MUSIC

RTL To Launch Classical
Euro Satellite Station

Luxembourg-based media group CLT is poised to launch a European radio station entirely devoted to classical music. According to CLT head of international affairs Henk Roemer, the 24-hour station will be entitled RTL Classique and could be operational within a month.

Roemer says negotiations are nearing completion on obtaining a Luxembourg frequency for RTL Classique, which will then be uplinked to a satellite, probably Astra, for transmission across Europe. "As soon as the technical problems have been sorted we are ready to go. To start we are planning to launch into 6 or 7 million cabled households, most of them in the Benelux. Eventually we are planning to launch into 6 or 7 million cabled households, most of them in the Benelux. Eventually we are planning to launch," Roemer says.

Roemer says CLT has monitored the recent launch of two European classical stations, the Gong group's Radio Belcanto in West Germany and the Dutch-based Radio 10 Klassiek. Like Belcanto, RTL Classique will be programmed differently according to the time of day, with short and light pieces during the morning sequence, and specialist programmes and live concerts confirmed for the evening. The music/speech ratio will be around 90%/10%, with brief announcements in several languages.

Roemer: "Classical music is an area which up to now has been mistakenly ignored by most commercial broadcasters. It is true that the approach of many state channels towards the music is too serious and they are not programmed with a view to gaining a wide audience. There is room for a lighter and more versatile approach. It is a music that can appeal to all ages."
**News**

**Lange Lashes Out At Music Radio**

by Robert Lyng

Computer-aided programming on West German radio has been criticised as 'heartless' by Udo Lange, MD of Munich-based Virgin Records, during a strongly-worded attack on national music broadcasters. Lange: "The computer does guarantee that a station has a unified musical colour but it leaves no room for individuality."

Lange, board member of the national Association of Phonographic Industries (BPIF), revived the long-running war of words between record industry and radio at the annual IFPI/BPIF press conference, where he cited negative changes caused by the licensing of private radio and TV. "What is currently broadcast is often more a heartlessly compiled music blanket of one title after another instead of an informative and active presentation of pop music," said Lange, whose company achieved fifth place in the first quarter market shares of 1990 with 3.7%.

The Virgin chief also pointed a finger at the size of 'powerplay' on radio, claiming that heavy rotation of individual titles led to decreased sales. He also attacked formats solely based on chart hits and stations with an over-reliance on established stars. Both approaches left barely any room for the promotion of new titles and artists.

And Lange questioned the promotional value of radio for new product and its ability to spot trends: "Dancefloor product, last year's most important trend, was broken first by clubs and discos. Radio did not even pick up on it until it exploded in the charts!"

According to Lange, radio and TV are the sources of more than 70% of home taping, while the taping of records comprises only about 20%. The current fees paid by broadcasters to the record industry were 'simply not adequate'.

With regret he referred to the "general reduction of TV broadcasting opportunities for pop music". Not only have public broadcasters reduced the music content of such shows as 'Forced Eats', said Lange, they have not replaced numerous cancelled shows.

**WEA Warnings On Madonna LP**

WEA is talking down the upcoming Madonna album to dealers because it is not expected to match sales of her previous album, initially at least.

I'm Breathless (Sire), released across Europe on May 21, features "songs from or inspired by the film Dick Tracey". Eleven of the 12 tracks are Stephen Sondheim or Sondheim-styled songs. The twelfth song is her current European chart topper Vogue. "We don't see this album as a Madonna record in the same category as Like A Prayer or True Blue, both of which have sold five million copies in Europe," says WEA Europe marketing director David Evans. "It's very much a concept record."

"We have started pre-selling the album by explaining the context of the album and telling dealers that Vogue is not a typical track. We are not raising expectations for the album, we are simply presenting it for what it is.

"My personal feeling is that the album will be very successful in the longer term but it is unlikely to be an instant smash unless there is a sudden '80s revival within the next couple of weeks. With Vogue Madonna has moved out of the pop market and into the dance market. This album opens up yet another market for her. It will be very interesting to see how her fans respond to it."

The album is one of three which are coming out to coincide with the release of the Dick Tracey film starring Warren Beatty and Madonna. There will be an original soundtrack album from Danny Elfman and a compilation of contemporary tracks by various artists used in the film as well as Madonna's album which four tracks featured in the film.

The Dick Tracey movie will premiere in the US in late June, opening in London on July 12 by which time Madonna will be mid-way through her European tour. WEA will be running a catalogue campaign to coincide with the tour as well as promoting the new album.
Trans World Counts

Continued from page 33

Mediolin Smith has been pro- moted at SBS to the role of senior programme manager. The broadcast company’s MD, Paul McCarthy, commented: "We are delighted to announce Mediolin’s new role, which will see her take on additional responsibilities. Mediolin has made an outstanding contribution to SBS over the past nine years and we have no doubt that she will continue to excel in her new role." MRM

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CBS Europe Aims For New Revenue Options

By Mike Heavens

Recent European investments by CBS Records in retailing, direct marketing and broadcasting have led to the company looking for part of a strategy to expand the music market and explore new ways to sell its music. CBS Records Europe President Rolf Landen, has been asking the question: "Where do we go from here?" in order to generate new ideas and build on the success of the retail division, which has sold over 100 million records in Europe last year.

Landen, who has been with CBS Records for 15 years, said: "We are looking at all avenues, including the possibility of establishing a distribution network with other companies. But we need to be realistic about what is possible and what is not." Landen also said that the company was considering the possibility of establishing a retail subsidiary in the UK, which could be used to promote new releases and increase sales of CBS Records' products.

Pam, who has been with CBS Records for 10 years, said: "We are looking at all possibilities, including the possibility of establishing a retail subsidiary in the UK, which could be used to promote new releases and increase sales of CBS Records' products."

Landen also said that the company was considering the possibility of establishing a retail subsidiary in the UK, which could be used to promote new releases and increase sales of CBS Records' products. Pam, who has been with CBS Records for 10 years, said: "We are looking at all possibilities, including the possibility of establishing a retail subsidiary in the UK, which could be used to promote new releases and increase sales of CBS Records' products."
GDR Industry Problems Highlighted

Problems associated with copyright protection and home-taping in East Germany are two of the most important issues facing the West German music industry as moves for unification gain pace, according to IFPI board member and BMG Ariola Munich MD Thomas Stein.

Speaking at the recent BPW press conference, Stein said home taping is a way of life in East Germany, and that the situation will not change "until East Germans adapt their consumer behaviour to a free market economy". Stein said copyright protection, which is currently only 10 years after release, is cause for particular concern. And he added that the laws for the protection of rights, and the collection and distribution of performance and broadcasting fees, are hardly worth the paper they are written on. "Even the expectation of exercising these rights was politically unwelcome in the past."

Stein added: "If East German laws don't change, and if the exploitation of protected material is not prevented by the German authorities until East Germany joins the PolyGram stable, the highly compatible nature of our catalogues will not only enable us to strengthen the release patterns of both companies, but will also afford us the opportunity of joint marketing exercises."

Both labels are retaining independent A&R, marketing and promotion departments. Meanwhile, A&M has restructured its UK A&R department and is launching a new dance label to replace the defunct Breakout. Jeff Young has been appointed to A&R director.

The new dance label, as yet unnamed, will be headed by A&R manager Steve Wolfe, who was previously with Cocteau.

A&M UK's international promotions will now be handled by A&M Europe in Paris, effectively ending rumours that the company's European operations would be switching to London.

Island, A&M Share Common AIM

Island and A&M have launched a joint company to handle sales and merchandising. Called AIM, the joint company is headed by Island's head of sales John Pearson, who reports directly to Clive Banks and Howard Berman, the MDs for Island and A&M respectively.

The new company has a substantially larger sales and merchandising team than either Island or A&M, both of which were acquired by PolyGram last year.

Berman: "The UK retail market is possibly the most volatile in the world. The way it is currently developing means that, if we are to remain competitive, we need the increased penetration and flexibility that only a larger team can provide. The link-up with Island gives us the perfect platform to do this."

Clive Banks: "Island has long wanted to increase the size of its sales force, but never found the right partner until A&M joined the PolyGram stable. The highly compatible nature of our catalogues will not only enable us to strengthen the release patterns of both companies, but will also afford us the opportunity of joint marketing exercises."

