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EMI ITALIANA
**PMV & Granada To Launch New Music Programming Company**

By Chris Fulker

PMV has joined forces with Granada TV's international distribution wing to set up a new music programming company, Big Picture Productions.

PMV Commercial Director James Greenhough says Big Picture is a 50/50 arrangement between the two companies. It will operate as a Granada TV subsidiary run by PMV Managing Director Geoff Kemp and Canada TV International's Commissioning Executive Greg Roselli and Head Of Marketing Mark Young.

For its first project, Big Picture has secured exclusive TV rights for the Rolling Stones' Steel Wheels tour in all territories except the US and Japan. According to Mark Young, Granada TV International Head Of Marketing, the deal cost over US$1 million.

Roselli admits the price is high: "The promoters of the Stones' Steel Wheels tour paid an incredible US$73 million for North American rights. Naturally they are looking to television to help recoup their investment."

Big Picture is offering a two-hour live transmission of the Stones' Shea Stadium concert in New York on December 19. PMV also announced that it will now represent Chrysalis artists on TV and video around the world. Artists include Pat Benatar, Billy Idol, Huey Lewis & The News and Deborah Harry. The deal covers current and future

**Electra's Future Looks Uncertain**

Stockholm - The future of Swedish marketing and distribution company Grammophone Electra looks increasingly uncertain following a decision by Virgin Scandinavia not to renew its distribution contract with the firm. The Virgin announcement was made on October 17.

Ulf Wijberg, Electra Managing Director, has confirmed the loss of Virgin but says the company still has a chance of survival despite its cash-flow crisis. "We will present a reconstruction plan to our customers within the next few days. This involves selling our premises and should solve some of our problems. However, if our clients do not agree we will have no option but to close."

Virgin Managing Director Anders Hjelstrom says he has signed a new long-term distribution deal with WEA Records. Without Virgin, Electra is left with around 20 small independent labels.

**Commercial TV For Switzerland**

Commercial TV could be on air in Switzerland within three years following recent parliamentary approval of changes in the country's media law. If the scheme is passed by the lower house early next year, private broadcasters will be able to provide programming for "windows" within the existing three state channels.

Beat Drueer, Legal Director of state network SSR/SRG: "The whole project would be based on contractual agreements between private companies and the state network. This is essential because of the size of Switzerland and our advertising base."

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**Pan - European News**

**Black Box Success Hit By Sampling Controversy**

by Hugh Fielder & David Stansfield

The success of Black Box's Euro-

pan hit 'Ride On Time' has been
dampened by a sampling con-
troversy.

The single, released by Italian
disco Magic and licensed for
the rest of Europe by BMG/RCA
and de/Construction/RCU in the
UK has been ac-
cused of sampling Lizkata
Holoway's '81 club hit 'Love
Sensation.'

Last week BMG/RCA issued a
statement acknowledging the
sampling allegations. "Sampling
is a very complicated issue and as
the record company in the middle,
BMG/RCA has been in discus-
sion with Holloway, her lawyer in
New York, her old record label Sal
Soul, Disco Magic and de/Con-
struction to resolve any
problems."

Dan Hartman, who wrote and
produced 'Love Sensation,' has
now had his name added to the
credits on the Black Box single.
Hartman: "We are negotiating
for Disco Magic to pay us writers
and publishing royalties. They
just assumed they could rip the
total thing off. I find it offensive
but I am trying to be co-operative
so they can enjoy their success!"

'Ride On Time' was no. 1 in the
UK for six weeks (over 500,000
units sold) and had reached no. 4
in the Eurochart Hot 100 Singles
at press time.

**Doug D'Arcy To Start Own Label**

Former Chrysalis President Doug
D'Arcy has signed a deal with
BMG/Music International for the
formation of his own label. He
will be Managing Director of the
new company, as yet unnamed,
when deciding the line-up for ar-
tist showcases.

The accusation was made in a
letter EFA sent to partners and af-
filates. It also said that jour-
nalists were being discouraged
from attending the conference
because of a DM 50 (app. £16.30)
entrance fee.

EFA then cancelled its stands at
the conference. But the com-
pant's Frankfurt office disagreed
with Holloway, her lawyer in
New York, her old record label Sal
Soul, Disco Magic and de/Con-
struction and will be going to PopCom
in Dusseldorf. We couldn't justify
the expense because we don't ex-
pect to do much business there!

Officials of the conference, who deny EFA's claims, expect
1,500-2,000 delegates and up to
250 companies from 15 countries
to attend. Showcases confirmed
so far include a German night
featuring Raisch and The
Strangemen, a ska night, Holland
Rocks - including The Security
Boys, Club Cla and a
Memphis Soul Night with Willie
Mitchell, Anne Peebles and Otis
Clay.

The conference schedule
includes English-language panels
and workshops. Topics range
from Promotion & Marketing In
Germany, to Europe 1993 - The
Licensing Situation. One of the
most lively debates is likely to be
Indie And Majors - The
Showdown.
**ACT Attacks EC Programme Quotas**

**by Chris Fother**

**MIPCOM** The newly formed private TV lobby, the Association Of Commercial Television In Europe (ACT), slammed EC programme quotas and called for the encouragement of co-productions in a互通 policy directive which was revealed in Cannes last week.

In the statement, the five founding networks of ACT—Pirinett (Italy), TF1 (France), CLU/RTL (Luxembourg), IFTV (UK) and Sat 1 (West Germany)—say that the control of programmes should be in the hands of broadcasters. It calls for “minimum interference” and a continuation of the existing self-regulatory system.

Launching the directive, ACT Chairman Silvio Berlusconi criticised the “provincial mentality” behind the recent EC decision instructing member states to introduce quotas on non-European programming. This will increase the use of repeats and artificially inflate the amount of European work broadcast, he says.

Berlusconi: “Private television should be free and unrestrained in all the other media. As commercial stations, we want to introduce high quality programmes which will compete internationally and in our market. We want to achieve major production roles in European programmes and we want good economic management. Our aim is to reduce the presence of US programmes in our markets.”

The organisation was keen to deny allegations that it would compete for sporting rights and other big international events against the Broadcasting Union (EBU), IFTV Association Chairman, Richard Dunn: “Central buying is a long way off. It is not the immediate purpose of ACT. This is not an anti-EBU club.”

**NBC Buys Into Dutch Production Company**

by Jon Mooney

Major US TV network NBC has taken a substantial minority interest in leading Dutch independent producer Joop Van Den Ende Productions. The deal, for an undisclosed sum, will lead to a series of co-productions aimed at the international TV market.

NBC’s move is the first concrete reaction from a US broadcaster to the recently-signed EC guidelines on commercial TV (M&M October 21). The guidelines limit non-European programming on cross-border broadcasters to below 50% of output.

NBC’s involvement with Van Den Ende will help maintain the high European market share it has achieved with shows like ‘Cheers’ and ‘Miami Vice’.

The Dutch company, which currently supplies four of the top 10 most popular shows on Dutch TV (including the ‘Soundmix Show’), will also provide peak-time programming for new commercial channel TV1. Besides giving Joop Van Den Ende Productions access to a broader European market, the NBC deal may signal the first move in the financial restructuring of TV1.

The station has been declared illegal by the Dutch Media Commission but is largely owned and run by Dutch nationals, and Managing Director Ben Bunders is known to be looking for foreign partners.

**Concert Deals For RVI**

**MIPCOM** US-owned programme distributor Radio Vision International (RVI) has now sold its Baryshnikov’s Rome concert show to 10 European territories. Buyers include Spain’s RTVE, the USSR’s Gostelradio, Channel 4 in the UK and national TV in Bulgaria and Poland.

The 90-minute show, due to take place on October 27, will be co-produced by Italy’s Beta Television (owner of Super Channel) and RVI.

RVI Vice President International Marketing & Sales, Lorenzo Cameratti revealed that the company has also landed a £1.2 million contract to record the Fine Young Cannibals in concert in Seattle. Available from December 1, the 60-minute show has already been sold to Italy’s Rete Italia and Swiss national TV.

**NBD Unveils Rolling Stones History**

**MIPCOM** NBD Pictures, one of the UK’s leading independent music programme distributors, unveiled its history of the Rolling Stones at MIPCOM. Entitled ‘Retrospective’, the 90-minute show combines archive footage, video clips and interviews culminating in this year’s Steel Wheels tour.

‘Retrospective’ is marketed exclusively by NBD for CBS International and all territories excluding North America, the UK and Japan. NBD Managing Director Nicky Davis says that deals are now imminent with buyers in Italy, France, Scandinavia and Australia.

Among other NBD repertoire, which totals 400 hours of music programming, the two-volume ‘Cliff Richard – The Event’ produced by the Cliff Richard Organisation and ‘Tom Jones – Live’, produced by Initial Television, has been sold to Denmark’s Radio, Sweden’s SVT and Tele Monte Carlo in Italy. 

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**NBD Pictures, One Of The UK's Leading Independent Music Programme Distributors, Unveiled Its History Of The Rolling Stones At MIPCOM.**
**Record-Breaking MIPCOM**

MIPCOM Television executives from 78 countries swelled the number of participants at this year's MIPCOM to 6,511, a rise of 13.5% on last year.

Attendances throughout the fifth successive annual gathering of this international media market were also up. Television companies exhibiting in Cannes now 28.6% on the record-breaking figure achieved in 1988 with 675 companies displaying and selling product. Next year's MIPCOM will take place in Cannes from October 11-15.

**PMI Sells 'Big World'**

Programme distributor Picture Music International's MIPCOM priority was the new series of 'Big World' which returned to the UK's Channel 4 for a 10-week run on October 17. 'Big World' is now presented by Mariella Frostrup and BBC Radio 1 DJ Andy Ketish. PMI TV Sales Manager, Dawn Stevenson says the series had been sold in Sweden (SVT), Finland (Yleisradio AB) and Iceland (Icelandic TV) and Australia, the US and Indonesia.

**MTV Has Got The 'Buzz'**

MTV will prepare 'Buzz' for dubbing in any language and the company claims its segmented format will encourage local co-production.

