmes - like the badges, baseball caps, heavy metal 'back patches' and other items - are not made by Winterland but sub-licensed to other manufacturers.

Bratton: "If a company wanted to make a George Michael calendar, we would negotiate a deal, take an advance and get them to account to us each month in the same way as we do to the act".

Winterland will not be taking care of merchandising on the forthcoming Stones tour - Brockum



underestimate the A&R side of merchandising - you don't just deal with established acts. We signed Guns N' Roses while they were still recording their first album.

"Another important area is protecting copyrights against pirates. Although the products they sell outside venues may be cheaper, most fans prefer the official stuff.

"Buying patterns vary from act to act. In Europe, T-shirt sales may only amount to 60% of the merchandising total because they are seasonal. And it applies especially to bands like Bruce, whose fans may prefer a lunch box".

Bravado is a UK company with European and American associates and partners. Its Directors are Keith and Barry Drinkwater. Barry: "We might not be as big as the others but they wouldn't be able to turn an order around overnight like we have just done for Slammer".

Keith Drinkwater: "We'll also have the goods produced wherever the act is touring. For T-shirts we just give duplicate film of the designs to the local manufacturers and this saves a lot of hassle with tax, duties, customs etc."

"Bravado has affiliated companies in France, Holland and West Germany. We might need 100 vendors one night or 50 security personnel the next. You can't beat local knowledge, especially if you can't speak the language. We have sales records in 90% of all the halls in Europe, where there is a greater potential than generally realised".

At the moment Bravado has the master licence for all merchandising rights for Iron Maiden, Depeche Mode, Transvision Vamp and Erasure, among others. The company also exclusively represents Bon Jovi, who headlined in front of 40,000 fans at Milton

Merchandising continues on page 18 ▶

Merchandising
continued from page 17 ▶

Kynes in the UK on August 10. It should prove to be Bravado's most profitable day since last year's Monsters Of Rock festival at Castle Donington.

"We took £1 million in cash on what was the biggest-grossing single-day event ever. It required 200 sales staff and 300 security personnel, many looking out for bootleggers. The bill for their wages, hotels and so on came to £80,000 but it was worth it. We also liaise with the police and the Office Of Fair Trading and don't think twice about going to court."

Like other companies, Bravado sub-licences the more unusual items, such as watches, to other companies. They also delegate all their manufacturing, including T-shirts which comprise 70% of their business. The same percentage of these are sold through touring, the rest through retail or mail order. Some of these are produced in association with another rival, **Acme Total Merchandising**, which specialises in designing and producing for the retail trade.

Mick Wright, Acme's Director: "Last year we provided about the same quantity for tours and retailers. From now until March 1990, we'll sell 60% to the multiple record stores, department stores, independent record shops and the 3,000 shops on our mailing list. These sales are mainly through our distributor, Roadrunner, and are in the UK. But we're looking increasingly to continental Europe where the market is growing all the time."

As well as a design studio, factory and warehouse, Acme has a retail showroom in London's Soho where many of its 250 designs can be bought. The type of deal negotiated with artists varies from act to act. Although the advance/royalty contract operates for artists like New Order, Marc Almond and Dogma, other groups prefer a production and supply service.

Wright: "We can provide delivery to the venue and if necessary, a top-up. During U2's show at Roundbay Park (Leeds, UK), we were contacted to bring up another 3,500 T-shirts for the fans leaving the show. Originally, U2 had a licensing agreement but they now work closely with us. Larry Mullen, the drummer, comes and discusses all the designs and then we print, supply

and sell to the band. It's really a straight wholesale deal and works out a lot cheaper because there's no middle man - the merchandiser."

"It also means the band don't get an advance but then U2 don't exactly need it. The end result is that prices are kept down with T-shirts sold for £7.50 instead of £10. Another advantage is that the band can monitor their sales rather than losing track of the proceeds of all the various worldwide sub-licensing deals!"

In addition to being paid for what they produce, Acme receives a commission which increases in relation to sales. It can also supply a sales force for the merchandise stalls. For retail, the company pays artists a licence fee of 8-15%, depending on the volume of sales.

A name which used to be synonymous with merchandising is **Mobile**, which five years ago did remarkable business with the **Frankie Goes To Hollywood** "Frankie Say...!" range.

Brian Wilson, Managing Director: "Mobile reached a pinnacle and needed additional funding and since then we've been taken over three times. Our present owner, Astra Trust, is a leisure and property company which has made some very positive acquisitions, including 17 souvenir shops in the West End of London."

Mobile also owns 53,000 square feet of T-shirt manufacturing, printing and warehouse space in Swindon, about 100 miles from London.

vary according to whether we're making merchandising for tours or retail. We'd prefer to concentrate on the latter as the licences can be as little as 5%, with a lower production cost passed on to the consumer."