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Illegal Recordings Cost DM 75 M

by Robert Long

The West German record industry lost an estimated DM 75 million (app. US$ 44 million) in 1989 due to forged and illegal recordings, according to Manfred Zumkeller, chairman of the National Association of Phonographic Industries (BPW) and MD of WEA Germany.

Speaking at the annual press conference of the BPW and the West German IFPI group, Zumkeller called on European law- makers to harmonise copyright protection regulations.

The call was echoed by Fried- rich Wottawa, chairman of the IFPI board and MD of EMI Music Operations, who said laws regard- ing home-taping must be tigh- tened. He added that the har- monisation of European national copyright laws should include the extension of the protection period for phonographic recordings to 50 years (it is currently 25 years in West Germany) and the introduc- tion of a levy for soundcarrier distributions. He added that the har- monisation of European national copyright laws should include the extension of the protection period for phonographic recordings to 50 years (it is currently 25 years in West Germany) and the introduc- tion of a levy for soundcarrier distributions.

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Zumkeller also drew attention to the problems faced by retailers, who provide the record industry with over 60% of its total turn- over. He announced that the BPW, plus the Association of German Music Retailers and the Association of German Radio and Television, are to provide six-digit budgets to enable small and medium sized specialist stores to carry out marketing surveys, and to hire professional consul- tants. It is hoped this will allow them to compete on a larger scale and to department stores.

In the last 15 years, the number of retail outlets has declined by more than 50%, according to Jochen Leuschner, MD of CBS Germany and an IFPI board member.

Leuschner said the future of the remaining small and medium sized retai- lers is in doubt, as large retailers continue to adopt aggres- sive marketing strategies, often selling product below the purchase price.

Top German Airplay 1989

The best played singles during 1989 on West German radio, compiled by Media Control, Baden Baden.

WEA Founds New Label

WEA has launched a new label called Koenighaus, which will concentrate on the development of German language pop and rock music. Thomas Schwenke, former member of the group Feibehlen, will head the new label.

Koenighaus will be based in its own Hamburg office, separate from the mother company. The co-ordination of Koenighaus activ- ities within WEA will be hand- led by WEA A&R manager Horst Neubauer.

In 89 was almost DM 31 billion, said turnover this year is only ex- pected to increase by about 5% instead of the 11.1% achieved in 1989. And he said that the percent- age of normal price product in relation to total turnover has con- tinued to decline.

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Pepsi, Dimensione Suono Agree Co Promotion Deal

Radio Dimensione Suono, the Rome-based commercial network that recently reported a 30% increase in its listeners, has signed a deal with Pepsi Cola. The deal is split into two halves, covering music sponsorship and programme sponsorship.

The first, which involves no money, covers Tina Turner tour dates in May. The network is airing tour advertising spots on Silvio Berlusconi's network TV channels, which will also include the Pepsi logo. Pepsi, sponsored the 95 World Cup, is the network's rock partner, and will receive exclusive rights to use the Pepsi logo on all their TV advertising spots.

Station programme director Bruno Playa also confirmed a joint listeners competition tied in with national tour dates: "Listeners can win concert tickets by sending in a quiz. Each of our affiliated stations will stage the competition, where entrants will have to answer three questions about the band plus a mystery object, which will be announced on air!"

The second half of the deal involves programme sponsorship. Pepsi will sponsor the network's US, UK and international chart programmes in May and also back the station's weekly discos which promote the record of the week. Player says that the sponsor- ship deal involves "a good deal of money" but only Publitalia, Berlusconi's advertising agency, who managed the deal, could give details. Publitalia, who supply the network with all their national advertising clients, refused to disclose any financial details.

Radio Dimensione Suono broadcasts throughout national territory. It attracts 82,000 daily listeners (20,000 steady) with a CHR format.

New Age Label Launched

Sentendo, a new record label devoted to new age music, will launch its first product in October. After the launch, the company has also finished work on its own new Farm Digital Recording Studio. Situated near Assisi in Umbria, the 10,000 square foot complex includes four studios, digital, 24-multi-track and direct-to-disc facilities.

Political And Legal Storm Surrounds Stones

A legal and political storm has broken out over the Italian leg of The Rolling Stones European tour. Concert promoter David Zard, who claims to have a long lasting agreement to stage concerts by the group, may be losing out to rival tour operator Fran Tomasi of Venice. Zard: "We were asked to present an offer through BPL (who hold the world rights to the tour) of 25,000, plus six months of research;" continues Zard, "Tomasi made a crazy offer and they have asked me to match it!"

Zard had The Rolling Stones offered a contract for two dates plus two dates in Turin. Tomasi, however, while stressing he does not hold a contract for the tour, says, "Zard has tried hard to infere with my attempts at getting venues. But the promoter who has got the contract gets the venues.

Tomasi refutes all Zard's claims, saying he currently has an agreement to tour the group, has deposited a guarantee by letter of credit, and contracts should be signed early this month.

The second half of the deal involves TV networks. The album release will be announced on air: 'The first, which involves no financial details, Publitalia, who supply the network with all their national advertising clients, refused to disclose any financial details.

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Belgian Privates Aim For True Independence

The newly formed Flemish private radio lobby group, the Beroepsle- dende Lokale Radio, is to set up its own administration and buy new studios, with 30% of all radio adversting money going to the new organisatiion. The group has already launched a 300,000 franc radio poll, which represents almost half of the 738 officially recognised Flemish private stations.

The group's objective is to set up a network of all radio networks in Belgium and an eight kilometer stereo radius for the new network. They have already started to produce the radio station's voice over use of the words and should be banned from performing in Italy.

Extra 108 Airs Charts Chart by Jerry Goossen

Amsterdam cable radio station Extra 108 is to begin broadcasting its own local chart show this Monday. This first chart initiative in Holland. The three hour show, to be aired weekly, will be based on a coupl- e of meetings with the station and thought: why not? It is a good idea, says Kloos.

Kloos adds that a test period is being compiled for the chart show. The Amsterdam list will differ enough from the national chart to make an interesting show. This is largely due to the number of specialist shops in the city and the different sales patterns. During the test period several artists, including Phil Col- lins and The Cure, appeared in the Amsterdam chart before they entered the national listing.

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TFI Protests Over Belgian Ad Ruling

French private channel TFI has made an official protest to the EC about media laws in Belgium, which it says unfairly restrict its freedom to broadcast.

The Brussels based cable opera- tion, which is distributing a TFI programme, which is tailor- made for the Belgian market and subsidised by the state. This contravenes Belgian media law and the national government has now decided to ban advertising on the channel. Over 10 Belgian companies had already booked space.

TFI is asking the EC to rule that the decision contravenes EC legislation on the freedom to provide goods and services across borders. However, Volny Feautes, president of the Belgian French community, says TFI's move is a ploy of contains colonel: "Why should Belgian TV stations and cable companies follow the law if we can not force a foreign group to obey the rules?"

Spotted

Timostra: SIGNED TO POLYDOR

Poland's first PolyGram Italy. 

Managed by Francesco Caprini for Studio Extraball.

Debe album: Coloni Che E Ploplodono.


The album was produced by Gianni Maccarelli at the Highland and Una Studio in Milan. Francesco Caproni was executive producer.

A video for the single was produced by Tony Verina.

Timostra are currently on a national radio tour giving interviews to both national radio and TV stations.

New album: Fortune Fairytales.

Polydor Pull For Bee Gees Compilation

Polydor is backing a new Bee Gees compilation album with an extensive TV and radio advertising campaign. ADs Adrian Ber- wick describes the disk as the hit in May and will continue until the first week in June. These are being screened in spot commercials on Rete 105 and Radio Monte Carlo.

Bee Gees: "We've done 20 radio spots, which I believe is a first for the national networks. 20 spots are featured on the CD and cassette versions of The Bee Gees Story.

The logs of both radio sta- tions will appear on TV advertis- ing spots. Bee Gees chose the two radio broadcasters because of their wide audience reach. "We feel that the record has crossover appeal. Our target is the 15-40 age range and between them the two stations have that reach well covered!" Beige says that the Bee Gees compilation is the first in a new series for the national market only. "Polydor has a tremendous 750 chart catalogue, and we will make the most of these assets and develop them, whether it be CDs and bests of!" He confirmed that an Erich Clapoton compilation is scheduled for summer 1994. All future releases will be backed by heavy TV and radio advertising campaigns.

