Syndicators Look To East Bloc

by Chris Fuller

As Italy's leading private radio network, Rete 105, has taken the bold step of introducing a four-hour US-styled rock show into its daily afternoon slot.

Entitled "Johnny Rocket," the show was launched at the beginning of the month and is devoted to US rock with bands such as Guns N' Roses, White Lion, Bon Jovi, Living Colour and Denmark's DAD heavily featured.

Rete 105 was established in 1980 and attracts an average daily audience of 2.2 million. "Johnny Rocket" will air each weekday from 14:00 to 18:00 hours, and will be presented by Patrizia Parmigiani and Alex Peroni.

Rete 105 says the show aims to break the mould of Italian afternoon pop radio, which is generally a wide mix of pop and soft rock aimed at a broad target audience. This move appears to be going against trends elsewhere in Europe which increasingly concentrate on strictly targeted station formats. But that does not mean the slot will not be a success!

"I am confident they will make the show work by using off-air campaigns and promotions aimed directly at their target audience. This move is a brave initiative," says Haas.

"The Italians are talented promoters as well as programmers," believes Haas. "I am confident they will make the show work by using off-air campaigns and promotions aimed directly at their target audience. This move is a brave initiative," says Haas.

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Dramatic Setting For 'Looking East'

The setting for the first 'Looking East' music industry conference in East Berlin could not have been more appropriate. The two-day event opened as the East German government resigned and drew to an end just prior to the opening of the Berlin Wall.

The political changes added to the potency of the event, which aimed to stimulate trade between music-related companies from East and West. It attracted 400 delegates, representing 180 companies and 25 countries.

Tony Hollingsworth, Managing Director of conference organiser Pirouette Productions, told a closing press conference the social upheaval had made many Western record companies nervous of attending, though "the liberalisation of the economy means there is now more opportunity for private initiative to spring up - and the Western music industry has always run on private initiative."

He added that at present the East bloc represents only a short-term market because of its inability to pay in hard currency for Western products. "Consequently the West has to look to create and stimulate the building of a music industry and then, long-term, there will be a larger market from which it can take a slice."

Reinhard Heinemann, Director of 'Looking East' hosts the GDR Committee of Entertainments, called it a "valuable initiative."

Economic theory dictates that companies here will see their expectations happen because they will make them happen".

"Looking East" delegates agreed to send a seven-point letter to their respective governments, calling for greater investment in the socialist music industry and recognition of pop and rock as an important part of national culture.

Poll Reveals European Favourites

According to a survey by Gallup and various other polling organisations when groups of 18 to 30-year-olds were asked "What are your three favourite singers or groups?", the results confirmed widespread industry feeling that the Mediterranean countries and the UK support national acts more than elsewhere.

In the UK 96% of the sample mentioned national artists among their favourites, in Denmark the figure was 54%, in Greece 25%, in France 51%, Italy 38%, Spain 54%, West Germany 25%, Belgium 16%, Portugal 12% and in Holland 4%.

Multiple Diamond Award Winners

The Fine Young Cannibals, Jean-Paul Gautier and Ken Duncan were multiple winners at the Diamond Professional Awards Gala on November 16 in Antwerp, Belgium. The annual awards recognise outstanding achievement in video, record sleeve design and music photography.

The Fine Young Cannibals video, 'She Drives Me Crazy', was chosen both Best Video Of The Year and Best Group Video.

Gautier was a crossover winner, accepting the Album Cover Of The Year Award for his art direction of Nina Hagen's self-titled LR, as well as Best Experimental Video for his own 'How To Do That'.

Australian photographer Ken Duncan's photo of Midnight Oil was voted Best On Location; he was also chosen Music Photographer Of The Year based on his complete submission package.

PolyGram Sale To Raise Over 1.5 Billion

Electronics giant Philips expects to raise up to Dfl 1.5 billion (approx. £488 million) with the flotation of 20% of its shareholding in wholly-owned subsidiary PolyGram.

In total, the company will sell 35 million shares worldwide, with 14 million of those being offered on the US market. The final issue price will be set between Dfl 34 and Dfl 42 per share. Proceeds from the sale will be used to fund PolyGram's planned purchase of A&M Records in January. Phillips says the acquisition of Island International last July and the A&M buyout will cost a total of USD 730 million, with the purchase of A&M costing the company USD 460 million and Island USD 270 million.

Phillips will keep a controlling interest in PolyGram in order to remain in contact with developments in the recorded music industry. The company says it does not feel that 100% ownership of PolyGram is necessary.

PolyGram labels include Mercury, Polydor, London, Vertigo and Verve. The company's artist roster features acts such as Bon Jovi, Dire Straits, Level 42 and Tears For Fears.

The definitive Lambada compilation

FEATURING SOME OF BRAZIL'S FINEST ARTISTS

I lambada Brazil

BANDA CHEIRO DE AMOR  BANDA TOMALIRA  LUZ CALDAS  ELBA RAMALHO
CARIOCA  MARGARETH MENEZES  CAETANO VELOSO  NONATO DO CAVAQUINHO

I lambada Brazil

BANDA CHEIRO DE AMOR  BANDA TOMALIRA  LUZ CALDAS  ELBA RAMALHO
CARIOCA  MARGARETH MENEZES  CAETANO VELOSO  NONATO DO CAVAQUINHO
dance crazes have been all too rare these days. gone are the days of when
tango, the jitterbug, the mashed potato and the twist arrived on dec-
dades of dancefloors in fevered succession. in 1989 brazil, the largest, most
vibrant of south america’s republics, and birthplace of some of the world’s
best loved and most enduring rhythms – the samba, the bossa-nova –
decided to put things right, and conjured a sensational dance that has
taken europe by storm: the lambada.

the lambada is a fiendish combination of recklessly close dirty dancing,
short, generously cut billowing skirts (on the women) and the legendary
gift for blending rhythm and melody that is brazil’s alone. lambada origi-
nated in bahia, a state in northern brazil noted for its african influences
and artistic creativity.

bahia’s coastal proximity to the caribbean and central america makes it
a first port of call for new music in the region. thus, over the last ten years
the lambada evolved from the african-derived local rhythms, spiced by
soca, zouk, merengue and reggae from the west indies and quadrilles and
folk forms culled from nearby american states.

the result is an irresistibly tropical and versatile rhythm that filled stadia
in bahia, sao paulo and rio with 100,000 revellers earlier this year, and is
taking europe and the world by storm. in france a mere copy of one of the
big lambada hits by kaoma, has sold in excess of 1.5 million copies; it
reached the top ten in no less than 15 european countries and is the con-
tinent’s biggest selling single of 1989.

cynics wrongly claimed a suggestive accompanying video accounted for
most of its success. dancers, on the other hand, decided that the new
dance steps were probably the finest way to make new, intimate friends.
much of the dance’s appeal lies in its overt sensuality and physical aban-
don, echoing the legendary bacchanalian revelries that accompany brazil’s
annual carnival.

accept no imitation, however. this compilation ‘lambada brazil’ represents
genuine lambada music hot from brazil, not paris. all the artists are major
stars in their homeland. the only exception is carioca, with their top-notch
hit version of ‘lambada’.

margareth menezes is one of brazil’s great new generation of singers, who
has stolen the show on tour with talking head david byrne. her two con-
tributions ‘alegria de cidade’ and ‘tenda de amor’ are the funkiest, most
progressive of the cuts.

luiz caldas, a charismatic figure somewhere between michael jackson and
bob marley, plays a mean guitar and wears outrageously camp stage gear.

caelano veloso was one of the most influential figures in bahia’s
tropicalismo movement in the 70s, a highly political poet, whose lilting
bossa-nova-influenced ‘meia lua inteira’ is typically melodic.

elba ramalho’s outgoing nature is perfectly suited to the lasciviousness
of lambada, and her two cuts here are sweetly infectious.

the bandas tomalira and cheiro de amor are rootsier outfits who go straight
for the dance jugular, while nonato do cavaquinho play a mixture of hi-tech
antillean cadance music with a folky south american edge.

this, then is lambada, the beat the world is dancing to. don’t ask for a
demonstration – just play it and the moves come as naturally as breathing.
lambada brazil is the best compilation of this steamy music so far: lambada
than the rest.

