UK CD Shipments Surge By 43%

London - CD shipments in the UK rose 43% to 41.7 million while LPs slumped by 25% to 37.9 million, according to the 1989 trade delivery figures from the British Phonographic Industry (BPI).

The gentle decline of the LP in recent years appears to have accelerated sharply. However, the rapidly growing CD market was worth £230.7 million last year, catapulting CD market worth £230.7 million last year, catapulting the UK rose 43% to 41.7 million while LPs slumped by 25% to 37.9 million, according to the 1989 trade delivery figures from the British Phonographic Industry (BPI).

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This BRITS Awards show has been sold to a record number of countries. Distributor Music Box has finalised TV deals with 57 countries including Japan, the USSR and China. The show now has a potential audience of 800 million.

The Awards, pre-recorded this year after embarrassing blunders in the previous two years when it was screened live, played safe as the British Photographic Industry sought to restore its credibility.

Phil Collins was best British Male Artist for the fourth year running and also won the best single with Another Day In Paradise. Annie Lennox of Eurythmics was best British Female Artist for the fourth year running. The Fine Young Cannibals got two awards - for Best British Group and Best British Album - as did Neneh Cherry who won both International Artist and International Newcomer. Lisa Stansfield was Best British Newcomer and U2 the Best International Group. But there was no award for Soul II Soul who opened the show with a live performance, or for Bobby Brown who apparently flew over from the US just to present The Core with the Best Video award. Queen received a special award in recognition of their success.

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Belgian indie Crammed Discs has joined forces with Paris Virgin Megastore and rock radio station Oui FM to promote Foreign Affair's French tour. The tour, coinciding with the release of the band's debut album East On Fire, begins mid-March. Full-page adverts have also been taken out in leading music magazine Kerrang.

Promotion manager Dirk van der Auwera says further ads will be taken out, giving details of the tour and promotional package. The Paris-based private station Oui FM will be giving away limited edition CDs during a week-long campaign. A total of 700 CDs will be distributed to listeners during the 17:00-18.00 time slot between March 12-18.

Pierre Rena, president of Oui FM: "We already had Minimal Compact's music on our playlist so Foreign Affair was the next logical step. We were involved with Minimal Compact's two last concerts and the Festival Transmusicales de Rennes where Foreign Affair made their debut in France.

"We are currently restructuring our playlist into a 30-title album and singles list and Foreign Affair is one of the album heavy rotation acts. We frequently have acts like Queen and The Cure with the Best Video award. From the US just to present The Core with the Best Video award. Queen received a special award in recognition of their success.
PolyGram is planning to open a retail store in East Berlin together with leading department store chain, Centrum. PolyGram West Germans president Wolf-Dieter Gramatke says the outlet will sell PolyGram records, cassettes and CDs and possibly consumer electronics merchandise from Philips.

PolyGram would own the store and it would be operated by Centrum. A site has already been leased but no opening date has been set, since negotiations are still in progress.

The store development is one outcome of talks initiated with Centrum last October. PolyGram has also concluded a deal to supply Centrum with budget-price cassettes for sale through the chain’s 16 stores in major East German cities. The goods will be supplied through PolyGram’s Karlussel subsidiary. Karlussel is also supplying two other East German chains with budget tapes. The merchandise is being supplied from stock for only manufacturing cost. “There is always a problem with currency convertibility,” says Gramatke. “At PolyGram, what we are looking to do is help the East German consumers have access to music.”

The cassettes, primarily compilations, span pop, rock, classical and other music genres. They are expected to sell for East DM 19.95 (app. US$ 4.70), somewhat below what the equivalent local product cost.

PolyGram/Center deal circumvents the East German state record company, VEY, which also controls approximately 400 record retail outlets. PolyGram has had licence deals with VEY in the past, but Gramatke says the latest developments reflect Centrum’s move to deal directly with West German suppliers. “It was their decision to free themselves from the state trading organisation. There is no strategic attempt on our part to break that system.” PolyGram is also opening a two-man office in East Berlin. BMG Ariola and CBS are also setting up East German operations.

IR STATIONS

JICRAR, the station had a 31% reach and average hours of 11:7.

London Broadcasting has also queried its latest JICRAR figures, claiming that they do not reflect an increase in audience since the station split frequencies in October. In the May-December survey period the station’s reach dropped from 31% to 27%.

But private research by London Broadcasting after the split produced an increased reach to 27%. Separate figures for the two services - Crown FM and London Talkback - are not available.

Southern Sound (East) JICRAR figures were incorrect and published and should have given a 40% reach with an average of 11.5 hours. The survey period for the latest JICRAR figures was also inconsistent. Capital FM and Radio London Sound figures were from May to December while Radio Forth, Radio Tyne and Signal Sound figures were rolled up data from the second and fourth quarters.

Radio Aire is now seeking compensation from RSGB for the sampling error and will have to trade on old figures until the next survey. London Broadcasting calls the mistake over its figures “a low blow”. And Southern Radio Holdings, which owns Southern Sound, has attacked the low level of resources given to the Radio Marketing Bureau, which was asked into the AIRC last year.

Galpin says that RMB is taking steps to make sure that Radio Aire’s sampling error does not happen again. “We are expecting a full report from the contractors. We have also double checking the other samples but nothing else has shown up!”

JICRAR has been in the process of changing from a continuous sampling method to a fixed period method and Galpin says that 1989 was a transitional year. “Some stations published data from a single period, others used different periods and others used more than one period and rolled the figures together. Obviously this caused problems!”

The new system will consist of four quarterly periods of 12 weeks. All stations will take part in this new “universal” quarter while the fourth “supplementary” quarter is for stations with a million or more potential listeners. The first and third quarters are at the station’s discretion. The diary survey technique used around the world, is being adapted to take account of the increase in UK radio stations and Galpin says there may be more changes as the UK scene continues to develop.

Galpin: “The long and the short of it is that JICRAR will be providing national data every quarter and regional statistics once a year. It’s taken a lot of work to set up the new system and frankly we are pleased to see the back of last year but we are now in a position to supply reliable data on the greatly increased number of radio stations around the country!”

M O V I N G

Medic Laurent Perrier, previously director of development at France’s Eurodisney 2 and deputy director of FM development at Europe 1, has moved to ring station NLJ where he is responsible for the NRL, Centre FM and Pacific networks. Steve Wall is Radio Luxembourg’s new head of news and proms. He replaces Rodney Collin who becomes station manager at East End Radio in Glasgow. In West Germany, BBC’s acting general director and chief counsel Albert Scherf will take over the position of general director. M&M concerns have joined the new international pay TV station Canal Plus in Hamburg. PolyGram’s Brussels manager, Jacques van Dijl becomes general manager.

C H A I R S

Shawn Colin is currently promoting her stunning debut album steady on in Sweden, Norway, Holland, Germany and the U.K.

CBS

AMEERICAN RADIO HISTORY
**Poland Launches Anti-Piracy Campaign**

Jan Chojnicki from Polonia, Andrzej Marcinek from Polonia Nagrania and Krzysztof Wozniak from ZAKIS are now drawing up discussion documents. Representatives from IFPI are due in Warsaw later this year and the committee hopes to resolve the problems with piracy.

Most of Poland's labels were at the meeting, including Polonia Nagrania and Polish Silesian Radio, Wroclaw, Polish Radio, Wroclaw, and the Polish Ministry of Culture.

**MTV Expands Reach In Eastern Europe**

MTV can now be seen by 20 million people in the former Eastern Bloc countries. The music channel began broadcast in Croatia, Bulgaria, Czechoslovakia and Yugoslavia, is now planning to further expand.

MTV is planning to launch in at least 5 million homes in Bulgaria, Czechoslovakia and Yugoslavia, is now planning to further expand.

**Jazz FM Goes For Media Touch**

London Jazz Radio, which is the first radio station in Europe to take delivery of the complete Media Touch system which cost in the region of £400,000 but Broadcast Software is currently working on various versions for other European stations around Europe. They include London's Capital Radio, which is installing the system on a gradual basis to fit in with its existing equipment, Dutch station XBMR and French station Radio Monte Carlo.