SNP Starts Dutch Rock Archive

The Dutch Rock Foundation (SPN) has founded a national music archive to collect records and written material from the groups from the 50s onwards. The archive (PNI), which is based at the SPN office, is the multi media group's only one of its sort in Holland and has financial back-up from the Multi Music Federation (MMF), which organises an exchange of artists and records with the Dutch minorities.

However, because of the limited budget, the PN is obliged to first give priority to purchase vinyl recor- dings, rather than CD, concentrating on material from the 50s and 60s. The public is also being asked to donate rare records, magazines and clippings for include voluntary. To ensure a true representation of all Dutch music, the SPN is working very closely with the Multi Music Federation (MMF), which organises an exchange of artists and records with the Dutch minors.

The organisation is strongly influenc- ed by artists from its former colo- nies Surinam, Indonesia and the Dutch Antilles.

SNP New Releases

Current single: Fortune Fairytales.

Recorded at Zeericht Studio, Bullet Sound Studio, Holland Studio and Wisseloord.

Produced, engineered and mixed by Samuel and Evert Abbing.

Euro release: the single will be released in Germany and the UK.

Tour plans: The band are well received much airplay on national TV and radio and TV and have had several singles in the Dutch charts. Their previous self titled mini album went gold, selling over 71,000 copies in Holland alone.

Lois Lane: Lowland Records distributed by Polydor.

Published by Warner Basart, Lois Lane Music, PolyGram Music.

New album: Fortune Fairytales.

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Lois Lane produce sophistica- tion of their own music and have been well received by the audience. Their last album 'Giant of the Dutch Antilles' was a big success.
City 103 Plans To Launch Malmo Station

Leading Gothenburg station City 103 will launch in Malmo, in the southern Swedish city of Malmo in June. Programme director Rolf Legefs produced the proposed station will closely follow the style of City 103, which is Gothenburg's most popular station for listeners between 15 and 35. Legefs: "Malmo is a key Swedish city with a population of around half a million. We know that the demand for well-optimised pop radio is certainly there. We have made the application and are awaiting frequency clearance from Swedish Telecom." A new studio for the Malmo station, as yet unnamed, is nearing completion in the city centre. It will have an initial staff of seven, headed by station manager Patrick Larson, and will broadcast 18 hours per day, from mid-night to 6.00, like City 103.

City 103 is one of a hundred community channels in Sweden, and one of the few to work on a full-playlisted Top 40 format. Both City 103 and its sister station City 105 are owned by Swedish Radio.

Legefs is keen for City 103 to turn into a commercial station. He hopes that if the ruling Social Democrats give the go-ahead for advertising at their annual conference in September, then the clearance for radio advertising will follow. City 103 launched two years ago and within six months was attracting around 150,000 listeners a day, with a 50% slice of the 15-35 age range. Better than Swedish Radio's national P3 channel (45%) and the regional Radio Gotenburg (20%). The results of a new survey are expected shortly.

SBC Looks To Improve TV Efficiency

Increased competition from cable TV channels, plus the prospect of Government approval for national commercial TV, has prompted the Swedish Broadcasting Company (SBC) to look at ways of improving the efficiency of state channels TV1 and 2. A working party has been established to study the possibility of increasing co-operation between the two channels, as well as setting up a combined news service. The working party's report will be presented to the SBC board on June 15.

STV press spokesman Jan-Olaf Curdinger says the investigation is timely, coming in advance of the Social Democrats ruling on TV advertising in September: 'It is clear to us that a number of companies are ready to come forward.' When the two channels were created there was a state-broadcasting TV monopoly but that is no longer the case in real terms. Around 30% of Swedish households can now see a great number of TV channels, and that poses an obvious threat.'
THE MOST PLAYED RECORDS IN EUROPE

WETHER YOU ARE HIGH OR LOW IN THE CHART BE SMART! BOOK YOUR PERSONAL EYE CATCIIER! FOR ALL INFO CALL M&M'S SALES DEPT.

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MUSIC & MEDIA

from the airplay hit parade by Media Control on the national stations

1. Alannah Myler - Nick Vale
2. Five Star - Love Is
3. Steve Winwood - She's Your Kind Of Woman
4. Baddie - Love Is
5. Peter Gabriel - In Your Eyes
6. Eurythmics - Sweet Dreams
7. Black Eye Peas - Where Is The Love?
8. Guns N' Roses - Sweet Child O' Mine
9. The Blues Brothers - On The Corner
10. Deep Purple - Space Truckin'

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9. The Blues Brothers - On The Corner
10. Deep Purple - Space Truckin'

THE MOST PLAYED RECORDS IN SPAIN

from the airplay hit parade by Media Control on the national stations, DRS and 3 private stations. For more info please contact Media Control, Paseo de Castilla 2, Madrid 06092 - 91 3821749.

1. Alannah Myler - Nick Vale
2. Five Star - Love Is
3. Steve Winwood - She's Your Kind Of Woman
4. Baddie - Love Is
5. Peter Gabriel - In Your Eyes
6. Eurythmics - Sweet Dreams
7. Black Eye Peas - Where Is The Love?
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4. Baddie - Love Is
5. Peter Gabriel - In Your Eyes
6. Eurythmics - Sweet Dreams
7. Black Eye Peas - Where Is The Love?
8. Guns N' Roses - Sweet Child O' Mine
9. The Blues Brothers - On The Corner
10. Deep Purple - Space Truckin'

20. A&M Radio Hits

20. A&M Radio Hits

MUSIC & MEDIA

"Black Velvet"

ALANNAH MYLES

"Black Velvet"
<table>
<thead>
<tr>
<th>WEEK 2</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>ORIGINAL LABEL</th>
<th>PUBLISHER</th>
<th>COUNTRY CHARTED</th>
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<tr>
<td>3</td>
<td>How Am I Supposed To Live Without You</td>
<td>Michael Bolton</td>
<td>CBS (Australia)</td>
<td>EMI/BMG</td>
<td>AUS, NZ</td>
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<td>4</td>
<td>C'est Qui Qui Ma Fait</td>
<td>3 Fontaines</td>
<td>Polydor</td>
<td>EMI/BMG</td>
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<td>5</td>
<td>Blue Savannah</td>
<td>Bino Cvs</td>
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<td>6</td>
<td>Escapade</td>
<td>Jane Johnson</td>
<td>Virgin Records</td>
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<td>7</td>
<td>Same - Si Tu Revenais (Remix '90)</td>
<td>Carla Frances</td>
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<td>8</td>
<td>You Make Me Feel (Mighty Real)</td>
<td>Jenny Somerville</td>
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<td>9</td>
<td>Wild Women Do</td>
<td>Natalie Cole</td>
<td>MCA</td>
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<td>10</td>
<td>Un'Estaita Italiana</td>
<td>Gusa Savino &amp; Enrico Sampietro</td>
<td>EMI/BMG</td>
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<td>11</td>
<td>Counting Every Minute</td>
<td>Senta</td>
<td>BMG</td>
<td>EMI/BMG</td>
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<td>12</td>
<td>Hier Kommt Kurt</td>
<td>Frank Zander</td>
<td>A&amp;M</td>
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<td>13</td>
<td>Tattooed Millionaire</td>
<td>Bruce Dickinson</td>
<td>MCA</td>
<td>EMI/BMG</td>
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<td>14</td>
<td>Hang On To Your Love</td>
<td>Jason Donovan</td>
<td>EMI</td>
<td>EMI/BMG</td>
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<td>15</td>
<td>Real Real Real</td>
<td>Jada</td>
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<td>16</td>
<td>Ding Dong</td>
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<td>A&amp;M</td>
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<td>17</td>
<td>The Region</td>
<td>Rolf Zuckowski</td>
<td>Polydor</td>
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<td>18</td>
<td>Je Te Le Dis Quand Merme</td>
<td>Patrick Bruel</td>
<td>Parlophone</td>
<td>EMI/BMG</td>
<td>AUS, NZ</td>
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<td>19</td>
<td>Tomorrow</td>
<td>Tangerine</td>
<td>EMI</td>
<td>EMI/BMG</td>
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<td>20</td>
<td>In Private</td>
<td>David Sylvester &amp; The High Note Band</td>
<td>EMI/BMG</td>
<td>AUS, NZ</td>
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<td>21</td>
<td>Herzliven</td>
<td>Waldemar Horstew</td>
<td>EMI</td>
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<td>22</td>
<td>Love Shack</td>
<td>B.B. King</td>
<td>MCA</td>
<td>EMI/BMG</td>
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<td>23</td>
<td>Bakerman</td>
<td>Labadie</td>
<td>BMG</td>
<td>EMI/BMG</td>
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<td>24</td>
<td>Verdammt, Ich Lieb Dich</td>
<td>Matthias Reim</td>
<td>Polydor</td>
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<td>25</td>
<td>Use It Up And Wear It Out</td>
<td>Pit &amp; Nicki</td>
<td>EMI</td>
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<td>Dangerous</td>
<td>Rusteaz</td>
<td>BMG</td>
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<td>27</td>
<td>Ich's Here</td>
<td>Charlie D'EToilles</td>
<td>EMI</td>
<td>EMI/BMG</td>
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<td>28</td>
<td>From Out Of Nowhere</td>
<td>Fats A More</td>
<td>EMI</td>
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<td>29</td>
<td>The Sea Of Je</td>
<td>Kid Creole &amp; The Coconuts</td>
<td>CBS</td>
<td>EMI/BMG</td>
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<td>30</td>
<td>Hitchin' A Ride</td>
<td>Seu Jahn</td>
<td>EMI</td>
<td>EMI/BMG</td>
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<td>31</td>
<td>You Got It</td>
<td>New Kids On The Block</td>
<td>EMI</td>
<td>EMI/BMG</td>
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<tr>
<td>32</td>
<td>Blue Sky Mine</td>
<td>Midnight Club</td>
<td>EMI</td>
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<tr>
<td>33</td>
<td>Got To Get</td>
<td>Rob 'N' His</td>
<td>EMI</td>
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**New Entry**
NATIONAL HITS READY TO EXPLODE!