p.s. if you want to hear more about this record, please contact your local
polygram/polydor representative.
BANDA CHEIRO DE AMOR
LUZ CALDAS
ELBA RAMALHO
NONATO DO CAVAQUINHO
CARIOCA
MARGARETH MENEZES
CAETANO VELOSO

BANDA TOMALIRA

LAMBEADA BACAU
LA VEM O TRIO
ZORRA
BANDA CHEIRO DE AMOR
LUZ CALDAS
CARIOCA
MARGARETH MENEZES
CAETANO VELOSO
NONATO DO CAVAQUINHO

ZORRA
LAMBEADA BACAU
ALEGRIA DA CIDADE
DOIDA
MEIA LUA INTEIRA
BANDA CHEIRO DE AMOR
LUZ CALDAS
ELBA RAMALHO
CAETANO VELOSO
NONATO DO CAVAQUINHO

DIOUA VOU TE PEDIR, COISINHA
RODA BAIANA
GRANDE GANDHI
LAMBEADA BACAU
LUZ CALDAS
ELBA RAMALHO
CAETANO VELOSO
NONATO DO CAVAQUINHO

DANCANDO MERENGUE
CLAREOU
GRAYDO
MARGARETH MENEZES
LUZ CALDAS
BANDA TOMALIRA

ENDO DO AMOR (MAGIA)

BONUS TRACK ON CD
London - Two leading French FM networks, NRJ and Europe 1, have launched bids for a London FM franchise. NRJ - whose previous London bid was unsuccessful - has again joined forces with Trans World Communications's syndication arm, PPM Radiowaves. The station would be called Touch FM.

Two additional shareholders are publishers National Magazine (NM) and UK independent station Radio Forth, whose Chairman Richard Findlay will be Vice-Chairman of the new group. Cole would not reveal the scale of the breakdown of the new company, but says NRJ President Jean-Paul Bauderon was again the largest individual shareholder.

Cole: "The format is still very much a music station. Touch FM programming aimed principally at the audience who, as this is a music station, will be able to find a wide range of programmes and concert information."

In response, Germany's record manufacturer Ariatii is sponsoring Julia Fordham's UK tour this month. Ariatari supplies keyboardsof- and hardware to for Touch FM and its logo is featured on tie pieces, brochures and programmes. Cole has won her suit against advertising company Young & Rubicos that used a sound-alike of her for a commercial. Morders was awarded US$ 400,000 by a US District Court judge's decision that the agency had violated her rights by cropping by cropping a TV commercial for Ford's Sable automobile.

Two Live Crew have found a new way to deliver a public service announcement. The group will have Homeboys cards enclosed in their albums and tapes and will give the condoms away at concerts. The group are appearing in display ads with the slogan "Not Be Safe Homeboy cards are the freshest wrap in town!"

British Airways is about to replace Continen-ental Airlines as sponsor of the Capital Radio Flying Eye traffic-spotting plant. The sponsorship began this month as part of the company's major promotion for Casualty. But it has already won international acclaim for its "flypast" in Spain and New York. When it was over at concerts. The rappers also planned to do the same in London.

Echo & The Bunnymen were frequent-ly heard on the Capital Radio Flying Eye traffic-spotting plant. The sponsorship was launched last month as part of the company's major promotion for Casualty. But it has already won international acclaim for its "flypast" in Spain and New York. When it was over at concerts. The rappers also planned to do the same in London.


does not have a pro-

put on Radio 3"

Diamond FM, backed by the Haymarket conglomerate, and broadcaster James Mont-gomery are the only others with proposals for a classical music station.

Other rock stations include Q-Rock (London Rock) and Q-Rock (London Rock), which is applying for a "quality rock" station, and Thames Radio, headed by Paul Boon, Chairman of the Association For Broad cast Development. Thames is also applying for a small speciality music format, having previously submitted material plans which had included jazz.

Metropolitan Radio, which initially challenged Capital Radio's franchise application in 1983, are among the new applicants this time around. The company is proposing a showbiz, music and news station, Showtime Radio. Its backers are the former IBA Radio Of- ficer Bob Kennedy, actor Sir Brian Rix and songwriter Tim Rice.

Another newcomer is Eagle FM, a country music station backed by Surrey-based indepen-dent radio station County Sound. The IBA is expected to an-nounce the winners of the two franchises in early December, the last month before the new Radio Authority comes into being in February 1990.

BUNNYMAN MCCULLOCH GOES SOLO

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Ocean Wins Gold AM Dispute

A UK appeal court ruling has rejected the claim of the name 'Gold AM' by Surrey-based independent radio (IR) station County Sound.

County Sound had obtained an injunction against Hampshire-based Ocean Sound following the launch of Ocean's Gold AM service last December. County Sound was one of the six Gold AM service six months earlier and claimed it had a prior claim to the name.

Following the injunction, Ocean was obliged to identify its station as 'The Gold AM From Ocean Sound'. However, Ocean lodged an appeal, claiming that County Sound had been 'unfairly under attack and airily identified itself as 'County Sound Gold'.

'AM Dispute', the court said the name 'Gold AM' was descriptive rather than distinctive and County Sound had failed to establish that it was known for using the name.

'County Sound's Managing Director, Mike Powell, said he would be taking legal advice on whether it was worth pursuing the matter to a full trial. He is now campaigning for the setting up of a register of station call signs in order to avoid such problems in the future.

Powell: "In a system where we are going to be having hundreds of new radio stations we need to establish a ground rules over station names now.'

Beattles And EMI/Capitol Settle Lawsuits

The Beatles and Apple have settled all their outstanding lawsuits.

The lawsuit dates back to 1979 when Apple sued the group and Apple opens up the possibility of non-top 40 radio, the group and Apple will settle all the differences which have been "marketed too late".

No details of any financial settlements have been given.

The settlement of all the outstanding disputes, including the legal action against Paul McCartney by the rest of the group and Apple, opens the possibility of unrelated Beatles recordings being issued by EMI.

Although EMI only admits to holding 13 unreleased Beatles tracks recorded between 1962 and 1969, recent research at the Abbey Road Studio indicates there may be over 60 unreleased songs, ousted, demos and alternate versions.

GEMA Changes Reporting Rules

West Germany's smaller radio stations need to sign their playlists to GEMA, following a new directive from the national broadcasting association, the German Society of Authors, Composers and Publishers. The move comes after a meeting between the Bavarian Association of Local Broadcasters (VBL) and the Director-General of GEMA.

Erich Schulz, GEMA says that only stations whose annual payments exceed DM 50,000 (app. £1,000) need to sign their playlists. GEMA has been working to bring all 1,000 stations which programmes music (or independent radio) regularly played on the bigger private.

The broadcast publicists Suedwestfunk (SWF) and Suedwestfunk (SDF) are made public the joint statement declaring their proposed merger is off. In consequence they are now being called to work more closely.

Both broadcaster could finally agree with the merger suggestions made by analysts the broadcast in news department.

The Munich-based media licensing authority, BLM, has made public to make 90% fre," it not a hit we will be working closely with the other stations. The appeal is expected to be heard in six months.

The WI felt that it was not to copy or adapt to any music video service or to have the same music videos but it is inevitable we are to do as well in West Germany.

HR Radio Programme Director Peter Klein: "In the last two years the music has been too progressive for HR 1 and 2 showed no ratings change but the pop/rock service has responded better. For HR 4 he said "we are on the road to(|)'

Hessischer Rundfunk Rises To FFH Challenge

Hessische public broadcaster Hessischer Rundfunk (HR), has announced its new pop/rock station which structure and to see any major music videos will be greatly reduced within three to five years.

Formerly Managing Director & Regional Director Northern Europe for RCA Columbia Video, the 42-year-old Gramatke does not envisage any immediate major changes within his new company.

"I joined PolyGram to lead it safely into the 1990's," he says. "I have not come to make drastic structural or personnel changes.""
The controversy surrounding this year's summer hit single, 'Lambada,' has been followed by a string of legal moves and a strongly worded statement released from the song's distributor CBS.

The CBS statement says the single is the best-selling French record ever released, with more than three million singles and two million albums sold worldwide. They also claim to have been informed about the controversy by the French Embassy in Washington.

The statement concludes: "This historic success has never before been denied, and we see no reason why it should be denied now."

World premiere and release scheduled for March 1988 from a third party, was presented earlier this year's summer at the Printemps De Bourges festival. A number of TV appearances have already been made, and a new album by Pino Daniele is expected to be released early next year.