Initial also announced it is to produce a Winetime TV special to benefit AIDS research, featuring leading artists singing the songs of Colin Porter: David Byrne of Talking Heads and Lou Reed are confirmed for the show, with negotiations under way with Prince and Madonna.

**One Million Records in the USSR**

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And The AMBER SCREEN AWARD (The Best TV Programme Performance)

World-Wide Management: CONTINENTAL CONSULT a.s.

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Telephone: +47 2-68 65 62
Telex: +47 2-687190
Telex: 19341
Jonathan King Hired For BPI Awards Show

Next year's British Phonographic Industry (BPI) Awards will be pre-recorded following this year's fiasco at the Royal Albert Hall in January. The BPI has hired DJ and TV presenter Jonathan King to co-produce the 1990 event. He is bringing in to ensure that this year's confusion among winners and presenters is not repeated.

King presented the '87 awards show but will not be appearing on screen this time. According to Paul Russell, Chairman of the BPI Awards Committee: "He's been hired as an ideas man to ensure that the show reflects the current temperature of the UK record industry."

A two-hour TV programme featuring the awards will be sold throughout Europe by Music Box although the BPI will retain all rights outside the UK. The event, which takes place at London's Astoria on February 18, will be co-produced by the BPI and BBC Television.

While Russell admits the BPI has criticisms of the Awards, he is confident the basic format is correct: "We will make one or two changes but 90% of the award categories have become established and it would be pointless to change them. After all, the UK industry is 50% of what the world listens to. If some years are more exciting than others, that's just the cyclical nature of the business."

Sunset Seeks London Contract

Manchester's Sunset Radio, due to go on air on October 22, has announced its intention to apply for one of the two new London FM contracts. If successful, Sunset will provide more or less the same programming in both cities from new studios and offices in London.

Managing Director Mike Shaft: "By the time the London FM franchise is announced, Sunset Radio will have been on air for more than six weeks. The Independent Broadcasting Authority (IBA) will have had the opportunity of seeing exactly what the station is capable of. Most of Sunset's programming content is not limited to the borders of Manchester so can easily be extended to London."

Many of the 32 unsuccessful applicants from the previous contract - awarded to Jazz FM - have already announced their intention of re-applying. The closing date for applications is November 13 and an announcement is expected from the IBA by the end of the year.

Castle Launches Sequel Label

A new catalogue label, Sequel Records, has been formed by the UK's Castle Communications. It will be based in London and headed by Managing Director Bob Fisher, formerly of specialist reissue firm Charly Records.

Product will be drawn from various Castle-owned and licensed sources including PRT (formerly Pye Records), Buddah, Kama Sutra, Immediate, Boursville, All Platinum, Sugar Records, Flamingo, Capital, Liberty, Warner Music, Charly, and an imprint of Charly. The label will be run by Alastair Cooke, formerly of Polydor and Charly.

Ulf Krueger

"Dr. No"

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CONGRATULATION Ulf & DJANGO!

Edition Dagobert, now with MCA-Music!

MCA MUSIC GmbH, Hamburg

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THE ABSOLUTE DANCE-FLOOR SUCCESS IN U.K.!
EURO-WIDE CHARTBREAKERS! LP GOLD IN U.K.
CONGRATULATIONS DENNIS AND EDEM!

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EIGHT WEEKS NO 1 IN FRANCE!!
MORE THAN 500.000 COPIES SOLD THROUGHOUT EUROPE!
GOLD IN FRANCE!
CONGRATULATIONS KIRSTI AND KJETIL!

Spotlight
Waking Up To The Wonder Stuff

After spending two years building up a loyal UK fan base that is now strong enough to ensure that their singles get a chart placing, The Wonder Stuff are starting to broaden their horizons.

Earlier this year, the guitar-oriented band made their US breakthrough when If Wish Were Was released on the record radio 10. And as their popularity in the US increased, sales of their 1988 debut album The Eight Legged Groove Machine picked up. It has now sold 120,000 worldwide, including 50,000 in the US.

The band's second album, Hump (81187-1), was released by Polydor across Europe earlier this month and The Wonder Stuff have already scored a UK top 20 hit with the single Don't Let Me Down Gently.

The album was produced by Pat Collier at his Greenhouse Studios in north London, with contributions from James Taylor (of the James Taylor Quartet) on Hammond organ and Martin Bell on violins and banjo.

Polydor is marketing the album with a distinctive blue and gold circular poster and matching cards, stickers, in-store display and fly posters. "It was an idea that came out of creative discussions with the band," says Mark Foster at Polydor's UK International Department. "They do not want to be promoted by gimmicks. But the poster design is eye-catching and reinforces their image."

There is a short tour of Holland, West Germany and France planned for December and more European concerts are being lined up for early next year.

FUTURE EDITIONS OF AMERICAN RAIHISORY.COM
FNAC To Invest Ffr 1.2 Billion

FNAC, France's major music retail chain, will invest more than Ffr 1.2 billion (app. £1.16 million) over the next three years in a bid to fight off competition from successful newcomers such as the Virgin Magazine, according to FNAC President Jean-Louis Pietri.

FNAC is planning a new series of stores, to be known as FNAC Musiques, each dedicated to a specific type of music. The chain will be launched next March with a classical music store near the Bastille Opera in Paris. A shop devoted to rock music will open in September.

Pietri says the company also plans to double the number of its provincial outlets within five years, and to open a series of additional stores in Paris and the suburbs "in the near future."

The chain currently has 26 retail outlets throughout France and four in Belgium.

SACEM Appeals To EC Over Performance Rights

More than 200 writers, composers and music publishers joined forces to criticise the EC when they met at this month's meeting of the French authors' society, SACEM.

Charles Aznavour, Pierre Delanoë and Michel Legrand were among those to complain that the EC is more interested in the free circulation of goods and services than the protection of authors. They cited the European Justice Court judgment earlier this year (M&M August 12), which stated that rates charged to French disco owners are much higher compared to those levied in other EC countries, as an indication that the Community does not properly understand authors' rights.

Despite the court ruling, SACEM's charge to discos of 8.5% of annual turnover remains 15 times higher than the rates charged in West Germany.

SACEM members called on the EC to bring in uniform copyright payments in each member state. "In France we have a high level of protection for authors," says SACEM. "We are not asking for all of Europe to adopt our system but we also do not want to see salaries levelled at the lowest rate."

Claudia Phillips - Uncomplicated Pop

Claudia Phillips, an American living in France, has just released her debut album, Black Jack (841 24.1.4/2), on Barclay. Her music is uncomplicated pop which puts the emphasis on humour and vitality.

The LP features her most popular single Quel Souci La Bariole which reached no. 1 in France's singles chart and enjoyed considerable TV exposure throughout 1988. A follow-up single, Souvenir-Verse De Nous, did less well. But now her next single, Juste Un Peu Sauvage, has been released to support the album.

Barclay Sales Manager, Françoise Deschamps: "The album was produced by Michel Petriat and recorded at the Onde Sans Studios in Paris. For the moment it is just being released in France, Belgium and Switzerland. Promotion details have not been finalised yet but there should be a major tour early next year!"
WEA & PolyGram Head Austrian Charts

WEA and PolyGram have achieved big gains in their chart shares for the Austrian top 30 over the first three quarters of the year.

LPs from Tracy Chapman, Janis Joplin, Simple Minds, and Madonna helped WEA to top the LP chart with a 28.7% share, up from 22.7% during the same period last year. And while the company only finished third in the singles chart, it increased its share by over 15%.

PolyGram leads the singles ratings with a chart share of 27.9% (up 10%) and occupies second place in the LP listing, up 6.6% at 24.25%.

The progress of WEA and PolyGram was made at the expense of CBS and EMI, which both fell heavily in comparison with the first three quarters of 1988.

Manfred Lappe, Managing Director WEA Austria: "We've been successful for two reasons. Firstly, we have strengthened our marketing and sales force considerably and have been able to promote both established and developing acts far more aggressively.

"Secondly, a major factor has been our policy of bringing acts to Austria to promote product with us. That worked particularly well with Otho Haza and we're confident the approach will pay off with Marius Mueller-Westenberg Hagen, as well."

New Shareholders In Privatfunk Hessen

by Volker Schwenk

Privatfunk Radio Hessen (PRH) - one of the two contenders for the statewide commercial radio licence in Hessens has announced a fresh injection of capital through investments by singer Ute Lippe and Peter Maffay's publishing company, Rooster Publishing.

Two additional investors, a Frankfurt newspaper and media concern Media Firm, have also joined the company's shareholders, although PRH declined to reveal the size of their stakes. PRH, a consortium of groups of artists, publishers and local businessmen, is competing with Funk & Fernseh Hessen (FFH) for the franchise, expected to be granted early next year. FFH's application is based on a light pop format with a relatively high talk content. The company is owned mainly by West German newspaper publishers.

Austrian Chart Shares - LPs

<table>
<thead>
<tr>
<th>Record Company</th>
<th>No. Of Titles Dec</th>
<th>% Chart Share</th>
<th>% Change</th>
<th>Same Period 88</th>
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<tr>
<td>WEA</td>
<td>25</td>
<td>23.12%</td>
<td>+21.91%</td>
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<tr>
<td>PolyGram</td>
<td>22</td>
<td>24.25%</td>
<td>+5.66%</td>
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<tr>
<td>BMG Attacks</td>
<td>28</td>
<td>16.62%</td>
<td>-0.97%</td>
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<td>EMI</td>
<td>29</td>
<td>11.79%</td>
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<td>CBS</td>
<td>6</td>
<td>3.75%</td>
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<td>EMI</td>
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<td>Koch</td>
<td>2</td>
<td>2.00%</td>
<td>no entry</td>
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The following companies registered a chart share of less than 1%: Regina, EMP, Echo. Compiled by Der Musikmarkt and IFPI Austria.

BPW & IFPI Criticise Govt Copyright Paper

by Robert Leng

Bonn - West Germany's IFPI group and the BPW, the umbrella organisation for the country's record companies, say they are disappointed by the government's decision not to recommend an increase in blanket tape levies.