Wilson's words are echoed by **Sian Ellis**, Merchandise Manager

"We're looking increasingly to continental Europe where the market is growing all the time," Mick Wright, Acme

of the London **Virgin Megastore**: "T-shirts are a big item here. We sell around 15,000 a week at £6.99, the same price as an album. We also take end-of-tour stock from certain acts which goes out 25% cheaper than it did at gigs, the difference being the hall's concession fee.

"Our biggest sellers are **Guns N' Roses**, **Megadeth**, **Motorhead** and the 23 different **Iron Maiden** designs."

Further down London's Oxford Street, at **HMV**, the sales pattern is similar. **Gennaro Castaldo**, **HMV Public Relations**: "T-shirts are by far our strongest product, outselling sweat-shirts by 10 to 1. There's a great demand for metal, especially from the tourist trade, with **Bon Jovi** the most popular followed by **Guns N' Roses**, **Iron Maiden** and **Metallica**."

"About 25% of our merchandise trade is posters, particularly those of pin-up stars like **Robby**

like **Madonna**, **Michael Jackson** and **Bruce Springsteen**.

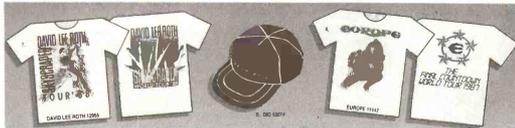
"Winterland will send, for example, 20 Michael Jackson, transparencies and we'll put out a new range of 61x75cm or full-size posters each time a new single comes out.

"We've got 1,500 accounts,

with 55% of our business in the UK. Then comes Holland, France, Belgium, Austria, West Germany and Switzerland. As well as licensing, Verkerke also has exclusive distribution rights for **Winterland** product in Italy, Denmark and Spain."

Finally, a report from one of the biggest record shops in continental Europe, the **Virgin Megastore** in Paris. **Oliver Montfort**, Merchandising Manager: "I worked at **FNAC** (France's major record retail chain) for eight years, who don't do merchandising, and so it's quite surprising to see **Virgin** sell 2,000 T-shirts a month since we opened at the end of last year. US groups like **Metallica** and **Anthrax** are very popular, as are **Simple Minds**, **Pink Floyd** and **The Cure**."

"T-shirts cost Ffr 100 (app. £9.50) and we don't sell any other kind of merchandising since we don't have much room and I don't



Some of the designs from the Bravado Rock Collection

Wilson: "I think it's the largest T-shirt production plant in Europe. We're set up to make 10 million T-shirts over the next 12 months, some of which will go to the multiple clothing department stores like **C&A** and **Burtons**, as well as to record retailers **Virgin** and **HMV**. Meanwhile, we've been sub-licensed to print the top three selling designs in the **HMV** shop - **Batman**, **Transvision Vamp** and **Sou II Soul** - which makes us think we're on our way back.

"Our licences and sub-licences

Brown, **Jason Donovan** and **Kylie Minogue**"

Posters are one of the specialties of **Verkerke**, a Dutch company which also manufactures fine art prints, greeting cards and post cards. **Keith Taylor**, UK Managing Director: "It's very hard to get accurate figures but I believe we're one of the biggest poster companies in the world.

We sub-licence all posters and post cards from **Winterland** except in North America. This gives us the exclusive rights to artists

want the place to look like **Woolworths**. Maybe when we open a second floor upstairs we'll take on more products, including sweat-shirts for winter."

"We buy everything from the UK apart from the end-of-tour T-shirts which we buy from French companies and sell for Ffr 154 (app. £13). We are situated in the **Champs Elysees** so our customers expect to pay for quality!" □

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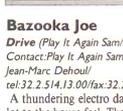
MUSIC & MEDIA



The Mock Turtles

Wicker Man (Imaginary/UK).
Contact: Imaginary/Rudy Hopkinstel: 44 61 3682234

A song inspired by the cult movie of the same name. Jangly pop, similar to The Smiths, with big hit potential. The band are currently recording an album due for release in September. Licence and sub-publishing free except UK.



Bazoquo Joe

Drive (Play It Again Sam/Belgium).
Contact: Play It Again Sam/Thierry Delporte or Jean-Marc Dehoul
tel: 32 2 511 8100/fax: 32 2 511 8039

A thundering electro dance song that owes a lot to the house feel. The similarity ends there because the rest of the song is more like The Sisters Of Mercy crossed with early Human League. Licence and sub-publishing free except Belgium.