VI MASTER CHART May 1, 1990

VI HOT BREAKOUTS

UK & IRELAND

Soul II Soul
A Dream's A Dream (M1 Records)

Morrissey
November Spawned A Monster (WEA UK)

Sinecita
Jack The Rambler (Polydor UK)

BBQ
Snapphones (Other UK)

GERMANY, AUSTRIA, SWITZERLAND

Matthias Reim
Verdens Ist Litt Ditt (Polydor Germany)

Ero Algemeine Verursachung
Der Energ (Polydor Germany)

Nicki
Die A. Sturm (Epic Germany)

Toben Hosen
Alex Wod Gru (Epic Germany)

FRANCE

Patrick Bruel
Je Te EnCHANTR Planet (BMA/BMG)

Dorothée
Nicole Et Marielle A (4-Sterky)

Patricia Kaas
Les Hommes Ou Pas (CBS)

Pierre Bachelet
Nou Pe Boucle (BMG/BMG Andes)

ITALY

Eros Ramazzotti
Se Barare Una Canzone (EMI)

Anna Oxa
Donna Con Te (CBS)

Gian Mornandi
Verdi Spiono (Jovia)

Cristina D'Avena
A Rock & Roll Chess

SPAIN

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NATIONAL HITS READY TO EXPLODE!

TV 2

Rega Ti Ro (Pachecodexe)

Thomas Helming
Brooke Uden Vold (Sony/Sony)

Raptor
Slokan Sinteze A (CBS/R)

SCANDINAVIA

De Kreuners
La Pe 4101

BZn

Hay Piy (Polygram)

Bart Keuil
Daar Dient Tersanna In Rome (WAG/BMG/R)

Cloussac
Laure (ORF/R)

BELGIUM

Lili & Soni
Wie Das Colour Of Love (Mega/MBE)

TV 2

Rega Ti Ro (Pachecodexe)

Thomas Helming
Brooke Uden Vold (Sony/Sony)

Raptor
Slokan Sinteze A (CBS/R)

PORTUGAL

Sin Recursos
Pero Sou Sua Pau (MB)

Los Inhumanos
No Problem (Iki)

Juan Carlos Valenciaga
Leo (Vega)

Objetivo Birmania
A PI Chico Le Gona El Ingles (Anga)

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VI EUROPEAN HOT 100 SINGLES

A Dream's A Dream
F. The Ose (M1)

MOW, THE POWER IN YOU

NIGHTMARE

ELEKTRA

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MUSIC & MEDIA | May 12, 1990

SINGLES & ALBUMS

SINGLE OF THE WEEK

Brian Kenneth
Hollow - RCA/EMI

A haunting acoustic song. The follow-up to last year's Force Majeure sees Kenneth sounding like Joni Mitchell circa Court And Spark. The production, by Tim Friese Green (Talk Talk), manages to be sparse enough to allow the music to breathe without sounding loose or disorganised. Definitely one of the major new songwriting and vocal talents of the 90s. Currently on tour with Suzanne Vega.

ALBUM OF THE WEEK

Marianne Faithfull
Blazing Away - Island

A compelling live recording with a representative cross-section of her previously untold material plus two new tracks. Apart from the title song, the LP was recorded at St. John's Cathedral in Brooklyn and produced by Hal Willner. There is no doubt that the resonance of this live recording is an asset to Faithfull's singularly dark world-view. Best: Sister Morphing. Why It's Do It and Ballad Of Lucy Jordan. A record that needs several listenings before appealing.

PREVIEWS

The Strangers
Sweet Smell Of Success - Epic

An attractive mixture of ska and jazz based around a catchy bass riff. The Strangers back in top form.

Veronique Riviere
Teal Court - Jujitsu

Riviere has a great voice which she uses to good effect on this semi-acoustic pop song. Easy-going and radio-friendly.

Jean-Paul Wall
Tell For Pig - Jive

Sophisticated pop that successfully combines a jazz feel with thoroughly modern production values. Written by Swedish supergroup.

Gina Foster
Cry To Van - de/Construction

Foster turns in a supertative vocal performance on this self-penned ballad. A truely transatlantic sound with fine production, courtesy of Paisley Park protege Neik Neiger.

Seduction
Heartbreak In New York

Sensual dance material from this US trio. The record profits from a smallful lead vocal, thoroughly up-to-date production and off-the-wall sampling.

Portus & Amerikarna
My Soul O'jig - Gem

A cute, simple pop song with a pronounced 60s feel from this interesting new Swedish band. Summery and whimsical.

Ryuichi Sakamoto
Ghost Nation - ATV

An interesting new Swedish band. Summery and whimsical.

Eros Ramazzotti
C'è Solo Lassio

A 60s feel from this worthy Australians. More fast, compelling poprock from these worthy Australians.

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THE ULTIMATE MUSIC & MEDIA CONFERENCE

IM&MC WORLDWIDE:
IM&MC U.S.A. & CANADA:

The Keynoters!

Rock Around the Bloc
Frank Zappa

World Radio: Mirror Image of America or an Original Statement
Al Teller, Chairman MCA Music Entertainment Group

New Investment Opportunities in European Media
Steve Crane, President EMMIS Broadcasting

Radio Europe 2000
Colin Walters, Managing Director Laurel Benedict/Walters & Pollack

Keep Your Market Share Once You Have It
Mike Haas, Programme Director Antoni Bayerre

The Speakers!

Confirmed speakers to date: Martin Breslin (Europe 2); Robert Dodds (Broadcast Innovations); Alce Kennedy (Saatchi & Saatchi); Neil Sandford (PolyGram International); Steven Kek (Philips Consumer Goods); Bruno Lecluse (Metrolyrics Radio); Armen Oganesyan (Radio Moscow); Gillian Reynolds (Daily Telegraph); Chris Lucett (BBC Radio 1); Bruno Player (Radio Dimension Suono); Helmut Eiteman (EMI Electro); Richard Park (Capital Radio); Tony Wilson (Factory Communications); Marc Garcia (Europe 2); Bill Roedy (MTV Europe); Alan Edwards (Rogers & Cowan International); Stan Park (Independent Radio Sales); Rick Cummings (EMMIS Broadcasting); Sam Holdsworth (BBC Entertainment Division); John Briley (EMI Worldwide); Kate Mundle (Music Bank); Tony Hollingsworth (Interface Prod/GB); Looking East; Rachel Stobie (Quartet/non); Gordon Link (McCann-Erickson Inc.); Philippe Desindes (BMG Ariola France); Peter Rachael (WDNR); Rebecca Batties (MTV International); Marialina Marcacci (Sugar Channel); Bernard Biesemans (Programme); Philippe Maziers (UFI FM); Al Mantous (Hot FM); Harvey Goldsmith (Allied Entertainment Group); Kaz Fusetsu (Original Conscience); Holger Mauller (EMI Austria); Steve Knell (GDR); Jeff Pollack (Pollack Media Group); Martin Schmitz (StarSat); Tere Urabah (Hit Studio Int/Fusi TV); Jay Trachman (Crewradio USA); Stuart Watson (MCA International); Brian Carter (BDM Records); Macgigel Baskett (Music & Media); Rick Garson (Entertainment Marketing Group); Steve Saltzman (Rock Over London); Peter Jackson (Capital Radio); Ba Berg (Radio Voice); Tim Blackmore (Unique Broadcasting Company); Rafael Revert (40 Principales Network); Herman Stumper (RSH); Andy McDaid (Broadcast Software Ltd.); Andrew Economus (Radio Computing Services).

