CREEPS blue Tomato

Ooh I Like It! The first single and video from "Blue Tomato!" Track 4 on CD promo included in this issue.

Now Dig This! Highly acclaimed title track from their 1988 album. Now also available on WEA. Track 5 on CD promo.

Spring 1990: The Creeps on tour in the UK, Holland, Germany, France, Greece, Spain, Italy, Norway, Denmark, Sweden. Represented by EMA Telstar.
Music & Media

Vol. 7 No. 2
January 1990

New Stations Assist Nostalgie Expansion

By Jacqueline Racus

Nostalgie International is launching a series of new stations in Europe and North Africa at the end of this month. The plans include three stations in Italy, 16 in Morocco and several more in Spain and Greece. Deputy director Didier Kouzien, who is responsible for international development, says the network also plans to start operating in Canada in March. All the new stations will receive their programmes relayed by satellite from France.

Radio Nostalgie is the largest network in France with 160 stations. It also has an existing network of 31 stations in Belgium, and additional stations in Geneva and the Reunion Islands in the Indian Ocean. The new Italian stations will be broadcasting in both French and Italian, while the Moroccan ones will be trilingual, with output in French, English and Arabic. The programmes will be wholly produced by Nostalgie in France. Programmes for the Belgian operation, however, have to be produced in Belgium and networked by cable because of national satellite laws. Kouzien says the expansion is planned to keep the network "one step ahead of the 1992 European changes by introducing French music to other territories now". The network will retain its commitment to the French chanson; but Kouzien hints there may be some format changes with an emphasis on new releases. Until now Nostalgie has played a high percentage of oldies, keeping it well up in the French ratings, competing with Europe 2 for second place to NRJ.

Nostalgie was renamed Radio Nostalgie International after Radio Monte-Carlo won a controlling stake in the network last summer.

MIDEM Launch For Radio Lobby Group

By Chris Fuller

Paris - A new pan-European lobby group for private radio, provisionally entitled the Association of European Radio (AER), will be launched at this month's MIDEM. The new body, which arrives six months after the European commercial TV lobby (ACT), will be based in Paris and initially involves radio groups from Italy, France, Belgium and Portugal.

Francois Le Genisell, acting AER vice-president and director of French syndication/production company Ofredia, expects the body's first general assembly to take place in April or May, possibly in Brussels or at Amsterdam's IM&MC.

Le Genisell: "There has long been a need for proper representation for private radio at national and European levels, and that need has intensified as the industry expands across Europe".

The first AER president will be Sergio Natucci, president of the Italian body Federradio, which comprises about 20 private radio companies plus audience survey and radio production companies. It also wants to promote the harmonisation of national legislation and discussion with all national and international organisations and providing a link between different countries for the exchange of programmes and information. It also wants to promote the harmonisation of national legislation affecting radio. It will concentrate on non-commercial dance music.

The AER will be open to active members (regional and national radio associations, groups of radio companies plus audience survey and radio production companies) plus associate members (individual private stations). Associate members will not have a vote but can make use of the Association's services. Its main aims include representing private radio in discussions with all national and international institutions and providing a link between different countries for the exchange of programmes and information. It will also want to promote the harmonisation of national legislation affecting radio.

The AER will base its work on two principles: co-ordination of movements; and information. It will also want to promote the harmonisation of national legislation affecting radio.

Broadcasters welcome new body - see page 6.

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Broadcasters welcome new body - see page 6.
Key Figures Gather for MIDEM Radio

by Chris Fuller

Key figures from European and American radio, including Jean-Paul Baudracco (president, NRJ France), Roger Lewis (head of music, Radio One UK) and the USA's Thom Fiero (general manager, Westwood One) and Jeff Pollock (president, Jeff Pollack Media) will take part in this year's MIDEM Radio conference.

Organised by the UK's Unique Broadcasting, the series of presentations and workshops will be held as the MIDEM 90 music industry market in Cannes between January 26-27.

Unique chief executive Simon Cole: "As deregulation takes hold over the next decade so Europe's radio landscape will continue to change and be the focus of the world. We have strived to gather industry leaders from both sides of the Atlantic to fully investigate both the opportunities and possible problems."

Conference titles include: 'Targeting The Listener', 'Should Public Radio Take Advertising?', 'Pan European Programming' and 'Video Killed The Radio Star?'. Chris Wright, chairman of the Chrysalis Group, will speak on why 'Radio Is Killing Music', and Roger Lewis gives his opinions of 'The Challenge To Public Service Radio'.

Elsewhere at this month's MIDEM - which has attracted a record 1,600 companies and 325 exhibitors - the Man Of The Year Award will be presented to music/cinema producer Quincy Jones. The award is to be named the Neushi Frieqman prize in honour of the late EPJ president, who died last year.

Among MIDEM's musical events, a world music concert on January 20 features Amina, Daniel Lanoix and Youssou N'Dour, and on the same night an Australian rock special features Noiseworks, Black Sorrows and Kate Ceberano. Both events are to be filmed and distributed worldwide by Midsound. A musical tribute to composer Lalo Schifrin takes place on January 23 with guest including Julia Migenes, Dizzy Gillespie and Georges Delerue. The following night a rhythm and Blues event features legendary Atlantic band Booker T and the MGs - re-formed especially for the concert - plus The Memphis Hams, Sam Moore, Eddie Floyd and Carla Thomas.

A total of 12 jazz concerts culminates in a tribute to Charlie Parker on January 25 with guests Joe Hendricks, Reel Rodgers, Phil Woods, Roy Haynes and Frank Morgan.

On the classical front, MIDEM Classicque comprises a 15 concert bill including performances from the Royal Philharmonic Orchestra, The National Orchestra of Lyons and international virtuosos Joshua Bell and Alexander Lonquich.

The rhythm and blues night and Charlie Parker tribute are produced and given worldwide TV and radio distribution by Interprom (UK) in cooperation with Bulldog Productions (USA). The shows have already been pre-sold to the UK's ITV network, Ireland's RTE and Israeli state TV, with radio deals close for Landon Jazz Radio and Luxembourg's RTL. The MIDEM Classicque and several jazz concerts will be broadcast on public station France Inter.

For the first time, MIDEM 90 is offering the music industry the chance to rent a ready-to-use venue for live shows, complete with stage, sound and lights and production staff. It will be installed in the Martinez Hotel in Cannes, throughout the festival.

MTV Breaks Into Spain And Yugoslavia

by Hugh Fielder

MTV is now reaching a quarter of a million homes in Spain since the Astra satellite started operations, according to research by Satellite TV Europa magazine. The first research into the Spanish satellite market shows that MTV is available in 247,000 homes.

MTV is also being carried by 50,000 Yugoslavian homes in Belgrade and Zagreb following negotiations with JRT (Yugoslavian Radio TV). The channel expects to reach all 200,000 cable homes in the country early this year.

The channel is already available in 112,000 homes in Hungary and made its debut in two of East Berlin's biggest hotels one week before the Berlin Wall was breached, at the beginning of November. Meanwhile, negotiations are continuing with the authorities in the USSR, where MTV presented the Moscow Music Peace Summit concert in August.

In order to improve its service to all areas, 100,000 homes will be installed this year.
Private Broadcasters Welcome Radio Lobby Group

by Chris Fisher

Brian West, director of the UK's Association Of Independent Radio Contractors (AIRC), says: "We are very disappointed that previous attempts to organise an effective lobby have come to nothing, and we would be most interested in discussing membership of this new body. Though we are members of the EBU (via the IBA), it remains dominated by the public broadcasters and in no way acts as an effective negotiator for commercial stations. The commercial TV stations have got themselves organised within the ACT and it's absolutely necessary that we follow suit!" Francois Le Genissel, acting AER vice president, says the body will have a management council selected by active members plus an administrative council nominated by a general assembly. The administrative council will meet at least twice a year and propose commissions and working parties. Le Genissel hopes the European Commission will recognise the AER and lend its support.

MCA Expands Into Europe

by Jon Heskey

Major US-based international music publisher MCA Music is to expand rapidly throughout Europe in the run-up to 1992. The company plans to open three new offices in 1990, all of which will be investing heavily in acquiring national catalogues. MCA Music is also relocating its international operations to Holland. Current MCA Music Ltd. (London) director, John Brands, will run the existing European offices in London, Paris and Hamburg. He will also set up and oversee new branches in Stockholm, Italy and Hileuvre, Holland.

Brands, who will be based in Holland with the title of Vice President, MCA Music Publishing International, says the company's Swedish office should open this month, the Dutch/inter-Continental office in February, and the Italian office in July.

While unwilling to disclose the size of the total investment, Brands said the plans were "in line with MCA's view that Europe is going to be the important market of the 90s. For years we have been spending heavily on acquiring US and UK copyrights. Each European office will now be following an active policy of acquiring national copyright catalogues as well!"

Last year MCA Music's Paris office bought the catalogue of Caravelle Music in France, a major collection of several hundred standard French titles. The company's German branch recently completed a similar deal with Star Music.
Music

Kiss FM Says No To Chart Material
by Hugh McNamee

London - Kiss FM, which was awarded one of the two new London radio franchises last month, will not turn into a chart station when it comes on air. Much of the dance music Kiss FM played for the pirate station has since gained considerable chart popularity.

Managing director Gordon McNamee says Kiss FM will continue to play "the newest and most innovative examples of contemporary dance music" and the station will not be playing the dance music that is now in the charts.

"We would have been playing it two months ago. We will concentrate on new releases, imports and demos, the kind of stuff Capital Radio thinks is too radical, of course, it goes into the charts. We will be creating a new way of listening to radio. We will carry on with trickle stuff when it charts and concentrate on giving new music an airing. Some of it may not even have a record deal when we start playing it," McNamee says the station's presentation will be "professional but not smooth", using up to 30 DJs a week on their daytime, specialist, and weekend shows.

Many of the team that made Kiss FM London's most popular pirate station between 1985 and 1988, when it came voluntarily off the air, will be in the new squad.

Yorkshire Radio

Yorkshire Radio has exceeded forecasts with profits of £1.46 million for the year ended September 30, an increase of 76% on 1988 figures. Turnerover for the company, which was floated on the Unlisted Securities Market of the London Stock Exchange in August was up 50% to £6.87 million.

During the year Yorkshire established three FM stations, Hallam, Peninton and Viking, and a Classic Gold AM service across its six transmitters in Yorkshire and Hampshire. The latest JICRAR survey shows a 33% increase in audience figures, with listeners with 13.85 million hours per week.

Chairman Michael Mallet says the demographically orientated programme and wider area coverage are being well rewarded in listenership. "This has yet to be converted into revenue but we expect this to happen as advertisers become more familiar with the concept and our computerised system joins us in publishing separate rate cards and audience figures for the different services."