It was hoped that a recommendation would be included in the government's recently published 170-page report on the effect of West Germany's new copyright law, passed in 1985.

The two organisations want the levies on blank audio (DM 0.12 per hour) and video tapes (DM 0.17), as well as hardware (audio DM 2.50 per item, video DM 18.00), to increase to a level corresponding to the percentage on which copyright royalties are calculated. They claim that levies established by the 1985 law represent only about 3% of the real market value of the rights on pre-recorded audio or video tapes.

The report, which also looks at the effect of digital recording and copying, supports, in principle, a higher levy on digital recording equipment. But, in contrast to an EC report published last year, it rejects the introduction of a rental licensing fee for sound and picture carriers. The government says there is no reason to believe that CD rentals threatens the record industry.

The West German IFPI group disputes this. It says in its study found that the most frequent CD renters are in the 20-29 age group, the most important target group for record sales. It adds that an average of three CDs per month are rented per household, and that 9% are returned the following day, indicating that the main purpose is to copy repertoire onto blank cassettes.

Meanwhile, the BPW has praised the government's recommendation to increase the duration of phonographic performance rights for performing artists from 25 to 50 years, bringing them in line with other European territories.
**Germany & Austria & Switzerland**

**Polyphor Sets Up New A&R Department**

Hamburg - Polyphor has established a new A&R department to cater for product originating from the independent sector. Called Polyphor Progressive Music, the office will be headed by Polyphor A&R & Marketing Manager Tim Renner.

Renner: "Progressive Music's flexibility will allow it to represent its repertoire better than other major companies - yet full back-up from Polyphor will give it an advantage over independent companies' A&R operations."

The department will promote acts such as The Jeremy Days, Philip Boa & The Voodoo Club, West Bam and Fischerman's Friend - all of which Renner originally signed to Polyphor. Polyphor Progressive Music's press representative and TV promoter will be Petra Husemann, formerly of Teldac. A radio promoter has not yet been named.

**Spotlight**

**Dieter Bohlen Continues Hit Success**

BMG-Ariola Product Manager Ralf Lobenstein says pre-release orders of Dieter Bohlen's new Blue System LP, Twilight (Hamburg/BMG Ariola 202 925), topped 100,000. Meanwhile the first single from the album, Magic Symphony, released last month, has moved quickly into the West German top 10.

Bohlen is one of West Germany's most successful songwriters/producers and Magic Symphony is the latest in a string of hits which started in 1984 with Bohlen's Modern Talking.

Lobenstein says sales of Twilight, released earlier this month, have already equalled the total sales the previous Blue System LP, Body Heat. "It is not necessary to undertake any extreme marketing measures with Dieter Bohlen. We don't have to hype it - it will sell because it is good!"

However Ariola has launched a campaign which includes 200 advertising spots on private channel Tele 5 between October 21 and November 19. And Bohlen has already made numerous TV appearances to promote Magic Symphony - including the ARD's 'Formel Eins' and ZDF's 'Hitparade'. This has been backed with in-store displays.

Lobenstein: "Although we have not yet decided which track will be the second single, there will be a lot more TV when it is released on November 16."

Bohlen says he is planning a promotional tour: "As a West German artist you cannot work with just a video. Markets like France are important so you have to go there and do TV shows and some concerts.

Bohlen recorded Twilight in his own Star Studio in Hamburg. He recently added such names as Taylor Dayne, Dionne Warwick, Engelbert and Sabrina to his list of productions, which already includes hits by CC Catch, Chris Norman and Les McKeown.

Meanwhile, Bohlen's TV soundtrack Rivalen Der Rennbahn has gone platinum with sales of over 500,000.
**'Fantastico' Wins Ratings Battle**

by David Stansfield

State broadcaster RAI TV has won the first round of this autumn's ratings battle with the Saturday night variety show 'Fantastico'. Hosted by WEA recording artist Massimo Ranieri and CBS performer Anna Osa, the first show of the new series (October 7) on channel RAI 1 attracted 10.7 million viewers, a

51.9% national share. Music guests were Ziggy Marley and Zucchero.

However, this year's figure was not as high as in recent years. The first show in October 1988 attracted 12.6 million viewers (52.6% national share) and in 1987, 13.2 million people (63%) saw the opening first show of the series.

The press has blamed the new 'Fantastico' team for the drop in this season's ratings, saying it "lacks professionalism" and is unable to cope with production problems during the live show. But Carlo Fucigna, Director RAI 1, dismisses these criticisms: "I am convinced of the success of the 'Fantastico' formula and there will be much more professionalism in future shows. I think it was a case of first-night nerves for some people!"

Fininvest's Canale 5 competed with RAI's flagship music show with a film starring Adriano Celentano, a former 'Fantastico' presenter. The movie was Italy's next most popular programme of the week attracting 3.1 million viewers, well behind the 'Fantastico' rating. Canale 5's most popular music show is 'Bimboke', which has averaged 2.7 million (26.5% of the national viewers share).

**Rock Café' Challenges Rete Scoop**

Rock Café, the afternoon radio show syndicated by SPER, has broadcast a Paul McCartney interview a week before rival station Rete 105 was due to air its "live exclusive" with the artist on October 26. The 40-minute interview, recorded in London earlier this year, was not, claims Programme Director Andrea Olcese, a spoofing tactic aimed at Rete 105.

" McCartney's Italian tour is the event of the year but it is a pity that only about 25,000 people will be able to see him live. We decided to preview the tour with a special that included the interview, it is as simple as that!"

Olcese also claims that 'Rock Café' was the first to be offered a radio sponsor deal by the tour organiser but did not like the package. "We are a radio programme not a network. We are not particularly interested in the marketing side or in sticking our logo on tickets and posters. We let our listeners be our judges!"

Rete 105 is the official radio sponsor of Paul McCartney's Italian tour after negotiating a contract with concert promoters D'Alessandro & Galli for an undisclosed sum. 'Rock Café' will air another interview with an ex-Beatles member when it devotes a special programme to the memory of John Lennon on December 8, the ninth anniversary of his death.

**Platinum Sales Expected For Debut LP**

EMI band Ladri Di Biciclette have sold 80,000 copies of their self-titled debut album within three weeks of the release date (September 16).

EMI Marketing Director Franco Cabrini: "This band are the Italian success story of the year. The group, winners of this year's newcomer award at the Festivalbar event and the Vote La Festivalbar event and the Vote La Nostra price, are now expected platinum status (250,000 units) for the album.

**Italian Disco Breaks In Japan**

Italian Hi-NRG is proving popular in Japan - three Italian artists, King Kong & The Jungle Girl, Coocoo and Malcolm J Hill have all had recent success in Japan's international chart.

According to the artists' label Fisa, King Kong's 40,000 sales single Boom Boom Dollars held the no.1 spot for two months during the summer, beating both Madonna and Prince. All three acts are embarking on a 25-date disco tour next month and will also make TV appearances.

Fisa is the dance label of the Modena-based publishing and production company Ala Bianca.

**Ala Bianca Wins Tenko Rights**

Modena-based publishing and production company Ala Bianca has secured the rights to release product by national and international artists who appear at Italy's annual Club Tenko Awards.

No purchase price was involved but the company will split all profits on a 50/50 basis with Club Tenko.

The awards festival is held in San Remo and features both national acts plus artists from elsewhere in the world (M&M September 2). The first release on the company's Bravo label, will be a double live compilation featuring artists who have appeared over the last 15 years. These include Gianna Nannini, Zucchero, Cino Paoli, Francesco De Gregori and Paolo Conte.

Initially the double LP will be available only on the home market but if contractual difficulties are overcome, Ala Bianca will release next year's album throughout Europe.

**Barbarossa - More Rock Than Before**

by David Stansfield

Al Di La De Muro (465991) is the new CBS album by Luca Barbarossa is the artist's third for CBS. Last year's Non Tanti Gli Amanti has sold more than 350,000 units with sales helped by Barbarossa's appearance at the 1989 San Remo Festival.

Barbarossa writes all his own lyrics and music and Al Di La De Muro has more of a rock feel than some of his previous work. The 10-track album was recorded at Rete's Libero Studio with Antonio Coggio as producer. Pinuccio Pirazzoli was responsible for the song arrangements and Enzo Ramazzotti makes a guest appearance on guitar for the track Senza Pardee.

CBS Italy Managing Director Fabrizio Intra says that although there is not a single big market in Italy, the album's title track will be released separately and backed up with a sides.

Marketing for the album will include radio advertising and a tour poster campaign will run in major cities for 15 days in November. Barbarossa has already appeared on RAI TV's 'Fantastico' and is being lined up for more TV promotional appearances.

Although cautious about singing in another language, Barbarossa may record a Spanish version of Al Di La De Muro.

CD - LP - MC

**LET'S HAVE A BIG TIME!**

CC Catch

**Hear What I Say**

Incl. Hit-Single

**BIG TIME**

27.10.89 Krefeld 05.11.89 Berlin
28.10.89 Osterode 06.11.89 Hannover
29.10.89 Kassel 07.11.89 Frankfurt
30.10.89 Bremen 08.11.89 Mannheim
01.11.89 Hamburg 09.11.89 München
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Diamond Awards Line-Up

A showcase for new talent will be held during the fourth annual Diamond Awards Festival at Antwerp's Sportpaleis from November 14-15.

The festival kicks off with performances by Belgian artists at a gala dinner to be attended by the country's major commercial broadcaster BRT. But the highlight is expected to be the Diamond Awards, a TV Spectacular which will feature Billy Ocean, Belinda Carlisle, Cliff Richard and Milli Vanilli, as well as national acts. About 20,000 people are expected at the Sportpaleis for the event which will be broadcast to 30 countries worldwide, including the UK and Japan.

Awards will be presented to Karel Antaki, the founder of the music industry who work behind the scenes, as well as those in the public eye. Best Video, Best Photography and Best Record Cover of the Year are among the categories included in the presentations.