**AM Stereo For UK?**

AM stereo could be introduced in the UK if trials by the Independent Broadcasting Authority (IBA) prove successful. IBA engineers are planning to start trials this year of a stereo FM C-QAM system which is widely used in the US. The project is being looked at by the IBA and the Association of Independent Radio Contractors and the final trial will involve over-air testing.

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**R&D**

**Wide European News**

Radio programmers examine the merits of CD playing.

**Is Vinyl Visible?**

The UK's Radio Trent head of music Len Greatorex says that CDs are growing in popularity, but says there are still 90% of our material on vinyl but we can always get CD on request.

**Trade**

**DJs often prefer vinyl:**

Alan Rete 105 DJ Les Peroni looks forward to the day when the station is 100% CD but most of his DJs are still very partial to vinyl. Even during a programme change, the station plays most of its CD material from private compilation cassettes. The DJs don't think it's costing the station material from the UK "because the timing of releases is different and if you want to be the first to play a record you have to import!"

**Planning**

Dimensione Suono Network programme director Bruno Player also imports a large amount of CDs and would play more CD singles if they were sent to the station. "We do have a problem with CDs however because they often stop and jam. And some singles like the new Soul II Soul are only available on CD!"

**On the evidence so far, it appears that DJ's in the UK prefer CD single to Vinyl, despite the advantages of CD's, are still reluctant to make the changeover because it is both too expensive and difficult to handle and it's not easy to store. This is a problem which may be solved by the advent of the new CD Walkman which was recently introduced in Japan. French DJ's such as Albert Bacci are already introducing CDs in their programmes.

**Equipment**

The equipment is expensive and will probably only be available in the hands of the larger stations. But the DJs and producers are being trained by the equipment manufacturers to use the CD systems to their full potential.

**Music**

**At the end of the day, the record industry determines the fate of vinyl, the verdict is given and unceremoniously pronounced. The end of the record industry determination of work featuring the best elements from the club world at the end of the day, the record industry determines the fate of vinyl, the verdict is given and unceremoniously pronounced. The end of the record industry determination of work featuring the best elements from the club world at the end of the day, the record industry determines the fate of vinyl, the verdict is given and unceremoniously pronounced.**
Bavaria's Gong commercial radio group has withdrawn its bid to win the advertising sales contract with East Germany's state broadcasters, Radio DDR (MFM 24 Apr).

According to Gong's head of marketing, Martin Schmitz, the company's West German rivals for the deal were prepared to accept conditions which Gong was not.

"We pulled out of negotiations at the eleventh hour because we felt that if the contracts were not going to be exclusive then they made no sense."

"In the end we discovered that the East Germans, after initially making us believe we had an exclusive deal, had made similar offers to several West German sales and marketing groups. They probably thought that simultaneous sales representation would increase the potential turnover!"

The advertising sales for the four regional Radio DDR stations, in Leipzig, Dresden, Weimar and Karl Marx Stadt, which together have a combined audience each in excess of one million, will now be handled by these sales groups.

The Hamburg-based Funk Kombi Nord, which was initially thought to be Gong's only rival for the bid, now shares the contract with two other radio sales houses. Funk Kombi Nord, which represents several private stations in southern West Germany and Radio Fasorah, which is used by the Charivari chain, will also be working with Radio DDR. This particular contract is valid only until March when national elections, thought likely to result in the winning in of a government that will amend existing media laws, take place.

Schmitz: "We do not see this as a defeat because we pulled out of this particular contract voluntarily. It seems to us that this scheme, which could have been worth up to DM 2 million (one million, will just not work. The real East Germany lies in the licensing of private radio stations which is looking more and more inevitable as German unity approaches."

"The real future in that area that are the most exciting and we will be keeping a careful watch on development."

**Horst McKinley**

**Bonge Pulls Out Of DDR Deal**

*By Ros Lyn*
**CBS France's label Epic has been forced to test audience reactions to a new single about AIDS. The song 'To Die Mêle', composed and performed by Michel Polnareff, deals with AIDS and its prevention through the use of condoms. A promotional video, a light-hearted clip featuring footage of animals copulating, did not go down well at various TV stations and Epic decided to conduct its own tests on 16-18 year-olds before checking reactions. Epic GM Christian Rao says they have not yet made a final decision. The fact that it deals with such a topic would in fact encourage us to play the song. We are very liberal at NRJ and would only ban a record because of lyrics referring to violence, drugs or racism.**

**Fire Will Not Stop Printemps de Bourges**

Despite the fire that destroyed the Paris offices of the Printemps de Bourges, organiser Daniel Laioussou and Jacques Floquet are planning an annual event will go ahead as planned. From April 11-16 a full programme of both new and established artists will be playing live at a range of venues in Bourges.

**The album and single have not been released yet. No tour planned as yet.**

Debut album: Histoires d'Oracto. Ross Zouaz and les Nouvelles Polyphonies Corses. rali from Jimmy Odint, the Reggae Orchestra and Los Volls. Bulgaria. The Discoveries of Bourges section also give unknown groups chosen from all over France the chance to play live. This year the 14th Printemps de Bourges, now sponsored by MCM Euromusique, is getting increasing emphasis on multi-cultural aspects.

**Radio Is Ready For San Remo Assault**

The San Remo Song Festival plans are still being finalised with many international acts still not having confirmed their participation at press time. What is certain, however, is that the coverage of the event will dominate the media. RAI TV. But some of the country's major private radio broad- casters are also planning extensive participation.

Rai coverage of San Remo despite the event's organisational difficulties, is to be more extensive than ever. Rome-based private network Dimensione Suono will feature many special guests and the station's VIP list will be open to the public. Radio Deejay is also present with a commitment mainly to interview artists and the event's local talent that fits in with the image of our network," comments programme director Bruno Playfer. "Our net- work is as committed to local talent as it is to international artists.

"Dimensione Suono will also be hosting a couple of parties at as yet unconfirmed club in the city. One will be staged for the network's special guests and the other for the artist's VIP list. Radio Deejay is also present with a commitment mainly to interview artists and the event's local talent that fits in with the image of our network," comments programme director Bruno Playfer. "Our net- work is as committed to local talent as it is to international artists."
IFPI Belgium Investigates TV Chart Show

IFPI Belgium is investigating claims that televised music charts are manipulated based on fraudulent returns. The chart forms the basis of TV channel VTM’s TV chart show, which is broadcast in Flanders. The IFPI’s Brussels office is investigating claims that TV chart show hosts are bribed and that blank cassettes are sold or rented.

New Promotion Fund For Dutch Pop

The Dutch pop and rock music promotion organization, Netherland Popmakers Nederland (SPN), wants to launch a special fund to finance Dutch pop and rock repertoire productions. SPN says the fund’s capital will come from the estimated DM 20 million (approx. US$ 10.5 million) expected to be raised by the government’s proposed levy on blank cassettes.

ICYMI

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There are around 30 Dutch artists such as Claw Boys Claw, The Nits, Urban Dance Squad and Fatal Flowers who have the quality to compete internationally, but who are at a disadvantage because Dutch production budgets are too small to compete internationally...
Syndicated Show Boosts Jazz In Norway

Oslo - 'Jazz Scene', a significant new radio outlet for jazz, syndicated to 17 commercial stations across Norway, marks an unusual collaboration between PolyGram and private radio.

The hour-long, weekly show is hosted by PolyGram head of promotion David Fishel, who estimates that around 50% of the material featured is on PolyGram labels. But he feels this is justified "because via labels such as Verve, jazz in general!"

Bjarne Tjøstheim, head of music at Stavanger's Radio Vest, one of 'Jazz Scene's customers, says the PolyGram presence is not a problem: "The bottom line is that the music is good. The show acts as a complement to 'Jazz Spectrum', our own, fortifying jazz round-up."