The controversy surrounding this single is in fact, of Bolivian origin and had been written by the Hermosa brothers. Loalwe Cabrini also produced the album, which will be released early next year.

The song Llorando Se Fue which was registered in September by the producers for the song's distribution to the French media, is the highest success has been achieved to date by the producers for the song's distribution to the French media.
Legal Action Halts San Remo Plans

Next year's San Remo Song Festival is still without an official organiser following a legal conflict involving the Milan-based International Artist and the organising Commune Of San Remo.

International Artist, headed by Franco Catraldi, claims its proposal to stage the 1989 Festival was illegally ignored in favour of a private deal between the Commune and Adrian Aragozini, last year's official organiser.

Plans for the 1990 event have been put on hold pending a verdict from the Administrative Tribunal of Liguria (TAR) on International Artist's complaint.

State TV broadcaster RAI, which traditionally airs San Remo, has begun an on-screen competition about the Festival and is already promoting next year's event.

Representatives of International Artists are refusing to make any public comment about their action and would not be drawn on speculation about the Festival's future.

Meanwhile, Adrian Aragozini is asking the Italian Constitutional Court to overturn the TAR restrictions on San Remo's organisation. Through his lawyer, Mario Farina, Aragozini is claiming that the absence of any formal communication between San Remo's organisers and International Artists is not a sufficient reason to block the progress of next year's Festival.

Transmitter Law Criticised

A regional law to spread local radio transmitters throughout Lazio, in central Italy, is being challenged by Friends Of The Earth and The World Wildlife Fund. The environmental groups claim the law was rushed through because of pressure from local residents and stations.

Harpist Zitello Pitches For Pop Market

Italy's best-known Celtic harp player, Vincenzo Zitello, is now being marketed by his record company, CBS, as a pop artist.

Although the artist's instrumental music fits comfortably into the new age bracket, CBS Marketing Director Fabrizio Intra believes that description is too limiting. Intra is convinced that the melodies and rhythms on the album, Kerygma (4651811), will appeal to new age and pop fans alike.

Kerygma was recorded at Abaco Studio in Giusano and Veneto's Console Studio near Venice. The 11 tracks were composed by Zitello and the LP was produced by Alan Goldberg.

Zitello comes to the world of pop from a classical music background. He has worked on projects with EMI artists Alice and Franco Battiato and CBS performer Inane Fossati.

International artist Patrick Molard (Uilean pipes/irish flute), Jack Molard (violin) and Fossati all contribute to the Kerygma guest list.

Intra says: Zitello's music will appeal to CD buyers and CBS says it is aiming for major penetration in what it sees as the currently limited disc market.

Intro: "The artist needs to be seen live. He will be performing at various concert dates in support of a wide range of international artists." Selected TV appearances are being lined up.

WET WET WET

Holding Back The River

In 1987 Wet Wet Wet released 'Popped In Souled Out'. In less than twelve months it had spawned four hit singles and become one of the most successful debut albums of all time and the UK music industry's top selling album of 1988.

On October 30th Wet Wet Wet released their platinum follow up . . .

Holding Back The River

Including The Smash Hit Single 'Sweet Surrender'

CD - MC - LP

842 011-2 842 011-4 842 011-I

THE NEW ADDRESS IS:
RIJNSBURGSTRAAT 11
1059 AT AMSTERDAM
THE NETHERLANDS
NEW PHONE NUMBER
31.20.669.1961
NEW FAX NUMBER
31.20.669.1941

FROM NOVEMBER 27
MUSIC & MEDIA
IS MOVING TO NEW OFFICES.

PLEASE NOTE
THE NEW ADDRESS IS:
RIJNSBURGSTRAAT 11
1059 AT AMSTERDAM
OR
PO BOX 9027
1006 AA AMSTERDAM
THE NETHERLANDS
NEW PHONE NUMBER
31.20.669.1981
NEW FAX NUMBER
31.20.669.1931

PLEASE NOTE
FROM NOVEMBER 27
IM & MC
IS MOVING TO NEW OFFICES.

THE NEW ADDRESS IS:
RIJNSBURGSTRAAT 11
1059 AT AMSTERDAM
OR
PO BOX 9027
1006 AA AMSTERDAM
THE NETHERLANDS
NEW PHONE NUMBER
842 011-2
NEW FAX NUMBER
842 011-4
842 011-I

WET WET WET...
Antler Signs US Deal

Belgium independent record label, Antler, has signed an agreement with PolyGram label Wing Records, to release a compilation album in the US. Antler has already been working on US distribution with the Wax Trax label. Wing Records A&R Manager, Heather Irving, plans to release the album in late November. It will feature Belgian new beat and acid tracks as well as singles by Lords Of Acid and Dirty Harry. The album will be launched by a US 35.000 campaign. It will include press and radio advertising, parties and promotional T-shirts. The campaign will be coordinated by marketing and promotions company AAM.

CD Rental Threatens Dutch Industry

by Mark Fuller

The survey to lobby the government to change current legislation which does not recognize lending rights for producers, performing artists and authors.

George Knops, STEMRA's PR chief, says if swift action is not taken, pressure will be put on the industry's future investment in expensive recordings, new talent and new types of music.

More than 50% of the survey sample say they would not be opposed to paying more to rent CDs if the extra money was channelled back to the copyright holders. The average hire charge is around Dfl 2.50.

Meanwhile, CD sales in Holland are still growing strongly. Turnover is projected to amount to Dfl 700 million this year, up from Dfl 525 million in 1988.

Record Number Of Giveaways At 10-Day Event

Over 602,000 units, including 378,000 CDs, of a free compilation went away during the Dutch record and retail industry's annual promotional campaign, '10 Days Of Records'. The highest number of giveaways before this year's event was 480,000 units.

Jan Gaasterland, Director of the event organisers SCGP, says it was the best year yet: "It was the first year we used CDs in the campaign and they made up 63% of all the units we gave away. About 21% were MCs and only 12% were vinyl. We probably won't offer the vinyl option next year!"

Gaasterland says virtually the whole catalogue sold well and that no particular record or artist benefited more than another from the campaign. "But what we did notice was that it got off to rather a slow start, despite heavy TV, radio and newspaper advertising. Next year, which will be the tenth, we may return to a TV gala night to let everyone know the event has started!"

During the event anyone who spent Dfl 49.50 on CDs or Dfl 25.50 on MCs or LPs received a free copy of the compilation, Warm Amsbevel (Warmly Recommended). Some 1,000 of Holland's 1,150 retailers took part in the campaign, a joint venture between the record industry and retailers who cost the industry Dfl 950,000 (app. £290,000).

Giveaways At 10-Day Event

The debut album by Poggun - who have been recording singles for five years - has just been released in Belgium by Antler Records, who are now negotiating promoted by a fairly low-key campaign: "The band will perform on several TV channels and have also done a radio interview and presentation on BRT Studio Brussels, the national youth broadcaster!"

Some copies of the album are being issued with gold coloured sleeves and stickers, so customers can design their own cover. Retailers will also receive a free copy of the single for every CD they order.

Recording for the album began in December 1988 at Paul Rispens' Powertone studio in Mechelen and was finishedby Ludo Cambierin in April at Studio Quaidarts in Brussels. The CD version of the album also contains the band's three first singles as extra tracks.

Poggun were formed some five years ago when Frank Emmonds and Patrick Nicasi teamed up to record demos on an antique Telstar recorder. They were signed to Antler and soon after, a first single Always Alone was released through CBS. The band performed at European festivals and appeared on TV throughout Europe. They released several more singles and went on to record a compilation album, The Game, and represented Belgium at the 1986 EBU festival.

Singles Chart Performance

TOP 10 SINGLES

1. Jimmy Cliff - You Can Get By
2. Boney M - Temple Of Love
3. Mark King - Can't Help MySELF
4. Bono & The Boomtown Rats - I Miss You
5. Annie Lennox - Why
6. Paul Young - After The Love Has Gone
7. A-Ha - The Sun Always Shines
8. Heaven 17 - A Change Of Heart
9. The Smiths - Pit
10. Duran Duran - Skin

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**SCANDINAVIA**

**MEDIA**

**MUSIC**

Danish Radio Agencies Merge

Copenhagen - Denmark's two major media advertising agencies - Radio Spots and Radio/TV Booking - have merged. The agency is now known simply as Radio/TV Booking and according to Managing Director Preben Vridstoft, will account for around 60% of Danish radio's advertising market over the next year.