TV Campaign For Will Tura

Pebby has launched a TV campaign in Belgium and it is also the first time that we have an artist announcing the product in a commercial on the air. Will Tura, who also has albums in pre-orders and other titles, has won the official Silvera chart in the first week after their September 28 release - The 70s Collection at no. 4.

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BUMA/STEMRA Fights Retail Revolt

Dutch copyright society BUMA/STEMRA has launched an extensive advertising campaign to combat retail revolts, which are gaining strength among Dutch retailers against the use of copyright-free background music. The action could cost the society about Dfl 2 million (approx. £580,000) annually in lost revenue. And if the revolts continue to gain momentum and are more widespread, the society will have to look to reduce its losses to about Dfl 30 million - nearly half its annual earnings.

Public Relation Managers George Knops says the RFGC, whose 100 or so members include most of the country's department stores, has refused two recent offers of talks.

The move follows the decision by Holland's major retail association RFGC to advise its members to cancel their contracts with BUMA/STEMRA. The RFGC says BUMA/STEMRA's fees are too high and has called on the society to make its charges more competitive.

Meyer Looks For Singles Success

BMG Ariola Benelux has yet to finalize its choice of single from Dutch vocalist Anita Meyer's new album Close To You (20033), which came out earlier this month. The LP contains 14 covers of Dutch Bacharach songs.

Sandra Smidt of BMG admits that the company is leaving a choice of a single a little late but insists one will be out within a few weeks. BMG's reluctance to move to Meyer's recent lack of hit single success. Although the artist's last two albums have sold well, her most recent national Top 20 hit was in 1986 when the duet Run To Meet Me first reached this coveted position.

Meyer herself has expressed preference for That's What Friends Are For. However, her vocal talents are being overshadowed by Dutch artists Margriet Eshuis, René Froger, Juljja Loko, Lisa Borro and Rob De Nijt.

Private TV - Slow & Difficult

MIPCQM Spain's three new commercial TV networks face a slow future: but their growth is likely to be slow and difficult. That was the prediction of Manuel Naranjano, General Director of one of the new channels, Antonio De Ile
dez, in a debate entitled 'New Spanish Television Extendo Or Illusion?'.

Fernando, "After 33 years of public monopoly we have had at least three broken or time limited. Commercial TV in Spain will grow slowly, but with competition increasing only slowly."

Anita Meyer is one of the new faces on the charts, and has ample TV coverage lined up. Her three concerts in Rotterdam's Ahoy Hall will be telecast in three parts by public broadcasters VARA, KRO and NCRV. She will also appear on NCRV's Jubileum Galora on October 31. Meyer has also been asked by BMG to arrange an appearance on children's TV series, 'Anita And The Children Of A United Europe', which stars in March in CTS.

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Channel Plus, the new Spanish pay channel, denied his station would go out of business, but he said that sometimes air more than 20 minutes an hour during prime time.

In a discussion on the advertising market, Manuel De Elexpuru, Chairman of J Walter Thompson Spain, said that the arrival of the new channels, Antonio De Ile
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This was in an attack on the RTVE state channel, where the group said the best thing about public TV in Spain is that it acts like a private network: "And yet while private television legislation compels us to show a maximum of 10% advertising per hour, TV sometimes air more than 20 minutes an hour during prime time."

In a discussion on the advertising market, Manuel De Elexpuru, Chairman of J Walter Thompson Spain, said that the arrival of the new channels, Antonio De Ile
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pansion could not continue at this rate and would almost cer
tainly decline within a few years.

Juan Curto, Network Director of Channel Plus, said that his station had never had to pay for TV before: "People said that they were not satisfied with what they see on TV so they start video clubs, buy dish anten
nas and so on. These are all ways of paying for the kind of TV that they want to see."

He further suggested that Channel Plus Spain would be a copy of its French sister station: "It would be a great mistake to transport the channel en-bloc into the Spanish environment. It will be a pay chan
nel, but it will be completely dif
tent in terms of design and presentation."

The new album was produced by Peter Hauke and Andy Lunn at Total Tone Studios in Frankfurt, Austria, which was announced four years ago, is owned by the Spanish entertainment group Efeled, its 'BreakTV' show is to be
viewed by an estimated 220,000 audience in and around Copenhagen.

The Group plans to start broad-
tcasting at the end of this month. Group President Christian Gergis says the station will run "as far as we can" mixing with political discussions with some advertising.

During a debate during the MIPCOM television market, Manuel De Elexpuru, Chairman of J Walter Thompson Spain, said that the arrival of the new channels, Antonio De Ile
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Cliff Hoping For Stronger European Support

by Chris White

The release of Cliff Richard's new album 'Stronger' - his 67th for EMI Records in the UK - is seen by his record company as a major bid for the veteran pop singer to regain a strong record-selling market in Europe.

Mark Collett, Senior International Marketing Manager EMI: "Everybody knows Cliff's name in Europe; it is a case of getting them to buy his records again. His recent British hit I Just Don't Have The Heart, produced by Stock, Aitken & Waterman has helped to open the doors for him."

'Stronger', released on October 30, includes Richard's recent hit Best Of Me (his 100th in the UK) which reached no. 2 in the national charts, I Just Don't Have The Heart and Lean On You. It also features Share A Dream, a re-recording with the reggae band Aswad, which helped him to reach out to a new market. Most of the album has been written and produced by Alan Tarney, the man responsible for many of Richard's hits recording successes.

In the UK the album is being supported by selected TV advertising for two weeks in November, followed by a national TV cam-paign in December. There is also major press advertising, point-of-sale material and giant steel posters in the London area.

Collett: "The last 18 months have been tremendous for Cliff culminating in his sellout Wembley Stadium gig this summer. The attitude with both EMI and Cliff's management company is now to look to the future. It is easier to do that in Europe than in the UK where Cliff has remained a record-seller for 31 years. The basic angle with Europe is to win back the markets that Cliff has lost in recent years."

The Atlantic deal is five albums in all and the UK-based performer has just begun work on the third. Five tracks have already been written for the next LP and the anticipated release date is late next year.

This month Williams, with the help of Simon Stirling, has been producing Dusty Springfield. "She wanted a song that had an R&B flavour, a bit like Son Of A Preacher Man. We wrote a song called I Was Born This Way and Dusty loves it!"

One of the artist's goals for the near future is to go out on the road with his own band. Williams: "That really does depend on the success of the single Lipstick. 'To do a support gig at the end of this year, or the beginning of next, would give me a lot of pleasure!'"
PREVIEWS

SINGLES

LOVE.

SINGLE OF THE WEEK

Arthur Baker & The Back Beat Disciples

The Message Of Love - A&M

Arthur Baker has long been recognised as one of the most versatile and capable producers of the 80s. His talent lies in his ability to bring out the best in an artist. On this track he excels himself. A deceptively smooth backing combines with Al Green's classic soul voice to produce a gospel feel with a strong sing-along chorus. One of the classiest singles of the year.

Kym Mazelle

Loverman - Sceptor/A&M

Heavy dance music with a strong chorus. Quality pop music.

Fresh 4

Waking On A Star - 10

A hip-hop version of the Rose Royce classic. A worthy idea with a good Smith & Mighty production.

Beloved

Sun Rising - WEA

A hip-hop version of the Rose Royce classic. A worthy idea with a good Smith & Mighty production.

The Mighty Lemon Drops

Beaulalhar - Rydell

A funky, danceable pop song with cheerful vocals. The highly commercial pop production is by Paul Wint (Blow Monkeys, Temptations).

River City People

Saying Something Good - EP

Driving and mesmerising rock carried along by ambient guitars and clear female vocals.

Queen

Scandal - Parlophone

The fourth single from their Mirror LP is a medium-paced track with a catchy beat and a dramatic build up. A hit.

Poco

Legacy - A&M

The mid 70s megastars are back with a bunch of strong guitar-based songs. Their style remains unchanged - simple, solid arrangements, heartfelt vocals and an FM oriented production. In general the songs that are most firmly rooted in the country-rock tradition are the LP's highlights.

Albelinda Carlisle

Runaway Horses - Virgin

Completely arranged and produced by Rick Nowel who also co-wrote the bulk of the material, this is radio-friendly pop with mainstream appeal. The clever use of rock idioms adds impact to an array of pop songs.

Ofr Haia

Desert Wind - Dake

Israel's biggest musical export since Father and Alu Chalal has returned in yet another excellent album. This time the production is shared by Arif and Joe Martin. Haia, Hoxa and Thomas Dolby. The results are a spectacular mixture of Middle-Eastern and Western pop haunting choruses with state-of-the-art backings.

The Alarm

Charge - EMI

The latest LP from rock's best loved sledger marks a definite improvement in their songwriting. Where once they pushed the message down your throat, now they write solid rock songs with something to say. The musical arrangements are increasingly sophisticated without being funny.

ALBUMS

MANO NEGRA

Puzz Feat - Virgin

If you thought Les Negres Verus were good, just check this out. A similar sort of multi-cultural sound and approach characterises the music. Leads of brass and chanted choruses, but most of all a sense of energy and enthusiasm runs through the music.

JULIA FORDHAM

Porcula - Gay

An interesting mixture of African and Caribbean influences combine with Fordham's very Western roots to produce sophisticated AC pop. None of the 11 tracks are slow and moody with only the Latin shuffle of Genius providing light relief. A good LP for late-night programmers.

Patv Simpson

One Coaster

Paul Simpson is only as good as his collaborators and some are good and some are not. The album varies from the strength of Musical Freedom to the blandness of Walk Away From Love. Very late 80s with more than a hint of supermarket music about it.

CLIMIE FISHER

Coming In For The Kill - EMI

A smooth and commercial pop LP by this clever duo. Although the pushy, programmed rhythms, Climie's straight vocals and Nathan East's punchy bass licks definitely provide a sophisticated sound, the LP is somewhat patchy. Nevertheless, there are some excellent moments including You Keep Me Coming Back For More, Facts Of Love and the brassy Don't Mess Around.