Mallet says despite the retail squeeze and slower revenue growth, radio is now seen as an exciting medium: "Considerable creative talent is now being applied to the making of effective radio advertisements. The key to commercial success lies in giving listeners what they want and we have a dedicated, talented team determined to ensure our programmes satisfy, please and moulds the tastes of our listeners!"

Hard Hitting Pop Journalism On BBC Radio 1

"We would have been playing it two months ago. We will concentrate on new releases, imports and demos, the kind of stuff Capital Radio thinks is too radical, of course, it goes into the charts. We will be creating a new way of listening to radio. We will carry on with trickle stuff when it charts and concentrate on giving new music an airing. Some of it may not even have a record deal when we start playing it," McNamee says the station's presentation will be "professional but not smooth", using up to 30 DJs a week on their daytime, specialist, and weekend shows.

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Hasselhoff Tops German Charts
by Robert Long

Hasselhoff, the most successful artist in the 1989 West German singles charts, compiled for the German Music Industry Federation by Media Control. "Looking For Freedom", Hasselhoff's best-selling single, was one of 126 titles originating in Germand-language territories to enter the charts and was the year's number one title.

A total of 434 singles charted in 1989. Hasselhoff beat Madonna, Robin Beck and Milli Vanilli to the top spot. CBS Was Germany's dance act Mysterious Art claimed the year's second most successful single with Das Omen (Part I), followed by Robin Beck's The First Time, Roxette's The Look and ICaoma's Lambada.

The most successful national production was the CBS compilation Die Neue Kaufehalle at no. 6. Original Naabtal Duo's Kontinuu Bavaria was the 10th best selling LP of 1989. Dieter Bohlen's TV soundtrack Rivalen Der Kneckhaufen finished at no. 11, and Die Toten Hosen's Ein Kleinem Kameraden Horsteinschwarze was no. 12. Herbert Groenemeyer's Oe, which occupied the no. 2 slot in 1988, held onto no. 15 in 1989.

Of the major album distributors, EMI and CBS bowed significant losses, although these barely affected their position within the top five. BMG Arista being followed by WEA (23.7), PolyGram (18.3) and EMI Electrola (13.6) and CBS (11.2).

EMI has announced that it will split its music distribution into three labels we believe each with their own speciality, and is intended to reduce the concentration of music in Germany's market share.

EMI Electrola To Split In Three

Cologne-based EMI Electrola will split into three labels, each with its own distribution system, as from April. The new companies, each with their own speciality repertoire, will be headed by long-time EMI managers.

The new EMI, which will represent Anglo-American product including the Capitol, EMI USA, EMI UK and SBK labels, will be headed by Erwin Bach.

Electrola will become the national label, representing local signings, some continental artists and the IRS label. "This new concentration on local talent," believes EMI MD Helmut Fest, "shows we have enough confidence in the German music scene to dedicate a company, with its own distribution system, to it!"

Electrola will be headed by Lothar Meintzg, who has been employed by the organisation for 12 years.

The third company, EMI Classics, will represent national and international classical repertoire. Although EMI Electrola initiated a separate classical distribution system only six months ago, under the restructuring the new company will also have its own marketing department. The classics company will be headed by current marketing director, Berndh Krajevski. All three MDs will report to Fest, who continues as MD of the parent company.

BY SPLITTING THE COMPANY INTO THREE LABELS WE BELIEVE EACH WILL BE ABLE TO CONCENTRATE MORE CLOSELY ON ITS OWN PART OF THE WHOLE REPertoire WITH THE OBVIOUS AIM OF SIGNIFICANTLY INCREASING OUR MARKET SHARE!

BVP Bids For More Buyers
by Peter Woroniecz

A new initiative from the Federal Association of the Phonographic Industry (BPI) is being launched in an attempt to persuade more West German's to buy records. The group's market commission is being called "to persuade more people to buy records as well as to buy more records." The group believes EMI MD Helmut Fest, "shows we have enough confidence in the German music scene to dedicate a company, with its own distribution system, to it!"

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Skyrock Moves To Fringe Theatre Sponsorship

By Jacqueline Courcy

Skyrock, one of France’s leading FM stations, has become the second network to pull out of concert sponsorship. In late 1989 RTL announced a similar pull-out because of the increasing costs involved in backing concerts by national and international acts.

Skyrock’s programming director, Laurent Bounneay, says the station has now stopped all involvement in music sponsorship: “Too high a percentage of concerts were being mistakenly attributed to NRJ, even when NRJ had nothing to do with the event. It would only be worthwhile continuing if we were to sponsor major concerts, more important than those sponsored by NRJ, but that is just not possible.”

NRJ and Europe 1 are now the only major radio stations to sponsor concerts. In recent years the cost of sponsorship has risen dramatically, partly due to NRJ which appears to be promoting its image to a concert-going public, outright the other stations for the sponsorship.

Instead Skyrock is turning towards an area up to now rarely exploited by radio, alternative comedy and fringe theatre. Bounneay: “We are sponsoring some of the major names in theatre such as Sliman and Les Vamps. We recently sponsored their shows at the Olympia in Paris. ‘Cafe theatre is a perfect vehicle for us, it corresponds to the spirit of Skyrock and attracts an audience which corresponds to our target audience.” The comedy duo Les Vamps will be presenting a newly introduced early morning horror show on Skyrock starting in January. A humorous ‘What’s On TV” slot is also planned.

In addition Skyrock is moving towards a new concentration on shows at the programming level, dropping thematic programmes such as Skyrock Connection which concentrated on American music and replacing them with chat shows.

The new chat shows include the weekly ‘Top Dance’ (Saturday 19:30-22:00 hours) compiled from information supplied by discos playing shows around France. There is also a new listeners chart programme, Skyrock Top Pop (Sunday 21:00-22:00 hours), based entirely on listeners opinions. A listeners panel selects the top titles to be played on the programme from a selection of 50 albums.

M6 Jazz Programmes

As part of M6’s third birthday celebrations, popular French Jazz shows are to be highlighted. This alternative of the late night programme Jazz 6, is to present a series of concerts featuring contemporary French Jazz.

The six programmes, broadcast this month and February will fill the 40-minute Jazz 6 slot (Mondays around midnight).

The series in directed by Philippe Brudel including the Patrice Caratini Quintet, Christian Escoud’s String Octet and the 12-piece band of Martial Solal. The six concerts, featuring 32 French soloists in all, were filmed by M6 last November.

It is planned to show a single of what is happening in French Jazz today,” says Adis, “but on Jazz 6 I generally like to keep a balance between contemporary artists and the more well known names.” The show is currently the only one on French TV to be devoted entirely to jazz music.

Epic Preparates For 1990

CBS France has finished the restructuring programme begun in 1989 and divided its international catalogue between CBS, Epic and Squat.

The policy was drawn up by CBS president Henri De Bodina in order to increase the company’s market share.

Epic is now an independent structure with its own A&R, marketing and promotion team. It shows CBS’s sales force with the two other labels. Christian Ract, who was appointed last June to head the label says the Epic way of working will not be the same as CBS.

“The project is different and the team is different. We do not have any historical background and are starting from scratch. This is exciting for the whole team because we have to give life to a label and create our own image. It is a collective effort.”

The Epic team totals around 15 people, including marketing and promoting manager Laurence Le Ny, former promo manager of BMG and Philippe Poustaüy who heads A&R, Frederic Vincent has special responsibility for radio promotion.

The label will handle marketing and promotion for acts signed by Epic in the UK and US. Early 1990 releases include George Michael, Baisha, The Strangers and Michael Jackson’s ‘Bad’. Ract says purely in terms of international acts Epic has already has a 5% market share in France. De Bodina is aiming for an 8% to 9% share with a strong French content.

So far the French roster only comprises one major French act, veteran singer Michel Polnareff who has a series of hits in the 60s and a successful comeback at the end of the 70s. An album by Polnareff is set for release in early 1990. Ract says deals are currently being discussed with other acts.

OPPORTUNITIES KEYNOTES

RADIO IS KILLING MUSIC

Chris WRIGHT, Director, CHRYSLER (UK) Ltd, (UK)

THE CHALLENGE TO PUBLIC SERVICE RADIO

Igor LAM, Head of Radio of the Year Department, B.B.C. (UK)

VIDEO KILLED THE RADIO STAR

Ale KENNY, Echo Director, SATURNES (AUS)

PANELS

BROADCASTING: WANNABE DJ?

David BARTSCH, Director of Programs, FRANCE (France)

CABLE & SATELLITE

Mike DEVITO, Director, CABLE (USA)

SATELLITE PROMOTIONS

Randy GARCIA, Promotion Director, RADIO (USA)

MARKETING THE BROADCASTER

Phil KRIVOLAP, Director of Promotions, PANTHER (France)

THE FUTURE OF AM STEREO

Don TOST, Director of Programming, WSTU (USA)

THE FUTURE OF THE AM STEREO

AT TRACTING THE LISTENERS

Jeff POLLACK, President, JEFF POLLACK MEDIA (USA)

NATIONAL DISCOGRAPHY

1 demonstration of the world’s first computer music reference library: ‘The M.C.P.S.

SHOWCASES

TOWARDS THE SINGLE MARKET

Tom BLAKEMORE, Consultant, Tom BLAKEMORE (UK)

TARGETING THE LISTENER

Marti SCHMITZ, Marketing Director, RADIO GONG (Germany)

PROMOTE OR DIE

Jean/mm, Consultant, PROMOTE OR DIE (France)

TO THE CONSUMER

Simon KENNY, Consultant, Young & Rubicam (UK)

LADIES AND GENTS

Catherine WRIGHT, Chairman, CARYL (France)

WORKSHOP SESSIONS

PUBLIC SERVICE OR PRIVATE RADIO

Graham SAFFIER, Manager, BBC (UK)

THE FUTURE OF THE AM STEREO

Richard BOROFSKY, President, Richard BOROFSKY (USA)

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**Rete 105 Claims Success For Johnny Rocket**

Private network Rete 105 is claiming "100% success" for its new daily afternoon rock show 'Johnny Rocket'. Executive Director Hassan says the station has conducted its own small research project which shows 'Johnny Rocket' will soon take second place behind the network's top programme 'Night Express'.

Hassan admits when Rete 105 launched 'Johnny Rocket' with an all-rock format them was a risk of losing listeners. The show was launched at the beginning of November with the emphasis on US and European rock. The intention was to break the mould of hitting the wind completely. Hassan: "We still play some pop music, even by artists such as Madonna and Sting."

Meanwhile a new element has been introduced to the successful 'Night Express' show, which now broadcasts five interviews with international artists and major national talent. CBS artists Spandau Ballet were the first act featured.

Hassan, who claims an approximate 1.3 million listeners for 'Night Express', says its music content is wide ranging. Up to 50% of music played is dominated by listeners' requests. The show is broadcast from Monday to Friday from 21.00 to 01.00 hours and was voted top teenage programme in 1989 by the magazine Tutto Musica & Spot-tacolo.