Fishel claims to have started the show "just for fun" in response to jazz's low profile on local radio. Fishel: "I think more and more young people are getting turned on to the music, and 'Jazz Scene' is aimed at that new, and expanding, audience." The show began in January, initially only on Radio Oslo.

Fishel records 'Jazz Scene' onto DAT at his home studio and circulates it to stations on high-quality cassette. A recent promogramme featured a broad mix of contemporary artists and jazz greats including Louis Armstrong, Michael Brecker, Allan Holdsworth, Gene Krupa, Ella Fitzgerald, Dave Grusin, Bill Holley and Charlie Parker.

The programme is provided free to the 17 stations - including Brygga (Tromso), P3 (Bergen), Radio 1 (Mellan), Radio 1 (Tromsøen), Ort (Rads) - on condition it receives a regular weekly slot and is run in full. A sponsor may be added later though Fishel says "one of the points of the show is not to make money. But sponsorship will be justified if the money can go to charity!"

Sonet "Best Ever" Chart Success

Scandinavia's leading independent Sonet Records claims to be achieving it's "best-ever" period of crossover chart success between the four Nordic territories. And at press time the company held the no. 1 singles position in Norway, Sweden and Denmark.

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Selling Through Armchair Shopping

By Chris White

Buying music videos by mail becoming an increasingly part of the sell-through video market is a popular way for consumers, who have not access to commercial outlets, also to find a profitable area of business presentation, giving them additional income generated through other methods.

In UK, the Britania club is offering PolyGram and has been operating, as music on record and mail order. The video mail order company was launched in 1989 and says manager Tony Knight, it has been extremely successful.

Knight describes mail order as being a "very distinctive animal", saying those who buy their videos that way that would not normally go into a conventional video or record store. "It is an additional market to normal sell-through but it is by no means confined to an older age group. Younger people also like to buy direct. Our membership is a complete collection of people. Similar to the film industry, including music, do well on mail order although the advertising source is the deciding factor in what people buy."

Mail order video operations are also important in territories where it is difficult for potential consumers to get to normal retail outlets. Yrjö Sahlani, department manager at video distributor Face in Helsinki, which operates the Fauser Music Club: "In Scandinavia, and Finland in particular, there are many areas which are sparsely populated and with no major towns or cities within miles."

"We are doing particularly well on music video titles. Their sales are increasing all the time, particularly with heavy and hard rock titles and the major names like Pink Floyd, Elvis Presley and the Beatles. We do not mess up advertising for the Fauser Music Club but members are sent regular magazines featuring all the titles available. They retail for the same price as videos in conventional retail outlets. For many people mail order is a far more convenient way of buying."

In Holland, Warner Home Video launched their first stop motion video for the James Bond Collection in 1988. More than a million laminates were inserted in radio and TV guides. RD Mark Lambert, Warner mail order manager allows companies to reach a different market: "It is generally an older age group, those aged 30 and upwards. Younger people will prefer to go into their local record stores, particularly if they are buying music videos."

Lamers also points out that mail order is a good way of targeting markets. "With sell-through you have to get the customer to the shop in the first place, but with mail order you can hit them when the time is right. Obviously it can be a more expensive operation, but it is a growth market."

NEW RELEASES

* Cast Together As One, a Will Downing compilation video with promo clips, interviews and behind the scenes footage (saw, 06, 44 minutes) The U.S. Version, promo clips and footage from Yalla's 1983 concert at the Juke in New York (PNM through IMS Benelux, 05 635, 45 minutes) Live In Seattle, First Young Cannibals in concert (PNM, 01 932, 60 minutes) The Four Seasons, promo clips and footage from Buenos Aires's concert in 1986 (PNM, 02 120, 55 minutes) Love Of Love 2, UB40's second volume of reggae classics, with promo clips and concert and behind the scenes footage (Vina, VD 47, 60 minutes) Sowing The Seed clip compilation from Time For Peace featuring tracks from the album (PNM, 01 556, 21 minutes) Control, Janet Jackson compilation (PNM 09 983, 35 minutes) Live In Sheffield, First Young Cannibals in concert (PNM, 01 932, 60 minutes) The Four Seasons, promo clips and footage from Buenos Aires's concert in 1986 (PNM, 02 120, 55 minutes) Love Of Love 2, UB40's second volume of reggae classics, with promo clips and concert and behind the scenes footage (Vina, VD 47, 60 minutes) Sowing The Time clip compilation from Time For Peace featuring tracks from the album (PNM, 01 556, 21 minutes) Control, Janet Jackson compilation (PNM 09 983, 35 minutes) Live In Sheffield, First Young Cannibals in concert (PNM, 01 932, 60 minutes) The Four Seasons, promo clips and footage from Buenos Aires's concert in 1986 (PNM, 02 120, 55 minutes) Love Of Love 2, UB40's second volume of reggae classics, with promo clips and concert and behind the scenes footage (Vina, VD 47, 60 minutes) Sowing The

SPOTLIGHT

Cock Robin's Call Is Radio Friendly

By Marion Roesteg

Cock Robin have never made it big in their native Australia, mainly because of their work on Avalon," says Cock Robin vocalist Arnie Oldenburg. "That Romy Music album is one of the best LPs of all time. I hope we can produce or co-produce our next album ourselves."

"Because they make such a radio-friendly sound that we've generated a lot of our efforts on making sure that radio stations had as much material as possible. As well as the record on various formats, we sent them biographies and background information explaining why they are not yet so big in the US, something which surprises a lot of people."

"On the retail side we printed around 2,000 posters and provided large in-store displays. Then we had the tour, starting in Cannes on March 15 and taking dates elsewhere in France, as well as in West Germany and Switzerland. The band will also be doing radio, press and TV in a country called "Belgium" where they haven't broken yet."

On After Heaven Cove, Cock Robin were trimmed down to two - Peter Kingsbery and LaCazio. They have a new album called "The Magic" which is the replacement for original guitarist Clive King, who left after the first album. We also auditioned 200 guitarists to find a new player. Coxy James has that same sincerity and melody as, Clive," Mr. Miskinisturk of Pun Intended played percussion on the debut album and now plays drums.

The first single released from the new LP was "Worlds Apart", against LaCazio and King'sbury's wishes. They had wanted to release "Straightline Line". We could have let it play on the radio's it's a dust and funky" says LaCazio. "Maybe that will be the second single. It is really hard to say because the record company selects them. We battle with them constantly."

"Preaching the Mission To the Unconverted"

by Gary Smith

Two members of The Mission were, until very nearly, apart of indie group the Sisters Of Mercy and only now are they beginning to shake off their former indie background. They never were and never will be a stereotypical punk band, something which presents their record company, Phonogram, with a variety of marketing difficulties.

"This change is a reflection of the way The Mission are developing. We at Phonogram are attempting to tailor people's perception of the band. The Mission members themselves are our major marketing tool but we would never attempt to tell them what to do. They are strong people and their opinions and instincts have got them a long way already. They are a rock band with a certain extra something, rather like The Cure, an alternative rock band with a stadium following."

In the UK, Butterfly On A Wheel sold 100,000 copies in three weeks and they established Continental strongholds such as Holland and Germany are exceeding expectations. Already, 65% of the total sales of the previous LP have been achieved. The Mission begin a European tour in March to be followed by dates in the US. They then intend to return to Europe where they are expected to continue touring throughout the summer.

Thomas: "The band have no illusions about the music industry, they are one of the hardest working groups around and now finally all the effort put into the last two LPs is paying off. In turn, Phonogram has mounted an enormous campaign and we feel, because we regard them as a long-term project potentially on the same level as Tears For Fears."
ED VAN OTTERDYKE

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MUSIC & MEDIA

PROMISING ACTS

Brother To Brother

Materialies (WEA/ Norway). Contact: WEA/ Fred Engborth: 41 2.34524/35.37076
As the name suggests these two are brothers and this is their debut single. The reactions so far in Norway have been very positive and the LP (also called Materialia) will be out mid-February followed by a tour. Solid, sophisticated pop. Licence available where affiliate refuse option but publishing free for the world.

