

# EMI Music - The Freedom To Fail

by Machiel Bakker

**EMI's International Convention in Cologne (August 25-30) could not have been better timed. With six singles in the UK top 40 and another four in the US, EMI had reason enough to be cheerful. 'Don't Worry Be Happy,' a US top 10 single by vocal gymnast Bobby McFerrin, nicely captured the mood of the convention.**

## Company Report

Major presentations were given by the Capitol, Blue Note, EMI Manhattan and Parlophone labels and artists like Vixen, James Reyne, Tim Finn, Richard Thompson, Marc Almond, Great White and Iron Maiden performed live for the 138 delegates from 29 countries.

The company prides itself on being adventurous and on generating as much excitement as possible while spreading its music around the world. And it recognizes that mistakes will inevitably

be made. At EMI, you have "the freedom to fail", according to the keynote address by Jim Fifield, EMI Music's new President and Chief Operating Officer. EMI expects - and achieves - great things, but Fifield stressed that staff should "not be afraid of having that freedom to fail".

The keynote was followed by speeches from several EMI executives. Don Zimmermann, President International Marketing, hosted the presentations and emphasised the massive catalogue that EMI should capitalise on: "We have to exploit the maxi-

mum potential from the wealth of our catalogue and the artists that we have."

Rick Blaskey, EMI's newly appointed London-based Director International Marketing, outlined the new structure of the international division of EMI Records UK, now chopped in half. There is a UK team and a US team, headed by Senior International Marketing Executives Gabby Zangerl and Claire King respectively.

LA-based Jeremy Hammond, VP International Marketing Capitol & Manhattan, was also introduced to the delegates and hosted a number of presentations.

David Berman, President Capitol, stressed the importance of rebuilding the artist roster for the future: "As well as maintaining the success we have with current acts, we will be very much artist and career oriented." New signings for Capitol include The Doobie Brothers, Bonnie Raitt and Carole King.

LPs introduced various major releases to look out for. New product is expected from Steve Miller with his forthcoming new LP *Born 2 B Blue* (preceded by the 7" *Ya Ya*), and from brand new signing Goodbye Mr. McKenzie (a debut LP to be produced by Queen's Mack). There will also be a new Dave Edmunds LP and albums from ex-Fairport Convention frontman Richard Thompson (*Amnesia*) and Tim Finn (no title yet) - both produced by Mitchell Froom. The latter two performed inspired acoustic sets on the company's boat trips along the Rhine.

A poignant event was the showing of the *Imagine* film, narrated by John Lennon and world premiered in LA on October 5.

Sal Licata, President EMI Manhattan, previewed various upcoming releases and celebrated the enormous success the label is currently enjoying in the US. Richard Marx has broken on a worldwide scale and is the first male in the US to have four top 3 singles from a debut LP. Bobby McFerrin's *Don't Worry Be Happy* is heading for a US top 10 and Jane Wiedlin's *Rush Hour* is top 10 in the US and cracking the UK chart. The artist will do a heavy promo tour through Europe in

October for the follow-up single, *Inside A Dream*.

Other sales feats included Nathalie Cole (two international hits: *Jump Start* and *Pink Cadillac*) and Robert Palmer's *Simply Irresistible*, heading for a no. 1 in the US. Palmer's new European single will be *She Makes My Day*, also lifted from the *Heavy Nova* album.

Another Manhattan priority release is the new Robbie Nevil



*Phil Collins receiving gold and platinum awards for worldwide sales of the Pet Shop Boys' 'I'm Not a Lover' LP. From l. to r.: Jim Fifield, Pres. & COO EMI Music; Chris Lowe; Neil Tennant; Tom Watkins; Mgr. Don Zimmermann, Pres. Int. Mark. EMI Music.*

LP, *A Place Like This*, produced by Chris Porter (George Michael, Hall & Oates). Preceded by the new single *Back On Holiday*, Nevil will embark on an extensive European promo tour throughout October and November.

Much is expected from all-female rock band Vixen, currently on a six-week concert tour through Europe to promote their Richard Marx-produced single, *Edge Of A Broken Heart*, and their self-titled debut LP. The band also performed live to the delegates, who were astounded by the foursome's great musical and performance skills.

Marc Almond, ex-singer from Soft Cell and always good for a substantial portion of melodrama, performed excerpts from *The Stars We Are*, his sixth solo LP and his first for Parlophone. Out on September 19, the LP's first single, *Tears Run Rings*, is already breaking into the UK chart.