**Indie Doubles Sales After CGD Deal**

Independent record label Materiali Sonori reports a rapid rise in sales figures since signing a distribution deal with the major company CGD last September.

Materiali Sonori international manager Annetic Jarvis, says the sales figures for November releases by Nina Simone, Wim Mens and Tiziano Merelli are twice what the company could have achieved on its own: "We are still free to supply smaller shops and we also sell through mail order. But a major company has access to the larger chain stores and this has helped us considerably."

Marco Bigottini managing director of WEA Italy and CGD says the deal has had a knock on effect withing the company: "Since the CGD structure there is a new mood within staff. Our sales force is more aggressive. We also deal with quality product and that is easier to sell."

**Pre-Sales Boost For Baglioni**

CBS artist Claudio Baglioni has reached 500,000 pre-sales for his new double LP 'Un Mondo Più Uomo Sorit Un Cielo Magro' following a special campaign by his company.

Marketing director Fabrizio Infranca says it is the first time an Italian record has had half a million in advance orders. "Baglioni is an artist who tends to record a new album every four years. Fans wait for a release and we opted to inform them by way of a special project."

The 25-day campaign, described by Infranca as 'innovative' included advertising slots on state TV Rai plus Bertolucci's Finistien channels, press advertising and in-store merchandising.

The LP is set for release in late January. Advance order pre-sales are expected to reach 400,000 units.

**Radio Kiss Kiss Backs DJ Competition**

Radio Kiss Kiss, the Naples-based private network, teamed up with DMC (Disco Mix Club) Italy to be first time co-organisers of the southern Italian leg of the DMC DJ competition. DMC organises a yearly worldwide competition with the finals due to be held at Wembley Arena in London on March 30.

The competition, featuring 169 regional finalists, was held at La Discoteca, the night club belonging to Radio Kiss Kiss("Let's Party") and that is easier to sell."

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The competition, featuring 169 regional finalists, was held at La Discoteca, the night club belonging to Radio Kiss Kiss. Judges voted Cesare Tripodo, a 25-year-old DJ from Bari, the winner. Other regional heats will be held before a national final in Milan. Kiss Kiss spokesperson Ciro Cacciola: "It is not easy for an aspiring DJ to get exposure in many parts of southern Italy. We do our best to give new talent a better chance."

About 50% of the Radio Kiss Kiss music's content is devoted to what Cacciola describes as non-specialised dance music. "Music to dance to in discs. Anything from Tech House to Trance."

The station also compiles its own top 15 Dance Chart.

---

**THE NATIONAL SINGLE SALES CHART OCT. NOV. DEC 1989**

**TOP 10 DENMARK**

Jive Bunny: "Swing The Mood"

Technotronic: "Pump Up The Jam"

Jive Bunny: "That's What I Like"

Salli: "Serayver Salli"

Let's Party"

**TOP 10 SWEDEN**

Jive Bunny: "Swing The Mood"

Technotronic: "Pump Up The Jam"

Jive Bunny: "That's What I Like"

Let's Party"

**TOP 10 NORWAY**

Jive Bunny: "Swing The Mood"

Technotronic: "Pump Up The Jam"

Jive Bunny: "That's What I Like"

Let's Party"

**MEGA RECORDS**

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MEGA sweden - STOCKHOLM - DISTRIBUTION EMI

MEGA NORWAY - OSLO - DISTRIBUTION POLYGRAM

MEGA FINLAND - HELSINKI - DISTRIBUTION EMI

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**SPOTLIGHT**

**Litifiba**

- Signed to CGD
- Publishing Warner-Chappell
- Anentic Music
- Manager: IRA Management
- New album: Pirata (2292 46349) sold 40.000 units within the first month
- Album is live recording, the first of a three LP deal with CGD
- Current single: Cangerevora a 12", chosen by Rete 105 as single of the week.
- Previous album: Litifiba J, which sold more than 30.000 units for IRA Records
- Pirata was produced by Alberto Pirelli and mixed by Gaetano Ria from a recording made at a Rome concert
- CGD is supporting the album with advertising on Video-Musica and has been interviewed on private and public radio networks.
- Litifiba are touring Italy throughout January.
- The band have also toured Europe and performed in Canada and Australia. The album will be released in Switzerland, France and Sweden.

Litifiba were formed nine years ago and Pirata is their first release for a major record company. The album consists of 11 tracks, all composed by the band, apart from a cover of the Brecht-Weill composition The Cannon Song. Although the album will be promoted by TV advertising, the band will only make a few TV appearances. CGD promotions manager Andrea Rosi says it is difficult to find successful dance music programmes in Italy to present them on. However the band has made a video, directed by Joe Asaro to promote the single.

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The station also compiles its own top 15 Dance Chart.
**Industry Sounds Out Local Radio**

By Jon Healey

The Edison Stichting, a foundation run by leading members of the Dutch record industry, has launched a survey of local radio stations in Holland to assess their interest in a potential programme supplied by the industry.

Questionnaires have been sent to some 200 local stations and the foundation says it will decide in mid-February whether to set up an independent agency to compile and produce the show on behalf of the record companies.

The foundation believes the scheme has several advantages. Local radios, currently severely underfunded, would have an additional programming source containing up-to-date product from Dutch suppliers. The pooled resources of the record industry would ensure high production standards and attract a well-known Dutch DJ for the show.

From the industry side, the foundation says, the programme would allow companies to make selected product available to the increasingly popular local stations while, at the same time, cutting down on the risk of multiple-copies and piracy. The group also says MOR material and national product could be promoted very effectively through the scheme.

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**BRT Release Anniversary Record**

BRT radio is releasing an album of cover versions to celebrate the 15th anniversary of its music programme 'Neem Je Tijd En Zet Je Aaroradio Aan' (Like It Easy And Turn On Your Car Stereo). The show, now hosted by Lute van Duffel, has always been followed by a very loyal audience and BRT says the release of an anniversary record in a way to thank them.

Producer Frank de Maroy says: "When you take a look at the format used in our daily show we use mainly an adult rock repertoire with artists like Chris Rea, Sting, Neil Young and Randy Newman. "When we came up with the idea to record an album ourselves, using Flemish artists, we decided to have them performing their versions of material which features regularly on our playlists."

Several Flemish artists like Wim de Corte, Johan Verminen, Kris de Bruyne and Anemie Gilis took part in the session, recording songs by Elvis Costello, Bruce Springsteen, Tim Hardin and many others. It was recorded at the BRT's Studio-6 facilities and will be released at the end of January by BMG-Artila.

---

**Back to the Future with BWM!**

RCA UK

"RCA is sitting on a gold mine here, that's for sure"

Lisa Anderson/MD BMG RCA UK

BRIAN KENNEDY

"This is a 'What's Up?' warning: Watch out for Michael Rose!"

Number One

MICHAEL ROSE

"Derek And The Dirt are a four-piece unit featuring two veterans of the Belgian music scene, drummer Jan de Vos and bass player Martin Alleman. They are joined by vocalist Dick 'Derek' Dhondens and Pim Wolf on guitar."

The debut single Oh By The Way was picked up by national radio and their performance at the Diamond Awards Belgian TV show strengthened their reputation. The follow up single, a remixed version of the album track Semonen Girl will be released at the end of January.

---

**Privates Launch Campaign Against BRT Ad Go-Ahead**

by Marc Mann

Brussels - Flemish private stations have launched a huge campaign against a government decision to allow state broadcaster BRT Radio to air adverts. The government gave the final go-ahead for a nine year deal in late December.

BRT radio is expected to begin broadcasting advertising in March. The exact terms of the arrangement will be finalised at the end of this month but the government has already made it clear either BRT or a private firm could act as the advertising company.

Income from radio advertising will be used to support BRT TV and will be released at the end of this month but the government forces the decision over 180 private stations.

The group also believes the scheme would really endanger the privates. "It takes around Bfr 12 million per station. We are already producing for BRT. They are not planning to go, Radio Antigoon and Radio Xanadu."

Another lobby, the Vlaamse Mediapas, also criticises the government decision. Co-ordinator Patrick Herroelen says they are opposed to any advertising on BRT radio.

Income from radio advertising will be used to support BRT TV, which is facing strong competition from private Flemish TV stations.

In the weeks leading up to the decision over 180 private stations joined forces in a campaign against the privates. The pressure group, Vlaamse Aktiekomitee Lokale Radio (VAL), is supported by many leading privates, including Radio Contact, Radio Go, Radio Antigoon and Radio Express. Newspapers and VTM supported the campaign with free advertising space.

Spokesman Johan Van Overbeke says the loss of income to the privates will force many out of business: "It takes around Bfr 12 million (US$ 300,000) to run a good local private radio station. The total advertising income for all Flemish stations is less than Bfr 400 million (US$ 10 million)."

If 'We're the cats that got the cream' from Derek And The Dirt had not been produced in America, then Derek And The Dirt have a golden opportunity to become one of the biggest acts in the world.
PolyGram Promotion Initiative “Guarantees Airtime”

by Chris Fuller

PolyGram Norway claims it is achieving widespread radio exposure for its artists by supplying local stations with professionally produced programming “packages” on DAT cassette. Head of promotion David Fishel says many stations are broadcasting some or all of the package material unedited.

Each package features a 12-15 minute artist profile including interview and album selections, plus 30-30 minutes open-ended interview with gaps for individual DJs to insert questions and 2-3 minute competitions offering albums as prizes. Specials already distributed include Tears For Fears, Robin Beck and Backstreet Girls.

David Fishel: “The feedback I get from the stations indicates they are happy with the material. We particularly like the artist profiles, the quality is high and we are happy to use them.”

On Norway’s west coast at Haugesund, Radio 102’s head of programmes Egil Hundshand comments, “PolyGram’s promotion campaign guarantees airtime. We are only interested in material by international artists, we couldn’t reject it out by PolyGram prove most useful. We particularly like the artist profiles, the quality is high and we are happy to use them.”

On Norway’s east coast at Trondheim’s Radio Konrad says the station prefers to carry out its own artist interviews but when this is not possible “high quality tapes like those sent by PolyGram prove most useful. We particularly like the artist profiles, the quality is high and we are happy to use them.”

No National Independent Radio in Finland

Helsinki: – Two applications to become Finland’s first national independent radio station have been rejected by the government on the grounds of “immaturity, planning and insufficiency detailed analysis”. The unsuccessful applicants were Helsinki’s Psakallmen Radio and Pro Radio.

The Council of State has also granted a new 10-year licence to Yleisradio (YLE), the state radio and TV broadcaster. YLE operates three national radio channels and two national TV channels.