Mamamoo

Freedom (Atoll/ France). Contact: Atoll/ Monique Mouwstra tel. 33.4.3866692/ fax 3866621
A thoroughly convincing version of this old Isley Brothers song largely due to Mamamoo’s classic R&B voice. A neat, well-arranged number that is featured in the new Nivea advertising campaign. Licence free except UK and France.

Roommates

Voices In The Dark (Sincerely Rhythm/ USA). Contact: Sincerely Rhythm/ tel: 2.12.4877054/ fax 265326
Written and produced by George Morel (who produced Dee Holloway) this is a slightly riskier late-night dance number. The 12” version has an excellent remix by Wesley Davis. Licence and sub-publishing free for Europe.

CC Project

A Part Of You (Koch/ Australia). Contact: Koch/ Heidi Scherder/ 43.54.144.444/ fax 6444170
Not exactly the classic song in the world but the obvious ABBA reference and a good tune make it a contender for some international chart action. A big, well-produced sing-along sound. Licence and sub-publishing free except GAS.

Phon Roll

Black Thing (Black Cat/ Switzerland). Contact: Black Cat/ Heidi Scherder/ tel: 80.8013.2098029
A band that successfully mix G&W, blue and R&R and have produced an album of energy, often inspired songs. They make a refreshing noise that is such a stylistic mélange it could already be called a crossover success. Licence and sub-publishing free except Switzerland.

Viva Voca

Flying (Jew/ Holland). Contact: CNR/ Raoul van der Velden/ tel: 31.35.23644/ fax 236122
Electronic pop that is neither house nor standard pop but most definitely manages to be a commercial proposition. Melodramatic, vocal delivery and a very pleasant sound. Licence and sub-publishing free except Benelux.

Van Otterdyke

Eve Of The War (Holand). Contact: Ed van Otterdyke/ tel: 31.40.126163/ fax 312675
A solo artist/writer/songwriter who mainly does TV soundtracks but whose own material is both sophisticated and accomplished. A sublime arrangement with a seductive melody. Licence and sub-publishing free except Benelux.

Weekend At Waikiki

You Could Be Mine (Top Hole/ Holland). Contact: Top Hole/ tel: 31.5130.88622/ fax 88796
Another fine single from Holland’s most popular underground band. Despite being labelled underground, WAW make commercial, mainstream music and are a very popular live attraction in the Benelux. Video is being played on MTV. Licence and sub-publishing free except Benelux.

Blanco Y Negro in Spain, Red Bullet in Holland and Mega Records in Denmark (Mega has already stocked all the major record stores with 200 copies each). Deals are also about to be finalised in West Germany, Israel, Greece and the UK.

UK-based singer/songwriter Mick Bund (cassette no. 25) has formed a band called Mexiko 70 and is doing a series of dates around the south of England. If you happen to be in the area he will be performing at The Old Trayn in Windsor on March 27, Mote in Bath on April 4 and at The Falcon in Camden (Lon- don) on April 17. Well worth checking out.

Margarita - non-smoking, non-drinking, all-dancing Swedish hippy groove charm.

Depeche Mode take over the no. 1 position from The Charlatans. Galaio 500 rise 17 places to reach no. 3 while Rhythm King’s Baby Ford take Beach Bump from 27 to this week’s no. 11. Further down, Sweet Exorcist are in at no. 19 with their debut single Try One (WARP). Mute chanteuse AM Maris finds her single One Of Our Girls Has Gone Missing at no. 36 and Leeds combo Bradford make it just inside the top 40 with Gang Of One (Foundation).

Following such favourable press The Pale Saints mark their fast rise to fame with The Comforts Of Madness, their debut LP on 4AD, which enters at no. 1. KLF achieve seventh position with their latest vinyl offering The Chillout Album of a collection of new house tracks on their own label KLF Communications. The only other new arrivals are from Strange Fruit’s Petit Seniors archives - at no. 14 the Buzzcocks, followed by Wire at no. 20.

New singles from three of the biggest indie bands of the moment are heading our way throughout the month. Mega City Four follow up Awkward Kid with a new single There Goes My Happy Marriage (Decoy). The band have decided to release the single on all formats - previous singles have only been available on 7” due to the declining market for 7” vinyl. A high chart debut is inevitable; their first LP Tranzsphered sold in excess of 10,000 copies. Insane Cars are shaping up with their first release for Mute Records This Is How It Feels and the awesome Icelandic- Scandinavian return with a new track Planet (One Little Indian).

Lastly, the Stone Roses follow through their masterplan to get as many singles as possible at the top of the national chart (at one time) as possible. Elephant Stone, Made Of Stone and She Bangs. The Drum will all be released by Silver- tone over a period of six weeks. And to top it all they will probably do it.

BROther To BrothErs

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THEY COULD BE YOURS!

Contact: Top Hole Records
Fax: 31.5130.88796
MUSIC / MEDIA - March 3, 1990

PREVIEWS

SINGLES OF THE WEEK

Sam Brown - With A Little Love
L.A. VRP - Remords Et Trines Pets

ALBUM OF THE WEEK

Midnight Oil - Blue Sky Mine

Singles

Madonna - Like A Virgin
Foreigner - Agent Provocateur
Duran Duran - Arena

Explosive features the major new releases by established and new artists. It includes recent releases still in need of support on European radio.

SINGLES OF THE WEEK

Vital for your playlist.

Airplay Top 50

Tears For Fears - Advise For The Young At Heart
The Christians - Words
Julien Clerc - Pas Lui Une Place
The Strangers - 96 Tears
Adam Ant - Room At The Top
Gloria Estefan - Here We Are

Hot 100 Singles

Sandra - Heaven
Cliff Richard - Stronger Than That
Claude Francois - Mene Si Te Reste
Guru Josh - Infinity
Demis Roussos - On Entst Or Les Murs

Top 100 Albums

del Amitri - Waking Hours
Johnny Clegg & Savuka - Crad Crazy Beautiful World

AIRPLAY TOP 50

Airplay Top 50

Rod Stewart - Downtown Train
Technatonico - Get Up
Sybil - Walk On By
Jimmy Somerville - You Make Me Feel
Tina Turner - Steamy Windows

Hot 100 Singles

Depeche Mode - Enjoy The Silence
Sinead O'Connor - 400 reasons

Top 100 Albums

Francois Feldman - Une Presence
D. A. Stewart & C. Dulfer - Lily Was Here
Tina Turner - Steamy Windows

HOT ADDS

Breaking Out On European Radio

They Might Be Giants - Birdhouse In Your Soul
Baby Ford - Beach Bump

YESTER HITS

eurichart top five from five years ago.