Duran Duran Manager Peter Rudge was one of the surprise guests and presented the band's new, self-produced LP *Big Thing*, out on October 17. A first single, *I Don't Want Your Love*, will be out on September 19.

Pet Shop Boys are one of EMI UK's best selling new acts of the

moment (their last LP *Actually* sold more than one million copies in the UK alone) and it therefore comes as no surprise that the enigmatic duo treated the delegates to the world premiere of their new LP *Introspective*, released October 10 and preceded by their new single *Dominio* featuring (this week), the LP features six dance cuts, including a remixed version of last Christmas' no. 1 single *Always On My*



*Phil Collins receiving gold and platinum awards for worldwide sales of the Pet Shop Boys' 'I'm Not a Lover' LP. From l. to r.: Jim Fifield, Pres. & COO EMI Music; Chris Lowe; Neil Tennant; Tom Watkins; Mgr. Don Zimmermann, Pres. Int. Mark. EMI Music.*

*Mind* and the Trevor Horn co-produced *Left To My Own Devices*.

Parlophone act Brother Beyer are enjoying a massive hit in the UK at the moment with *The Harder I Try*; the band's album *Get Even* will be out on October 3 and includes remix work by Ric Wake, who has produced a string of hit records for Taylor Dayne this year.

Following their spectacular 'Momentary Lapse Of Reason' tour, Pink Floyd are to release a double-live LP in November. Also of interest is the Cliff Richard double compilation album, *Private Collection*, released in November to celebrate Richard's 30 years of success in the music business. A 24-track LP, it features songs dating back to 1979, including 17 top 20 singles.

Roel Kruike, Senior Director A&R/Marketing EMI Music Europe, hosted a major presentation on the various mainland European acts that EMI currently boasts. Herbert Greenemeyer (Germany), Selena (Holland), Monroes (Norway), Alice (Italy) and Roxette (Sweden) were just some of the highlights in this impressive line-up.

Pet Shop Boys are one of EMI UK's best selling new acts of the

# H I G H L I G H T S

by Diana Musus

EUROPE



**M**illi Vanilli is doing very well; apart from topping the German chart for the fourth consecutive week, the single has entered charts in Belgium, Holland and Sweden as well. This week it creeps from 8 to 6 and looks like it will make the very top spot of the Eurochart Hot 100. At no. 1, however, is former model *The Plastic Population*. She has obviously taken the slogan *The Only Way Is Up* very literally. Phil Collins is worth mentioning as well; his version of *A Groovy Kind Of Love* smashes from 33 to 5, thanks to its positions in the UK, Belgium, Denmark, Ireland and Norway. Apart from *Girl You Know It's True*, this record is also a serious contender to make it to no. 1 after Yazz. The highest new entry is for German hardrock act *Helloween* (with *Dr. Stein*, charted in the UK and Germany. Other debuts include *The Commodores' Easy* and *Bill Withers' Lovely Day*.

## UNITED KINGDOM

**O**nly two weeks were needed for Phil Collins to top the charts. His version of that 1966 classic *A Groovy Kind Of Love* shoots this week from 9 to the very top spot. The single is taken from the film 'Buster' (about the life of trainrobber Buster Edwards) which opens this week. The soundtrack from the film has just been released as well. *Brother Beyond* stick in second position and Yazz falls back in third. The battle between Bill Medley and The Hollies has been won by the latter, whose original version of *He Ain't Heavy, He's My Brother* shoots from 28 to 5. The band are about to release a compilation album *All The Hits And More*. Meanwhile, Bill Medley's interpretation of *He Ain't Heavy* only moves from 32 to 25. After Phil Collins and The Hollies the trend of re-released singles and covers continues with a big move for *The Commodores' 1977 hit Easy Riding*. *On A Train*; John Farnham; *Mary Kane's Tama*; and *Wet Wet Wet*.

**F R A N C E**  
**T**he French chart seems to be in the midst of one of its regular depressions. Only one entry and a few moves: *Midnight Oil's Beds Are Burning* jumps from 14 to 10, and *Sandra's Heaven Can Wait* from 18 to 12; *Veronique Jannot's Aviateur* (15-21);

## GERMANY

**G**AS-productions dominate the German chart, with Milli Vanilli unbeaten on top (although the half-brothers are American-born and London-based, the production is German), but contenders are on their way as Rainhard Fendrich's *Macho Macho* moves from 6 to 2 and Hannes Kroeger's *Der Blonde Hars* jumps from 16 to 8. Two other exciting movers are German as well: hardrock act Helloween shoot with a bullet from 51 to 10 while BAP's *Fortsetzung Folgt* flies from 70 to 17 (their album *Da Capo* enters straight in at 3). To make facts complete, one of the most popular German duos, *Mixed Emotions*, have highest entry 19 with *Just For You*. A-Ha are the first to break the German supremacy as their *Touchy*, the third single from the *Stay On These Roads* LP, debuts at 20. Also entering are: *The Mac Cab's Roses Are Red* (see page 16 for a review on their follow-up single *Riding On A Train*); John Farnham; *Mary Kane's Tama*; and *Wet Wet Wet*.