Lipstick

Quells Del Rock 'N' Roll (CGD/Italy).
Contact: CGD/Alta Dury
tel: 39 2 50941/fax: 5094400

Founded five years ago, Lipstick is an all-girl Milanese rock band. This explosive track is a mixture of styles, touching on Gianna Nannini's vocals, and Bananarama's catchy rhyming pop. Produced by Red Canzian. No publishing but licence free where WEA affiliates do not take up their option.

Marion

J'Eté Dis Pas Non Mais J'Eté Dis Pas Oui (Vogue/France).
Contact: HPI/Mes/Jacques Marbehan/tel: 33 1 45 57 26 36/fax: 5 57 80 03

French pop with a catchy Motown beat and childlike lyrics. This young and pretty artist (Debut De Soiree) Licence and sub-publishing free for Europe except France.

Joplin Hart

Not As Strong (Atoal/France).
Contact: Atoal Music/Marine Coscioviz/
tel: 33 1 4366 6922/fax: 4366 5221

Joplin Hart has a voice close to Terence Trent D'Arby. This self-written and self-produced material is very mature and has plenty of crossover potential. Licence and sub-publishing available except France.

Records mentioned on this page are by promising acts which have potential for breaking into the pan-European market. The selection is done by the editorial team of Music & Media. Radio & TV programmers wanting to play the material mentioned here should be aware that not all records are necessarily released in every territory. International A&R managers and music publishers on the look out for new deals should contact the original master/publishing owners. Country of origin and contact numbers are listed as known. Those wishing to submit material to this section should send their records, biographies and photos to: Music & Media, Gary Smith, PO Box 50558, 10071 DB Amsterdam, Holland

Talent Tracks

PROMISING ACTS

WORTH WATCHING



by Gary Smith

Evelyn Harte of leading Spanish independent DRO says **Rey De Copas** (Fantasy Tracks cassette no. 26) are being enthusiastically received in Spain and have licensed their LP *Amores Por Banderos* to several territories. Cooking Vinyl has taken the record for the UK and Boudisque for Holland. Negotiations are also currently under way for France, West Germany and Italy. In Spain the single *Aliados En El Inferno* has been nominated a Red Single by the SER network which means it is getting six or seven plays per day. The band will be touring Europe in September, which this space for more details.

Ready Radetzky by Vienna Lusthouse (cassette no. 28), the Austrian dance record that (successfully) mixes Strauss waltzes with a house beat is currently no. 4 in their singles

Zap 'N' Go

Keep Holding On (Only Lonely/Finland).
Contact: Only Lonely Ltd./Kalevi Ramo/
tel: 358 21 500436/fax: 323595

Charming ballad by this Finnish band, previously featured on Talent Tracks (no. 15). Known in their home country by the name Bogart Co, where they are responsible for his like *Bad Girl* and *Dance On*. This beautiful song is reminiscent of Falco's *Jenny*. Licence and sub-publishing available except Finland.

Nick Robin

Sarah (Teldec/West Germany).
Contact: Progressive/Rudy Hopkinstel: 49 40 2291129/fax: 2291126

A sophisticated track, ideal for AC programming with a big production. A good song that has every chance of crossing over. No licence available but sub-publishing free except for West Germany.

Vienna Lusthouse

Ready Radetzky (Polydor/Austria).
Contact: PolyGram/Wolfgang Arming/
tel: 43 222 831524/fax: 831300

A genuine novelty record. A tough sub-house beat and some Strauss waltzes make for a non-nonsense good-time sound. Licence free where affiliates turn down option and sub-publishing free except Austria.

Technotronic

Pump Up The Jam (ARS/Belgium).
Contact: ARS Productions/Patrick Buschtofs/
tel: 32 3 216 17 50/fax: 216 35 97

Technotronic featuring singer Felly. A really hot hip/house track by Technotronic. This track is more than just a beat because of Felly's seductive voice. Another great track from the home of hi-house. Licence and sub-publishing still available in Portugal, Scandinavia and the rest of the world outside Western Europe.

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chart and PolyGram are going to release it in West Germany and Switzerland.

Belgian artist **Dominic Sone** (cassette no. 25) seems to be doing well in France. His LP *Cold Tears* on Crammed Discs has sold a respectable 10,000 copies in two months and



Rey De Copas to tour Europe in September the single *Ways Run Cold* (cassette no. 25) is receiving good airplay in France and Switzerland. He will be recording a special for Holland's VPRO radio station in September and touring in Europe on and off over the next two or three months. From the same company *Drop That Ghetto Blaster* by Mr Big Mouse (cassette no. 14) is finally getting the recognition it deserves as one of the best house records of the last six months. After modest success on the Continent the song was taken up for the US and Canada by Network Records and it is now no. 23 in the Billboard Dance Chart. □

single, *Ivy, Ivy, Ivy*. And Bill Drummond and Jimmy Cauty, formerly The Jams and The Time Lords release a tribute to Australian soap 'Neighbours', *Kylie Said To Jason*. Drummond and Cauty (or simply N.E.F. as they are now known) say the song is featured in their own film, 'The White Room', which was financed by the proceeds from their 1988 no. 1 hit *Doctorin' The Tardis*.