The new licence acknowledges an agreement between YLE and the commercial broadcaster Mainos TV under which Mainos rents transmission time from YLE. But starting from 1993 Mainos TV will broadcast solely on Channel 3 (Kolmoskanava), leaving the two YLE channels free for advertising. After 1993 Mainos will continue to use YLE transmitters.

Rusconi Group Buys Into Grupo 16

by James Bourn

Italy’s Rusconi Editore publishing group has paid 5.5 billion (approx. $345 million) for a 10% stake of the Spanish communications company Grupo 16. The deal includes Grupo 16’s Madrid FM radio station Radio 16.

Grupo 16, which publishes newspapers, fashion, leisure and economy magazines as well as historical and political books, obtained five radio licenses in 1989. It went into partnership with SER and together they created the FM network Radio Minuto Cadena after a parting of the ways in 1989 SER kept the rights to the name Radio Minuto and Grupo 16 kept the Madrid frequency, renaming the station Radio 16.

Angel Mestera, head of Radio 16, welcomes Rusconi’s involvement and says it will speed up the group’s expansion plan in Spain, focusing on publications and radio. The group is hoping to announce new ventures in both fields early next year.

Spanish & Portuguese

Antena 3 Begins Broadcasting

Antena 3, the radio group moving into private TV, is the first of the three new private TV groups in Spain to go on air. It began test card transmissions on December 15, followed by a month of trial programming from December 25. The new channel is broadcast 24 hours a day of films and trailers for upcoming attractions before commencing 14-15 hours a day of full programming on January 22. Over 230 Spanish personalities, actors, politicians and pop stars have recorded individual greetings which are being taped in the trial month. In March Antena 3 is hoping to be able to broadcast to Valencia as well as Madrid and Barcelona.

Meanwhile pop manager and producer Jose Luis Gil has confirmed he did not finally accept the channels offer to become its music programme director. Uncertainty about the private’s likelihood of success is said to be causing recruitment problems for all three new channels.
**UPCOMING SPECIALS**

**Issue 7**

**HOLLAND**

Publication date: 17 - 2 - 1990

Advertising deadline: 23 - 1 - 1990

**Issue 8**

**SAN REMO/ITALY**

Publication date: 24 - 2 - 1990

Advertising deadline: 30 - 1 - 1990

**Issue 9**

**UK**

Publication date: 3 - 3 - 1990

Advertising deadline: 6 - 2 - 1990

**Issue 10**

**FRANCE**

Publication date: 10 - 3 - 1990

Advertising deadline: 13 - 2 - 1990

**Issue 11**

**SWITZERLAND/ AUSTRIA**

Publication date: 17 - 3 - 1990

Advertising deadline: 20 - 2 - 1990

For Ad details call (20-669169)

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**PROMISING ACTS**

Poems For Lanka

Russian Bill (Netherlands/West Germany)

Contact: Viaxed (The Hague) 00000 00000 00000

This well-crafted rock song could easily break in the European-based pop scene. It's the first single from their debut LP. Another Poem From The 20th Century and is getting local airplay. A tour of West Germany, France and Scandinavia is scheduled for early 1990. License free worldwide except West Germany, Austria and Switzerland. Sub-publishing free where PolyGram affiliates run down their option.

Mark Boyce

Lost Romance (Epic/Italy)

Contact: CBS Dach/Philips/Arton Pasquali/tel: 39.20.850054/00000 00000

A smooth streamlined and melancholic ballad from this talented Australian artist. He is based in Italy and is an es-model and in a superficial way can be compared to Bambah (Tanzan Boy), but not as self-consciously poppy. License available where affiliates refuse option and some sub-publishing.

Bollerman

Waterproof

(6’s A Bollerman) World/West Germany

Contact: Andreas Stollert/tel: 30.40.6152

A really nasty trash/punk recording with a Zappa-esque character from this Berlin-based band. This track is taken from their debut LP Das Bullwelt which has German as well as English-language songs. License and sub-publishing free except West Germany.

Bisca

The Love (Eurobond Records/France)

Contact: Eurobond/Luc Michel/tel: 33.40.016099/00000 00000

A laid-back, immensely catchy, raggey-ish tune with an electro-driven backing from this Italian band. This track is taken from the varied and entertaining Nixons LP (other tracks are more funky and entertaining in a variety of languages). License and sub-publishing free except France.

L’Alfier’s Trio

Sucess De Larmes (Bardewich/France)

Contact: Polydor/Christine Davos/tel: 33.40.070707/00000 00000

This jazzy and moody, late-night shuffle could bring the talented French trio some international recognition. The trio are well-known in France for their entertaining live performances and their witty and atmospheric records. License not available but sub-publishing free worldwide except France.

Plaza

No No (NCL/Belgium)

Contact: Alistair Bryan/Records/Raymond Maly/tel: 32.32.209828/00000 00000

A light-hearted new beat track, based on the word ”you”. This new style-variation of new beat is supposed to be a new and unorthodox dance called ‘Ambiance Beat’. This, their debut single, is a pretty solid hit in the Belgian dance halls by now. License and sub-publishing free for the world except Belgium, France and Switzerland.

Chicco Secci Project


Contact: New Music/Pippo Landro/tel: 39.25.5400314/327.356/00000 00000

This is a very moody and desolate house music from Italy. The single was no. 1 in the Italian club chart. License and sub-publishing free except Italy, Germany and Switzerland.

Chico Naess

You Can Call (Lynx/Sweden)

Contact: Lynney/Nicle Eide/tel: 46.22.1000/00000 00000

A solid and compulsive house/disco track, aslankaet 44.1.2901210/fax:2503186

This is very moody and desolate house music from Italy. The single was no. 1 in the Italian club chart. License and sub-publishing free except Italy, Germany and Switzerland.

Soho

Boy (M&M/Savage UK)

Contact: Savage/Speyda Adam/tel: 44.40.92010/00000 00000

This is a solid and compulsive house/disco track, aslankaet 46.22.1000/00000 00000

Contact: New Music, Pippo Landro
tel: 39.25.5400314/327.356,15030 00000 00000

A dance song from one of Sweden’s best-selling artists was recorded in the famous Polar Studio (a.k.a.) with Swedish singer Hesse Hanson. You Can Call, co-written by Naess and Olsson, is the pre-taster of Time Out / That Why she fills the LP. License free except Scandinavia but no sub-publishing.

Tony Scott, whose second single That’s How I’m Living (Talent Tracks cassette no. 18) was one of the best Hiphouse records of the year (and heralded the start of a renaissance in Dutch dance music) has released his debut album called The Chief. That’s How I’m Living. You Can Call, co-written by John Brack (cassette no. 25) who has a voice not unlike Elvius Presley will be doing a few dates in Switzerland early next year. If you happen out that way “on the piste” check him out: Jan 26 Solothurn (Landhaus), Feb 16 Buchs (Restaurant Wagenagere, Feb 17 Wadenswil (Glarnehallen), Feb. 17 & 27 Zurich (Schwesternaus Arrethu).

You did not already know Felly, the pouting, blue-lipped singer of Technotronic has become their first international release at the beginning of January. Aslankaet 46.21.129500/hx129212

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**PREVIEWS**

**SINGLES**

**ALBUMS**

**SUNGLES OF THE WEEK**

Del Amitri

"Nothing Ever Happens"- A&M

A classic true-life-story in the mould of AMI's "The Day Before You Came" or Paul McCartney's "Another Day" from a band that have been consistently excellent and just as consistently ignored. Like Deacon Blue and labelmates Gin they are yet another Scottish band with a knack for writing sharp, no-nonsense pop songs of considerable class. Taken from their excellent second LP "Waitin' Hours" this is a band that can be too highly recommended.

Clannad

"A Dream In The Night - ABBPIG"

Predictably atmospheric stuff with a certain misty, Irish charm. More useful to late-night programmers.

Tongue N' Cheek

"Encore - Supergroup"

Once a notable considerable legacy left by Chic is being exploited by modern dance crews. A radio-friendly number written by Jam & Lewis.

Mr. Lee

"Get Busy - Jet"

An absolutely gigantic house number that is already a hit in Holland. Great sound and an insistent hook line.

Deacon Blue

"Queen Of The New Year - CBS"

A refreshing and light-hearted dislike of making records, this Dutch artist has made a fine debut LP in the cabaret tradition. Although she is not as traditional as Ute Lemper, her material has a definite West End character. Add to this a playful sense of melody and you have a very successful first album.

Seigent Ono

"Come Des Garcons - Virgin"

A haunting and beautiful record, largely made up of instrumental pieces. The sounds often feature strings and, on the more Latin influenced stuff, brass. With guitar by Arno Lindsay and Bill Frisell this is a varied, lovingly constructed record that would be suitable for adventurous programmers.

Lil Louis & The World

"From The Heat Of Love - Arista"

The man responsible for one of the biggest House hits of last year, "French Kiss" has come up with an album of tough, late 80s dance music. Some of the tracks are really only to be danced to but others such as "Black Out" and "Interspace" are substantial, well-produced contemporary pop.

Sybil

"Sybil - Nest Records"

Against a background of hard, House inspired pop are artists such as "I Will Be" and "Sybil". Theirs is an altogether groovier world view and all thing a fair degree of inspiration from late 70s dance music generally and Chic in particular. This is fine L.P. of laid-back, melodic dance music from a number of happenings producers including Gail King, James Bratton and Howie Henson.

Oran Juice Jones

"Be Immortal - OMC/B"

A funky, playful edge to the sound that at its best is reminiscent of Johnny Guitar Watson. Underscoring music which suffers from some truly awful lyrics but musically is sophisticated and pleasant enough.

"The Sundays"

"Reading/Writing/Art/Entertainment - A&M"

An after the immense amount of UK press hype and a sparkling debut single "Can't Be Satisfied" comes the album. In case you have not heard the band they make a sound best described as soft rock or folk-tinged pop based around Hartley Wintle's strong, clear voice. As an L.P. this is no as good as one might have expected but that is probably partly because so much was expected.

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**ALBUM OF THE WEEK**

Third Bass

"The Cactus Album" - CBS

Imagine the snappiest hip hop spiced-up with 30 style jazz horns and chart-wise "Get Busy". That roughly is the sound of Third Bass. In fact, this LP bears a resemblance to De La Soul, the cut-ups and multi-cultural influence is similar.墓 luminous see similar to 3 Feet High & Raising but ultimately this is a much more straightforward record that takes De La Soul's ideas one stage further. Try "Money Hall And The Carpet"

La Pat

"Una Frau De Liebe - Int"n"n"

Despite her well publicised dislike of making records, this Dutch artist has made a fine debut LP in the cabaret tradition. Although she is not as traditional as Ute Lemper, her material has a definite West End character. Add to this a playful sense of melody and you have a very successful first album.