On the TV front, Radio/TV booking estimates it will account for around 70-80% of total spending. Vridstoft says the Danish radio advertising market is currently worth between Dkr 40 million and 50 million (app. £ 3.5-4.4 million), with the TV market worth between Dkr 30 million.

The decision to merge was "entirely logical," believes Vridstoft. "Rivals than spending money in fighting each other, in joining together we stand a better chance of advancing the entire radio and TV industries," he says.

When limited advertising on radio was legalised in Denmark in August 1988 around 350 stations took to the air. Vridstoft now believes that number has dwindled to 206, though this is still "too many. A year from now many more will have died through lack of advertising income!"

Radio/TV Booking has compiled a "Radio Denmark" list of 43 of the country's larger stations on which it will concentrate its sales. Each station on the list, which spans the country, is pledged to carry out detailed audience research at least twice a year.

Vridstoft says that since deregulation it has proved a struggle to persuade advertisers that radio is a credible medium, though now Radio/TV Booking's list of clients is broad and includes banks, supermarkets, soft drinks firms and car hire companies.

**SPAIN & PORTUGAL**

**PRIVATE**

**TESTS TO BEGIN NEXT MONTH**

by Janas Bourne

Spain's newly licensed private TV channels will be able to start regular transmission on December 15. The announcement was made by Jose Arnez, Chief Executive of Retevision, the state owned company which will distribute the three new channels.

Aneta 3 has already said it hopes to begin its full schedule with the broadcasting of King Juan Carlos' traditional Christmas message to the nation.

Retevision has not set a definite date but, according to latest reports, could be on air by early January. Canal Plus will not start broadcasting until the end of March, just before the official deadline.

Retevision has invested Pta 2.3 billion (app. £ 1.92 million) in improving transmission capability in Madrid and Barcelona where all three channels will first be broadcast. However Arnez said Retevision still has to decide how to use the Estrela or Astra satellites for broadcasting the new channels.

Meanwhile Univision, (part owned by Rupert Murdoch), has had an appeal against the government's decision not to award it a franchise free in your area, contact

![Henry Hartzenbusch, Ludwigstrasse 2, 8000 Munich 22, W. Germany, Tel: (49 89) 28 60 91, Tlx: 523737, Fae: (49 89) 2809210](https://americanradiohistory.com)

**SPOTLIGHT**

**SOTO'S DOUBLE CELEBRATION**

by James Bourne

Singer/songwriter Jose Manuel Soto has two things to celebrate in November - the release of his second LP and being picked to represent state TV company TVE at the Festival De La Organizaciom De Televisioes Iberoamericanas (OTI) - the Ibero American version of the Eurovision Song Contest.

The new album Como Una Lluvia (EPC 466042), and the single of the same name (EP 655471), were released on Epic CBS in Spain on November 6. Initially 100,000 copies were ordered and CBS' International Marketing Manager Adrian Vogel claimed 58,000 units were sold in the first week.

Vogel says the OTI contest, broadcast live on state-run TVE2, saves a great deal of promotion work. Soto has a strong following in the Americas, and his song Pelo Elos made no.1 in Billboard's Latin chart last year after Sergio Vargas recorded a salsa version. Soto's first album, Per Ella, was recorded for Andalucia's independent label Sonor 18 months ago. The label was later bought by CBS. It has sold over 300,000 copies.

Afer OTI, Soto will make a promotional visit to Portugal, where sales of his music are improving. The possibility of publishing Soto's poetry is also being discussed.
UB40

LABOUR OF LOVE

II

AVAILABLE ON
ALBUM, CASSETTE & CD

MASTER CHART - November 25, 1989

SINGLES
Phil Collins Airplay
Eric Clapton Airplay
Kaoma Sales
Tracy Chapman Sales

CHART BUSTERS
Explosives features the major new releases by established and new artists.
Chart Busters is a quick reference to this week's Hot 100 Singles/Albums and the European Top 55 artists. Chart positions are indicated when appropriate.

SINGLES
Phil Collins Airplay
Kaoma Sales
Tracy Chapman Sales

SINGLES OF THE WEEK
Vital for your play list.
Inga - Something Stupid
Ziggy Marley & The Melody Makers - One Bright Day
Malcolm McLaren & The Beasts Of Turf - House Of The Blue Danube

SURE HITS
Donna Summer - When Love Takes Over You
Iron Maiden - Inevitable Dreams
Climie Fisher - This Old Heart Of Mine
Rod Stewart - This Old Heart Of Mine
Tina Turner - Steamy Windows

EMERGING TALENT
Continental records ready to cross-over
La Mano Negra - King Kong

CHART ENTRIES

Top 100 Albums
Eric Clapton - Journeyman
Level 42 - Level Best

FAST MOVERS
Airplay Top 50
 BTS - The Time

HOT ADDS
Breaking Out On European Radio
Gloria Estefan - Get On Your Feet

YESTER HITS
the Eurochart top five from five years ago

November 25 - 1984

Singles
Stevie Wonder - I Just Called To Say I Love You
Ray Parker Jr. - Ghostbusters
Culture Club - The War Song
Duran Duran - The Wild Boys
George Michael - Careless Whisper

Albums
Stevie Wonder - OST - Woman In Red
Ray Parker Jr. - Ghostbusters
Julio Iglesias - 100 Bal Air Place
Deep Purple - Perfect Strangers
Prince - Purple Rain
**REPORT**

**THE MOST PLAYED RECORDS IN EUROPE**

**united kingdom**

1. Talking Heads - 'Heaven Knows I'm Miserable Now'
2. Smiths - 'This Charming Man'
3. Culture Club - 'Karma Chameleon'
4. Joy Division - 'Love Will Tear Us Apart'
5. Buzzcocks - 'Ever Fallen In Love'
6. Cure - 'Friday I'm In Love'
7. Dire Straits - 'Tsx For You'
8. Cure - 'Inbetween Days'
9. Joy Division - 'Unknown Pleasures'
10. Frank Zappa - 'Tщу Round Sat On TV'

**germany**

1. U2 - 'I Still Haven't Found What I'm Looking For'
2. Sting - 'Shape Of My Heart'
3. Depeche Mode - 'Enjoy The Silence'
4. Berlin - 'Take Five'
5. Bryan Adams - 'Run To Paradise'
6. Udo Lindenberg - 'Fernstein' (featuring Chagall)
7. Kraftwerk - 'The Model'
8. U2 - 'Another Day In Paradise'
9. Depeche Mode - 'Personal Jesus'
10. Sam Fontes - 'Fieck Den Tod'

**switzerland**

1. Yellow Magic Orchestra - 'Electric Joy Ride'
2. Kraftwerk - 'Transatlantic Ping Pong'
3. Kraftwerk - 'Spa'
4. Kraftwerk - 'Tour De France'
5. Kraftwerk - 'Tesla World Cup'
6. Kraftwerk - 'Tour De France (Part 2)'
7. Kraftwerk - 'I petals Under The Stars (Part 1)'
8. Kraftwerk - 'I petals Under The Stars (Part 2)'
9. Kraftwerk - 'The Model'
10. Kraftwerk - 'The Model (Part 2)'

**austria**

1. Kraftwerk - 'The Model (Part 2)'
2. Kraftwerk - 'The Model (Part 2)'
3. Kraftwerk - 'The Model (Part 2)'
4. Kraftwerk - 'The Model (Part 2)'
5. Kraftwerk - 'The Model (Part 2)'
6. Kraftwerk - 'The Model (Part 2)'
7. Kraftwerk - 'The Model (Part 2)'
8. Kraftwerk - 'The Model (Part 2)'
9. Kraftwerk - 'The Model (Part 2)'
10. Kraftwerk - 'The Model (Part 2)'

**ireland**

1. U2 - 'I Still Haven't Found What I'm Looking For'
2. U2 - 'I Still Haven't Found What I'm Looking For'
3. U2 - 'I Still Haven't Found What I'm Looking For'
4. U2 - 'I Still Haven't Found What I'm Looking For'
5. U2 - 'I Still Haven't Found What I'm Looking For'
6. U2 - 'I Still Haven't Found What I'm Looking For'
7. U2 - 'I Still Haven't Found What I'm Looking For'
8. U2 - 'I Still Haven't Found What I'm Looking For'
9. U2 - 'I Still Haven't Found What I'm Looking For'
10. U2 - 'I Still Haven't Found What I'm Looking For'