Contact the Main Office for full programme.

More to be announced...

The Showcases!

‘Amsterdam Rocks’—Staged in the hottest nightspots of Europe’s premiere rock ‘n’ roll city, ‘Amsterdam Rocks’ features the world’s most promising new talent, along with special international guests, in a dynamic 4-day showcase programme. Plus, very special lunchtime concerts in the IM&MC Conference Centre.

Sun, 27 May
‘Holland Welcomes You’ and ‘The French Invasion’

Mon, 28 May
‘Spotlight On Scandinavia’

Tue, 29 May
‘German Night’

Wed, 30 May
MTV’s Talent For The 90’s TV show taping

Artists confirmed to date:


More to be announced...

Special Events

Happy Hour! Hosted by Virgin and some of their most popular (new) artists.

Station-To-Station - The I.D. as Exchange: share jingles, popular music programmes etc. with international colleagues. Bring your ideas and airchecks on reel-to-reel, cartridge or cassette!

Demonstration of the revolutionary new airplay monitoring system B.D.S.

MTV’s ‘Talent For The 90’s’ live club night, to be taped for broadcast.

A full, three-day press conference schedule including Kim Wilde, Soul II Soul and Mano Negra.

MTV/Swatch dance party! With LaToya Jackson.

Washington Dead Cats, and special guests The Cross and World Party.

More to be announced...

Look Who’s Coming!


The Ultimate Music & Media Conference

American Radio History.com
This Perfect Day

Balcony Lion (West Side Sweden). Contact: West Side/Joakim Wahlroos/44.910.765/44.910.78372

This music is from the far north of Sweden. The band sound a bit like Anne-Camilla, semi-acoustic pop rock with a fine lead vocal and, overall, a very well put together number. A strong melody and a very convincing delivery. Licence and sub-publishing widely available.

Boneshakers

Don't Go Away (Reach/UK). Contact: Reach/Thomavis Fody/ tel: 44.7149616/44.761209

A tough, grooved and hypnotic dance track with a tempo slightly slower than house. Beautiful, guttural bass sounds push the track along, while backing vocals and mutant strings keep up the interest. Licence and sub-publishing free except UK.

La Boa

Uwe Al Cerebro Al Mundo (PO). Contact: VENSA/Geoff Hallmans/ tel: 54.1.27405/54.1.31170

This really is very different. The group seem to have taken the idea of world music quite literally and tried to include a bit of everything. Sometimes it works and, well, sometimes it doesn't. Exciting, original and entertaining. Licence and sub-publishing free except France.

Joy

I'm Leaving (Energy/Italy). Contact: Energy/Akio Ueda/ tel: 39.3.48816/39.3.48206

Straightforward '70s disco that draws heavily on Chic. With Joy's powerful voice and a well-constructed melodic song, I'm Leaving is one of the better dance records to be released lately. Licence and sub-publishing free except UK.

The Backlot


A bright and breezy funk number with a catchy chorus. Lots of summer hit potential. Licence and publishing free except Benelux.

Liebrein/Beirach

Incertaclar (CH/Wein Germany). Contact: CHMBE/Heinz Eberth/ 49.2422.803.36/49.804

It is never easy to represent the true value of quality jazz in a few words. But this is strange and beautiful music that might just have enough melodic content to crossover into the mainstream market. Licence and sub-publishing negotiable.

King Bee

Feel The Flow (Go Bang/Holland). Contact: Boudisque/Fred Berkhout/ tel: 01.23.233.233/01.23.2921/01.23.4051

A BRANID NEW SOUND FROM BELGIUM

THE BANK

A BRAND NEW SOUND FROM BELGIUM

by Gary Smith

The New Bacara

(Talent Tracks cassette no4) re-make of Yes Sir, I Can Boogie is being snapped up. The record has been licensed to Duxor in Bonn, Vinyl in Scandinavia, Mastertrax in Spain and Ti Chlo in Japan. When first we received the record it came from the Brian Levent promo company and consequently all enquiries were directed there. However, Pierre Lariat from 2 Summers Records phoned to say that he would like anyone still interested in the song to contact him. The phone number is in London, tel: 01.548802/01.545579. He also pointed out that the figure we were quoting for export orders was, in fact, 25,000, not 150,000.

D-Shake's Trounannaril (cassette no43) is currently racing up the Record Mirror Dance Chart. Last week it jumped from 41 to 10. Another strong dance track from Go Bang, this should make the Top 10. The title track from the new Benelux compilation, A Nervous Breakdown is another potential hit. Contact Nadia Cornet
tel: 02.375.65.00 fax: 02.375.62.59

22-PISTEPIRKKO

ONE OF THE BEST SELLING ACTS IN FINLAND

22-PISTEPIRKKO

CONTACT: SONET FINLAND
ANNELI LAPPI. TEL: 35.805.093.190
FAX: 35.805.093.260

READY TO ROLL

10 TOP A&R SELECTIONS

- The Best Of Europe's Independent Scene -

- 10 RED HOT LOCAL BREAKOUTS -

- It Is Breaking Somewhere Else It Might Just Work For You Too -

- On the all new revised Talent Tracks Cassettes

For Ad details call (20-6691961)
MUSIC

SPOTLIGHT

Billy Idol - Business As Usual

by Gary Smith

Billy Idol has just released the appropriately named ‘Charmed Life’, his first LP of new material for nearly four years. It was initially due out in March, but the release was delayed when Idol was seriously injured in a motorcycle accident in February, which has also limited his ability to be actively involved in Chrysalis’ marketing campaign.

Sadly Chervin PR is co-ordinating the radically altered promotion plans. Chervin: “For Europe we had planned a three-week promotional tour, plus a UK press conference for the launch. Obviously, because he can’t move, we’ve done everything possible to compensate. We’ve now arranged a press conference by satellite and have invited 55 journalists from all over the world to the UK.”

Chervin adds: “We took a group of journalists to LA for interviews. We’ve also done an interview for ‘Rolling Stone’ and a couple of other European shows, and BBC Radio 1 Johnnie Walker came and did a 40 minute one-to-one interview. This will be serviced to all our affiliates, who will get one of their territory’s DJs to dub in the situation. That will be going out extensively on TV and radio.”

West German weekly videoclip show ‘Formal Eins’ has expressed an interest in screening a few, at least, of the UK part of the interview, along with the video. Albert Shendrook, MD of Chrysalis Germany, says: “We will also offer it to Sat Eins, which has a new music show, and RTL/Ragazzi. As for radio, there are no specifically targeted DJs or shows. We will just get as many stations as people broadcast the interview.”

There are those who ask how long the 4-year-old Idol can carry on playing the adolescent role. President of Chrysalis International, Paul Conney: “I think, playing stages preceding an album release, we always talk about image and the possibility of changing as he grows up but I don’t think he will think in the foreseeable future.

“At the part of Generation X – one of the first and most popular punk groups – and that, quite apart from his track record since then, gives him a lot of credibility. I accept there’s a danger of his becoming a Max Byrnes (UK variety show) sort of figure but he knows what he is doing.

“His move into acting is going well. He played Cousin Kevin in the stage version of The Who’s ‘Tommy’ and he has a part in the film Oliver Stone is shooting about Jim Morrison.” Originally due to play Morrison’s best friend, after the accident Stone gave Idol a new part, that of a film director shooting a documentary about The Doors.