Kylie Minogue's 'Wouldn't Change A Thing' in at no. 4

Washington DC hardcore band, **Fuzgah** hold the no. 1 spot on the albums chart for the second week running with *Margin Walker* (Discord). Their previous album, *Fuzgah*, which came out in early '89, remains one of the best-selling LPs of the year. □

Top 10 UK Independent Singles

- | | | |
|----------------------------|-------------------|-----------------|
| 1. She Bangs The Drum | The Storm Lords | (Gerrard) |
| 2. Another Day | A Gay Call Centre | (Gerrard) |
| 3. Pure | Lightning Sons | (Gerrard) |
| 4. Wouldn't Change A Thing | Kate Piaggio | (Gerrard) |
| 5. Say No Go | De La Soul | (Big Top) |
| 6. Peril Situation | Inaugu Corps | (Strange Fruit) |
| 7. My Wonderful | Seamus 3 | (PWL) |
| 8. Sully Champion | The Storm Lords | (PWL) |
| 9. Paradise | Blackcat | (J&J) |
| 10. Blue Moon Remixed | Carley Jones | (Cooking Vinyl) |
- Compiled by M&M

Going Independent...

by Karen Roloff

Kylie Minogue is back on air radios, this time with *Wouldn't Change A Thing* (PWL), which comes in no. 4 - surprisingly low by her standards. The closest new entry to Minogue is way down at no. 41 - *Forever Together*, the debut single on Republic by Raven Maize. This is the rest of the chart is comparatively static - as is generally the norm at this time of year.

Following extensive national radio airplay, *Pure* by The Lightning Seeds, finally pushes its way into the top 3, while AR Kane rise to no. 12 with their long-awaited new 45, *Pop*. As for new material, after an ill-fated relationship with WEA, *Primal Screem* are back in Alan McGee's Creation camp and have a new

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Dublin's Ringsend Road - More Than Just A Studio

by Ken Stewart



Since Ireland's newest recording studio Ringsend Road opened officially in April this year, it has been fully booked with clients including Simple Minds, Bono, The Waterboys, Hothouse Flowers, Davy Spillane and Aslan.

The Dublin studio would not be in business but for an investment of Ir £ 800,000 (app. UK £ 694,000) from Development Capital Corporation (DCC) which has a 50% shareholding in the Ringsend Road Music Group (RRMG). This group combines music publishing, artist management, sponsorship and a record company under one roof.

Joint Managing Director Clive Hudson, formerly head of WEA Ireland: "Nobody has to come to us for all of our services. If they want us to handle their publishing, but not their record, that's fine with us - or vice versa. But we often take both - then we can invest more money and there are more areas to get it back from."

We have a full 48-track studio with lots of outdoor equipment and a very big control room (3,500 square ft) specifically designed to give clear frequency separation. The main room is capable of recording a full symphony orchestra - it's the only Irish studio that can seat 100 musicians. That's an important point. Thankfully, we have a fine musician base in Ireland, so we can get a symphony orchestra together fairly readily.

Hudson claims Ringsend Road's rates are considerably cheaper than the UK or the Continent for a comparable facility. The main studio has an Amek A 2520 desk, with Audio Kinetic Mastermix and Dolby SR noise reduction. If used as a 48-track, it costs IR £ 100 per hour, with a daily lookout rate of Ir £ 1,300

(app. UK £ 840). Long-stay rates are negotiable.

In addition to its main room, Ringsend Road offers a copy room, which they call Studio 3, with a post-production editing suite capable of producing high-quality copies of small runs of cassettes.



Engineer Andrew Boland and Studio Mgr. Judy Lunny working at Ringsend Road's AMEK console.

Ringsend Road's Studio 2 is expected to be completed by the end of this year or early in 1990. A 24-track, fully compatible with Studio 1, it will cater for about 30 musicians and cost Ir £ 85 (app. UK £ 1.15) per hour, with a daily lookout rate of Ir £ 105 (app. UK £ 720).

Ringsend Road Records' first three albums, *Dolores Keane, Lead The Knave* by Artie McGlynn/Nollaig Casey and Jim Fitzpatrick's *Erinsage*, are released in the UK through Spartan. Dolores Keane is out in West Germany on the Wuntertule label.