**italy**

1. Pino Daniele - 'Sting Of Love'
2. Pino Daniele - 'Sting Of Love'
3. Pino Daniele - 'Sting Of Love'
4. Pino Daniele - 'Sting Of Love'
5. Pino Daniele - 'Sting Of Love'
6. Pino Daniele - 'Sting Of Love'
7. Pino Daniele - 'Sting Of Love'
8. Pino Daniele - 'Sting Of Love'
9. Pino Daniele - 'Sting Of Love'
10. Pino Daniele - 'Sting Of Love'

**spain**

1. Yes - 'Yesterdays'
2. Yes - 'Yesterdays'
3. Yes - 'Yesterdays'
4. Yes - 'Yesterdays'
5. Yes - 'Yesterdays'
6. Yes - 'Yesterdays'
7. Yes - 'Yesterdays'
8. Yes - 'Yesterdays'
9. Yes - 'Yesterdays'
10. Yes - 'Yesterdays'

**holland**

1. U2 - 'I Still Haven't Found What I'm Looking For'
2. U2 - 'I Still Haven't Found What I'm Looking For'
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4. U2 - 'I Still Haven't Found What I'm Looking For'
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**germany**

1. Kraftwerk - 'The Model (Part 2)'
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**france**

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**music & airplay**

1. Another Day In Paradise
2. If Only I Could
3. I Gotta Miss You
4. The Best
5. Sowing The Seeds Of Love
6. Leave A Light On
7. The Top Road To Hell (Part 2)
8. Oh! You Made Me Miss You
9. World
10. cdg455 - If You Need Me

**top 50**

1. Another Day In Paradise
2. If Only I Could
3. I Gotta Miss You
4. The Best
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**master chart**

1. Another Day In Paradise
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<thead>
<tr>
<th>WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>ORIGINAL LABEL</th>
<th>PUBLISHER</th>
<th>COUNTRY</th>
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<td>1</td>
<td>Lambada</td>
<td>Karsa (OHM/EMI Music Promotion)</td>
<td>EMI USA</td>
<td>Germany</td>
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<td>2</td>
<td>Girl I'm Gonna Miss You</td>
<td>Phil Vally (Vocalis/Chrysalis)</td>
<td>EMI Music</td>
<td>Germany</td>
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<td>Swing the Mood</td>
<td>Joe Bunny &amp; The Mastermixers</td>
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<td>Pump Up the Jam</td>
<td>Teckleck &amp; The Fatman</td>
<td>Virgin</td>
<td>Germany</td>
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<td>That's What I Like</td>
<td>Joe Bunny &amp; The Mastermixers</td>
<td>Polydor</td>
<td>Germany</td>
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<td>Another Day In Paradise</td>
<td>Phil Collins (EMI/Chappell &amp; Key)</td>
<td>EMI Music</td>
<td>Germany</td>
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<td>Ride On Time</td>
<td>Black Box &amp; The Message</td>
<td>A&amp;M Records</td>
<td>Germany</td>
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<td>If Only I Could</td>
<td>Sydney Youngblood</td>
<td>Chrysalis (TCR)</td>
<td>Germany</td>
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<td>All Around The World</td>
<td>Lisa Stansfield</td>
<td>Mercury</td>
<td>Germany</td>
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<td>French Kiss</td>
<td>L'Express (EMI/Chappell &amp; Key)</td>
<td>EMI Music</td>
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<td>Never Too Late</td>
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<td>New Kids On The Block</td>
<td>Virgin</td>
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<td>Sowing The Seeds Of Love</td>
<td>Tears For Fears (Intersect Music)</td>
<td>EMI Music</td>
<td>Germany</td>
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<td>14</td>
<td>If We Can't Be Together (UK)</td>
<td>Janet Jackson (EMI)</td>
<td>EMI Music</td>
<td>Germany</td>
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<td>Coeur De Loup</td>
<td>Philippe Lofaro</td>
<td>Virgin</td>
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<td>Right Here Waiting</td>
<td>Paul McCartney</td>
<td>Parlophone</td>
<td>Germany</td>
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<td>The Best</td>
<td>Tiny Turner</td>
<td>Columbia</td>
<td>Germany</td>
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<tr>
<td>18</td>
<td>Personal Jesus</td>
<td>Depape Photo</td>
<td>Eleven/Seven Records</td>
<td>Germany</td>
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<td>Young Guns</td>
<td>Russel Grant &amp; The Barracudas</td>
<td>Columbia</td>
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<td>Chasalis</td>
<td>Columbia</td>
<td>Germany</td>
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<td>We Didn't Start The Fire</td>
<td>The Who (EMI)</td>
<td>EMI Music</td>
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<td>Leave A Light On</td>
<td>Belladonna</td>
<td>Virgin</td>
<td>Germany</td>
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<td>23</td>
<td>Street Tuff</td>
<td>Double Trouble &amp; The Rebel P&amp;C</td>
<td>Dees (Dees Records)</td>
<td>Germany</td>
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<td>Cherish</td>
<td>Madonna</td>
<td>Virgin</td>
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<td>Don't Know Much</td>
<td>Linda Ronstadt &amp; Alvin Stardust</td>
<td>Mercury</td>
<td>Germany</td>
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<td>If I Could Turn Back Time</td>
<td>Chicago Blue River (EMI)</td>
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<td>Tell It Like It Is</td>
<td>Don Johnson</td>
<td>Virgin</td>
<td>Germany</td>
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<td>28</td>
<td>Room In Your Heart</td>
<td>Living In A Box</td>
<td>Virgin</td>
<td>Germany</td>
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<td>Poison</td>
<td>Alice Cooper</td>
<td>Atlantic</td>
<td>Germany</td>
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<td>Bad Manners</td>
<td>Poison Ivy</td>
<td>Columbia</td>
<td>Germany</td>
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<td>Easy</td>
<td>Ice-T</td>
<td>ICP Records</td>
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<td>32</td>
<td>Listen To Your Heart</td>
<td>Bon Jovi (EMI)</td>
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<td>Grand Piano</td>
<td>Maestros</td>
<td>Atlantic</td>
<td>Germany</td>
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<td>34</td>
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</tbody>
</table>
**hot BREAKOUTS**

**uk & ireland**
- Robert Palmer: "If You Can" (Parlophone)
- F. Y. Cannibal: "I'm Not The One I Used To Be (ES/Cira)
- Mary Black: "No Frontiers (Essex)
- The Four Of Us: "Tina" (Details)

**germany, austria, switzerland**
- Heinz Rudolf Kunze: "Ich Denke An Dich" (Hansa)
- Marianne Rosenberg: "Denn Es Denn Ein (Hansa"
- Elza Sooho: "Zum Ich Haus (CBS)
- Boris Buskowsky: "Wie Man Liebe Was Ich" (Hansa)
- Poets of the Fall: "La Compagnie Creole" (Carpenters)

**france**
- Marc Lavoine: "Avec Toi (Midi)
- Vanessa Paradis: "Marpes (Polydor)
- Code secret: "Fashion House (CBS)
- La Compagnie Creole: "Santana" (Polydor)
- Angelo Branduardi: "Tina O Sal (Polydor)

**italy**
- Edoardo Bennato: "Perseverine" (Warner Music)
- Zucchero Fornaciari: "HiNo Bagnoli" (Napoli)
- Edoardo Bennato: "Sulla Pelle (E.P.Aus)
- Ich Denk An Dich: "Ages Was He Will" (Warner Music)

**spain**
- Saulo: "Gentrem Hig Og Kand (Koh.)"
- Moonjam: "Kamhke Kys (SerttiDen)
- Pa Slaget 12: "Phantom Of The Opera (KoOg"
- Sofia Kallgren A Uffe Persson: "Grag..." (Pogfiron To.