D espite having been one half of a highly successful duo, Idol is widely perceived as a fruitless wonder who was lucky to have a talented friend called George Michael. Yet Maurice Scholder, international promotion manager at Epic UK, is not worried: “I don’t believe there is an image crisis.

“Epic finite sent out pre-release cutouts without any identification, just a note saying this was a new artist, and the reaction was very positive. Although people were surprised when they were told who it was, they couldn’t turn round and say, well, actually I was lying, I don’t like it after all.

“The company staff have all found him to be a co-operative, hard working professional and, although some members of the press can’t resist the temptation of a hunch job, most have said they were pleasantly surprised!”

Ridgely’s partner and general overseer for the UK and Europe is Jon Fowler. Fowler works exclusively with him and favours the job description of personal publicist. Since the beginning of the year, this official management function has been performed by the Los Angeles-based company Lipman Kahane Entertainment, which also looks after George Michael.

Fowler: “I will go over to London by Andrew because he was out of the country a lot, so I handled the liaison with the lawyers and accountants. Now I look after Andrew and Cornwall and Lipman Kahane do the work in the US.”

A great belief in a ‘hands-off’ management style, Fowler is happy to let Ralgy and Epic take care of the music: “Andrew is totally autonomous on the music side of things and he also has the final word on day-to-day management.”

Indeed, Ridley could not be accused of taking it easy. He is now promotion work in Europe, which will be followed by a trip to the US and Canada. He will then play 15 solo shows across Scandanavia, Japan and the Far East. Tour plans have yet to be arranged and, according to Scholder, “As the moment there would be no demand for tickets. But if it does sell well, there will be a tour.”

ANDREW, Son Of Albert

by Sally Branton

Four years after ‘Wham! split up, Andrew Ridgely is now making his bid for solo success with the release of his debut album ‘Son Of Albert’. While his former partner has gone on to greater things, Ridgely is, in a sense, starting at the bottom again.

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RAY DOE

I see Jazz FM and the Brixton Academy are joining forces to create jazz scenes of the past and present, in a monthly club night after a sell-out success.

They promise us New Orleans, with its Circle Cake and nicked-deck early ‘60s; a very special gig later in the summer, Chicago, complete with its ‘jazzy’ and boompie image. What about the FBI raids then?

Congratulations to Finland’s Radio 2, now five years old, Where’s the champagne? Chris Monstad and John Ystbyggen do the work in Norway in competition to Radio 2.

And so, to the other anniversary, the UK’s top pop magazine, Music Week, is 30 years old this week. Happy birthday Grace Jones, who will be 38 on May 19. Pete Townsend is 45 down on 44 on May 20. Morrissey is 31 on May 22, and Bob Dylan turns 49 on May 24. And it was on May 21, 1979 that Eilon John became the first Western solo artist to perform in the Soviet Union, ending the show with the Beatles’ ‘Back In The USSR’.

It seems the Eurostars’ plans to crown Eurostar’s youth to the joys of the UK have failed flat. Despite adopting the Kinks’ ‘singalong All The Days’ (TILL 1992) as an unofficial anthem, and handing out badges and stickers to promote our song ‘The Moment’ (the moment there would be no demand for tickets. But if it does sell well, there will be a tour.”

MAKING WAVES

Tuning In to Radio 1 (Oslo)

By Morten Meldal

“Since going commercial in July 1988, Radio 1 has attempted both to establish itself as an equal in the market with the long-time commercial radio station Lintmel. And, in our 15-40 target group, we pull twice as many listeners daily as the public broadcaster NRK.”

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Our own ratings survey, by MML, shows us to have an average audience in Oslo of 25%, around 30% of our total audience in the various markets. It’s fast and funky music radio, backed up with half-hourly news reports from each of our eight newsletters. We are seeking to synch our news service across the station’s six hosts.

“Last winter we set up a regular Radio 1 dance club in the centre of Oslo. We have installed our boards, especially while on tour. But I’m glad to say Billy Joel is following in Neil Young’s footsteps and holding out. Despite having most of his money tied up in a court battle, Joel has refused an lucrative offer from Sweden’s Golden Wine Coolers. He’s also refused to allow any of his songs to be used in commercials.

Mind you, it almost seems that every concert, or record release, is for charity these days. Still, UK reggae band Misty In Roots are doing it differently. After their European tour the band goes to Zimbabwe and Mozambique to help with local children’s charities. Which speaker, lined up for this year’s BAKMCON conference, is really saying Talk is Talk, too much, and they are particularly chatty in Italy and Spain? You’ll give me a clue on that one. It’s MUS.

I hate to say it, but it’s that time of the year again. Yes, the summer hit single season is almost with us. So what little gem have the record companies got in store for us? Predictions, on a postcard please...
A Church Service With A Difference

by David Stark

When the Eurythmics needed some rehearsal space in the early 80s, they rented part of an old church hall in north London's Crouch End. Dave Stewart installed some recording equipment and the band eventually took over the whole building for use as its own private studio.

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Daily Dilemmas Of Dance Programmers

House music is to the late 80s what punk was to the 70s and psychedelia was to the 60s. Beginning as an underground phenomenon, it has gone on to dominate the mainstream and now dominates the charts. Gary Smith looks at how the job of a radio programmer has been affected by house, hip-hop, and garage soul and asks the music producers how they have adapted their approach to get more airtime.

"I played a lot of radio edits but I also played four minutes of the 12" versions quite often. My format was very simple, three records and then a jingle that could last up to a minute with talkover, it was very effective. I stopped doing the show because I feel the momentum has gone from the scene.

"The best stuff happened in the early 70s and psychedelia was the most important new sounds in music. It's true that getting airtime for dance music is now heading a way dance music is now heading. Every country has got its own style of dance music, so it is very difficult to keep on top of it!"

"Its only when you place it on the radio that its attitude is based on the throwaway nature of much of the early 70s disco. Unlike today's movement, that was a corporate run thing. I believe that in 10 years time the major labels are going to have to change. They also have a younger audience and they are our target," says Loehe.

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DANCE SPECIAL

We do it for the clubs first and foremost, then we do a radio mix and hope that it gets some airplay. 
Rene Hedemyr

started by the increase in popularity of remixes, has now been applied to the most unlikely records in order to prolong their chart life. The same songs have been known to appear in as many as 11 different formats and they all count towards the chart positions. Although since April 1 in the UK the maximum number of configurations has been limited to five by the BPI.

So where does dance music go from here? Carter: "The general trend over the next year will be towards real music with an R&B feel and strings. Hip-hop is changing too. We have already seen the inclusion of real hooklines in rap and that will go further to the point where there is more song than rap."

Blackhurst predicts there will be a move back to melody: "Just the right groove isn't enough any more. I also think we're going to see more music with an amateurish feel."

Although he remains optimistic Boris Lohe admits being somewhat confused: "The future isn't clear, things are very chaotic at the moment. However, I think we will see a slowing down of the beats to around 90–100 bpm and more soul/house stuff like Mantronix, Tongue 'n' Cheek and of course Soul II Soul!"
### A Brief Spin Around The European Dance Floor

**Your Hosts: Gary Smith & Jerry Goossens**

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<th>MUSIC &amp; MEDIA</th>
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**Magoria**
- Mutoid Waste (Girls Only) Inner City revisited. Magoria has made use of one of Kevin Saunders' best riffs from *Good Life*, called *Mutoid Waste*, and got away with it. A good record with a great vocal performance by this Swedish "neuveau hippy", this is fresh, melodic and cheerful.

**Florence Derby**
- You're In My Mind (Injection) A Jackson-like record with a distinctive '70s feel. You're In My Mind has more emphasis on the song rather than the groove, which is a pleasant, melodic and slow tune. A dance ballad, indicative of things to come.

**Raul Orellana**
- Zoro (Suifin Music) The man who brought the world Real Wild Toros (Spitfire Music) The man dic, of things to come.

**Valentino**
- The Gipsy Kings in clubland. dresses it up with a groove. It is and pieces of flamenco music. Where others tend to sample bits.

**Raul Orellana**
- Where Others tend to sample bits and pieces of flamenco music. Orellana takes the whole song and dresses it up with a groove. It is the Gipsy Kings in clubland.

**Valentino featuring Wendell Morrison**
- Smile (Palace) Wendell Morrison, singer for Dutch-based Valentino has a voice similar to Roland Gift of Fire Young Cannibals.