March 3 - 1985

Singles

Madonna - Like A Virgin
Foreigner - I Want To Know What Love Is
Murphy Head - One Night In Bangkok
Phil Collins - In The Air Tonight

Albums

Sade - Diamond Life
Duran Duran - Arena
Foreigner - Agent Provocateur
Phil Collins - Welcome To The Pleasure Dome
Wham! - Make It Big
## THE MOST PLAYED RECORDS IN EUROPE

### Most played records as compiled from Media Control on the national station

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Original Label</th>
<th>Publisher</th>
</tr>
</thead>
</table>

### Playlist

- **Marked Es DMnipuied**
- **WINDHAM HILL**
- **MICHAEL MANRING**
- **'LOWard the Center**
- **MONTREUX**
- **playlist**
- **r112. Sine. O9os9or 65652661.255552666 3U**
- **Pt**
- **40,n PO Box 706, 1200 AS Hilversum.**
- **Airplay checked on Radio 2 and 3, the independent stations BBC 1, BBC 2, Capital FM, the week of publication on the following chart.**
- **Most played records as checked by Media Control France. For more info please contact Media Control France 25 Av. De La Foret Nomex - 69000 Strasbourg - France on (33) 661660.**
- **RADIO PERIODICAS (AIR STATIONS)**
- **Julien Clerc** - Just a Man
- **Jean Pierre Matet** - Gamal, Orogen
- **Philippe Lahoucine** - Nuit d'Amour
- **The Christina** - Where
- **Joey Nolan** - Let Me
- **Johnny Clegg** - Once in a lifetime
- **Pierrot Fruens** - On the ground
- **Camille Benvenuto** - Siamo Noci
- **Lisa Stansfield** - Aria

### From the airplay hit parade provided by Media Control over Europe.

- **THE most played records in Spain from the Spanish hit parade provided by Radio Control Spain, covering the major Spanish stations.**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Original Label</th>
<th>Publisher</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Hello</td>
<td>The Beloved</td>
<td>RCA</td>
<td></td>
</tr>
<tr>
<td>2. Walk On Love</td>
<td>S. O. J.</td>
<td>Polydor</td>
<td></td>
</tr>
<tr>
<td>3. Blue Sky Mind</td>
<td>Richard Cheese</td>
<td>MCA</td>
<td></td>
</tr>
<tr>
<td>4. Tears On My Pillow</td>
<td>Erasure</td>
<td>MCA</td>
<td></td>
</tr>
<tr>
<td>5. Happenin' All Over Again</td>
<td>Lionel Richie</td>
<td>MCA</td>
<td></td>
</tr>
<tr>
<td>6. You Make Me Feel ( Mighty Real)</td>
<td>Jimmy Page</td>
<td>MCA</td>
<td></td>
</tr>
<tr>
<td>7. Steady Windows</td>
<td>Jimmy Page</td>
<td>MCA</td>
<td></td>
</tr>
<tr>
<td>8. A New Day</td>
<td>Jimmy Page</td>
<td>MCA</td>
<td></td>
</tr>
<tr>
<td>9. Runaway Horses</td>
<td>Belinda Carlisle</td>
<td>EMI</td>
<td></td>
</tr>
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### From the airplay hit parade provided by Media Control France. For more info please contact Media Control France 25 Av. De La Foret Nomex - 69000 Strasbourg - France on (33) 661660.
<table>
<thead>
<tr>
<th>WEEKS CHARTED</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>ORIGINAL LABEL</th>
<th>COUNTRY CHARTED</th>
<th>PUBLISHER</th>
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</thead>
<tbody>
<tr>
<td>17</td>
<td>Going Back To My Roots</td>
<td>F.P.'s Project</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Touch Me</td>
<td>MFL</td>
<td>Carrere</td>
<td></td>
<td>Editions Orlando</td>
</tr>
<tr>
<td>16</td>
<td>Get A Life</td>
<td>Muse</td>
<td>Jive &amp; Swing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>I'll Be Good To You</td>
<td>O'Kelly</td>
<td>Hansa/BMG Mob</td>
<td></td>
<td>FAR Music</td>
</tr>
<tr>
<td>14</td>
<td>Nothing Ever Happens</td>
<td>Gianna Nannini &amp; Edoardo Bennato</td>
<td>Warner Chappell</td>
<td></td>
<td>Warner Music</td>
</tr>
<tr>
<td>13</td>
<td>Nothing Compares 2 U</td>
<td>Sinead O'Connor</td>
<td>Virgin</td>
<td></td>
<td>Virgin Music</td>
</tr>
<tr>
<td>13</td>
<td>Live Together</td>
<td>Lisa Stansfield</td>
<td>EMI/Warner</td>
<td></td>
<td>Virgin Music</td>
</tr>
<tr>
<td>12</td>
<td>Get The Funk Out</td>
<td>Nissan &amp; More</td>
<td>GB &amp; Italy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>How Am I Supposed To Live Without You</td>
<td>Michael Bolton</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Pump It Up</td>
<td>Black Box</td>
<td>Carrere</td>
<td></td>
<td>Copyright Control</td>
</tr>
<tr>
<td>10</td>
<td>Be Like That</td>
<td>Depeche Mode</td>
<td>Mute</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Guns N' Roses</td>
<td>AC/DC</td>
<td>Atlantic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Nothing But A Heartache</td>
<td>The Weeknd</td>
<td>Interscope</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Girl I'm Gonna Miss You</td>
<td>OTIS Redding</td>
<td>Otis Redding</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Please</td>
<td>Ed Sheeran</td>
<td>Atlantic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Nothing Compares 2 U</td>
<td>Sinead O'Connor</td>
<td>Virgin</td>
<td></td>
<td>Virgin Music</td>
</tr>
<tr>
<td>4</td>
<td>I'm Gonna Make You Sweat (Everybody Dance Now)</td>
<td>Peter Brown</td>
<td>Epic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Lost In Your Eyes</td>
<td>Meat Loaf</td>
<td>Epic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>I'm Gonna Cool It</td>
<td>Rick James</td>
<td>Motown</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Get The Funk Out</td>
<td>Dunlop</td>
<td>GB &amp; Italy</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**EUROCHART HOT 100 SINGLES**

The Eurochart Hot 100 is compiled by EMI in cooperation with Bureau Tomes. The chart is supported by the European Committee of CISAC. © EMI/Bureau Tomes - All rights reserved.
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Country/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Phil Collins</td>
<td>But Seriously</td>
<td>Arista</td>
</tr>
<tr>
<td>2</td>
<td>Jason Bonham</td>
<td>All Good Things</td>
<td>EMI/RCA</td>
</tr>
<tr>
<td>3</td>
<td>Tanita Tikaram</td>
<td>Islands De Luna</td>
<td>Virgin/EMI</td>
</tr>
<tr>
<td>4</td>
<td>Chris Rea</td>
<td>The Road To Red</td>
<td>Polydor</td>
</tr>
<tr>
<td>5</td>
<td>Technotronic</td>
<td>Y-Ness</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>6</td>
<td>Eric Clapton</td>
<td>When You Say True</td>
<td>Reprise</td>
</tr>
<tr>
<td>7</td>
<td>Eddie Money</td>
<td>In The Garden</td>
<td>RCA</td>
</tr>
<tr>
<td>8</td>
<td>Rod Stewart</td>
<td>The Best Of Rod Stewart: 1976-86</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>9</td>
<td>New Kids On The Block</td>
<td>Hang On Tight</td>
<td>Virgin/EMI</td>
</tr>
<tr>
<td>10</td>
<td>Fish</td>
<td>Vigil &amp; The Wilderness Of Tears</td>
<td>Arista</td>
</tr>
<tr>
<td>11</td>
<td>The Christians</td>
<td>Colour Me Red</td>
<td>Virgin/EMI</td>
</tr>
<tr>
<td>12</td>
<td>Tracy Chapman</td>
<td>In The Garden</td>
<td>RCA</td>
</tr>
<tr>
<td>13</td>
<td>Quincy Jones</td>
<td>Back To The Block (One More Time)</td>
<td>Arista</td>
</tr>
<tr>
<td>14</td>
<td>Soundtrack - Miss Saigon</td>
<td>Miss Saigon</td>
<td>Arista</td>
</tr>
<tr>
<td>15</td>
<td>Billy Joel</td>
<td>Storm Front</td>
<td>RCA</td>
</tr>
<tr>
<td>16</td>
<td>The Smiths</td>
<td>This Is The Band</td>
<td>Polydor</td>
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<td>17</td>
<td>U.S. Raiders</td>
<td>South By Southwest</td>
<td>Virgin/EMI</td>
</tr>
<tr>
<td>18</td>
<td>Roxette</td>
<td>Don't13445</td>
<td>Virgin-EMI</td>
</tr>
<tr>
<td>19</td>
<td>Jane Birkin</td>
<td>Hook Me Up</td>
<td>Atlantic</td>
</tr>
<tr>
<td>20</td>
<td>Elton John</td>
<td>Welcome To The Yellow Brick Road</td>
<td>MCA</td>
</tr>
<tr>
<td>21</td>
<td>Chire</td>
<td>Heart Of Stone</td>
<td>MCA</td>
</tr>
<tr>
<td>22</td>
<td>Del Amitri</td>
<td>Nothing More To Prove</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>23</td>
<td>Johnny Clegg &amp; Savuka</td>
<td>That Easy Beautiful World</td>
<td>Arista</td>
</tr>
<tr>
<td>24</td>
<td>Sydney Youngblood</td>
<td>Slow Down</td>
<td>Arista</td>
</tr>
<tr>
<td>25</td>
<td>Westernlagen</td>
<td>Hold On</td>
<td>Polydor</td>
</tr>
<tr>
<td>26</td>
<td>The Mekons</td>
<td>Carry Me Home</td>
<td>MCA</td>
</tr>
<tr>
<td>27</td>
<td>Glitter Kings</td>
<td>Alotta Mamma</td>
<td>Arista</td>
</tr>
<tr>
<td>28</td>
<td>Roxy Music</td>
<td>Watch Out</td>
<td>Virgin/EMI</td>
</tr>
<tr>
<td>29</td>
<td>S.O.S.</td>
<td>Originals</td>
<td>Virgin/EMI</td>
</tr>
<tr>
<td>30</td>
<td>The Very Best Of Cat Stevens</td>
<td>The Very Best Of Cat Stevens</td>
<td>Arista</td>
</tr>
<tr>
<td>31</td>
<td>Marillion</td>
<td>Script For A Dream</td>
<td>Ariola/Geffen</td>
</tr>
<tr>
<td>32</td>
<td>Iron Maiden</td>
<td>Aces High</td>
<td>Epic</td>
</tr>
<tr>
<td>33</td>
<td>Fine Young Cannibals</td>
<td>Ask Me How</td>
<td>Virgin/EMI</td>
</tr>
<tr>
<td>34</td>
<td>Philip Box &amp; The Voodoo Club</td>
<td>Hispania</td>
<td>Arista</td>
</tr>
</tbody>
</table>
A short history of Italy's most important musical event