Cinderella and Voi Balaire

"Lagrimas - Laf Loni"

A refreshing and light-hearted dislike of making records, this Dutch artist has made a fine debut LP in the cabaret tradition. Although she is not as traditional as Ute Lemper, her material has a definite West End character. Add to this a playful sense of melody and you have a very successful first album.

**SPOTLIGHT**

Europe Is Going To Get Wet Wet Wet

by Sally Strasson

Scotland's Wet Wet Wet rode around the 80s with a five week promotional tour of 10 European territories which left them well prepared to return this month and kick off the 90s with an extensive concert tour for the new LP "Holdin' Back The River".

T he whole marketing campaign for this year will focus on the fact that they are a band who can play live," says Photogroup's Suzanne Catty who is finalising release schedules, advertising plans and further promotional activities in line with the tour which begins on January 14.

So far, the four-man band has confirmed dates in France, West Germany, Denmark and Holland before the end of February when they return to the UK. Promotion was handled in advance due to the heavy schedule and in order to catch the pre-Christmas market. "We have covered all the bases," says Catty. "Now they have moved up to the next level and during the tour they will only be doing the major TVPs and press as well as the sponsoring radio stations."

The band's current UK hit ballad, "Broke Away", will be released as the second single in the Benelux and Scandinavian territories. Countries with slower moving charts will move straight onto the album's title track in early February. A third single will be released in the UK a couple of weeks later.

Catty says "Holdin' Back The River" was chosen as a single because as a track it gives an idea of what Wet Wet Wet can do live. The video features footage from their recent Glasgow Green concert which was filmed for commercial video release by PMV and is being promoted alongside the album during the tour.

TV and radio advertising early in the year will help boost album sales, which reached the targeted one million mark worldwide by Christmas (their debut LP "Popped In Souled Out" sold two and a half million worldwide, one of which were in the UK).
Tanita Tikaram Unveils Her Sweet Souvenirs
by Sally Scarrow

January 13, 1990

Less than 18 months after the release of her debut LP ‘Ancient Heart’, 20-year-old singer-songwriter Tanita Tikaram returns this month with her second album titled ‘My Sweet Keeper’.

With Ancient Heart Tikaram built up an international following that resulted in three and a half million album sales and a six month tour of Europe, the US and Canada. By the end of the tour, she was ready to start recording again with the same producers, Rod Argent and Peter van Hooke, working in Argent’s home studio.

Tikaram says: "It is easy to work like that, you just feel very relaxed and you just get on with your music", says Tikaram. "I just wanted to make another album and I had all the songs.

Not surprisingly the new material is a follow-up to left her off and the fans went last time around are unlikely to be disappointed. Tikaram talks of the ten new songs, Tikaram writes: "I wrote spontaneously, her work remains largely unrevised with characteristic themes cropping up throughout. The 'Sweet Keeper' is a character in one of the new songs, I Owe It All To You, written about her mother. The 'Ancient Heart' of the first album title comes from one of six tracks that inspired the song. "I have a wealth of material I want to share with people. I go on a line in one of her early lyrics. As a songwriter Tikaram knows she can rely on the emotional power of the audience and says the old songs continue to evolve for her. "That is what keeps me alive, I especially like to hear them mean to other people", she says. "These songs are quite international, writes Tikaram in her notes on the new album. "They have been written all over the place, all written on tour. I can remember places by the songs I have written.

So, It All Come Back Today brings back memories of San Diego, Consider The Rain reminds her of a torrential downpour in Rome and the first single, We Almost Got It Together, is her souvenir of Dublin. "It is a very up song and it seemed a good way to start the new year on a positive note", she says. The single was released on February 3. In mid-March she moves across to Europe for seven weeks touring Holland, Denmark, Sweden, Finland, Norway, West Germany and France. Then, after visiting the US, she will return to Europe for the summer festivals and the rest of the continent will be covered in the autumn with the tour lasting well into 1991. The schedule seems gruelling but Tikaram enjoys it. "I am very eager to get on the road again. I have got some new players, the band is slightly bigger. It will be good fun for me to see how it all fits together!"

Her manager is agent and promoter Paul Charles of the UK’s longest established agency, Argard. He took her on two years ago and is confident that although still only 20, she has the talent and attitude to deal with her success. "From day one she has been actively involved in the planning of all her career", he says. "She has a grasp of everything that is happening, even when I met her at 18 she knew about publishing (Tikaram has her own publishing company B rogue Music). She also knew about A&R and had a good idea that she wanted to make music her career and so had gone to the trouble of finding out about the business!"

Together Charles and Tikaram decided that WEA was the best record company for her needs "because they were most into what she was doing for the right reasons", says Charles. "They convinced us that from working at an international level with Joni Mitchell, Jackson Browne, Paul Simon and Ry Cooder they knew how to look after this kind of artist. Of the things which pleased me was that when she went round the territories to do international promotion right at the beginning, without exception, they treated her with respect. Each really wanted to help her and they did not just want to wait for things to happen in the UK first!"

Norway is without doubt Tikaram’s biggest success story. Ancient Heart is the country’s biggest ever-selling CD and it topped the album chart there for 14 weeks. "The record company in Norway was very supportive of Tikaram from the word go\" says Charles. "They convinced us that from working at an international level with Joni Mitchell, Jackson Browne, Paul Simon and Ry Cooder they knew how to look after this kind of artist. Of the things which pleased me was that when she went round the territories to do international promotion right at the beginning, without exception, they treated her with respect. Each really wanted to help her and they did not just want to wait for things to happen in the UK first!"

The Sunday - Reading, Writing & Arithmetic (Rough Trade)

EMERGING TALENT

La Pat - Eine Frau Fur Die Liebe (EMI)
Seigen Ono - Comme Des Garcons (EMI)
Lil Louis & The World - From The Mind Of Lil Louis (FFRR/London)
The Sundays - Reading, Writing & Arithmetic (Rough Trade)

ENCORE

Former & M&R tips still in need of your support.
The Chimes - Heap (EMI)
Mary Mary & Phara - A New Day (CBS/EMI)
Ultra Nate - It's Over Now (WEA)
The Marines - Go Now (CBS/EMI)
Daniel Lanois - The Maker (Virgin/Warner Brothers)

ALBUMS OF THE WEEK

Third Bass - The Cactus Album (Virgin)
Sly & Syle - The Magic Number (EMI)
Ozuna Juice Jones - Be So Immortal (EMI)
Fingers Inc. - Groovin' Old (Virgin)
La Pat - Eine Frau Fur Die Liebe (EMI)
Seigen Ono - Comme Des Garcons (EMI)
Lil Louis & The World - From The Mind Of Lil Louis (FFRR/London)
The Sundays - Reading, Writing & Arithmetic (Rough Trade)
Etienne Daho - Live (EMI)
Passion Saddel - Woke Up This Morning... (EMI)
808 State - Nine (Virgin)
Pino Daniele - Mascolino Latino (Wea/EMI)

FESTIVE

MM 1 - Do They Know It's Christmas (Parlophone)
Queen - The Miracle (EMI)
Jason Donovan - When You Come Back To Me (Parlophone)
Gipsy Kings - Volare (CBS/EMI)
Sonny - Live To Your Heart (Columbia)
Wet Wet Wet - Break Away (Parlophone)
Bros - Sister (CBS)

Top 100 Albums

Original Natalis D 3.5 Peso - Fron Kiretta (CBS)
Placid Domingo - Die Schoenste Stimme... (EMI)

FALL MOWERS

Airplay Top 50

Band Aid II - Do They Know It's Christmas(5)
Madonna - Like A Virgin (3)
Sydney Youngblood - I've Been Wrong For You (35-37)
Rosette - Look Sharp (46-47)
La Pat - Eine Frau Fur Die Liebe (EMI)

Top 100 Albums

Wet Wet Wet - Back To The River (13-49)
Matthew & Ross - That's All (86)
Broken Soil - Broken Soil (86)

HIT ADDS

Breaking Out On European Radio

Living In A Box - A Different Air
Neneh Cherry - Lima City Mama

YESTER HITS

The Eurochart top five from five years ago.

HOT SINGLES

Phil Collins Airplay
Phil Collins Sales
Phil Collins Airplay
Phil Collins Sales
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<tr>
<th>Wk</th>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Countries Ch.: UK.G8H.IrCr</th>
<th>EU0Words</th>
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<td>Another Day In Paradise</td>
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<td>When You Come Back To Me</td>
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<td>Let's Party</td>
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<td>Kool &amp; the Gang</td>
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<td>Can't Shake The Feeling</td>
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**SOMEBODY IN AN OFFICE IN EUROPE...**

"Oops! I took it home."

**"If this is the kind of thing you often hear when looking for this week's copy of Music & Media, it's time you take out your own subscription. Fill in the coupon in this issue."**

**MASTERCART - January 13, 1990**

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NATIONAL HITS READY TO EXPLODE!

uk & ireland
Band Aid II
Do They Know It's Christmas?
(Very Much)

Big Fun
Can't Stop The Feeling (Get UK)

Sonia
Listen To Your Heart (Crysalis)

Quireboys
Hey You (Polydor UK)

germany, austria
switzerland
Sigurduo & Seine Freunde
Erleuchtungen (EPROM)

Muenchener Freiheit
Johanniter Nachrichten (CBS/EMI)

Juergen Drews
Mit Der Saloon-Club Eisle Beate (Polydor)

Westernhagen
Mit SichMit Liebe (Polydor)

france
La Compagnie Creole
Sonia Marie De Gudaquiao (Canal)

Pierre Bachet
Ukraine En Ruines (RPM/A
tino Rossi
Papa Papa (MVF)

Vini Rezende
(poeus/CBS)

italy
Gianni Morandi
Venezia (CBS)

Eduardo Bennato &
Gianna Nannini
Un Eco Delta (Eco)

Francesco Salvi
Te Record Da Pi (Ostia)

Zucchero Fornaciari
Dances In The Rain

spain
Raul Arellano
The Real Wild Horse (Base / M
duncan Dhu
Esta Salida De Sol (E.A.S.A)

Los Comotradores
Amo Tuy A V orgas (Fonop)

Sergio Dalma
Es El Chico En Mi (A
c

scandinavia
Bjorn Afzelius
Liten Bar (Rodel/Sw)

Magnus Uggla
Ida Bram (CBS/Sw)

Rokckersinn
Open My Eyes (CBS/Sw)

De Nattergale
En Viva Historie (Rodel/Sw)

belux
Petra & Co
Lisa Gi Gi (Home/Can)

Bart Baal
De Maan Locas (KCA/Kr

Cezi Tol & Thomas Tol
En Vol (Hol)

Het Klein Orkest
Over De Maa (Prudon)

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

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MUSIC & MEDIA
EUROCHART
tag 100
SINGLES

Country
1
2
3

UNITED KINGDOM
Do They Know It's Christmas?
(Very Much)

GERMANY
Another Day In Paradise
(Whitney)