**scandinavia**
- Svulku Mod Electric Boys: "For Flt. (Phogmang)
- Sofia Kallgren & Uffe Persson: "Phrion Of The Opera (CB.S)"
- Pi Saiglet 12: "Kamioaki YosuGepuch"
- Moonjam: "Cetrele Oy Yd (Kuchtin)

**belgium**
- Dimitri Van Toren/Flairck: "The Black Lot"
- Confetti: "Keep Smiling (K.Ba"
- Jimmy Frey: "Santana Loo (Polydor)

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**EUROCHART hot 100 SINGLES IN EUROPE**

**Country**
- **UNITED KINGDOM**
  - All Around The World
  - Another Day In Paradise
- **GERMANY**
  - Girl I'm Gonna Miss You
  - Girl I'm Gonna Miss You
- **FRANCE**
  - Swell The Mood
  - Y A Pu Que Lec Grandis Qri Rent
- **ITALY**
  - Lambada
  - Lambada
- **SPAIN**
  - Girl I'm Gonna Miss You
  - Girl I'm Gonna Miss You
- **HOLLAND**
  - Lambada
  - Lambada
- **BELGIUM**
  - Lambada
  - Lambada
- **DENMARK**
  - Lambada
  - Lambada
- **CRON SINGLES IN EUROPE**
- **UNITED KINGDOM**
  - The Road To Hell
  - Enjoy Yourself
- **GERMANY**
  - Crossroads
  - Krole Way To Wait
- **FRANCE**
  - Sarbacane
  - A New Flame
- **ITALY**
  - Oro Incono E Birra
  - Cuts Both Ways
- **SPAIN**
  - Descansa Dominical
  - Urk
- **HOLLAND**
  - U.S. Rental Album
  - Amour Pour Amour
- **BELGIUM**
  - Hoexo
  - Montalbano
- **SWEDEN**
  - 35 - Arigone
  - Enjoy Yourself
- **DENMARK**
  - Mr. Swing King
  - Foreign Affair
- **NORWAY**
  - To..." Podcast
  - Rich And Poor
- **FINLAND**
  - Foreign Affair
  - Foreign Affair
- **IRELAND**
  - Spark To A Flame
  - Foreign Affair
- **SWITZERLAND**
  - Foreign Affair
  - Foreign Affair
- **AUSTRIA**
  - Foreign Affair
  - Foreign Affair
- **GREECE**
  - Lambada
  - Lambada
- **PORTUGAL**
  - Lambada
  - Lambada

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**EUROPEAN top 100 ALBUMS**

**Country**
- **UNITED KINGDOM**
  - The Road To Hell
  - Enjoy Yourself
- **GERMANY**
  - Crossroads
  - Krole Way To Wait
- **FRANCE**
  - Sarbacane
  - A New Flame
- **ITALY**
  - Oro Incono E Birra
  - Cuts Both Ways
- **SPAIN**
  - Descansa Dominical
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- **SWITZERLAND**
  - Foreign Affair
  - Foreign Affair
- **AUSTRIA**
  - Foreign Affair
  - Foreign Affair
- **GREECE**
  - Lambada
  - Lambada
- **PORTUGAL**
  - Lambada
  - Lambada
## NITS - Urk

**THE ALBUM "Urk"**

29 songs, 2 hours of music, recorded live in Amsterdam, Moscow, and Utrecht. Already gold and top 3 in Holland and releases all over Europe.

**THE SINGLE "ADIEU SWEET BAHNHOF"**

Supported by another great video.

**THE TOUR**

NOVEMBER: 13 Louvain - 17 Lille - 18 Paris (Olympia Theatre) - 29 Antwerp - 30 Turnhout

DECEMBER: 1 Luik - 2 Gent - 6 Nantes - 7 Toulouse - 8 Montpellier - 9 Marseille - 13 Strasbourg - 14 Besançon - 15 Lyon - 16 Grenoble - 30 Amsterdam

More dates to be confirmed.
Private TV And Music Programming
New opportunities in a highly competitive market

by Anne Marie de la Fuente & Ted Perkins

Antena 3 intends to go on air on December 25 with 18 hours broadcasting a day, increasing to 24 hours within three months. Formed by editorial group La Vanguardia and one of the leading radio networks, Antena 3, the channel will concentrate on news and current events.

However, A3 Executive Jose de las Casas says the station will look into all programming opportunities. "Images are indispensable in today's programming formats. We're not sure whether they'll stand alone or be used just as continuity material." Elsewhere on Spanish TV screens, regional stations and the private networks frequently use video-clips as top of the hour breaks, or where available advertising space has not been filled by clients.

A3 TV will also have the technical capacity and studio space to produce live music shows and variety specials. Jose de las Casas: "We will target as many age groups as we can!" A3 will most certainly have some musical programming, although Executive Head of Programming, Ramon Pradera, says it is too early to say what form it will take. However, according to A3's company report, Saturday afternoons will be filled with an as-yet-unitled musical variety show featuring a five band concert, musical trivia show and concerts intermixed with video-clips.

Canal Plus Spain, formed jointly by Canal Plus France, the PRISA publishing group and various banking concerns plans to begin broadcasting in the late spring. It will have a heavy concentration of films, general entertainment, and music. The channel has appointed Fernando Salvadori, from leading radio station Los Cuarenta Principales, as Director of Music. Production Head of Music Jose Bestiero says music will play a central role in the way Canal Plus Spain divides up the pay portion of its programming schedule.

Canal Plus Spain's financing will rely in part on subscriptions from the use of decoders. Canal Plus Spain divides up the pay portion of its programming schedule.

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The third of the new private TV stations is Gestevision Tele-5, backed by Berlusconi's Fininvest empire from Italy (with a 25% stake) along with publishing group ANAYA, and the charity group ONCE. The group plans to start broadcasting in the early new year.

Sources at the Berlusconi-owned production house Videomontage, say major management positions in the company have not yet been filled. Many media analysts now say the station might not make it on the air as scheduled.

According to company representatives, and articles published in the Spanish press, Tele-5 will give less emphasis to news, because Antena 3 and state network TVE are devoted to that segment of the market.

The schedule is most likely to follow the Berlusconi model in Italy, with the emphasis on made-for TV movies produced in Spain, and Italian programming channelled through Fininvest. The company is already committed to training personnel in Madrid, and supplying various services, particularly including the use of the Berlusconi-owned Rima Studios outside Madrid.

According to ANAYA hand German Sanchez, the group will come out with a "very Spanish entertainment service" targeted at every segment of the population.

If this is the case, music programs will be included, as they are in every other private TV channel, although at press time there was no official confirmation of the level or kind of music shows the station will include.
Music Programming In
A Divided Market

Stressing the regions in a national framework
by James Bourne

Spain's national networks are busy fighting it out in a divided but profitable market. Spain is a highly regionalized and diverse country and the networks stress the local elements and few of them make any attempt at national programming. Music and Media talks to three of Spain's radio's most important music programmers.

State run Radio Nacional de Espana (RNE) was reorganized at the beginning of this year. It is now made up of a complex system of five basic networks. Although three of the networks remain national, there has been an increased emphasis on regional programming.

RNE's audience figures have suffered from the bewildering number of name and programme changes. Radio 1 dropped to fourth place in the most recent ratings, with 21.2 million listeners. The former Radio Cadena Espanola became Radio 4 and 5 at the beginning of this year. Radio 5 is now a news channel on medium wave. Radio 4 is made up of 17 major stations and 59 minor ones. They broadcast 24 hours a day throughout Spain and many of them use local languages and dialects. Madrid has an additional station called Canal Pop.

Programming has moved from Radio Cadena Espanola's emphasis on pure music towards a mix of talk and music, with more emphasis placed on sports and news. Advertising Executive Angel Fernandez admits that the network is still suffering from a lack of identity, and revenue is only expected to rise by 10-15% this year.

RNE's Carlos Garrido has just developed a new-style playlist. The list will be wide-ranging and will eventually become a guide to popularity, although not a chart as such. Garrido describes them as "songs which are or will become hits".

The list is made up of 50 singles played in rotation and chosen by Garrido and two colleagues once a week. The first list ranges from rock acts such as Deacon Blue and Loquillo to Spanish singers like Ana Bole. Eventually a computer programme will select when the records should be played.

Madrid's Canal Pop is aimed at a younger and more dynamic audience and DJs have a much wider choice, using 70 top LPs rather than singles. Commercial tracks from albums are played between 7am - 2pm and 3-7 pm. Garrido defends its low-audience figures and says its programmes, ranging from Jazz to Salsa, fill an important gap in the market.