The San Remo Song Festival celebrates 40 Years

The San Remo Song Festival may be sponsored to the tune of L. 4 billion (approx. US$ 1.17 million) today, but, when its origins began, the style and aspirations were less grand.

The idea for a song festival first came from a florist in Rome-based RAI in 1945. The city was already reshaping with tourism and a casino after World War II but it took state RAI radio six years to become interested in what has turned out to be Italy's most important music event.

Gianni Borgna, who has three books on the festival to his credit, describes the first edition in 1951: "RAI and the local council organised the event with only three competing acts. Nilla Pizzi walked off with all the prizes. But that surprised RAI was that half the country listened and, the day after, were singing the songs in shops, factories and bars."

The event became so popular that when television arrived in Italy in 1954 the festival was broadcast on both radio and TV. Record companies became more involved, a business move that was, according to Borgna, welcomed by the public. "Today artists send to record their entry before the festival. In those days it was the opposite. People were keen to hear the differences between the live and recorded versions of the songs."

In 1958, the San Remo Song Festival became recognised on an international level. Artist Domenico Modugno won with "Volare", a song that sold 22 million copies worldwide and went to no. 1 in the US singles charts. In 1959 Modugno won again with the song "Ciao Ciao Bambina" which became another international hit.

Two other artists from that period went on to find long-lasting success. Claudio Villa, a singer in the traditional mould, became one of the country's most popular performers before his death in 1987 and Mina, who never won the festival, is even now in the Italian national charts with her latest P. Gualdielle. Borgna says of Mina: "She appeared at a couple of editions then never again. People thought that she was too outrageous for that period."

From 1964 a new element was introduced to the festival. International artists including Paul Anka, Louis Armstrong, Shirley Bassey, Gene Pitney, Steve Wonder and Wilson Pickett all partnered Italian acts, singing in what Borgna describes as "an improbable" Italian. The 1960s threw up a long list of Italian acts. Some faded into oblivion and others have maintained long-lasting popularity.

Many artists from the first decades have been brought back from relative obscurity with the recent national trend for revivals. TV shows 'Rotunda Delle Canzoni', 'C'Era Una Volta Il Festival' and 'Aspettando San Remo', dedicated to Italian music from the past, have all achieved high ratings. Compilation albums released by Five Record have also enjoyed huge chart success.

Gino Paoli, Lucio Battisti and Milva, all introduced at San Remo in the 60s, went on to become national legends and gained international acclaim while others such as Little Tony, Bonny Solo and Rita Pavone can still command a fee.

In 1971 tragedy struck the festival. Noddu artist and composer Luigi Tenko committed suicide in room 219 of San Remo's Savoy Hotel. It was argued that he took his own life because of exclusion from the competition. Tenko's death marked the start of a crisis for the festival and by 1972 RAI had withdrawn from any major involvement. The organisation was left solely in the hands of the city council.

Borgna claims that while Italian record companies benefited from a boom in the 60s they suffered from a slump the following decade. In the '70s international artists stopped appearing at San Remo, the majority of competition winners were never heard of again and the sale of San Remo singles dropped sharply.

According to Borgna, a different kind of music was being born. "We witnessed the age of the cantautore (singer-songwriter). They were politically motivated. They snubbed San Remo and took their music to the piazzas and outdoor sites instead. Current CBS artist Franco de Gregori and Dschi Ricordi's Antonio Venditti were leading figures from that period who have maintained and increased their popularity. Today they are two of Italy's top selling artists. The festival's current organiser Adriano Aganzozi was a powerful champion of the event until his death in 1986. State RAI TV returned to give each year's event maximum coverage. International artists such as Whitney Houston, Paul Simon, Duranduran, Queen, Spandau Ballet, Bryan Ferry and Paul McCartney have appeared as guests in various editions, albeit in playback. Competitors had also begun to sing to backing tracks."

The festival received its 30th anniversary in 1980. The Rome-based company Publimus, headed by Gianni Ravera, took over as organiser. Ravera, who
AmericanRadioHistory.Com

(MUSIC SE MEDIA - Marco 3. 1990)

25

The year 1980 was a milestone in the history of San Remo with the song "Terra Promessa" and in 1986 won the competition outright with "Adesso Ti." From then he has gone on to widespread European success. DDD international manager Donatella de Giusti admits that San Remo broke the artist and comments: "Many newcomers have come along and won but have not been heard of since.

EMI artist Vasco Rossi appeared in 1981 and gained notoriety by walking off stage before his backing tape had stopped playing. PolyGram artist Zucchero appeared regularly until 1985. Although he never won the competition he was able to demonstrate his developing change of style to a large TV public. Fabrizio Intro, marketing director at CBS, is convinced that appearances by artists Luca Barbarossa, Fiorella Mannoia, Francesco de Gregori and Anna Oxa in the Barbarossa, director at CBS, is convinced that the exposure received can be vital to an artist's career. "The problem is," adds Citterio, "companies want to send their acts whether they are suitable or not. If you do not have the right artist you should stay away!"

CBS' Intro believes that the festival attracts the most important audience for the music industry. "It is not only the TV coverage. There is a massive press build-up. Radio is involved and TV companies other than RAI give attention to the event!"

Intra maintains that artists signed to his company have increased their sales output whether they did well in the competition or not. But perhaps the most important factor for Intra is the opportunity for young, new talent to present their repertoire. "It is the only TV programme to give a real chance to a newcomer!"

Not all record companies are happy. Bruno Tibaldi, MD of the new Phonogram Italy division: "The way that the festival has been organised this year gives it no importance to artists signed to PolyGram." No artists signed to the company were selected to compete.

This year's San Remo Song Festival takes place between February 28-March 3.
Aragozzini Aims For Success
San Remo's organiser talks to Music & Media

This is the second year that Adrian Aragozzini has organised the San Remo Song Festival and, he says, this 40th edition promises to be the most successful yet. Aragozzini has introduced some sweeping changes into what he describes as, the only song festival of its kind in the world.