FRANCE
That's What I Like
(on Air & The Phantom

ITALY
Lambada

SPAIN
Pump Up The Jam

HOLLAND
All Around The World

BELGIUM
Jingle Bells (Clyching Stars)

SWEDEN
Another Day In Paradise

DENMARK
Tarzan Mania Mia

NORWAY
Another Day In Paradise

FINLAND
Don't Know Much

SWITZERLAND
Girl I'm Gonna Miss You

AUSTRIA
Girl I'm Gonna Miss You

PORTUGAL
That's What I Like

MUSIC & MEDIA
EUROPEAN
top 100
ALBUMS

Country
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2
3

UNITED KINGDOM
But Seriously

GERMANY
But Seriously

FRANCE
But Seriously

ITALY
But Seriously

SPAIN
But Seriously

HOLLAND
But Seriously

BELGIUM
But Seriously

SWEDEN
But Seriously

DENMARK
Kingsgen

NORWAY
But Seriously

FINLAND
Foreign Affair

IRELAND
Foreign Affair

SWITZERLAND
Foreign Affair

AUSTRIA
Foreign Affair

GREECE
World Beat

PORTUGAL
But Seriously

MUSIC & MEDIA
TOP 3
SINGLES
IN EUROPE

Country
1
2
3

UNITED KINGDOM
When You Come Back To Me

GERMANY
All Around The World

FRANCE
That's What I Like

ITALY
Lambada

SPAIN
Pump Up The Jam

HOLLAND
All Around The World

BELGIUM
Let's Party

SWEDEN
Lambada

DENMARK
Let's Party

NORWAY
Lambada

FINLAND
Ride On Time

SWITZERLAND
Another Day In Paradise

AUSTRIA
Lambada

PORTUGAL
Swing The Mood

GREECE
Lambada

MUSIC & MEDIA
TOP 3
ALBUMS
IN EUROPE

Country
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3

UNITED KINGDOM
The Very Best Of

GERMANY
Frohe Weihnacht

FRANCE
Foreign Affair

ITALY
Far Out

SPAIN
Concerto

HOLLAND
The Very Best Of

BELGIUM
The Very Best Of

SWEDEN
The Very Best Of

DENMARK
Kingsgen

NORWAY
The Road To Hell

FINLAND
To

IRELAND
To

SWITZERLAND
The Best Of Rod Stewart

AUSTRIA
The Best Of Rod Stewart

GREECE
The Best Of Rod Stewart

PORTUGAL
The Best Of Rod Stewart

MUSIC & MEDIA
MASTER CHART
- January 13, 1990

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MASTEB CHART - January 13, 1990

VII
**In this week's focus on Scandinavia Music & Media**

Dag Haeggqvist, IFPI board member, talks about the region's market trends during the past ten years. We also talk to new talent by anticipating cross-over acts for the nineties with radio DJs.

**DENMARK**

1. **Comm' Back To You**
   - Jimmy Tittle
   - Dixiefrog (BMG/WARNER)

2. **The Rend To Heir.**
   - Gary U.S. Bonds
   - The Rend To Heir.

3. **Spark To A Flame**
   - The B's
   - The Album

4. **The Best Of Rod Stewart**
   - Rod Stewart

**FINLAND**

5. **Look Sharp...**
   - Roxette
   - Tone City Records

6. **Look Sharp... (Remix)**
   - Roxette
   - Tone City Records

7. **Look Sharp... (Time Will Run Out)**
   - Roxette
   - Tone City Records

8. **Look Sharp... (Where Have All The Good Times Gone)**
   - Roxette
   - Tone City Records

9. **Look Sharp... (Where Do You Go)**
   - Roxette
   - Tone City Records

**SWEDEN**

10. **The Seeds Of Love**
    - Tina Turner
    - Jive Bunny - The Album

11. **Look Sharp...**
    - Roxette
    - Tone City Records

**Svenska Musikanordningen**

- The Pollen
- Dansk Musikanordningen
- Norwegian Record Industry
- Swedish Musicians' Union
- Norsk Musikkforbund
- Svenska Musikkombinatet

**New Megastore in Sweden**

Sweden's first megastore, due to open in August this year.
Nordic Talent For the Nineties

In the 70s it was Abba. Then came A-Ha. The late 80s have belonged to Roxette. Who are Scandinavian DJs ripping to take over the crown in the 90s, and what part does radio play in making the hits of tomorrow?

Bo Berg, Voice, Copenhagen:
"I would select two acts: Nikolaj and Siv Fenger. Nikolaj is a guitarist, a cross between Bruce Springsteen and traditional folk - a bit of everything and a hard style to describe. His first solo LP on Medley has had rave press - it is the old story of critical success almost every major Danish band has been singing solo for 10 years but have really only found their own voice with their latest LP, Dreams To Remember. It has got the spirit of R&B and late 50s rock 'n roll and features Elvis Presley's old vocalists, the Jordanaires. He is on heavy rotation, between two and four times a day."

"Of course DAD and Laid Back are already trying hard to break outside Denmark. But we are busy in need of some new acts here."

"We play 20% Danish music, sometimes more. The local stations are winning and record companies are waking up to the fact that they cannot break an act without our support. Danish Radio, the state broadcaster, is still living in 1949. But we could also do better - the concept of programming is still very new here and a lot of stations play 'free for all' which means they miss a lot of acts. We could really build an act up with proper programming."

Bo Berg, Voice, Copenhagen:
"He sings in Danish but that should be no obstacle to success in Scandinavia. Siv Svanholm has sold over 300,000 of her Sanner LP across Scandinavia and she sings exclusively in Danish. The rave reviews may be a professional ploy. But they will have to clean up in English, as they are rumoured to be doing, they could do very well."

"As far as I am concerned you have got to sing in English to break internationally. Only a very few artists who sing in their own language - like Lisa Sjören, Satine Salomonsson and Kim Larsen - can cross borders, even within Scandinavia. But given English lyrics, there are still two schools of thought about crossing over. The first, and the one most record companies follow, is that you first have to sell 350,000 copies in Norway. The second is that you need a massive budget from an international label and a huge marketing campaign that worked for A-Ha."

"Commercial TV would be a big help. At the moment there is just NKR, and if you succeed in getting them behind you you have got it made. But that is easier said than done. Local commercial radio certainly makes a difference, though. Even in Stavanger we can see the records we play heavily selling in towns, and in Oslo where a quarter of the country's population live - Radio One can certainly break records on a national scale."

"Record companies often send us decent press packages. A lot of Swedish bands just try to emulate Roxette or copy the German -language record on the national market they stand to make more money than they would with a failed international release."

"Another talented young act is Maths Broberg, Sveriges Radio, Stockholm:
"My tip is the Electric Boys - they make funky metal music and lye are excellent. They have been popular here since early 1989 when they released their first LP. But they have to clean up their lyrics if they want any measure of success in the US."

"A lot of Swedish hands just try to emulate Roxette or copy the Whitesnake/Def Leppard approach. Acts like Glory and Real, which have begun sending us decent press, are a bit of everything and a hard style to describe. His first solo LP across Scandinavia and the UK is in Swedish and she has done three times a day. One of the fastest and most flexible medium - and the record companies are waking up to that!"


**THE SOUND OF SCANDINAVIA**

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### SCANDINAVIAN STATISTICS

#### FINLAND

- **Population:** 5.8m (4.2m households)
- **Major cities:** Helsinki (cap.), Tampere, Turku, Espoo, Vaasa, Lahti, Oulu

**EC member:** Yes

**Copyright length:** 50 years; phonogram producers 50 years

**Repertoire share:** 51.4% national (514m), 46.6% international (469.7m million)

**Blank tape sales:** 4.9m units (1987)

**Retail outlet:** about 800, first megastore expected soon.

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#### SWEDEN

- **Population:** 8.5m (4.3m households)
- **Major cities:** Stockholm (cap.), Gothenburg, Lund, Norrkoping

**EC member:** No

**Copyright length:** 50 years; phonogram producers 50 years

**Repertoire share:** 30% national; 70% international.

**Blank tape sales:** 5.8m units (1987)

**Retail outlet:** about 300

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#### DENMARK

- **Population:** 5.9m (2.2m households)
- **Major cities:** Copenhagen (cap.), Aarhus, Odense

**EC member:** Yes

**Copyright length:** 50 years; phonogram producers 25 years

**Repertoire share:** 46.6% national, 53.4% international

**Blank tape sales:** 11m units (1988)

**Retail outlet:** about 400

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#### NORWAY

- **Population:** 4.2m (1.7m households)
- **Major cities:** Oslo (cap.), Bergen, Trondheim, Stavanger, Trondheim

**EC member:** No

**Copyright length:** 50 years; phonogram producers 50 years

**Repertoire share:** 25% national; 75% international.

**Blank tape sales:** 7.3m units (1988)

**Retail outlet:** about 200

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### THE SOUND OF SCANDINAVIA

#### Scandanavian Soundcarriers

**IFPI Figures**

**Millions of CD Introduced**

**1998**

**Total retail music sales 1988 (1987):**

- **Audio:** 5.7m units
- **Video:** 2.6m units
- **Retail:** $90.5 million

**Total retail music sales 1991:**

- **Audio:** 5.7m units
- **Video:** 2.4m units
- **Retail:** $90.5 million

**Copyright length:**

- **Authors and composers:** 50 years
- **Phonogram producers:** 50 years

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### Dag Haeggqvist, chairman of Sonet Grammofon and IFPI board member, comments on 10 years of growth in the Scandanavian market.

**On the CD influence:**

"There is every reason to believe that the upward trend brought about by CD will continue, and more product is now becoming available in the CD format including much back catalogue from local artists. Some product is now available solely on CD - and mid and budget-priced material is also helping to increase the CD market."

**On Swedish dominance:**

"The volume spread between the four Nordic countries is likely to continue much as it is now, due to their varying size of population. I predict that Norway will continue as the leading market though Finland will increase its share due to the booming industrial environment there in recent years."

**On sales successes:**

"I think the main positive element to be drawn from the figures is the very active and healthy development of local recording activities in each of the Nordic countries, plus a healthier media environment and attitude related to the break-up of the state monopoly situation in radio and TV."

**On Norway's decline:**

"The dip in Norwegian sales between 1987 and 1988 is the logical consequence of the backlog stemming from the sales boom of the 'oil' years."