Hudson, who worked in Dublin from the UK nine years ago, points to the extraordinary strides made by the Irish music industry since then: "We've seen the U2 phenomenon and the astonishing performances of Chris De Burgh, Enya, Hothouse Flowers, Sinead O'Connor. Our aims are to consolidate Studio 1 so that it's booked many months in advance, to develop our capacities in the audiovisual area - and to utilise our facilities to the benefit of the Irish music industry."

STUDIO DIARY

Annie Amazulu (Reichmann), Repercussion, Berkwick Street, London, 44.1.7345750.

Art Of Noise (JJ), Polar, Mylar, Mayfair Mews, London, 44.1.5867746.

Claudio Baglioni (Artist), CBS Italy Forum Studios, Rome, 39.6.906034.

Carmel (John Hudson), London Records, Myfar Studios, London, 44.1.5867746.

Federic Chateaux (Artist), Orlando, Studios Du Cheney, Paris, 33.1.9515410.

Chris De Burgh (Roy Thomas Baker), A&M Ringsend Road, Dublin, 35.1.685567.

Depeche Mode (Flood), Mute, Puk Studios, Denmark, 45.86.474576.

Placido Domingo (D. Farina), Gini Musik, Arco Studios, Munich, 49.89.430004.

Tony Esposito (S. Boswell), Bubble Records,

Medicina Studio, Italy, 39.51.852534.

Peter Hofmann (C. Hopper), CBS West Germany, Arco Studios, Munich, 49.89.430004.

Eartha Kitt (Rod Gammoms), BNG West Germany, Berkwick Street, London, 44.1.7345750.

Simple Minds' (Steve Lipson), Virgin, Orinoco, London, 44.1.2320008.

Tears For Fears (Band/Bascombe), Phonogram, Myfar Studios, London, 44.1.5867746.

Terence Trent D'Arby (Artist), CBS, The Church, London, 44.1.30919779.

Yanagits (Artist), V. Productions, Forum Studios, Rome, 39.6.806034.

Wise (Miller/Martin), Mute, Kisch Studios, Brussels, 32.2.400880.

Key to listings: Artist, (Producer), Label/Studio/City/Country; tel. Arco/Star Name = mixing sessions. Listing in alphabetical order.

REVERB

Top producers Tony Swain and Steve Jolley (Banarama, Alison Moyet) have built identical studios at their homes just outside London. Both studios feature the Soundtracs II 4832 console with Tramac automation, enabling the team to record and mix either separately or together.

Tony Visconti has closed his Good Earth Studios in London after 16 years' operation. The top producer (Bowie, T Rex, Les Rita Mitsouko) says there is too much competition and not enough business. He plans to concentrate on new production projects.

Another well-known London studio owner is also retiring: Marcus Osterlind, originally one of Sweden's top performer/producers, is selling his four-room complex Marcus Studios. The company recently moved to a new London location and a management buyout is possible.

Arco Studios in Munich has received platinum and gold records for work on the Munich Symphony Sound Orchestra's hit album *Pop Goes Classic*.

The first pro-audio sales company in Eastern Europe has recently been established. Intermusica of Hungary will distribute products by Roland, Soundcraft, Seck and other companies, and will provide customer service backup.

UK DJ Dave Cash's wife Monica has opened a 24-track residential studio near Canterbury in the UK. Impact Studios was designed by Andy Munro, and features an Amek Angela console and Studer A800 multitrack.

Magic & Sound is the first 24-track studio on the Costa Del Sol, located 20 minutes from Marbella. The studio stands in its own grounds overlooking the Mediterranean and features a Studio Magnetics desk and multitrack, full outdoor gear and MIDI machines. Clients have included local acts Marengo, Puzos, Polaris and Oracle.

Solid State Logic has announced a 27% increase in the number of studios owning its consoles in the past year, making its total 450 worldwide. Recent clients in Europe include Chateau Du Pape in Hamburg; De La Blaque in Biarritz; Duplun in Naples; and Hot Line in Frankfurt.

Wangells has been recording his new album *The Book* at Forum Studios in Rome. The project features long-time collaborator Jon Anderson. Ennio Morricone has also been at Forum recording the soundtrack of 'Pat Man And Little Boy'.

David Stark

ATTENTION! Please send information on your major projects to David Stark, Music & Media, Postbus 50558, 1007 DB Amsterdam. All items included at the Editor's discretion.

DJ DIGEST

Dire Straits have broken a Dutch chart record. The band's Phonogram album *Brothers In Arms* has now been on Holland's Top 100 for a remarkable 200 weeks, with over 450,000 LP/MC/CDs sold. A double A-sided single, *Brothers In Arms/Money For Nothing* has just been released to make the achievement.

Girl-next-door Debbie Gibson has landed her first major film role in 'Skirts', the latest project from 'Dirty Dancing' director Danny O'Neil. Gibson will also write all the music for the film, which is due for release in late 1990.