State broadcaster RAI TV is predicting record viewing figures.

This year, 20 acts will compete in the championships. They will be partnered by international artists who will not be competing but singing Italian entries in their own languages. Sixteen unknown acts will compete in the new talent section. All artists will sing live and be backed by an orchestra. A four-day San Remo International section will feature top international rock acts and, for the first time, San Remo will present artists from six Eastern European countries. RAI TV will screen all the events live.

Aragozzini is one of Italy's top shows business figures. He started out as a journalist before turning to artist management, working with people such as Gino Paoli, Domenico Modugno and Luigi Tenco. He then became an artists' agent before developing his business to include production, both for theatre and RAI TV. Today his OAI (Organizzazione Artistica Internazionale) has offices in 20 countries.

"It is not big business for the organiser in the financial sense."

Although controversy surrounded last year's festival, with one entrant going on hunger strike and another undertaking a much-publicised legal action, Aragozzini believes it was a great success. Because of delays in his appointment he only had 35 days to organise the 1989 event. Nevertheless, he says a total of 88 million people watched it on TV. "On the final night there were 21 million viewers. That was a record. It was impossible to organise a big orchestra or to bring in international artists to perform Italian songs but it was a good festival."

Aragozzini is convinced that San Remo is a great showcase for national talent but admits problems exist. "I have to work with RAI TV, the Commune of San Remo, trade unions and API (Italy's IFPI). It is terrible trying to organise something under these conditions. If I produce a movie or organise a theatrical event I take all the decisions and decide for everybody. It is very difficult to work within the current structure!"

Despite this, Aragozzini says among his biggest problems are performers. "Big artists do not like to come to the festival because there is one winner and 19 losers. But with this year's formula of a big orchestra, artists singing live and international stars singing Italian songs, I think everyone will want to appear in the future."

"We have good artists. There are Pooh, who have historical importance and Milva who enjoys great European success. We also have Caterina Casella making her first appearance for 19 years. It is true that we do not have artists such as Antonello Venditti or Lucio Dalla. We do not have singer/songwriters and this is one of our main difficulties. But for the first time there will be a 53-piece orchestra playing live on stage. For sound production there will be a mixing desk with 220 channels - 160 for the orchestra and 60 for special effects. It is the first time that anyone has organised such a large-scale event in this country!"

In spite of his reputation as a sharp and shrewd businessman Aragozzini claims organising San Remo does not offer many financial rewards. Several people point to RAI and say it is big business for them because of the huge TV audience. Others believe that the Commune of San Remo, the media, or Italy's record companies profit the most. "But says Aragozzini, "it is not big business for the organiser in the financial sense. Yes, it is profitable, but the expenses are terrible. If I organised three music shows for RAI, San Remo would make the least profit!"

After last year's event, Aragozzini organised the first ever San Remo In The World tour during which artists performed concerts in major cities all over the world. He aims to repeat the tour this year but will wait until April 25, giving time for singles and compilation albums to be released in each country. All 20 entrants in the champion section plus two or three artists in the new talent category will perform in Madrid, Paris, Munich, Tokyo and New York. "International artists who partnered Italian entrants will also appear in their own territories," adds Aragozzini. "RAI TV will broadcast two concerts live by satellite for the first time!"

The UK has not been formally included in the world tour because, according to Aragozzini, there is no market there for Italian music. "The UK is not like France where people enjoy Italian music. But I hope to open the doors to the UK. I have people there who are working on the idea and who may take San Remo In The World to London's Royal Albert Hall. And I am talking about this, not the next!"

Aragozzini is one of Italy's top shows business figures. He started out as a journalist before turning to artist management, working with people such as Gino Paoli, Domenico Modugno and Luigi Tenco. He then became an artists' agent before developing his business to include production, both for theatre and RAI TV. Today his OAI (Organizzazione Artistica Internazionale) has offices in 20 countries.

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SAN REMO

Lining Up For San Remo Battle

Changes have been introduced to this year's San Remo Song Festival. The competition will feature 20 named acts battling it out for the champion's award and 16 newcomers, competing in their own section. Last year's category for emerging artists has been dropped by the organisers.

All 20 champions will be accompanied by an international act who will not be competing but will sing their partner's song in their own respective language. Music & Media profiles some of this year's leading contenders.

Pooh (Uomini Soli (CGD))
Authors: Camillo Facchinetti & Valerio Negrini

Once known as the 'Italian Beatles', Pooh have developed into the country's top symphonic rock group. They were formed in 1966 and scored their first hit single two years later with the song Piccola Katy. They signed to the CGD label in 1971 and have stayed with the company ever since. Pooh have never competed at San Remo in the past.

The group have a total of 22 albums and 22 singles to their credit. Their last LP Oasi went gold before release. Roby Facchinetti, Bodi Battaglia, Stefano D'Orazio and Red Canaion are the four members of Pooh. They always write their own music with ex-group member Valerio Negrini taking responsibility for the song lyrics.

Pooh have retained a sense of self-sufficiency throughout the years. They have their own promotion company, First Organisation, plus their own sponsor Stratos. The group's concert for the environment led to a working alliance with the World Wildlife Fund. The band recorded the special single Concerto Per Un Oasi last year with all proceeds going to the organisation.

Pooh's new album Uomini Soli will be released simultaneously throughout Europe in March. They are also one of Europe's first groups to shoot an HDTV using the Euphon International system. The video for the song Uomini Soli will also be screened at San Remo.

Grazia di Michele
Jo E Mio Padre (WEA)
Author: Grazia di Michele

Grazia di Michele is one of a new generation of Italian artists bidding for international success. She started her music career by singing in Rome folk clubs. She also hosted her own RAI radio show 'Johan Sebastian Bar' at the beginning of her career. Her first album for her current company, WEA, was Le Ragazze...
SAN REMO
continued from page 29

La La, a single lifted from the album, was a commercial success and Sha Perricolo (Love Is Dangerous) immediately gained the attention of Di Gauguin in San Remo Song Festival in 1961. The internationally acclaimed artist Milva first appeared at the event in the same year. Her sister, Joanna, often contributed lyrics. Her latest LP, Sognando L'alma Che Dorme, is another collaboration with the Sicilian born artist/songwriter Franco Battiato.

Francesco Salvi
A Five Record
Authors: Franco Salvi, Silvio Mollena, Roberto Tarutti, Mario Natale
Francesco Salvi made his San Remo debut last year. His entry song E tuto came seventh but went on to become 1999's best selling San Remo single. Salvi is a comedian, film actor and outrageous performer of infectious pop songs. Born in 1953, he developed his comic style by watching many different offbeat TV shows. After a string of TV appearances he finally started to host his own 'Mega salvi' show on the Berlusconi channel Italia 1. The theme song C'è De Spuntare Una Macchina, on Five Record, was released as a single, went gold and stayed at no. 1 position in the national charts for three months.

His LP Sognando went gold on pre-release sales alone. Five Record has since marketed the artist throughout Europe and Japan.

Paola Turci
Ringrazio Dio (IT Diichi)
Authors: Alfredo Rizzo, Rambom, Renzo Silvestro
Paola Turci has won the special critics' prize three times at the San Remo Song Festival. Last year she was outright winner in the emerging talent section with Bambini. The 24-year-old Turci is rapidly becoming one of the leading contenders on the national market and has the sort of talent that should eventually bring her international success. Turci records for the long-established Rome-based independent label IT Diichi. Her second, self-titled, album was released after last year's San Remo success and won instant approval from the critics and public.

100,000 at a free concert in Rome. IT Diichi is building her career carefully. This year's appearance at San Remo is another step in a carefully prepared plan to launch Turci onto the international market.

Riccardo Fogli
Ma Quale Amore (CBS)
Authors: Laurens (Breno Laurenti), Luigi Lopez, Andrea De Angelis
The music career of Riccardo Fogli dates back to the 60s when he sang and played bass with the group Pooh. He went solo in 1973 and scored an instant hit with the song Mondo. His LP Megasalvi went gold on pre-release sales alone. Five Record has since marketed the artist throughout Europe and Japan.