BILLY JOEL

Storm Front - CBS

A varied and convincing comeback, consisting of 10 strong pop songs from this veteran artist. With his meaningful lyrics and urgent vocals, Joel manages to keep your attention for the whole of the LP. Stylistically the material ranges from moody guitar rock like That's Not Her Story to the dramatic full-blown balladry of Shumeez.

POCO

Twenty Something - A&M

You Keep Me Coming Back For More, Facts Of Love and the brassy Don't Mess Around.

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JANET JACKSON'S
RHYTHM NATION
1814
NUMBER ONE IN U.S.A.

JANET JACKSON'S
MISS YOU MUCH
NUMBER ONE IN U.S.A.

EXPLOSIVES
SINGLES OF THE WEEK
Vital for your play list.
Arthur Baker & The Back Beat Disciples - The Message
Beloved - Sun Rising
Queen - Scandal
SURE HITS
Fresh 4 - Wishing On A Star
The Mighty Lemon Drops - Beautiful Shame
Alice Cooper - Bed Of Nails
Gary Moore - Livin' On Dreams
EURO-CROSSOVERS
Continental records ready to cross-over
Angelo Branduardi - Fame Di Sole
EMERGING TALENT
New acts with hot product.
The Wedding Present - Kennedy
Beloved - The Sun Rising
Jason & The Scorchers - Thunder And Fire
Colours - I Wanna Make Love
ALBUMS OF THE WEEK
Meet Negro - Puta's Fever
Julia Fordham - Porcelain
Paul Simpson - One
Climie Fisher - Coming In For The Kill
Billy Joel - Storm Front
Poco - Legacy
Belinda Carlisle - Runaway Horses
Otra Haza - Desert Wind
The Alarm - Change
HOT ADDS
Stevie Wonder - I Just Called To Say I Love You
Ray Parker Jr. - Ghostbusters
George Michael - Careless Whisper
David Bowie - Blue Jean
Culture Club - The War Song

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George Michael - Careless Whisper
David Bowie - Blue Jean
Culture Club - The War Song

ALBUMS
Stevie Wonder - The Woman In Red
Mike Oldfield - Discovery
David Bowie - Tonight
Sadie - Diamond Life
Prince - Purple Rain

YESTER HITS
The Eurochart hit from five years ago.

October 28 - 1989

AmericanRadioHistory.com
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**MUSIC & MEDIA**

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**United Kingdom**

From the airplay hit parade from Media Control including 39 radio stations. For more info please contact Media Control: 08146 5917.

**Germany**

From the airplay hit parade from Media Control including 39 radio stations. For more info please contact Media Control: P.O. Box 426 22700 Baden Baden, tel (0721) 104651.

**Switzerland**

From the airplay hit parade provided by Media Control on the national station DRS 3, Colour 3 and 4 private stations. For more info please contact Media Control: Post Passage 2 Basel 4022, tel: 061-33899.

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**Austria**

Most played records as checked by Media Control on the national station ORF 3 and Radio Brenner.

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**France**

Most played records as checked by Media Control France. For more info please contact Media Control France: 29 Bvd Turenne 75004 Paris, tel 68 03 61 61.

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**Spain**

The 20 best played records in Spain from Comarcan Periodicos, covering the major Spanish stations. From the airplay hit parade provided from Madrid. For more info please contact Comarcan Periodicos: 63 Calle de las Palomas, 28009 Madrid, tel 467 11 11.

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**Report**

**MUSIC & AIRPLAY MEDIAS REPORT**

**TOP 50**

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**MUSIC & MEDIA**

**Another Day In Paradise**

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**AmericanRadioHistory.com**
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**Note:** The chart includes various entries from different artists and singles, showcasing a range of music genres and styles. The chart is a snapshot of the music landscape from October 28, 1989, providing insights into popular music trends and artists from that period.
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The tour dates are as follows:

25, 27 OCTOBER
24, 25 OCTOBER
23, 26 OCTOBER
22, 20 OCTOBER
21, 18 OCTOBER
20, 16 OCTOBER
19, 13 NOVEMBER
18, 11 NOVEMBER
17, 08 NOVEMBER
16, 05 NOVEMBER
15, 02 NOVEMBER
14, 29 NOVEMBER
13, 26 NOVEMBER
12, 23 NOVEMBER
11, 20 NOVEMBER
10, 17 NOVEMBER
09, 14 NOVEMBER
08, 11 NOVEMBER
07, 08 NOVEMBER
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28, 11 NOVEMBER
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04, 29 NOVEMBER
03, 26 NOVEMBER
02, 23 NOVEMBER
01, 20 NOVEMBER

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The bid to develop national acts to international standards

by Robert Lynng

The international pop and dance market has been dominated by US and UK product for decades. Although artists like Nena and Falco were able to score in these territories with individual titles, it has been very difficult for continental European record companies to internationally establish artists outside of the heavy metal and hard rock fields. However, this is changing. Not only are new territories opening up to Continental product but record companies are making a conscious effort to develop national signings to international standards.

Music & Media talks to West German record companies about their experiences in the international exploitation of artists.

Perhaps the most difficult market for West Germany's international exploitation and licensing managers to break domestic product in the UK. "The British prefer their own product and I do not expect that to change," says Munich-based BMG Ariola International exploitation Manager CarstenHeyn. "If the UK, as the alleged home of pop music, did suddenly open up, it would amount to a declaration of bankruptcy of their A&R policies. Nevertheless, Heyn has been gone triple platinum in the US. Other international placements include: David Hasselhoff, whose single Looking For Freedom spent eight weeks at no. 1 in the West German chart and is currently in the French top 20; Bang, who will be released on A&M in the US; ex-Manfred Mann singer Chris Thompson; and the West Berlin band Plan B, whose new LP will be released on Ariola in the UK and on RCA in the US. BMG also has The Boys From Brazil, Barbara Kitt, Sabrina, Dister Bohlen's Blue System, and The Boy From Berlin, who will be released on A&M in the UK and on RCA in the US.

In its short history, Chrysalis West Germany has exercised a cautious A&R policy. However, A&R Manager Joerg Eiben has achieved the commitments for CBS' West German artists as (Munchener) Freiheit, Jenifer Rush, OK, and Mysterious Art - whose single Das Omen was at no. 1 in the West German charts for nine weeks - head the list of Zentgraf's international achievements for CBS' West German repertoire.

Christa Zentgraf, of Frankfurt-based CBS, says the people she deals with outside of West Germany are increasingly open to German product, but that territorial differences remain. Zentgraf: "The UK is particularly difficult but with good reason. The most selling CBS repertoire worldwide is now coming from the UK."

Current international signings include: German singer/songwriter Franz Von Auersperg, whose current priorities include the group Riff - "who have had a great reaction in Australia where they fit in with the Midnight Oil kind of music" - Hamburg's Grace Kaino, the, follicled fusion pop group Mezzoforte, SO 36 and a new discovery from West Berlin, Chinchilla Green, who have toured with the Slicers and Animal Logic.

Von Auersperg: "We do not have the UK yet for most of these groups, but that's all right. You have to pick your countries strategically - build success and gain experience on other markets before shooting for the UK or the US."

In its short history, Chrysalis West Germany has exercised a cautious A&R policy. However, A&R Manager Joerg Eiben has achieved the commitments for two young Hamburg-based singer/songwriters, Tim and Michel Van Dyke. Although it is still too early to have gained international release commitments for Tim's Modern Guy LP, Eiben has achieved the release of Van Dyke's self-titled LP in Holland, the UK and France. Eiben admits that expectations were not met in Holland or the UK. But he says Chrysalis France is optimistic - the clip for Baby Lay Your Hands On Me has been promoted on video channel M6 and the single has made the playlist of leading FM network NRJ.

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West Germany, questioned the release of Das Omen. The censors tried to exercise their power. But if the people in the street like the product then we will sell records," Zengralf recognises the need for initial success in West Germany before other territories will take notice. But she adds: "It also depends on the season. In the autumn there is always a flood of new releases. But if people like the product then we will sell records!"

EMI also reports a wide European acceptance of such diverse artists as Howard Carpendale, who is especially popular in the Benelux countries, Adano and the Hugo Saxophone Dance Band. High hopes are also held for the Gus Dudgeon-produced newcomer Frank Ryan and various artists on Darmstadt-based Westside's 88 label. Fest is also enthusiastic about MSG (McCabe Schenker Group) and believes their new album, Save Yourself, will be a record-breaker.

Fest: "We are convinced that continental Europe should not be considered as the poor cousin of the music world. There are many promising acts which, if given the opportunity, could break through..."
communication with your partners in foreign territories. It is important to meet them face-to-face and to channel as much information to them as possible. Thirdly, you have to acknowledge the individual needs of your partner and the demands of their market.

This philosophy has paid off with such artists as Camouflage, whose first single, The Great Commandment, made it twice to No. 1 in the Billboard dance chart. The group's second LP, Methods Of Silence, is being released in 26 territories including Japan, Canada and the US, where it is on the Atlantic label. Disco star Fancyl has also scored numerous gold records in Spain and Scandinavia. Other Metronome priorities include new LPs by Italian singer/actress Milva, CC Catch, whose popularity in Europe and Scandinavia is already confirmed, and Tony Carey whose recent TV soundtrack single Boone Walk A View sold over 220,000 copies. His new single Feel Good, scheduled for release on November 9, will be featured in the December installment of the popular 'Hitlist' TV series. An LP, Poor You, is scheduled for simultaneous release.

Like her PolyGram colleague, Astrid Selley reports that she has encountered foreign A&R people who actually want to discover and break foreign acts. "When I was a beginning, Japan will follow in November.

Selley: "They were impressed by the names of the guest musicians, but many were also interested in breaking a new quality group, especially Norway."

With Yelka and Doro well established on the international market, Selley can now concentrate on such artists as the Rainbirds, Can and Nena Hagen, whose new LP is released in all of Europe. The UK and Japan follow in October, the US next year.