In just seven years, Antena 3 has become the third most popular radio network in Spain with 2.33 million listeners. Its audience is predominantly male, aged 19-45 and middle to upper-middle class. Head of Music Programming Emilliano AlaiZ says this shows the importance of its news and sports programming.

Five people meet weekly to draw up a chart/playlist of new releases and top selling LPs nationwide. The network calls 30 major retailers each week to keep track of sales and the results are fed into a computer. The top 10 is made up by sales and current records. The remaining records on the list are new releases.

AlaiZ: "We follow sociological changes. When hard rock sells millions we'll play it; a lot of people criticise Julio Iglesias, but he sells!" AlaiZ says Antena 3 has an "open door policy" to new bands and labels.

The new list is presented on a nationally broadcast programme on Saturday nights. Other programmes are tailored to local areas. Antena 3 also has an oldies network, Radio 80, which broadcasts classic hits 24 hours a day.

The undisputed leader in music radio is SER, with three networks covering the whole country. Los 40 Principales is the most successful of these - with an au-
SPAIN - MEDIA UPDATE

Phil Collin’s Another Day In Paridox.

Revert says the committee listens carefully, Revert recognises that a computer may soon be necessary. The network’s importance has given it world exclusive duties on certain singles as Spanish. The chairmen says the committee listens carefully, yet he does not want to add the importance of which he says his main criteria is to satisfy the audience, aged overwhelming under 25.

The network’s regional presence gives local bands and independent labels a good chance of making the list if the station leaders like them.

The mix of records is roughly split 50/50 between Anglo-American and Spanish music. Hardly any other European records get into the 40. The records (plus another 40 which can be played over the week) are then numbered as well as coloured and played in rotation. Although he is unwilling to change a system which he is thus successful, Revert recognises that a computer may soon be necessary. The network’s importance has given it world exclusive duties on certain singles as such as Los Cuarenta Principales.

“Perhaps, the most important things is to have lots of listeners.” Rafael Revert, Head of Music Los Cuarenta Principales.

SPAIN - MEDIA UPDATE

The market for modern instrumental music appears the most promising from a period of New Age overkill. But the profit remains extremely difficult to promote, receiving little radio support and artists reluctant to take part in major tours.

The term New Age is now strongly rejected by many of the labels which introduced and later developed it. Companies such as Windham Hill and Private Music are broadening their fields of interest, moving into vocal music and popular repositories.

Since Windham Hill launched a special European campaign, posting a European label manager in A&M’s European office in Paris in 1987, it claims that sales on the continent have increased by over 350%. The company forecasts further growth in unit turnover of 25% for 1989.

Windham’s Manager, Van Hughes targets a 50% growth to two factors: improved distribution and the recent success of the label's 7 CD box set of Tuck & Patti. In March of this year, the company started using PolyGram's International Music Service (IMS) based in West Germany. This allowed the company to build other European networks and set up a mainland European manager from the Netherlands, France and Germany. It also enabled the company to import records into bulk orders to one central point in Europe and a half years ago, describes his approach. Private Music is continuing to broaden its approach. It will release a blue album, Sagar, in February by US singer Leon Redbone, which is different in style from anything else on the label.

Another new signing is vocalist from London to Holland in order to boost distribution. Another new signing is vocalist Henry Padovani of No Speak, which is part of Miles Copeland’s independent record company I.R.S. Records, will release his new album in January or February. Wea, owner of Nonesuch and Opal, is currently reorganising the European activities of both labels in the classical music division and has not yet finalised details of forthcoming campaign.

The label’s top selling artists in Europe are George Winston (who recently renewed his contract with the company), Michael Hedges, Tuck & Patti and the label’s co-founder William Ackerman. Windham Hill’s output is still determined by Akkerman’s personal preference. The label claims that only two releases in its 14 year history have failed to make a profit.

In November/December Windham Hill will release a sampler of the New York folk scene titled Legacy, which includes a contribution by Suzanne Vega and Commotion, a compilation of every Wind-ham Hill jazz artist.

The New York-based label Private Music was set up in 1983 by Peter Baumann of the electronic band Tangerine Dream and started importing products into Europe in 1986. In October 1988 it signed a worldwide licensing deal with BMG and has released over 60 titles since then.

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Venture has just released Michael Nyman’s soundtrack for Peter Greenaway’s latest film “The Cook, The Thief, His Wife And Her Lover”. It plans to launch a box set of all Nyman’s work for Greenaway at the end of the 1989, Venture has also scheduled new album releases for Japanese sax player Akira Sakata and vocalist Kenny Loggins.

Henry Padovani of No Speak says his label will continue to promote “moderate instrumental music with a beat by virtuosi.” Padovani plans to move his base from London to Holland in order to keep in touch with continental trends.

No Speak, which is part of Miles Copeland’s independent record company I.R.S. Records, will release the Guitar Speak II album in January or February. WEA, owners of Nonesuch and Opal, is currently reorganising the European activities of both labels in the classical music division and has not yet finalised details of forthcoming campaign.

Innovation is distributed by EMI while her other label carrying instrumental music, Verdiara, is distributed by different importers in each territory. Brands: “Independent distributors are getting stronger in Europe. They are realising there is a market for this kind of staff, especially film sound tracks and music with listening quality!”
**PREVIEWS**

**ALBUM OF THE WEEK**

**The Screaming Blue Memphis**

Totally Religious - Egos

The third full-length LP from this talented trio marks a move away from the radio-friendly sound of 1987's *Bikini Ride*. The band's songwriting is in full swing and is now the style that is definitely '90s. Much closer to Eurythmics than to the band's earlier singles. A very strong production by Howard Gray and Bob Stevens perfectly complements a record that is neither pop nor hard rock. First-class entertainment.

**ALL ABOUT EVE**

Scared And Other Stories - Egos

The Eves have come up with a strong second LP of friendly, melodic, new-wave-flavoured material. Julianne Brabant's crystal-clear voice is a treat for lovers of pop. Sounds like the band has matured.

**Kym Mazelle**

Crazy - Swerve

Mazelle's debut LP is made up of sophisticated Garage sound with a gospel edge. The artist's vocals dominate the proceedings on 11 highly commercial, well-produced songs. Best: Crazy 'Bout The Man, Love Strain, Give It To You and Wait (written and co-produced by Dr Robert).

**Chris Rea**

The Road To Hell - WEA

A strong album recorded between 1984 and 1989 that provides listeners with a wealth of material. This LP is excellent. Absolutely fantastic.

**J.J. Cale**

Travel Log - Elektra

A strong album with the same degree of success as the debut LP. The artist's name is crowded with songs that are not only highly commercial, but also equally successful in the US. A fine effort by this legendary artist.

**Beautiful South**

Welcome To The Beautiful South - Go Dax/London

Fresh, light-hearted material with an uncomplicated production by Mike Hedges. Vocals are of high quality.

**ALL IS NOT QUIET ON THE JET FRONT**

Billy Joel has finally finished a new album, *Crisis On The Jet Front*, and is now rehearsing for his forthcoming 18 months world tour, which kicks off in November. The album features the hit song "I Go To Extremes," which has been a major success in the US. Joel has also included some of his old favorites, such as "Mickey's Monkey" and "The Night Will Never End." This album is expected to be released in early 1989.

**SPOTLIGHT**

**Billy Joel**

"I Go To Extremes" (Long Island's local fishermen) encounter Joel.

"Downneat fours are the boats used by the commercial, local fishermen. Long Island is becoming overcrowded and the water is increasingly polluted. Things are disappearing, like the fisherman. I wrote this song to try to help them and to give them a voice in their situation. I feel very strongly about preserving our natural habitat.

**JOEY'S JOKE**

Joey Cassady, a member of the local fishing community, says, "I was just thinking about the fisherman and the problems they face. I decided to write a song that would help them. I hope people will listen to it and understand the situation." Joey's song, "I Go To Extremes," has been a major hit and has helped to raise awareness about the problems facing the local fishermen.

"sincerely, Joey Cassady"
**INNOCENCE**

**MUSIC & MEDIA - November 25, 1989**

**PRODUCED BY JOLLEY-HARRIS-JOLLEY**

**DOMESTIC PROMISING ACTS**

- **Giaccomo Celentano**
  - Dento All Bosco (CGD/Italy).
  - Contact: CCGDA Dury et al. 39.1.5006/fax:500400
  - An atmospheric pop/rock song with a smooth, sophisticated production. The singer has a powerful voice and a clutch of good songs. License depends on WEA affiliates but sub-publishing free except Holland.