**S-Express' Theme From S-Express** (19-35); and **Wet Wet Wet's Angel Eyes** (23-30). **Raft** has the honour of being the only new entry with *Flemmes Du Congo* (in at 50).

## HOLLAND

**T**he daughter of Vicky Brown, Sam Brown, has certainly found her way into the hearts of the Dutch people. She moves from 2 to the top position with the debut single *Stop* which has still to be appreciated by the rest of Europe. Louis Armstrong's 1968 classic *What A Wonderful World* moves from 5 to 2. As mentioned before in this column, the single is taken from the soundtrack to the movie 'Good Morning Vietnam'; but got an extra boost in Holland as it was used in a Heinekens commercial. *Kylie Minogue* moves from 23 to 12. *Level 42* from 31 to 14, *Glenn Medeiros (Long & Lasting Love)* jumps from 36 to 16 and *Wet Wet Wet* climb from 27 to 17. **Ellis, Beggs & Howard** were in Holland last week to promote *Big Badbus*. *No Troubles*, which resulted in a jump of 10 notches from 33 to 23. **UB40** have the highest entry with *Where Did I Go Wrong*, the sales of this record are probably influenced by a special on UB40 in Russia which was broadcast by Veronica a few weeks ago. Also new are: *Meatloaf's* re-released *Spring By The Dashboard Light*; Dutch act **BZN** with *La Prima* as new entry; **Johnny Kemp**; and **The Pogues.**

## BELGIUM

**D**ebut **De Soiree's** *Best Of De Folie* remains the best selling single. Glenn Medeiros & Elsa's duet *Un Roman D'Amore* follows in second position and **Yazz & The Plastic Population** in third (from 8). The best move is for local act **Confetti's** *The Sound Of C*; the track shoots from 23 to 6. Also worth mentioning are: **Kim Wilde's You Came (12-20)**; **Hilli Vanilli (18-26)**; and **Herbert Leonard's To Me Pourras Plus Jamais (21-34)**. **A-Ha** have the highest entry at 35 with *Touchy*. After A-Ha,

there are entries for: **Eric Clapton's Wonderful Tonight**; **Phil Collins**; **Bill Medley**; **Joe Jackson**; **Is She Really Going Out With Him**; and **Meatloaf's Paradise By The Dashboard Light**. Interesting to notice that all these records are re-releases or covers.

## AUSTRIA

**M**acho Macho by Rainhard Fendrich sticks strongly on top. Former jazz singer Etta Scollo follows in second position and **Ofra Haza** creeps from 4 to 2. **Fat Boys & Chubby Checker** climb from 18 to 6, which makes them the best movers. New are: **Bruce Springsteen**; **Tolga 'Film Flam' Balkan (The Best Of Joint Mix)**; **The Mojo Blues Band (Rosa Lee)**; **Gipsy Kings (Bamboléo)**; and **Falco's Wiener Blut**.

## DENMARK

**K**im Wilde is enjoying top results again; in Denmark she moves from 10 to the top spot with *You Came*. **Fat Boys** follow with a move from 4 to 2 and **Asian band Koreana** creep up to no. 3 (from 6) with the Giorgio Moroder produced official Olympic theme tune *Hand In Hand*. **Level 42** are back in the top 10 where they are accustomed to be; their *Heaven In My Hands* (the first track from the forthcoming album *Spring At The Sun*) enters straight in at no. 7. More new records are: **Transvision Vamp**; **Metallica's Harvester Of Sorrow**; **Salt 'N' Pepa's Push It**; and **Olivia Newton John's The Mourner**.

## SWEDEN

**B**oth Europe's album and the Swedish charts. **Salt 'N' Pepa's Push It** follows in second position of the singles chart and national act **Roxette** in third. **Tanita Tikaram** moves in her second week from 9 to 4 with *Good Tradition*. New are: **Yazz & The Plastic Population**; **Milli Vanilli**; **Kim Wilde**; **B.V.S.M.P. (I Need You)**; and **S'Express' Superfly Guy**.