Teledor's International Licensing & Marketing Manager, Gerd Dietrich, did not have the problem of strategically choosing countries when it came to the release of Ofra Haze's latest LP, Desert Wind. Produced by Arif Mardin, the album has been released worldwide. In the US it appears on Sire and in Japan on Warner Pioneer. "There you see the advantage of being part of an international company," Dietrich notes.

He adds that Avalanche, who have made a big impact on the French market, and the London Boys, who first had to chart in the UK, were not as easy to place as Haze.

Dietrich: "Avalanche's first single, Johnny Johnny Come Home, was a flop at first but I kept at it. I made a new presentation cassette and somebody in the UK, the US, and Japan and Australia."

THE GERMAN CONNECTION

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Like her PolyGram colleague, Astrid Selley reports that she has encountered foreign A&R people who actually want to discover and break foreign acts. "When I was a

product manager and I had a foreign group that I really liked, I did not treat it like a foreign signing. I wanted to play a role in establishing the group. It is good to see other people thinking like that."

A case in point is Stefan Klein's new group Mona Lisa Overdrive. Scandinavia, the Benelux and other European territories agreed to release them from the very beginning. Japan will follow in November.

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Dietrich: "Avalanche's first single, Johnny Johnny Come Home, was a flop at first but I kept at it. I made a new presentation cassette and somebody in the UK, the US, and Japan and Australia."

THE GERMAN CONNECTION

In the December installment of the popular 'Hitlist' TV series, An LP, Poor You, is scheduled for simultaneous release.

Like her PolyGram colleague, Astrid Selley reports that she has encountered foreign A&R people who actually want to discover and break foreign acts. "When I was a

product manager and I had a foreign group that I really liked, I did not treat it like a foreign signing. I wanted to play a role in establishing the group. It is good to see other people thinking like that."

A case in point is Stefan Klein's new group Mona Lisa Overdrive. Scandinavia, the Benelux and other European territories agreed to release them from the very

was massive TV presence and over 100 airplays per week. It spent 20 weeks on the charts, with eight weeks at No. 1. Avalanche have now sold over 600,000 singles in France!

The duo have since charted in other European countries. Dietrich: "We have commitments from almost all territories to release Avalanche's album this month!"
The Search For New Marketing Techniques

West German record companies target new audiences

by Philipp Rosser

West Germany - Europe's largest album market - is flooded with releases, forcing record companies to continually develop new and innovative ways to reach a wider audience. Because the regular record buying public, which is estimated at 10% of the population, is already saturated, marketing managers are increasingly focusing their attention on the 90% who buy few or no records. And to reach these people, companies are creating a presence in unusual places.

One of the most innovative marketing schemes comes from PolyGram's Karussell label. It has joined forces with the German railways (DB), and both parties hope to benefit from an image transfer. Karussell Senior Product Manager, Michael Schneider, says DB is using the campaign, which was launched in June when the summer train schedule went into effect, to musically underline its 'Erlebnisreise Bahn' (Experience A Train Journey) campaign.

On all InterCity (IC) trains running between Hamburg and Munich, passengers can buy any one of 26 Karussell MCs featuring a variety of PolyGram artists, including James Last, Roy Black and Udo Lindenberg and Elton John. They can also rent or buy a Philips walkman, which are also stocked on the train.

Attention to the campaign is gained by loudspeaker announcements, posters and advertising on train schedules and menus. Next year the programme, which will be expanded to include CDs, will also spread to IC and EC trains on other heavily travelled stretches.

"We do not expect spectacular sales results," says Schneider, "but is a fantastic way to reach a lot of people and to introduce them to PolyGram artists."

The project will receive extra publicity next spring when DB launches a radio and TV advertising campaign. It will refer to the 'Intensity Has Fuer Unerwselg' (IC Travelling Hits), plus releases especially compiled by PolyGram and DB. The project continues three-and-a-half years ago in West Germany, Switzerland and Austria. BMG's low-price label Ariola Express has also established a presence in unsought places. Director Rolf Lerschmacher - who is also Managing Director of Miller International, an affiliated company - says Ariola Express offers music to "the broadest possible audience."

Re-exploiting Ariola repertoire, Ariola Express MCs are priced at DM 7.95 (approx. £ 2.60), while CDs are sold for DM 15.95. MCs and CDs are distributed to kiosks at train stations and airports, toy and photo shops, drugstores, and such specialty stores such as the Media Markt chain.

Udo Lindenberg - featured on a Karussell MC available on InterCity trains

Lerschmacher says the strategy has been successful: in 1988, 5.5 million MCs and 1 million CDs were sold, making Ariola Express the "absolute market leader" in the low price area. The success prompted BMG Ariola Holland to begin a similar programme last April.

Phonogram is also forging new paths to new audiences. Because hard rock is virtually ignored by West German radio, the Cologne-based PolyGram subsidiary decided to feature the Def Leppard single, 'Pour Some Sugar On Me', in a 30-second radio advertisement. It consisted of only the music and a single sentence: "The new single from Def Leppard..."

Phonogram Marketing Manager Juergen Wockert says the campaign not only boosted sales of the single, but also pushed the Hysteria LP back into the chart at no. 37 - more than a year after its release and initial chart success.

Phonogram has also scored well with Dire Straits' back catalogue. At the beginning of this year it launched a TV and radio advertising campaign to promote special offers on back catalogue from a range of artists. Wockert reports that an additional DM 1 million (approx. £ 126,000) turnover was achieved with Dire Straits product alone.

To exploit this success, Phonogram then had 300 special racks built for DM 300 each, which were stocked with 300 soundcarriers of Dire Straits' product. They were then offered for sale to primarily large retail chain outlets, such as Manta and Huma, which usually only stock low-price product. When the Dire Straits LPs and CDs were sold, the stores were allowed to keep the racks, and use them for any product they wished.

Wockert says the result was yet another DM 1 million in turnover. "It reached a whole new category of consumers for us."

Phonogram Product Manager Kai Seppanik is less enthusiastic about a campaign he launched for Schulz. A pre-release cassette of the single 'Flows To Be Flowed', which was sent to specialist journalists and radio programmers with no further information, failed to arouse much interest. Seppanik then decided to include the clip of the track on the Music video cassette, which is distributed to various discos, record stores and music cafes.

The video, which was accompanied by a poster, ran for 14 days in over 400 discos. Phonogram also distributed 50,000 stickers, and launched a nationwide contest for the best "Schulz sayings". Within a month 300 entries were received. The video was then shown on the large screens at such record and video retailers as the WCM chain.

Seppanik: "Although the single was able to jump into the charts in Scandinavia, the success was not what we had anticipated. In West Germany, some elements of the campaign were not in effect at the right time!"

WEA sought out a powerful partner to help market the new Marius Mueller-Westernhagen LP, Haltehilfe. Together with the Karstadt department store chain, it ran an extensive radio spot campaign with the slogan 'Marius Mueller-Westernhagen... at Karstadt'.

WEA Senior Product Manager Rainer Fokke says his company paid for the campaign, while Karstadt made a larger than normal order for the LP, which is promoted with extensive in-store decorations. Fokke believes the project helped push Haltehilfe to no. 1 in the album chart.

WEA also teamed up with Karstadt to promote LPs by Enya and Tanita Tikaram, when they were already selling well. Fokke says the promotion provided the "icing on the cake."

Although WEA has opted to market its back catalogue primarily through large posters, which Fokke says are displayed throughout the country at intervals, the company also uses cinema advertising.

Fokke: "Running a spot in the cinemas brings more results than a second price campaign, because people can see and hear the product, and we can be more accurate in hitting our target group. Because this medium is especially good for reaching adults, we ran extensive cinema advertising for Fleetwood Mac's 'Ranger In The Night LP', in conjunction with a radio campaign. The results were very satisfying."
Regional Radios Increase Musical Mix

The West German radio market is extremely varied. In some areas, like North Rhine-Westphalia in the centre of the country, the situation is bleak with limited programming and restricted opportunities. In others, such as the north and south, stations have grown rapidly with several using carefully planned formats to attract millions of listeners.

The most popular stations usually offer audiences a combined top 40/AC format; these include Antenne Bayern and HR and the innovative city broadcasters of Radio Hamburg, Radio 100.6 and Radio Gong.

The largest potential audience is available to Antenne Bayern, with 11 million people inhabiting Bavaria, its target state. Backed by the state's newspaper publishers and media companies, Antenne Bayern, through its Programming Director Mike Haus, provides a blend of oldies and current hits.

In Lower Saxony, fin regularly attracts 500,000 listeners to its AC and new format. Initial poor figures, when the station began in 1987, led the station away from offering alternative music programming towards its current, more mainstream policy.

Programming Director (Radio Hamburg, Rainer Cabanis, who joined the station after a spell at West Germany's most imaginative state-run station, SWF 3, brought a combination of hits form yesterday, today and tomorrow to RHH. Three years later, Radio Hamburg looks set to pass public pop station NDR 2 as the leader in this lucrative local market.

A similar situation has developed in West Berlin where the top 40-based Radio 100.6 is challenging for dominance with the state-financed RIAS 2. But in Munich the most successful private is still well behind the area's leading public broadcaster, BR 3. Radio Gong is well ahead of competing privates, however, with its strong local emphasis and chart/AC format being well-received.

While top-40 formatted stations are still predominantly West Germany’s most popular broadcasters there, a great deal of variety is to be found in many of the regions. Throughout the country, each of the top public broadcasters has at least one channel targeted at the 40 plus age group.

These stations generally present an MOR, oldies and German schlager mix. This has been the WRB 4 format and has been so successful for the Cologne-based Westlicher Rundfunk’s fourth channel that it has also been adopted by the Hessischer Rundfunk (HR) in Arzibella’s Head of Staff, Jan-Michael Meints, believes his MOR/schlager format is working well. The station relies heavily on national MOR artists and on material from the 50s. It also contains about 15% of its output on Bavarian folk and about 20% of its foreign-language programming from instruments like Bert Kaempfert, James Last and Manitas.

"With our new concept, we could surpass our rival, Radio Churriw" claims Meinte. "Recent survey results show that today, 50% of Munich’s radio listeners know our station. That up our playlists because we run a mixture of 'Golden' and new releases, that have yet to enter the charts."