Ringo Starr, currently drawing large crowds on tour in the US with an all-star band, is playing down rumours of a reunion with Paul McCartney and George Harrison. Starr: "My relationship with Paul and George is very good right now, though I'm here and they're in England. But if they're ever in the same town I'm sure they'll come up and see me."

Transvision Vamp's new MCA single *Landslide Of Love*, from the UK chart-topping album



Transvision Vamp - a tribute to Phil Spector

Velveteen, is the group's tribute to legendary producer Phil Spector and his 'Wall Of Sound'. Back to the movies: Michael Hutchence of INXS will star as the poet Percy Bysshe Shelley in 'Frankenstein Unbound', currently being shot in Italy by horror director Roger Corman. And Gene Simmons of Kiss appears in the forthcoming film 'Red Surf'.

The Beastie Boys' new Capitol LP *Paul's Boutique* takes its name from a clothing store in the area. The Vamp's new MCA single *Landslide Of Love*, from the UK chart-topping album

Simon, John King and Matt Dylke) who also helped write the songs.

Veteran West German singer Nina Hagen recruited French designer Jean-Paul Gaultier as art director for her *Hold Me* video, which was shot in Paris. *Hold Me* is the first single from the *Nina Hagen* LP on Phonogram, due on August 30.

UK rap have given Manchester LP *Paul's Boutique* takes its name from a clothing store in the area. The Vamp's new MCA single *Landslide Of Love*, from the UK chart-topping album

Bit Of U2. EMI will recall the single from UK shops, rattle it and relaunch it later this month. The prolific Prince has already started work in his Paisley Park studios on the follow-up to his *Batman* soundtrack LP, just released.

Island Records' thrash band *Bontrax* were plagued by splitting fans on their recent Irish tour. This caused them to cut short shows in Belfast and Omagh - and in Dublin they left the stage after just 25 minutes, because singer Joey Belladonna's warnings were ignored.

Former Klymaxx singer Joyce Iryb has just released her first solo LP *Maximum Thrust* on Motown.

Van Morrison's next Polydor single will be *Whenever God Shines His Light*, a duet with Cliff Richard from the *Avolon* Sound LP, to be released September 11.

UK rockers Dogs D'Amour are putting the finishing touches to their upcoming *China/Polydor LP: Errol Flynn*, due in September, with *Satellite Kid* the lead-off single. □

Chris Fuller

STATION REPORTS

Dion - King Of The NY Streets
Tom Petty - Running Down
London Boys - 12 Commandments

Bliss - How Does It Feel
Sly - Youngblood-If Only
AD Assessment - Throwback

AD Weedy & Lisa - Satisfaction

AD Adeva - Warning
The Outsiders - Nothing
Tom Petty - Running Down

B List:
AD Noiseworks - Simple Man
Dare - Abandon
M. Bolton - Soul Provider

AD Goodbye M/McKenzie
Cindy Lauper - First Night
M. Bolton - Soul Provider

AD TPOH - She's So Young
Indigo Girls - Indigo Girls

AD Tom Petty - Running Down
Neneh Cherry - Kisses
Primitives - Sick Of It

AD Fuzzbox - In The
Self - City Do You Love
Love & Rockets - So Alive

AD Jody Watley - Friends
Clyde Lauper - First Night
Tom Petty - Running Down

AD Wild Weede - Calling Back
Stone Roses - She Bangs
Neneh Cherry - Kisses

AD Jody Watley - Friends
Lisa Stansfield - Right Time

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Tom Petty - Running Down
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Tom Petty - Running Down

STATION REPORTS

TNT TP 5:

Cocker - When
The Cure - Love Song
Griffids - Goodbye

GREECE

ANTENNA 97.1 FM - Athens

Alexandros Rickidis - DJ/Prod.

PP Great White - Once Bitten
AD Sidos - Orange Agent
Neil Schon - Late Night
Rage - Mirror
The Cut - Edie
LP Anthrax - Penetration

WGR JERONIMO GROOVY - Athens

Andrew Papadopoulos - DJ

PP Soul II Soul - Keep On

Natalie Cole - I Miss You
Adele - Respect
Jody Watley - Real Love
Michael Jackson - Liberman
L.L.Cool - I'M That Type
Bobby Brown - On Our Own
Love & Money - Halleluiah Man

SWEDEN

SR - Stockholm

Maths Broberg - DJ/Prod.

AD The Ramones - Pet Cemetery

Mari McKen - Broken My Child
Paul McCartney - This One
Pete Townshend - A Friend
Thasiron - Kareina

LP Transvision Vamp - Helsinki

Don Henley - Innocence
Soul II Soul - Club Classics

RADIO STOCKHOLM - Stockholm

Carolina Norin - DJ/Prod.