**Joy**
- I'm Leaving (Energy) New York born Joy is the daughter of the late Jimmy Garrison, bass player for the John Coltrane Quartet. Her own music, however, is straightforward '70s disco that draws on just about everything Chic ever produced, including the haunting piano. With Joy's

**Bleep**
- A Byte Of AMC (SSR) Like most of the SSR releases, this record is meant to be on the frontline of dance music, but with its monotonous, nervous acid riffs, Kiss AMC samples and Islamic singing, it sounds a bit dated. However, Bleep still stand tall in the ranks of hardcore dance.

**Tony M.F. Rock**
- Street Resident (Global Satellite) Fierce metal rap with streetwise rhymes, produced by Lake Skywalker of notorious Skywalker records. Tony M.F. Rock raps in a vicious but cool manner, making Street Resident a strong, if somewhat radical single.

**Bas-O-Matic**
- In The Realm Of The Senses

**Bleep**
- Pride (RCA/BMG) Volume 10 combine a Soul 11 Soul groove and Madonna-like vocals with sparse instrumentation and highly original dub effects. This is a brilliant record combining melodic, emotional but controlled vocals with a pounding beat. One of the best of the new dance wave.

**The Three Knights**
- Burial Proceedings In The Course Of (Music Of Life) Music Of Life throws in more hardcore continue on page 56

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The Three Knights
Los Decontrolados

Pirata! (SSR) According to the biography this record was made by Joe B, Kid Indoor and Doc Holliday, who are all criminals in their free time. In fact it was done by Marc Hollander, MD of Crammed Disc, Spanish guest vocalist Roe sings in a passionate, flamenco manner making Pirata! a highly innovative song. Good use of crowd sounds recorded during the Spanish revolution, Spanish guitar and ole chants.

MC Duke

The Final Conflict (Music Of Life)

A threatening hardcore hip-hop record. MC Duke raps furiously through a pile of angry rhymes, only to be stopped by sampled horns and fragments of Peter Gabriel’s “Games Without Frontiers.” The Final Conflict was produced and mixed by Double H productions and Simon Harris of Bomb The Bass.

The Three Knights

hj-p-h, this time by Hunstbury Finn of Catch 22, Shaka Shaz -Zam of Standing Ovation and the loopick. The Three Knights take turns in rhyming over a stripped-down James Brown beat and some repetitive horn blasts. A fast, aggressive rap.

49ers

49ers (4th & Way) The 49ers’ self-titled debut album sounds like a hit compilation. All eight songs have the same up-tempo groove and pop melodies, designed to take the charts by storm. The production, by Gianfranco Bertolotti, has a PWL feel to it, which makes the songs accessible for a large audience. The 49ers prove Italy is still one of the leading dance countries.

MC J feat. Sima

Be Free (Energy) A hi-NRG inspired house track based round three piano chords and an up-tempo groove. Sima’s trained voice swings freely around the repetitive music. The singer is, like her label mate Joy, US born and now living and working in Italy.

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AmericanRadioHistory.Com
Tuning Modern dance music may not always be popular with mainstream format radio but it does possess something unique in the world of pop; the clubs. These testing grounds for product provide instant access to the consumer. Several European broadcasters work closely with the dancefloor dens and here Jerry Goossens talks to programmers who have one foot in clubland.

"It is a useful testing ground for new material," says Bjorn Faarlund, music programme director at Radio I in Oslo. "The kids are very quick to pick up on fresh records, and even though a DJ might think he can predict a hit, it is only when he sees people dancing to a track in large numbers that an instinct can be proved right!"

Radio I works closely with two clubs: the aptly named Radio I Club and Tiffany's. The latter aims at a slightly older audience but the Radio I Club is frequented by Oslo's young dance crowd. The station's DJs take turns in playing the clubs once a week. "It does not really affect our playlist," says Faarlund, "but we do get influenced by it ourselves. We don't otherwise get exposed to this kind of music very much."

Although several DJs say dance is usually broken through the dancefloor, not all club hits are chart hits. "There's a crucial difference between dancefloor hits and radio hits. On radio you can't feel the club atmosphere, which is very important," adds Robin Albers of Dutch broadcaster Avro Radio. "For instance, a really heavy, pounding, psychedelic house track can do very well in the clubs, while on radio you hear nothing but the beat going on and on. For radio a record needs to be a bit more poppy, so the listeners can singalong or whistle to it!"

Co-operating with a club does not only keep a DJ on top of what's happening on the floor, but it can also help the station reach its promotional and financial goals. The special nights become linked with the station's name and many of the clubs regularly buy advertising space. However, this is not always ideal or mutually beneficial, as Patricia Bayer of Radio 24 in Zurich points out: "We used to be connected with a huge discotheque just outside of Zurich, with a capacity of 2,000 people. But in the end, the owner wanted too much free publicity, so we had to back out and link up with another club. This one was a lot smaller, but in the middle of Zurich. After a while we decided not to be associated with them because the crowds being attracted to the venue were too small!"

Radio Kiss Kiss in Naples owns a club bearing its name. Three nights a week the station broadcasts live from the venue. Ciro Cacciona, promotional officer at Kiss Kiss, "The club is owned by the owner of the network, so that is how we get linked up. Over the years Kiss Kiss Club has grown from one of the smallest discotheques in Naples to the biggest. It is now capable of accommodating 1,500 people!"

Although he affirms it is a very good way of testing new material, Cacciona adds this is not the main reason to be involved with the club: "It is more like a closed promotional circle; the club promotes the station and vice versa."

When there are no clubs available for co-operation, there are alternative ways for radio stations to keep in touch with the ever growing dance scene. For it's Saturday night dance show, Ludwigshafen-based radio station RPR sends reporters to parties thrown by listeners, who can then determine the playlist for one hour.

DANCE SPECIAL

Radio Into The Clubs
Please register me for IM&MC '90

* If more than one person would like to register, please photocopy this form
* Fax registration form and send 2 passport photos to the IM&MC main office as soon as possible. Registrations received after May 10 will not appear in the IM&MC programme book!

Please Print Clearly or Type

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Registration: US$ 460. =/UK£ 275. =/Rest of world: Dfl. 800. =

☐ Find enclosed cheque for registration fee (in currency specified above).

☐ Please charge: ☐ American Express ☐ Diners Club ☐ Visa ☐ Master/Eurocard

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Signature:

WORLDWIDE REGISTRATIONS:

IM&MC Main Office
Attn: Sanny Landwier
Rijnsburgstraat II - 1059 AT
Amsterdam, The Netherlands
Tel: (31.20) 669.1961
Fax: (31.20) 669.1941
Tlx: 12938

IM&MC Representative U.S.A.
IM&MC U.S.A.
Attn: Peggy Dold
Tel: 212.536.5089/800.950.1018
Fax: 212.536.5351
Tlx: 710581 6279

HOTEL ACCOMODATIONS FOR THE IM&MC ARE LIMITED!
BOOK ASAP BY CONTACTING: JANTINE BELT; HOLLAND INTERNATIONAL
TEL: 31.20.551.2731 - FAX: 31.20.202661

NEWS FROM THE UPCOMING 5th ANNUAL INTERNATIONAL MUSIC & MEDIA CONFERENCE

AMSTERDAM, HOLLAND - MAY 27-30, 1990
AMSTERDAM IS THE PLACE TO BE!

IM&MC - THE major annual meeting of the international music, media and marketing industries, takes place in Amsterdam's historic stock exchange the Beurs van Berlage. With three major conference rooms, two concert halls, a professional marketplace, and the elegant 'Grand Cafe', the Beurs hosts all IM&MC activities except for the evening showcases and the largest receptions. It is located at Damrak 279, within walking distance of Amsterdam's Central Station, and direct connection to Schiphol Airport.

The Beurs van Berlage - IM&MC Conference Centre

The Music-In-Media Marketplace in the centre of the Beurs is the central meeting point for IM&MC delegates. Here, exhibitors present their services, newest products, artists and media technology. It is also a platform for demonstrations and programme production, featuring live radio broadcast facilities and soundproof rooms for one-to-one interviews with the many artists on hand. The revolutionary new airplay monitoring system B.D.S. will be introduced to Europe here at the IM&MC.

Stevie Wonder meets the international media at his IM&MC press conference

Along with the full schedule of Keynote speeches, professional workshops and panel sessions during the day, the Beurs is also the location for the IM&MC non-stop programme of press conferences and photocalls with top international artists, industry receptions, and lunchtime showcase concerts.