- **DAMN**
  - Dento Prologue (Holland).
  - Contact: Prologue Music Productions/Ron Van Denheen.
  - The Dutch dance music scene is going through something of a revival at the moment. DAMN, Tony Scott and The Security are some of the best of this new legion. License and sub-publishing free except Holland.

- **Karl Saar**
  - Jalousie (Polyter/M/West Germany).
  - Contact: Greg Huios/Helena Svar/te 94.221.2072/fax:978989
  - Mid-tempo pop with a distinct European flavour. Very much the sort of song favoured by AC programmers. Poly have the option for Europe but sub-publishing free except West Germany.

- **Pili Pili**
  - Casablanca (Jasco/West Germany).
  - Contact: 78.6708/mol/50366
  - The rise and rise of ethnic pop goes on. This track was written and produced by Jasper Van 't Hof, a renowned jazz musician and the keyboard player of Pili Pili. License and sub-publishing free except West Germany, Austria, Sweden, South and Japan.

- **Innocence**
  - Natural Thing (Collins/UK).
  - Contact: Collins/Brian Harrison. 44.1.625.4585/fax:6257025
  - Another fine production from producers Jolley, Harris & Jolley. A slow number that should be both a dance floor and a chart hit. License and sub-publishing free except the UK.

**OUT OF MIND**

**Love Potion Number Nine**

- Project Recordings/Industrial.
- Contact: Project Recordings/A Media.
- A new industrial cut from the same man who recorded Vox Humana under the guise of The Infernal Devices. License free except West Germany, Austria and Switzerland.

- **Berlin-based production company Studio K7 is now established as one of the leaders in the German independent sector. The company, formed in 1985 by Horst Weidenmuller, Stephan Guntli and Michael Huse, (have since been joined by Karl-Heinz Dohmen who liaises with TV companies,) began specializing in live music documentaries about the thriving Berlin concert and festival scene, as well as video clips. Always trying to promote independent music through connections with the media, Studio K7 also works with major companies and mainstream artists. The first project they have to really put them on the map was a documentary on the Polish music scene shown on RIAS TV in 1988. As well as this they ofen act as technical support for other companies such as WDR (for International Film Festival), Super Channel and Eurisk Telebata in Spain. One thing that makes the company different is that in order to make their output as varied as possible, it works with as many people as possible. K7 encourages people to come to it with ideas for mini-documentaries and then try to finance these projects through TV companies.

The company is the official TV partner of the Berlin Independence Days. From its footage of the 1988 festival and the other live documentaries it has produced (Swans, Nick Cave and Crime & The City Solution) there are now two compilations on the market. K7 is now concentrating on a number of longform projects made up of footage from the last six years by a number of well known groups, including Einsturzende Neubauten. There is also a programme in production for RIAS TV for the station's High Life series. Featruing 21 Berlin bands. K7 now has a distribution network that covers the whole of Europe and Japan - and by Peterbrand. Next year will have its product released in America. Producers looking for a European/American distributor should contact Horst Weidenmuller on Berlin 3110017.

**PROMISING ACTS**

- **SOS FENGER**
  - "WINTERDAGE"
  - Jolley released in Scandinavia.
  - The chart 3rd position after SOS FENGER & Media. Gary Smith. PO Box 505513, K107 DB Amsterdam, Holland.

- **Another fine production**
  - from producers Jolley, Harris & Jolley. A slow number that should be both a dance floor and a chart hit. License and sub-publishing free except West Germany, Austria and Switzerland.

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**WORTH WATCHING**

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**ADVERTISER**

**MUSIC & MEDIA - November 25, 1989**

**THE DOOBIE BROTHERS**

Just released in Scandinavia. Heading for gold in Denmark.
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In 1990, MIDEM will also turn its spotlight on to the whole day devoted to the special relationship between music and the cinema.

Level 42 keyboard player Mike Lindup has stated that the band will be raising as much money as they can for research into AIDS, the disease that led topatrick's death.

In 1990, MIDEM will also turn its spotlight on to film soundtracks, with a commentary on the AIDS problem.

Several UK newspaper reports that several artists and record companies have donated some of their time to a new charity record and video to help provide 500 new wardens in Tanzania for the fight against elephant poaching. Samba-dual bass, Hugh Cornwell of The Strangers, Patsy Kensit and Mor- rissey are variously reported to have partaken. £9000 is needed to pay for the anti-poaching units and halt the decline of the country's elephant population which has dropped by 23,000 in the last few years.

The Soul II Soul fans will have plenty of music to choose from when their new single Get A Life comes out in the UK on November 27. The 7" side is their LP track Jazzy’s Groove and there will be several versions of the two tracks available on 12" plus a One World Remix of Back To Life. The A-side features a female addition to the Soul II Soul team Jazzie B’s US cousin Marcie who is currently seven months pregnant.

A market for all kinds of music over more than 20 years, MIDEM has been the annual rendezvous of 8000 international music professionals. Pop, Rock, Jazz, Classical, Contemporary. MIDEM is completely and passionately devoted to music and the music scene. You can see partake as a publisher, importer, distributor, independent label, artist, agent, or radio TV producer, MIDEM is essential.

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MIDEM ’90 will be as bright and efficient as ever, building on the runaway success of the 1989 edition with its dynamic organisation, record attendance and powerful promotional reach: last year more than 20 television networks beamed the MIDEEM concerts to audiences throughout the world.

A perfect platform for talent, MIDEM will again feature live showcases, concerts and galas designed to highlight new and familiar artists from across the world.

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### STATION REPORTS

**Aarhus Naerradio** - Aarhus
- **Aarhus Fever** - Head Of Music
- **Jannie Sommerville** - Comment
- **Ottovan Magazines**
- **Level 2** - Show Case of Culture: Amp My Ball
- **Bo Søgaard**

**Radio Naerradio** - Auckland
- **Olaf Medici** - DJ / Prod.
- **Olaf Medici** - DJ / Prod.

**Uptown FM** - Copenhagen
- **Niels Pedersen** - Head Of Music
- **Bjarne Bjerregaard**
- **Fleming Jakobsen**

**Vega FM** - Lithuania
- **Pedro Tojal-Marcos Andro**
- **Alfie Jones**

**Antenna FM** - Athens
- **Joseph Aramougou**
- **Andreas Thomsen** - Prod.

**Polish Radio** - Warsaw
- **Bogdan Fabiaski**
- **Andrzej Mroczko**

**Bbc World Service**
- **Bbc World Service**
- **Bbc World Service**

**United Kingdom**
- **Top Of The Pops**
- **Paul Clancy**
- **Lulu**
- **Honeyboy**
- **Jannie Sommerville**
- **Comment**
- **Kammi Lambda**
- **D-Mob C-Man**
- **Iron Maiden**

**Europe**
- **Bbc World Service**
- **Bbc World Service**
- **Bbc World Service**
- **Bbc World Service**

**Germany**
- **Armin Morche**
- **Davis Myers**
- **Claudia Bode**
- **Jens Lehmann**

**Sweden**
- **Frankie Dan**
- **Perry Rister**
- **Nick Tandy**
- **Kevin Black**

**Denmark**
- **Mads Ebbesen**
- **Jens Bornkotski**
- **Louise Refsgaard**
- **Kim Schmidt**

**Belgium**
- **Frankie Dan**
- **Perry Rister**
- **Nick Tandy**
- **Kevin Black**

**Switzerland**
- **Perry Rister**
- **Nick Tandy**
- **Kevin Black**
- **Frankie Dan**

**Cock Robin**
- **First Love**
- **Last Rites**

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**Radio One** - Oslo
- **Richard Marx**
- **Angelika**
- **Richard Marx**
- **Angelika**

**Radio Roskilde** - Roskilde
- **Ulrik Hyldegaard**
- **Music Director**

**Radio 102** - Hegegund
- **Quintens**
- **October**
- **Quintens**

**Radio One** - Oslo
- **Wet Wet Wet**
- **Holding Back**

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**Media Music**

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**Music & Media** - November 25, 1990

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**American Radio History**