**On the future:**

"I foresee that general sales will continue to grow on a modest but steady basis over the next three years mainly as a result of the continued CD development but also as a result of the current strong local recording activities in Sweden, Finland, Norway and Denmark."
On 1 December 1989 Bob Geldof phoned Pete Waterman about the recurring problems in Ethiopia, the recent failed harvest, political strife and state of war. Pete immediately agreed to record a new version of "DO THEY KNOW IT'S CHRISTMAS?", originally released in 1984 by BAND AID. The recording was produced by Stock, Aitken & Waterman and took place on Sunday 3rd December with the following artists taking part and giving all their services free ...
Sweden
Although most people expected Roxette to be 1989's biggest seller in Sweden the duo were equalled on national terms by solo artist Orup. Before his WEA Sweden LP Orup 2 was released in April, two singles, *Igg Over Mina Oran* and M.B had both gone gold (25,000 units). Consequently when the album was released, accompanied by a media blitz that included larger than life in-store displays and full-page newspaper advertising, advance orders were up to 90,000.

The record entered the charts at number 2, stayed there all through the summer and then, following a national tour and a second in-store blitz it finally reached number 1 and stayed there for ten weeks.

Now, nine months after its release, Orup 2 has been certified double platinum with sales in excess of 250,000.

Finland
Unknown outside of Scandinavia Kirkia has been popular in Finland for 20 years now. His vocal range means his music varies from muscular rock to sensitive ballads. Despite a career that stretches back to 1967 his biggest break came at the end of October 1988 when he won the *Sukkya Savu* (Autum Harmony) contest with *Surum Pyrim Silimauri* (*I Hate To See The Sunsets in Your Eyes*).

The album of the same name was released in December 1988 accompanied by a major radio and press advertising campaign. The LP has now sold 146,000 copies in Finland and so recently released follow-up *Anna Kast* has already sold 61,000. Now he is recording in English and the material will be premiered at the 1990 MIDEM.

Netherland
Out of population of four million more than 160,000 people have already bought the latest Danes *With A Stranger LP* (To, Norra). Despite a release in November. The band have also been nominated for their second Grammy award.

Although there was no TV advertising prior to the album's release there was a heavy newspaper and magazine campaign and more importantly, a 29 days tour in November/December. Another tour will begin in February.

The record has been enthusiastically received by Norwey's DJs. They are playing the single *Irresistible Man* but also picking up on other tracks such as *Explotion Of Time And Stop Loving For Love*.

As yet the band have not released anything outside Norway but in early 1990, Sonet, their record company in Sweden and Denmark, will be releasing a single. The album will be released in several territories in February.

It is ironic that an early review of *Look Sharp* (EMI) said that it was "not enough for an international career". Roxette gave live and phone-in interviews with all major and local radio stations which started playing two particular tracks from the LP, *Listen To Your Heart* and *The Look*.

A giant four-colour poster featuring the tour dates and a live size stand-up display were distributed to shops. The tour started in November and the band combined this with in-store appearances plus local press and TV interviews. As a result the band have sold 51,000 copies of *Look Sharp* since its release in 1988, approx. 250,000 of which were in 1989. On top of this they have sold a further 2.5 million albums worldwide.

Sweden First 'Megastore' Set For August Launch

"We are not in the business of lending money without a reason", Jeremy Pearce CBS International managing director

"A perfect example of the way in which the sale of CDs, records and tapes. Looking to the general develop- ment of retail, Fogstrands acknowledges the advent of CD "stimulated the buying public" but he believes the market is "in the process of finding its way". But for retailers the size of the market makes it more difficult than the vinyl album to promote in-store and also leads to an increase in theft.

He predicts the slide of the vinyl album will continue: "In a year I believe there will be next to no sale of classical vinyl on vinyl and, it's a matter of three to four years before the format disappears entirely. Record companies will find that it simply isn't worth their while to produce them.

Skivakademien is keen to expand further, particularly into Finland. The company's 1988 turnover was around Skr 50 million (US$ 7.8 million approx), and underlines Fogstrands belief that the Scandinavian megastore could increase that three-fold. "It's a big challenge but it's very important to get it right. It's likely to be a couple more years before we decide to open any new stores."
As Dag Haeggqvist, chairman of Sonet Grammofon, assumes his new role on the IFPI board, international respect for Scandinavian rock and pop has never been greater. On the heels of bands like ABBA, Roxette and Europe, new acts such as Denmark’s DAD (Disneyland After Dark), Norway’s The September When and Sweden’s Leila K look poised to capitalise on the new climate of acceptance.

"The pan-European approach does not just add anything to the industry, nor lead to any real advantage." -- as quoted by Chris Fuller

He also dismisses the notion that the major labels will face problems of promotion on a pan-European basis. If a record was to break within a four-week span all over Europe, how could the artists feel there is a need for this, competitiveness in TV is a healthy development, though we should be wary of arrogance and prejudice in the UK towards non-UK or non-US music.

"There still exists a lot of arrogance and prejudice in the UK towards non-UK or non-US music." -- as quoted by Chris Fuller

"If this is the kind of thing you often hear when looking for this week's copy of Music & Media, it's time you took out your subscription. Fill in the coupon in this issue!" -- as quoted by Chris Fuller

In fact it would probably reduce both. I didn’t exist in the present situation, there’s a lot of national individuality but also a demand for overplay between the various markets, is far more desirable." -- as quoted by Chris Fuller

In Scandinavian terms, Haeggqvist says the steady growth in sales volume across the region is partly due to a "renewed enthusiasm that CD has brought to the market." More significant, it is the "regular appearance of really interesting, particularly when it comes from local artists."

Haeggqvist: "In general the situation is very well organised, the market is slowly growing, but I don’t agree with the view to expect any explosions, volume-wise. As here at Sonet, I think the most interesting trend will be record companies moving into broader media development, possibly producing or co-producing more programmes for national TV and radio. In this way the industry will broaden and, in doing so, strengthen."
CD MANUFACTURING

DENMARK

DANDISCO PRODUCTION
Pia Kjaer (MD) Sikkerlev, 2 4900 Sukkertoppen tel. 3-894060; fax 3-894949
Annual Capacity: 8 million Special Formats: CD-ROM, CDV Facilities: 3-colour printing; plating; overwrapping; mastering; Turnaround Time: 10 days (new order); 6 days (re-order) Minimum Order: 1,000 (new order), 500 (re-order) Customers: Many major record companies in Scandinavia and also companies in Italy, West Germany, the UK and Holland: Considering introducing CD-3

FRANCE

PDQ France
Gonta Bruzon 43 Avenue Marceau 75116 Paris tel. 1-40701126; fax 40701126 Minimum Order: 300 (new order), 100 (re-order) Natural Waste: 1.5%

PDQ France plant in Louvres, France
Annual Capacity: 24 million in 1990 Special Formats: CD-1; CD-3; CD; CD-ROM; CD-E Facilities: Mastering; plating; overwrapping; printing; Turnaround Time: 10 days (new order), 5 days (re-order) Natural Waste: 1.5%

ITALY

OPTICAL
Mr. Clamer Via Privata Emiliana 1 20010 Pogliano Milanese Monza-Brianza 2-93255637; fax 2-93255780; tel. 2-93252580
Annual Capacity: At least 2 million Special Formats: CD-ROM Facilities: 3-colour printing; special packaging "Turnaround Time: 20-21 days (new order); 10 days (re-order)
Natural Waste: 3% to 5%
Minimum Order: 500 Customers: Record companies, major and small

SPAIN

IBERMEMORY
Eusebio Rey / Luis Luis Carbo AV. de Feritientem 35 28220 Coslada Madrid tel. 1-6712200; fax 1-6713990; tel. 427971
Annual Capacity: 5 million Special Formats: CD-ROM Facilities: 2-colour printing; plating; overwrapping; mastering; coloured polycarbonate; Turnaround Time: 48 hours (new order); 24 hours (express and re-orders)
Natural Waste: less than 1%
Minimum Order: 50 Customers: 95% of the Spanish record industry

SWEN

CD PLANT MG AB
Britt Carlson / Thomas Laghelgen Box 903250394 Malmö tel. 40-221210; fax 40-949660
Annual Capacity: 1 million Special Formats: CD-3; CD-5; CD-ROM Facilities: 5-colour printing; mastering; pre-mastering/post-production studio; plating; Turnaround Time: 7-10 days Minimum Order: 500

SWITZERLAND

ICM DISSMENHOFEN LTD
Andy Baur Ratiward Willisdorf, 8253 Diessenbofen tel. 1-6712200; fax 1-6713990; tel. 427971
Annual Capacity: 5 million Special Formats: CD-3; CD-5; CD-ROM Facilities: 3-colour printing; plating; overwrapping; mastering; Turnaround Time: 10 days (new order)

THE KING and QUEEN OF AMERICA
NEW SINGLE TAKEN FROM THE ALBUM...
"WE TOO ARE ONE"
Eurythmics

CD MANUFACTURING

As the success of the CD continues both manufacturers and retailers are predicting the end of vinyl as a format. Music & Media presents an updated list of European CD manufacturers, many of whom have expanded capacity and now offer the latest facilities.

AUSTRIA

DACI AUSTRIA
Petr Zivicky Niedererstrasse 202 5010 Anif Salzburg tel. 6246-2280; fax 6246-3551
Annual Capacity: 70 million Special Formats: CD-3; CD-5; picture disc; colour disc; laser disc Facilities: Colour polycarbonate; 6-colour printing; mastering (Sony); plating; overwrapping; standard blister packaging for CD-3 Turnaround Time: 9 days (new order); 5 days (re-order); speedy facility for extreme orders Natural Waste: none Minimum Order: 500 (new order); 500 (re-order) Customers: More than 150 European record companies

BELGIUM

BVBA INTER SERVICE PRESS
Paul Smits (MD) Appelweg 88-94 3221 Nowende tel. 16-568383; fax 16-569882; tel. 61246
Annual Capacity: 6 million Special Formats: CDV; CD-ROM; CD-Audio Facilities: Glastamasing; electro-plating; automatic packing; 2-colour printing; possibility of coloured polycarbonate Minimum Order: 1,000 (new order); 500 (re-order)

“THE KING and QUEEN OF AMERICA”
COME PLAY WITH ME
DO THE DANCE
RIVER OF LOVE
HOODOO WANNNA VOOODOO
DON’T SAY GO
YOU’RE GONNA GET IT
HIGH TIDE AND LOVE
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TRANSCANCE GR. HITS

COME PLAY WITH ME
DO THE DANCE
HOODOO WANNNA VOOODOO
RIVER OF LOVE
DON’T SAY GO
YOU’RE GONNA GET IT
HIGH TIDE AND LOVE
SILENT AS THE NIGHT
TRANSCANCE GR. HITS

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MUSIC & MEDIA - January 13, 1990

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CD MANUFACTURING

WEST GERMANY

PIZL COMPACT DISC
Dr Wolfgang Pires Kreft Piz Str. 18 81520 Kempten tel. 8166-300; fax 8166-3098; 17816611
Annual Capacity: 40 million Special Formats: CD-5; CD- ROM; CD-ROM customers: 95% Industrial and educational (schools, museums, trade fairs, exhibitions, libraries); 5% consumer products (film etc)
Other: fabrication of laser discs