Paola Turci's approach to her music is refreshingly modern. She does not yet write her own material but chooses songs from some of Italy's finest writers. She is capable of giving the songs a classy, commercial feel, covering a wide range of styles. She is particularly popular as a live performer and in 1989 appeared before an audience of 100,000 at a free concert in Rome. IT Diichi is building her career carefully. This year's appearance at San Remo is another step in a carefully prepared plan to launch Turci onto the international market.

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A string of successes followed before Fogli won the 1982 edition of the San Remo Song Festival outright with his entry Storie Di Tutti I Giorni.

Fogli is renowned for his presentation of quality Italian melody. Last year he won fourth place at San Remo with the song Non Finisce Cosi. He then signed to CBS and made his debut for the company with a 'best of' album.

CBS marketing director Fabrizio Intra says that Fogli's melodic qualities played an important part in the company's decision to sign the artist. "His is the kind of product that people are looking for but have difficulty finding."

Toto Cutugno
C'è Amore (EMI)
Authors: Salvatore (Toto) Cutugno, Salvador di Pasquale
San Remo would not seem the same without the presence of EMI artist Toto Cutugno. He is a regular contender and last year came second by winning two million votes for his song Le Mamma.

Cutugno has a habit of picking up a prize either as a singer or a songwriter. His dual talents have provided the Massa Carrara born artist with a long list of triumphs. He first won San Remo in 1976 with Ho è. He followed up that success with a victory in 1980 with Sole Noi.

Cutugno has a waiting list of artists wanting to perform his songs. In 1987 he collaborated with CBS artist Fausto Leali for the San Remo contender Io Amo. Last year he wrote entry songs for artists Fidalga, Stefano Borgia and Gigi Sabini. He has also written songs and hits for artists like Miguel Bose, Johnny Holiday, Mirelle Mathieu and Ornella Vanoni.

Cutugno writes songs full of emotion. Their popularity, plus his distinctive voice, has helped make him one Italy's most popular performers.
She made a welcome public return at last year's San Remo Festival where she presented the powerful ballad "Ameno To Nell' Universo." Her entry won the coveted critics' prize and many new fans.

She followed up her San Remo success with the album Marini Mia on the Fonit Cetra label. A nationwide tour in support of the LP is a sellout. Marini is known as a singer with style, class and emotion. She is capable of improvisation and her repertoire includes blues, a touch of gospel and classic Neapolitan songs.

Eugenio Bennato & Tony Esposito Novecento Aufwiedershehen (Bubble Record)

Authors: Eugenio Bennato & Tony Esposito, Carlo d'Angio

Neapolitan artists Esposito and Bennato, both noted musicians in their own right, have teamed up to perform at this year's festival.

Bennato has been in the music business for more than 20 years. He is a rock and jazz influenced performer who, after exploring the sounds of Africa, invented his own lattes eau de toilettes.

Arre! Tikaram and Marika the same person! Not only do they both have dark brown hair and eyes and albums in the charts, but Tikaram is an anagram of Marika. More than that, they have never been seen together. The plot thickens. Bobby Brown, known for making his first promotional trip to Europe this month with personal appearances lined up in West Germany, Spain, France and the UK. Also on the road in Europe this month is "The Campi, Fra Domino, Marillion and Simply Red.

To mark the death, 25 years ago, of Nat King Cole, EMI has released two CDs full of his material, including songs as StraightUp And Fly Right, Mona Lisa and Unforgettable.

Daltrey is also an accomplished film sound track composer and has written music for the theatre. He is a rock and jazz influenced artist who, after exploring the sounds of Africa, invented his own lattes eau de toilettes.

"We use quality as the main criterion..." says Richard Park, director of programme. "I do not think you can really describe Capital FM/Capital Gold in one sentence, except to say that we are London's music entertainment stations. We have computerised music scheduling using Selecta..."
**STATION REPORTS**

**CHICAGO**

- What Kind Of Man
- Spades Balks
- Crushed
- Byron Allen: "Tumis Bjar
- Grace Kaim: Carolina
- Midwest Oil-Blue Sky Mine

**MUSIC & MEDIA - March R. 1990**

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**Playlist Top 10:**
- June Brown - Director
- VOA - Europe

**Top 10:**
- PGR JERONIMO GROOVY - Athens
- The Sundays
- Jose Lourenço Prog. Dir.
- AMERICA
- RADIO MAIS - Amadora

**Playlist Top 5:**
- RFM - Lisbon
- Carlos Dias Da Silva Head Of PP
- Pentti Teravainen  Producer
- RADIO MUSA - Tampere
- POL AND

**Top 5:**
- Janet Jackson- Escapade
- Rod Stewart- Downtown Train
- Michael Bolton- How Am I
- Bob Andy- Freely
- Zeke Maryika- Massacre

**Playlist**

**Powerplug:**
- The Creeps- I Don't Like It

**Heavy Rotation:**
- Stewart/Dulfer- Lily
- The Stone Roses: Gold
- Soul II Soul: One Life
- Mancs Negro-King Kong Five
- Rob 'n' Ras- Got To Get
- The Christians: Words

**Technocrats: Get Up**
- D-Miss- Put Your Hands
- Tessa Tørram: We Almost
- Phil Collins: I Wish
- Brian John: Sacrifice
- Stewart/O'Connor: Nothing
- Girls Talk: I Don't Wanna
- Midwest Oil-Blue Sky Mine
- Desperate Models: Enjoy
- Bob Dylan: Political World
- Lisa Stansfield: Live

**Boz Bin:**
- CHILL Peppers: Higher Ground
- The Beloved: Hello
- The House Of Love: Stone On
- The Cramps: Blank Cheque
- Might Be Games- breathe

**FUNK**

**SPARK**

**COUNTRIDGE**

**CL**
- Sadowski: Nothing
- Moscow: GIRL
- How Am I
- Midwest Oil-Blue Sky Mine
- Desperate Models: Enjoy
- Bob Dylan: Political World
- Lisa Stansfield: Live

**Top Gear**

- The Stone Roses: Gold
- Desperate Models: Enjoy
- Inner City: Whatta Gonna Do
- The Christians: Words
- Fun Eddie: Go On

**VERONICA**

**FRANCE**

- Gilbert Foucault - Music Co-Ord.
- Clip Des Clips:
  - Marc Lavoine- Mes Excuses
  - Françoise Hardy- J'aimerais
  - Berserk- Bande Année
  - Mano Negra- I'm No Satisfied
  - Grace Kelly- UK
  - Radiohead: Andromeda
  - The Stone Roses-搁

**STATION REPORTS**

**PORTUGAL**

- RDP 1 - Lisbon
- Carlos Dias Da Silva - Head Of Music
- Playlist Top 5:
  - Sadowski: Nothing
  - Moscow: GIRL
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  - Midwest Oil-Blue Sky Mine
  - Desperate Models: Enjoy

**Navigators:**
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**STATION REPORTS**

**POLAND**

**POLSKIE RADIO - Warsaw**

- Bogdan Fabiowski - DJ Prod.
- PP: Sadowski: Nothing
- Fancy: All My Love
- Barry White: Super Love
- Depsible Mode: Enjoy
- Roch Valois: Helden
- Tender Brothers: New Song
- Zeki Mokaya: Plasticerino
- Bob Andy: Fiercely
- Colin Daughrigh: Diamond
- Michael Bolton: How Am I

**INSTANT Reply**

- Plantation: Got To Have

**EUROPE**

**VOA - Europe**

- Jane Brown - Director
- Playlist Top 10:
  - Rod Stewart: Downtown Train
  - Mill Vangili: All Or Nothing
  - Janet Jackson: Escapade

**MUSIC & MEDIA - March R. 1990**

**New album available on CD / MC / LP featuring the single ‘baby you’re mine’**