Regenbogen is aimed at an audience aged under 30. Wahl claims this emphasis on European product resulted in Radio Regenbogen being one of the first stations in West Germany to discover the Lambada single.

West Germany’s first private for the north, RSH, began in 1986. Careful market research has persuaded programmers that the area’s social profile suggests that the 4.5 million potential listeners prefer a ‘Gold’ format which offers national and international all-time favourites.

Its new Head Of Music, Martin Scheibeler, formerly of Radio Regenbogen, does believe in a fixed share of German titles, preferring to include them on merit. Nevertheless, RSH tends toward schlager, oldies and MOR, because of its primarily rural audience.

A 50% programme share for oldies is what is offered by stations in Baden Wurttemberg, including Radio 7 Victoria, Radio Ladies First and Welte Fidelitas.

Thomas Zimmer, Music Programmer at Fidelitas admits to targeting listeners in their 30s. "We do this," he says, "by avoiding rough spots and sharp edges in the playlist. With us, German titles are featured more frequently during the morning hours than in the rest of the day."

Unlike the rural stations, city channels like Radio 107 and OK Radio in Hamburg, and Radio 100 in West Berlin can rely on the more varied tastes of their audiences. Most run an AC format. Peter Steppich, Head Of Music at Radio 107: "We are not a specialist station, but cover a wide range of styles. We try to keep a strong Classic music influence in our selection, and we also feature lots of album tracks."

Bayerischer Rundfunk's Head of Music, Reinhard Neuhof, Radio 100's Head Of Music, concides that she has had to change her station’s programming considerably to include chart-based material, in light of the stiff competition offered by other pop stations as RIAS 2, Radio 106.6 and Sender Friedens Berlin (SF2).
MUSIC

NEW ALBUM RELEASES

UK/International

A&M
The Carpenters - Lovelines - Oct 30
Brandy - Out Of The Darkness - Oct 30

BMG/RCA
Wex - (1 000) Have Tried To Look But - Nov 6
Painted Word - Loop - Nov 6

BMG Music Int
Furniture, Food & Parma - Nov 6
Dionne Warwick - Greatest Hits - Nov 6
Lisa Stansfield - Let Sorento - Nov 13
Kenny + Live - Nov 13

CBS
Psychedelic Furs - Book Of Days - Nov 6

CBS Int
The Nonsense - Zig Zag - Oct 30
Cock Robin - First Love Last Rights - Oct 20
Luther Vandross - Bee Of - Oct 30
Eddy Money - The Sound Of Money - Nov 13

Chrysalis
Freddie Starr - All The Laughter - Nov 3
Sonik - tba - Nov 13
Gilbert O'Sullivan - In The Key Of G - Nov 13
Various - All The Hurricane - Nov 13

EMI
The Smithereens - Eileen - Nov 6
Zake Mantasya - Placemuc - Nov 6
Alan Holdsworth - Secret - Nov 6
Maze - Bee Of - Nov 6
Goodbye Mr MacKenzie - Fish - Nov 13
Haut & Tite - Nov 13
Duran duran - Decade - Nov 13
MCG - Son Of Turmoil - Nov 13
Diana Ross - Greatest Hits - Nov 13
Various - Beatty & The Beast - Nov 13
Bono Beyond - Take My Love - Nov 13
Gerry Rafferty - Do The Line - Nov 30
Fly Guys - Rock The Underground - Nov 13
The Gap Band - The Band Trip - Nov 27
Scorpions - Best Of - Rockers & Ballads - Nov 20
Whitesnake - Sp Of The Sages - Nov 20
Carlos Baas - Kissed And Flamed - Nov 27

Island
Will Downing - Come Together As - Nov 6
One Of Many - Turn Up - Nov 13
Dinas Distrac - Drain You - Nov 13
Various - Machine Gun Power - Nov 13
MC - Scream Cold Rhymes - tba

Jive
OST - Nightbird On Em Sin 5 - tba
Sonic Boom - Sonic Boom - tba
DJ Jazzy Jeff & The Fresh Prince - This Is How - Nov 6
Vanessa Bell Armstrong - Wonderful World - Nov 13
The Man They Couldn't Hang - Bee Of - Nov 30
Lisa Tarres - tba - Nov 27

London
Jimmy Somerville - Read My Life - Nov 6
Various - Maxine Volume 3 - Nov 13
Various - House Sound Of London - Nov 13
MCA
James JT Taylor - Master Of The Groove - Nov 6
Cactus World News - No Sisters - Nov 6
Bobby Brown - Dance To Know - Nov 13

Phonogram
Mark Knopfler - Last Exit To Brooklyn - Nov 6
Vitamin Z - Sharp Stone Run - Nov 4
Status Quo - Perfect Remedy - Nov 13

Polydor
Level 42 - Level Best - Nov 6
The Creatures - Born To Run - Nov 13
Lenny Kravitz - Let Love Rule - Nov 13
Harvest - Seasonal Beat - Nov 13
UB40 - Love Of Love Volume 2 - Nov 27
Jermaine Stewart - What Becomes A Legend Flatt - Nov 27

WEA
Chris Rea - The Road To Hell - Nov 6
Bhundu Boys - Panther - Nov 6
Ian Dury - OST Appetites - Nov 6

WEA Int
Phil Collins - But Seriously - Nov 20
Jungle Brothers - Bee Of - Nov 20

WEST GERMANY

BMG Ariola Munich
Christof Broda - Die Nacht Lagen Moser - Oct 20
Franz Biehn - Carry On - Nov 1
Charlie Antelis - A Swingin' Altar - Nov 6

CBS
Jennifer Rush - Wien Oders Nora - November - Nov 6
Franaeus Brothers - Purple Hood - Nov 27

EMI
OST - Sieben Gurd - Nov 1
The Running Wild - Dead Or Glory - Nov 4
Celebrate The Nun - Moonshine - Nov 13

Hansa
Bone M - Greatest Hits - Oct 30
Tangerine Dream - Bee Of - Nov 27

Intercom
Roger Whittaker - Sommer Fur Millenium - Oct 30
Roger Whittaker - Festliche Weihnachten - Nov 13

Metrophonie
Shani Belafonte - Shorty - Nov 6
CC Catch - Have What I Saw - Nov 6
Franz - 44 My Loving - Nov 11
Tony Carey - For You - Nov 27

Phonogram
Jorgens Drew - Ingwehand Me Di Sofet - Oct 30
Hille Kruger - Los Angeles - Oct 30

Polydor
James Last - In Concert - Oct 30
Nikita Costa - Here I Am...tba - Nov 6

Teledoc
Avalanche - Avalanche - Nov 6
Roy Black - Bee Of - Nov 6

WEA
Heinz Rudolf Kunze - Gute Unterhaltung - Nov 6
Thomas Kisser - Pramere - Nov 27

FRANCE

Barclay
Roe - Roe - Bee Of - Nov 6
Marjolaine Alie - Gamine - Nov 26
Certain General - Bee Of - Nov 13

BMG
Sylvie Meisachell - Enzo - Enzo - Bee Of - Nov 26
Indochine - Bee Of - Nov 6

CBS
Kamaa - Bee Of - Nov 12
Carmenelli - Blue Rondo - Nov 13
Désirables - Francois - Oct 30
Sarina - A Pan Of Pies - Oct 30

EMI
Gerard Mansant - Mania - Nov 6
Blues Trottoir - Historien Courtes - Nov 13

Polydor
La Revolution Francaise - Bee Of - Nov 6
Edith Mischel - La Veuve - Nov 13
Vernique Vivierie - Verre Etoile - Nov 13

Tremor
Michel Sandou - Michel Sandou - Bee Of - Nov 30
Michel Delpech - Best Of - Nov 30

Virgin
Itohano Doh - Lux Ed - Nov 13

WEA
Linda Williams - Texas - Nov 20
Michel Jonasz - Tous Les Succes - Nov 6
Herbert Leonard - Bee Of - Nov 13

BELGIUM

Antler/Subway
Bignorm Und Selin Frenden - Love Last Love - Nov 6
Sonnery - The Band Of - Nov 6
Poesie Noire - Love & Cigar Than Death - Nov 6

The Klink - limited edition box - Bee Of
The Poppog - Poppog - Nov 1

EMI
Adama - C'est Me Ve (verless) - Bee Of
Phonomag
Wemmen Van De Wijl - Vre Best Van... - Nov 6
Zef Vandezego - Her Best Van... - Nov 6
Louis Nouch - Her Best Van... - Nov 6
James Frey - De Grootest Succes - Nov 6

SWEDEN

BMG/Record Station
Fra Lippe Lippe - The Colour Album - Nov 6
Walk On Water - Walk On Wiper - Nov 4

EMI
Annie Lennox - Eden (The Love) - Bee Of

PolyGram
Povel Ramel & Hans Alfredson - Tvigtig Sanger - Bee Of
Sonet
Various Artists - Aud Box - Nov 1
Suzanne Orteriet - Collection - Nov 8
Vilene Anderson - Mandy - Bee Of

HOLLAND

BMG Ariola
Nederslans Kindertoon - Tien & - Bee Of - Nov 6

CBS
Thijls Van Leer - Inviations The Collectors - Nov 6

Dureco
Carl Linder - Carl Linder - Bee Of

Phonomag
Kinderen Van Kinderen - Drei - Oct 8 - Nov 3
BZN - Baby Of Christmas - Nov 17
Laurence Van Boga - Secret - Nov 17

Polydor
Berkland - Carnavan - Nov 20
Herman Van Veen - 1 CD Gift Box - Nov 6

ITALY

Baby
Roberto Visciano - Macaroni - Nov 13

CBS
Fiorilla Manca - Di Vento Y Di Terro - Nov 20

DDD
Bono Jannacci - Lux - Nov 6
Sanato - Grande Temo De Filoe A Et - Nov 13

EMI
Pino Daniele - Macaroni Lano - Nov 13
Francesca Battistelli - Cante Rosse - Nov 7

Phonomag
Denovo - Venci Calle Madonna A - Calle Carbone - tba

Polydor
Lisa Hunt - A Lela E Of Mige - Bee Of

WEA
Massimo Ranieri - Un Gomorro - Bellamos - Nov 20

SPAIN

CBS
Luis Cobos - Bee Of - tba

Duro
Los Flachas - Bee Of - Nov 6

Gaza
Combay - Nov 16
Marinos - Nov 30

WEA
El Guipol - Eigan En Tu Ramos - Nov 15

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RADIO GONG 2000
RADIO GONG NURNBERG
RADIO GONG DONAUSPAATZ
RADIO GONG MAINLAND
RADIO PRIMAVERA
RADIO LINDAU
RADIO PASSAU
RADIO NORDSCHWaben
RADIO SESSION
FUN BOY RADIO
SEEFUNK RADIO BODENSEE
RADIO FANTASY
RADIO IN 3 FM

MUSIC & MEDIA - October 28, 1989
PROMISING ACTS

Mary Goes Round
Mary Sleeps Alone (Lively Arts France).
Contact: New Rose/Patrick Mathis
tel: 31.49.001009/fax: 31.49.00100500/24/420
Dark, moody, melodic pop reminiscent of Joy Division or Echo & The Bunnymen. This band are one of the leading lights of the ‘Touching Pop’ movement along with Little Nemo and Asylum Party. Licence and sub-publishing free except France.