AD Gladys Knight - Licence

Orny - Rain At My Place
Trio - Talking To The Man
Jive Bunny - Swing The Mood
Jason Donovan - Sealed

RADIO GOTHENBURG - Gothenburg

Leif Wivatt - DJ/Prod.

AD Grey Kings - Bambuleo

Shakespeare's Sister - History
Romantic - Tak

TP Miles Jaye - Heaven

PP Katrina - That's The Way

HIT FM - Stockholm

Johan Bring - Prog. Dir.

AD Bros - Too Much

Tony Terry - Forget The Girl
Patti LaBelle - If You Didn't
Angel - Touch My Heart
Gene Land - Take My Life

RADIO CITY 103 - Gothenburg

Margareta Anderberg - DJ

PP Starship - It's Not Enough

AD Grady Harrell - Sicks
E.G. Daily - Some People
Paul McCartney - This One

Leigh Jagger - Johnny & Mary
River City People - Dreaming
Cher - If I Could Turn Back

NORWAY

NRK P2 - Oslo

Vidar Lonn-Arnesen - Prod.

AD Boney M - This Summer

Martika - Toy Soldiers
Queen - Breakthrough
Gloria Estefan - Don't Wanna
DumDum Boys - Fort Og Farig

NRK P1 - Oslo

Steinar Fjeld - DJ/Prod.

AD Bros - Too Much

Bobby Brown - On Our Own

PP Cocker - When

Shakespeare's Sister - History

LP Danny Wilson - Bebobomtop

RADIO 102 - Hugesund

Egil Houeland - Head Of Music

AD Jive Bunny - Swing The Mood

Karin White - Super Woman

Richard Marx - Right Here

Martika - Toy Soldiers

Love & Rockets - So Alive

Alice Cooper - Poison

LP Katrina - That's The Way

TP The Pogues - Peace & Love

Danny Wilson - Bebobomtop

IN Danny Wilson

DENMARK

DANMARK'S RADIO - Aarhus

Leif Wivelsted - Head Of Prog.

Top 5:

Kim Larsen - Tartan

Prince - Bastard

Gladys Knight - Licence

Madonna - Express Yourself

Roxette - The Look

RADIO VIBORG - Viborg

Paul Foged - Head Of Music

PP Ray Dee Olli - Braendende Laeber

AD Enya - Storms In Africa

Traveling Wilburys - Heading

Radiotone - Der Er Nøst

Salli - Jeg Gor Lige

Patti LaBelle - If You Asked

Don Henley - Innocence

H.L. Summer - Hey Baby

RADIO VOICE - Copenhagen

Bo Berg - Prog. Dir.

AD Bobby Brown - On Our Own

Karyn White - Secret

Ten - Cry - Where Do We Go

UPTOWN FM - Copenhagen

Niels Pedersen - Head Of Music

PP Don Henley - Innocence

Kylie Minogue - Wouldn't

Michael Falch - Min Sjæne

Romantic - Tak

TP Miles Jaye - Heaven

SLR - Slagelse

Michael Hansen - Head Of Music

PP Miles Jaye - Heaven

Gloria Estefan - Don't Wanna

AD Simply Red - A New Flame

Don Henley - Innocence

Martika - Toy Soldiers

Rod Stewart - Crazy About Her

FINLAND

DISCOPRESS - Tampere

Pentti Teravainen - Prog. Dir.

PP Mikael Antevik - Every Hour

AD Pet Shop Boys - It's Alright

Sintta - Right Back Where We

London Boys - London Nights

Bobby Brown - On Our Own

Holly Johnson - Atomic City Max 8

RADIO YKKONEN - Helsinki

Jay Jay Leskinen - DJ/Prod.

PP Zucchero - Wonderful World

Richard Marx - Right Here

B.Rum Dexter - Hit The Road

POLAND

POLSKIE RADIO - Warsaw

Bogdan Fabiński - DJ

AD Bros - Too Much

Zlyoz-lánds

Hike Oldfield - Innocent

Camouflage - Love Is A Shield

S.Rideway - Calling Out

See Gees - One

EUROPE

BBC Worldservice/BBC 648 - London

Nick Reynolds - Producer

TP Vench Cherry - Kisses

Texas - Everyday Now

Beatmasters - I Can't Dance

Aswad - On & On

Liza Minelli - Losing My Mind

Sigue Spatnik - Rio Rocks

LP Gloria Estefan - Cuts

Cable Programmes

SKY

TRAX

Countdown

PP Paul McCartney - This One

CL The Cut - Edie

Michael Jackson - Liberman

Simple Minds - Kick It In

Gloria Estefan - Don't Wanna

Gladys Knight - Licence

Public Enemy - Fight

De La Soul - Say No Go

Sonja - You'll Never Stop Me

Guns N' Roses - Patience

Tony Loc - Got It Going On

Wendy & Lisa - Satisfaction

MTV

Powerplay:

Beastie Boys - Hey Ladies

High Rotation

Simple Minds - Kick It In

Queen - Breakthrough

Gloria Estefan - Don't Wanna

Romantic - Tak

TP Miles Jaye - Heaven

CL Claudio Cecchetto - Prod

CL Queen - Breakthrough

Dino - I Like It

Wendy & Lisa - Satisfaction

Ron Jovi - Lay Your Hands

Roxette - Dressed

D.Hob - It Is Time To Get

EUROCHART ON

SUPER CHANNEL

CL Paul Abdul - Savage Up

Simple Minds - Kick It In

Bros - Too Much

TV Programmes

UNITED KINGDOM

Top Of The Pops

Paul Clam - Prod

CL Martika - Toy Soldiers

Paul McCartney - This One

Alice Cooper - Poison

The Lightning Seeds - Pure

Jive Bunny - Goodbye

Shakespeare's Sister - History

Gun - Better Days

Transvision Vamp - Landside

Wendy & Lisa - Satisfaction

Kylie Minogue - Wouldn't

TELE 5 Joerg A. Hoppe - Prod.

CL La Toya Jackson - Bad Girl

Carlos Peron - Spanish Fly

Bobby Brown - On Our Own

MM Westernhagen - Sexy

Alpha - Summer Rain

Boris Grebenshikov - Radio

B52's - Channel Z

HOLLAND

VERONICA - Countdown

Rob De Boer - Prod.

CL Foreigner - I Wanna Know

The Scorpions - Still Loving

Robert Plant - Big Log

Poison - Every Rose

Billy Idol - Sweet Sixteen

Europe - Carrie

Rolling Stone - Angie

Whitesnake - Is This Love

VERONICA - De Top 40

Rob De Boer - Prod.

AD Orch.De Paris - Bolero

Heavy D - We Got Our Thang

Tambourine - High Under

Diana Ross - Reflections

Shaka Zulu - We Are

ITALY

VIDEO

MUSIC

GIANNICARLO TROMBETTI - Prod.

CL Prince - Balance

Alice Cooper - Poison

Beastie Boys - Hey Ladies

Eddy Grant - Baby Come Back

The Ramones - Pet Cemetery

Paul McCartney - This One

Gladys Knight - Licence

Fuzztones - Put My Heart

Julian Cope - China Doll

Bobby Brown - Little Step

SPAIN

FM-2 Diego A. Manriquez - Prod.

CL Alice Cooper - Eighteen

Seppentiner - Born To Be Wild

Spirit - 1984

Canned Heat - On The Road

Paul Newman - It's Money

E.G.Daly - Some People

Martika - Toy Soldiers

POLAND

Flash Bogdan Fabiński - Prod.

CL Paul Abdul - Savage Up

Simple Minds - Kick It In

Bros - Too Much

CL Richard Marx - Satisfied

Transvision Vamp - Only One

Cyndi Lauper - I Drove

Pet Shop Boys - It's Alright

Michael Jackson - Liberman

Savage - Goodbye

Richard Marx - Right Here

Guns N' Roses - Patience

The Cure - Lullaby



UPDATE & MEDIA

UK RADIO SCOTLAND

Deregulating The UK Airwaves

With deregulation approaching, the UK radio scene is facing massive changes. The opportunities for sponsorship and syndication are increasing and a variety of formats is needed to cope with the growing number of new stations. More than ever, audience targeting and the narrowcasting of music formats is required. In issue 35 (September 2), Music & Media gives an in-depth report on the changes that UK radio is about to undergo. Its split-frequency increasing listener choice and how is its programming determined? Also, who spends the most on UK radio? Advertising agencies discuss the pros and cons of sponsorship. And how is BBC Radio 1 coping with the success of IR? Switch the dial and tune in to issue 35 ...

Och Aye, Scottish Bands Rule

Scotland has a long tradition of producing high-quality pop acts. At the beginning of the 80s the sound of 'Young Scotland' made inroads in the world market and now a second wave is ready for the 90s: Kevin McDermott Orchestra, River Detectives, Gun, Goodbye Mr MacKenzie, Danny Wilson, The Silencers, Texas, Chimes and The Almighty. The vitality of the market is illustrated by the recent establishment of a Scottish-produced chart, which aims to fight the domination of the London-based majors while increasing the profile of domestic talent. In issue 35 (September 2), Music & Media looks at the Scottish industry and the exciting bands that it produces.

ISSUE 35

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CONTACT JANE VAN DEN ENDE