RECORD SERVICE GmbH
Cappi Freier Max Planck Str. 1-5 5110 Ahrborn 2404-540; fax 2494-5200; 182920-16
Annual Capacity: 40 million Special Formats: CD-3; CD-5; CD-ROM; Folders: Digital editing; mastering Material: Natural Wax: 10% Customers: Record Service Producers exclusively for WEMA companies (excluding US); above figures also include CD production for Telek Press Other: 3" blister packaging; preparation of stickers

COMPACT DISC TONTRAEGER GmbH
Christ Winkler Gustav Meyer Aller 251 3000 West Berlin 65 tel. 30-4635895; fax 30-4634602; 185825
Annual Capacity: 5 million Special Formats: CDV license obtained; CD-ROM Facilities: Studio; glass mastering; galvanising: gold spatter; coloured CD; picture CD. Turnaround Time: 10 days Minimum Order: 1000 Customers: 80 clients many of which are independent labels

SONOPRESS GmbH
Roland Ramforth Carl-Bertegehstr. 161 85830 Gauertshofen 1 tel. 5241-803445; fax 5241-7863; 93346061
Annual Capacity: 78 million Special Formats: CD-5; CD-ROM; CDV Facilities: Mastering; galvanising; printing by Firma TOPAC (contact Mr Lipka, tel. 02540-8262); 4-color printing of booklets; CD-labels: picture CD. Turnaround Time: Negotiable Minimum Order: 1000 (new order); 500 (re-order) Other: Ability to customise and packaging manufacturing

EMI COMPACT DISC
Tim Crouch Greenbridge Instate Crampton Road Swindon Wilt SN3 3LP tel. 793-511168; fax 793-26320; 144445
Annual Capacity: 20 million Special Formats: CD-3; CD-ROM Facilities: 5-color printing; plating; over-wrapping; mastering Turnaround Time: 7-10 days (new order); 5-8 days (re-order) Minimum Order: 1000 (new order); 500 (re-order) Customers: EMI

SONOPRESS GmbH
Roland Ramforth Carl-Bertegehstr. 161 85830 Gauertshofen 1 tel. 5241-803445; fax 5241-7863; 93346061
Annual Capacity: 78 million Special Formats: CD-5; CD-ROM; CDV Facilities: Mastering; galvanising; printing by Firma TOPAC (contact Mr Lipka, tel. 02540-8262); 4-color printing of booklets; CD-labels: picture CD. Turnaround Time: Negotiable Minimum Order: 1000 (new order); 500 (re-order) Other: Ability to customise and packaging manufacturing

TELEMEDIA
Ulrich Straub, Uwe Brand Carl-Bertegehstr. 161 85830 Gauertshofen 1 tel. 5241-803445; fax 5241-7863; 93346061
Annual Capacity: 78 million Special Formats: CD-5; CD-ROM; Customers: 95% Industrial and educational (schools, museums, trade fairs, exhibitions, libraries); 5% consumer products (film etc)
Other: Manufacture of laser discs

KOHRECORDS
Ralph Grogp Hermann-Schmide Str. 10 8000 Munich 2 tel. 89-7256095; fax 89-7257470; 52130800 koh ch
Annual Capacity: 8 million Special Formats: CD-5; CDV and CD-ROM as required Facilities: Digitalisation; coding; sound enhancement; 500 color; 500 laser printers; pre-mastering for digital editing; PQ editing; ROM data preparation; galvanising; X4 colour printing; 2X1 colour printing; coloured trays and other special packaging Turnaround Time: 6 days Minimum Order: 500 Other: Research & development department for test and measuring equipment; two production lines for CD test equipment; DAT Quality Analyses; DAT Encoding

P & O COMPACT DISC GmbH
Ingelburg Grossmann Auf dem Esch 1 251 8240 Dippohelz tel. 5441-4014; fax 5441-4014; 941220
Annual Capacity: 10 million Special Formats: CD-5; CD-ROM; Facilities: Planning; CD-ROM Facilities: Complete pre-processing services; galvanising Turnaround Time: 10 days Minimum Order: 500 Other: 500 Storage facilities
Dave Edmunds is to record a TV special for the UK's Channel 4 at the end of February with guest appearances likely from Don DiMucci, Bonni Riatt and Kim Wilson of the Fabulous Thunderbirds. The show will also feature Bruce Springsteen's horn section and will serve as a warm-up for a month-long US tour and some European dates.

Bon Jovi added a charity show to their recent UK tour by playing Hammersmith Odeon in aid of Nordoff-Robbins Music Therapy, the charity behind the huge Leeds show in June. The first 400 seats in the front rows of the circle cost £50 each, including admission to a special reception after the gig.

Fine Young Cannibals are currently working on the follow-up to the multi-million selling The Raw & the Ready, which was never originally released as a single and has now been remixed by Cope for Phonogram.

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### STATION REPORTS

#### Sweden

- **Top 5:**
  - **Nellee Cherry-** Iona City
  - **UB40-** Lil' Louis .4 The World
  - **Jive Bunny-** That's What
  - **Jonas Field-** Engler
  - **Marta.-** I

#### Finland

- **Top 10:**
  - **Bjarni Petursson-** Silly Soul
  - **Bjorn Borg-** Sunset
  - **Tama Roos-** Hottest
  - **Bjorn Borg-** Sunset
  - **Bjorn Borg-** Sunset

#### Portugal

- **Top 5:**
  - **RPM (Renesiaca)-** Lisbon
  - **Lou Louroino-** Programme Coordinator
  - **Paulo Jorge-** Programme Coordinator
  - **Paulo Jorge-** Programme Coordinator
  - **Paulo Jorge-** Programme Coordinator

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- **PILZ COMPACT DISC PILZ MEDIA GROUP**
  - Ingrid-Pilz-Straße 1
  - D-8051 Kranzberg/Munich

- **Telephone:** (0) 81 66/30-0
- **Telefax:** (0) 81 66/30-297

### USA:

- **PILZ COMPACT DISC**
  - 3505 Cadillac Ave., Bldg. G-1
  - Costa Mesa, CA. 92626

- **Telephone:** (714) 5 49-48 11
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### GREAT BRITAIN:

- **David W. Jefferies**
  - Hazel Farm, Hooks Cross
  - Watton-at-Stone

- **Telephone:** (350) 83 09 72

### FRANCE/BELGIUM:

- **Tradinor**
  - 24, rue René Delure
  - B-7721 Blaindon

- **Telephone:** (32) 69-35 16 66

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**STATION REPORTS**

**POLAND**
- **POLSKIE RADIO - Warsaw**
  - Bogdan Fabianaki - DJ
  - PI: Star - Pump Up The Jan
  - Roswit: Listen
  - Tina Turner: Don't Wait
  - Dust Springfield: In Private
  - Billy Joel: Leningrad
  - Madonna: Dear Jessie
  - Jason Donovan: When You Come
  - The Chili Peppers: How High
  - B-52's: Love Shack
  - TT D'Arby: This Side Of Love
- **TP**
  - Philip Collins: Paradise
  - Kansas- Dancook Lambada
  - Jenny Somerville: Comment
  - Beloved: Sun Rising
  - Deborah Herry: That Man
- **LP**
  - Kansas
  - Coad: Rose
  - Phil Collins

**MUSIC**

**EUROPE**

**VOA - Europe**
- **Jane Brown - Director**
- **Top 10:**
  - Amadeus/Don't Know
  - Taylor Danae: With Every Beat
  - Soul 1 Soul: Back To Life
  - Phil Collins: Paradise
  - John: Jackson Rhythm Nation
  - Bon Jovi: Livin' In Sin
  - Chie: Joe
  - Jessie James
  - MI: Keishi: Blame Is
  - Billy Joel: Start The Fire
  - Richard Marv: Angel

**MTV**

**Powerplug:**
- Lenny Kravitz: Let Love Rule
  - Heavy Rotation:
    - The B-52's: Love Shack
    - Soul 1 Soul: Get A Life
    - Phil Collins: Paradise
    - Tuss Turner: Stepping Windows
    - Eric Clapton: Pretending
    - Lisa Stansfield: World
    - Simple Minds: Signs

**Buzz Bin:**
- Michael Rose: Keep The Fire
  - The Stone Rosso: Fools Gold
  - Michelle Shocked: Greener
  - Ett: Tombstone
  - Manu Negro: King Kong Five

**EUROCHART ON SUPERCHANNEL**
- **CL**
  - Kansas-Lambada
  - Joe Bata: Let's Party
  - Jason Donovan: When You Come
  - Soul 1 Soul: Get A Life
  - Ride: MC Street
  - Halina: Dear Jessie
  - Sydney Youngblood: Sit
  - Duran Duran: Pour Some Sugar On Me

**VIDEO**
- **MUSIC ITALY**
  - Giancarlo Trombetti: Prod.
  - De La Soul: The Life
  - Ick: I Know You
  - Simple Minds: Signs

**DEEJAY TELEVISION**

**BRITISH NUISANCE**
- **Claudio Cocchetta- Prod.**
- **Top 10:**
  - Madness: Chicka Chicka Boom Boom
  - The Jam: I Was A Fool
  - Slade: Fishing In The Dark
  - The Jam: I Was A Fool
  - Slade: Fishing In The Dark
  - The Jam: I Was A Fool
  - Slade: Fishing In The Dark
  - The Jam: I Was A Fool
  - Slade: Fishing In The Dark
  - The Jam: I Was A Fool

**SWITZERLAND**
- **DRS - Barock**
  - Bruno Bieri: Prod.
  - CL: Noodles Back To You Baby
  - Joo: Moonshine Baby
  - Zwan: We're Drunk Again
  - Chain Of Command: Howling
  - Strong: Long Time Ago
  - Mx: Them: Sirens
  - Yelo: Too Tied Up
  - Stephan: Eichen: Patient
  - Andreas: Wankermann: People
  - Pin: Good Emotions
  - Steve: Thomson: Driving
  - Carsten: Masked Jackal

**FINLAND**
- **TV: Jukebox**
  - Jukka Konttinen: Prod.
  - Top 5:
    - Kansas: Lambada
    - Tina Turner: The Best
    - Alice Cooper: Poison
    - Kika: Na Huava
    - Jason Donovan: Sealed

**POLAND**
- **TV: T** - Flash
  - Bogdan Fabianaki: Prod.
  - CL: Inner City: Warcha Gonna
  - Gloria Estefan: Got On
  - Rolling Stones: Hard Place
  - Mx: Coo: Julie
  - Chris: Road To Hell
  - Grass: Jones: I'm On Top Of
  - TT D'Arby: This Side Of Love
  - Janet Jackson: Rhythm Nation

**SUPER CHANNEL**

**CL**
- Kansas-Lambada
  - Joe Bata: Let's Party
  - Jason Donovan: When You Come
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