Mike G Yamfi & Sankofa
Anga Herms (APR/Holland).
Contact: Portland Joss Salvador
tel: 31.20.5921530/fax: 20.5921533
The new sound of Africa in hi-fi life - the same rhythm and feel - but a late 80s approach. An artist with a growing reputation as a prime exponent of this genre. Licence and sub-publishing free except the Benelux.

THE GIFT

Three Kings (Collision/West Germany).
Contact: Collision/Frank Ludtke
tel: 49.40.3909891/fax: 49.40.3909885
Striking rhythm patterns and a blanket of warm guitars are this track’s most typical features. These ingredients make for a most intriguing and addictive record, ready to put this intelligent West German four-piece right into the international music scene. Licence and sub-publishing free except West Germany, Austria and Switzerland.

Skalfay
Skaman Is Alive (New Beat/Belgium).
Contact: US Import/Us Pascal
A funny track - this is ska, turned into new beat. With its off-the-wall noises, tongue-in-cheek vocals, catchy brass and house-like keyboard-insertions, this single could really make it. Licence and sub-publishing free except Belgium.

Bianca Ciccu
Girls (ITW/West Germany).
Contact: ITW/Sabine Schnecke
A new young pop/jazz band featuring the vocal talents of Bianca Ciccu and guest appearances by Randy Brecker on trumpet and Frank Kirchner from Herbert Gronemeyer’s band on saxophones. Sophisticated but commercial. Licence and sub-publishing free except West Germany.

Circuit Featuring Koffi
Shelter (Collision/UK).
Contact: Collision/Brian Harriss
tel: 44.1.45641444/fax: 44.1.4567023
Great dance music in a sophisticated, well-balanced production. A funky groove, spirited vocals and a house-style piano are married together to produce this charismatic disco track. Classy stuff, produced by Swain and Jolles. Licence free except West Germany, Austria and Switzerland. Sub-publishing free except Europe except UK.

Desarae Wild
Give Me The Rhythm (Strictly Rhythm/US).
Contact: EPI/Andre Lovers
tel: 21.2.499.7095/fax: 21.2.265.5726
This infectious house track is guaranteed to set all clubs on fire. Persistent beats and riffs are combined with nasty sights and soulful female vocals. The 12" has five different mixes.

TT Max
Body Rock (Logic/Music Germany).
Contact: Progressive Dance Music/Cesin Yaman
tel: 91.2082539/fax: 91.31.1564
The makers of this competitive dance track have succeeded in matching a Euro-disco beat with the modern charms of house music. The UK critics have already come under the spell of this addictive material. Licence free except US and West Germany, Austria and Switzerland. No publishing.

WORTH WATCHING

A Rollin’ Rock & Roll House ship with Earsage’s Drama to put Street Taff on top of both the indie chart and the dance survey. Stream moves in for the kill by lining four places to no. 3, followed by the only other serious threat for no. 1, Raoul Orellana with Final Wild House. De La Soul make this week’s highest new entry with Eye Know while Merkin snaps into the top 30 with his Four-track EP, Deep Drop The Weaps at no. 29.

Several new entries appear on the album chart.

UPDATE

by Gary Smith

After a difficult start import US hard rock, Shock Records and its subsidiaries Tam Tam and S&M has now established itself as one of the UK’s fastest rising independent labels. When the company was formed in April 1988 it was importing records by Paul Sabu, the all-female trash metal act Precious Metal and Alena. It is never easy breaking foreign acts and this was no exception, Savage’s answer was to diversify; S&M records was set up as a “Euro-pop” label. Although at the moment the label is keeping a low profile it has just signed up the much talked about London-based four-piece Sabu. They will be produced by Youth (ex-Bassplayer with Killing Joke and Brilliant) and Pascal Gabriel who has been working with 5 Express. The label’s other act in the duo StapfDirig, described by A&R manager Bernard Fanin as “minimalist pop in a Cabaret Voltaiare/Front 242 mould”. Records by both these bands will be released in the New Year and, according to Fanin, the label is looking for more acts in a Yazz/Neneh Cherry vein. Interested parties should get in touch via the number at the end of this article.

Since it was started at the beginning of 1989 Tam Tam, the dance music subsidiary (anything from deep house to hip-hop) has been turning heads in the media in both the UK and on the Continent. The label has a number of red hot acts including darlings of the press Company 2, a band who have had critical and even dance-floor success but who have not as yet been able to turn that into record sales. Other acts include JMT and Silver Bullet who will be touring West Germany, Holland Belgium and France with Company 2 in November.

At the moment the company is expanding both in the UK and in America, where a Savage office will be opening to concentrate on two acts, Vice (not the Ariola act of the same name) and Canadian band Medicine Men. Savage/S&M/Tam Tam can be contacted on London: (49) 4912110/49138186.

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1. Raul Orellana with
2. Thee Hypnotics whose Soul Trader made no. 103,000 AlburWs sold in 3 weeks
3. Savage/S&M/Tam Tam can be contacted on London: (49) 4912110/49138186

UPDATE

by Roger Taylor

Rebel MC & Double Trouble swap places with Erasure’s Drama to put Street Taff on top of both the indie chart and the dance survey. Stream moves in for the kill by lining four places to no. 3, followed by the only other serious threat for no. 1, Raoul Orellana with Final Wild House. De La Soul make this week’s highest new entry with Eye Know while Merkin snaps into the top 30 with his Four-track EP, Deep Drop The Weaps at no. 29.

Six new entries appear on the album chart. Kylie Minogue’s second LP Enjoy Yourself is at no. 2. Minogue’s version of Tears On My Pillow could well be this year’s Christmas no. 1 - lay your bets early! Ten the Telecospe debut LP for What Goes On, Tarte, enters at

by Roger Taylor

Kylie Minogue’s new LP in at no. 2

5. Einsteinstutzennässnäs’s Haus Der Leute (Some Biassere) is at no. 25 and the much delayed English Rebel Songs by Chum-

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ON CASSETTE,

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Rams: Straight

Contact: Music & Media Main Office
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From the Long Aged Plant Complete to Project

Music & Media - October 28, 1989

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MUSIC & MEDIA

GNAWS

5. Einsteinstutzennässnäs’s Haus Der Leute (Some Biassere) is at no. 25 and the much delayed English Rebel Songs by Chum-

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Rams: Straight

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From the Long Aged Plant Complete to Project

Music & Media - October 28, 1989

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“We have already started working on a new album - out probably next summer,” said Hayward, “but we have got no titles or anything yet.”

Meanwhile, The Moody Blues have sifted through their back catalogue and donated the song Driftwood for their October LP to a new compilation album for the International Heritage Relief Charity. The Bristol-based organisation is supporting 17 UK, US and Iranian hostages who were taken prisoner in the Lebanese while on peaceful and apolitical business. A number of artists like Joss Holland of Squeeze, Roy Harper, Steve Hackett and Mike Oldfield are recording new songs for the compilation.

Richard Marks has pressing problems here in the UK. Some copies of Angelia due for release on October 30 have accidentally acquired Del Amitri’s current single on the A-side. Either the Scottish Debs have a big hit at the pressing plant or someone is not taking heed of their song title, “Change”.

Whitesnake return next month with a new album, Slip Of The Tongue and an old single, Coverdale and Co have remixed Fool For Your Loving which was their first top 20 UK hit in 1980. In all, there are 16 tracks on the LP and once again it has been produced by Keith Olsen working with a new album, Slip Of The Tongue which he bought a year-and-a-half ago for three million pounds. Apart from being freshly decorated, recent additions include stabilts, jacuzzi and an olympic-size swimming pool.

Rack Over London launches a new show in Japan this month. Radio Europe Chart Attack is a weekly survey of European rock and dance music specially commissioned by Tokyo’s newest radio station FM SoundChiba (Bay FM 7.4), which has a potential audience of five million.

Beatle son Julian Lennon has a cash flow problem so he told one newspaper this week that his father’s estate is still tied up in the hands of John’s widow, Yoko Ono. Julian has had to put his Hollywood “bunker” up for sale. Meanwhile, we hear George Michael has been suffering from the opposite problem. He has spared no expense in doing up his Santa Barbara “sweepstake” home which he bought a year-and-a-half ago for three million pounds. Apart from being freshly decorated, recent additions include stables, jacuzzi and an olympic-size swimming pool.

Rock Over Europe is a service of Rock Over London Ltd, which produces the weekly syndicated UK rock show Rock Over London, presented by DJ Cambray. For international contact: Rack Over Europe, Contact 900, in the USA. radio. Vaunam. FM SoundChiba (Bay FM 7.4), which has a potential audience of five million.

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