The Creeps to Showcase During 'Amsterdam Rocks'

Discover the stars of tomorrow at the IM&MC!

Staged in the hottest nightspots in Europe's premiere rock 'n roll city, 'Amsterdam Rocks' is IM&MC's dynamic, live showcase programme. Spread over four evenings, the shows feature the world's most promising new talent, along with special international guests.

Two additional live show specials will also be included in this year's programme in cooperation with MTV and Swatch. MTV's 'Talent For The 90s' club night will feature new and top European artists and will be taped for broadcast on the satellite channel at a later date. The MTV/Swatch road show 'Let's Party', featuring international dance acts including LaToya Jackson, will premiere at the IM&MC. Showcase programme to date:

★ Sunday, 27 May
'Holland Welcomes You' and 'The French Invasion'

★ Monday, 28 May
'Spotlight On Scandinavia'

★ Tuesday, 29 May
'German Night'

★ Wednesday, 30 May
MTV's 'Talent For The 90s'
MTV/SWATCH Road Show 'Let's Party'

Artists already confirmed:

Bad To The Bone Bond
Dance With A Stranger De Dijk
Fatal Flowers Grace Kairos
Jad Wio Les Satellites
Lois Lane Michel van Dyke
Miss B. Haven Oh Well
Pepe Ahlqvist Pleasure Principle
Rausch Sanne
Sjako! Twenty 4 Seven
The Creeps Thomas Helmig
Tony Scott Toten Hosen
Washington Dead Cats

With special guests:
The Cross, World Party and LaToya Jackson!

MORE TO BE ANNOUNCED!

AmericanRadioHistory.Com
IM&MC Programme Schedule

**Sunday, May 27th**
- ★ Registration desk open from 12.00 hours
- ★ Welcome cocktail (17.00 hours - marketplace)
- ★ Welcome Concert
- ★ Party! Marketplace
- ★ Holland Welcomes You - Showcases various venues
- ★ 'The French Invasion' - Showcases various venues

**Monday, May 28th**
- ★ Welcome words
- ★ Keynote Address: New Investment Opportunities In European Media
  Steve Crane (President, EMMIS Broadcasting)
- ★ 'Entertaining Visions'
  The diversification of the entertainment industry over the coming decade.
- ★ Coffee break
- ★ 'A Sound Approach to Marketing Radio'. Developing effective marketing techniques & evaluating the key elements for successful competition
- ★ Lunchtime Showcase Concert - Colin James
- ★ Keynote Address: ‘Radio Europe 2000’
  Colin Walters (Managing Director, Laurel Benedict Ltd.)
- ★ 'In The Face Of Competition...Programming Radio'
  Keeping the audience tuned in and turned on.
- ★ 'Broadening Musical Horizons'
  Exporting and marketing European talent to the world.
- ★ Virgin and their artists invite you to Happy Hour
- ★ Spotlight on Scandinavia - Showcases various venues

**Tuesday, May 29th**
- ★ Welcome words
- ★ Keynote Address: ‘World Radio: Mirror Image of America or An Original Statement?’
  Al Teller (Chairman, MCA Music Entertainment Group)
- ★ 'The Promotion Commotion'. International managers discuss promoting artists across national frontiers and the changing role of artist management.
- ★ Coffee break
- ★ 'See The Music, Listen To The Picture'. Are priorities of the record industry and the television industry in tune when it comes to music programming?
- ★ Lunchtime Showcase Concert - Jill Sobule
- ★ Keynote Address: ‘Keeping Your Market Share Once You Have It’
  Mike Haas (Programme Director, Antenne Bayern)
- ★ 'Radio 2001, A Digital Odyssey?'
  Impact of digital audio in radio, and the techniques of automated radio programming.
- ★ 'The Battle For Independents'
  Strategies for a fairer share of airplay. (Organised in association with Rock Affaire)
- ★ Special presentation!
- ★ German Night - Showcases various venues

**Wednesday, May 30th**
- ★ Welcome words
- ★ Keynote address: ‘Rock Around The Bloc’
  Frank Zappa
- ★ 'A World Full Of Eastern Promise'
  Does the opening up of Eastern Europe represent genuine investment opportunities for the music industry? Separating wishful thinking from realistic assessment.
- ★ Coffee break
- ★ 'Artistry In Product Promotion'. Determining the advantages and opportunities presented by sponsorship for advertisers, artists and the media.
- ★ Lunchtime showcase performance - Colours
- ★ 'Broadcasting, Narrowcasting Or Typecasting?'
  Radio dynamics for the '90s: formats, presentation and on-air talent. What are viable new formats for Europe? Finding suitable on-air personalities and keeping them.
- ★ MTV ‘Talent For The 90’s TV show taping’ - (Escape Club)
- ★ Swatch/MTV Roadshow premiere 'Let's Party' (Roxy)

**The Speakers - IM&MC 1990**

**Keynoters:**
Frank Zappa
Al Teller (Chairman, MCA Music Ent.Group)
Steve Crane (President, EMMIS Broadcasting)
Mike Haas (Programme Director, Antenne Bayern)
Colin Walters (Managing Director, Laurel Benedict Ltd.)

**Plus:**
Martin Brisac (Europe 2, France) - Robert Dodds (Broadcast Innovations, UK) - Nigel Sandiford (PolyGram Int., UK) - Alan Edwards (Rogers & Cowan Int., UK) - Steven Kok (Philips Consumer Goods, Holland) - Bruno Leclercq (Metropolys Radio, France) - Alain Benhamou (Santier & Saatchi, UK) - Toru Usuraru (Hit Studio International/Fuji TV, UK) - Gillian Reynolds (Daily Telegraph, UK) - Steve Knill (GMR, USA) - Chris Lyce (BBC Radio 1, UK) - Rebecca Batties (MTV International, USA) - Bruno Ployer (Radio Dimmedio, France) - John Bury (EMI Worldwide, UK) - Philippe Maziere (OUI FM, France) - Harvey Goldsmith (Allied Entertainment Group, UK) - Richard Park (Capital Radio, UK) - Bill Roedy (MTV Europe, UK) - Armen Oganesian (Radio Moscow, USSR) - Tim Blackmore (Unique Broadcasting Company, UK) - Sam Holdsworth (BPI Entertainment Division, USA) - Tony Wilson (Factory Communications) - Kaz Fukatsu (Original Confidence, Japan) - Helmut Fest (EMI Electrola) - Kate Munde (Music Box, UK) - Tony Hollingsworth (BPI Entertainment Division, USA) - Bernard Batzen (Programme, France) - Karl Fuchs (Radio Schwesig-Holstein) - Philippe Desindes (BMG, France) - Rick Cummings (EMMIS Broadcasting, USA) - Marialina Marcucci (Super Channel, UK) - Bernard Batzen (Programme, France) - Al Munteanu (Tele 5, Germany) - Rafael Revet (40 Principales Network, Spain) - Holger Mueller (EMI, Austria) - Stan Park (Independent Radio Sales, UK) - Jeff Pollack (Pollack Media Group, USA) - Martin Schmidt (StarSat, Germany) - Jay Trachman (CreeRadio, USA) - Stuart Watson (MCA International, USA) - Machgiel Bakker (Music & Media) - Rick Garson (Entertainment Marketing Group, USA) - Steve Saltzman (Rock Over London, UK) - Peter Jackson (Capital Radio, UK) - Bo Berg (Radio Voice, Denmark), Andy McHardy (Broadcast Software Ltd), Andrew Economides (Radio Computing Services)

...and more to be announced!
Comments from previous IM&MC delegates

Greg Roselli - Granada Television (U.K.): “The people attending were very serious about the music business. Unlike MIP, this was aimed to a targeted music demographic. A good forum to discuss the future with friends and colleagues.”

Lars Kjaer - Programme Director ‘The Voice’ (Denmark): “I must admit I was very impressed with the arrangement. The number of business people attending the event means that ‘new faces’, like ours, got a lot of ideas for radio work. I taped some of the panels for more intensive use later on.”

Stuart Watson - MCA Records Int. (U.K.): “The system that was set up enabled us to schedule some valuable interviews. It is my intention to bring in a couple of established acts next year specifically for press interviews.”

Ed Salamon - United Stations Programming Network (USA): “The quality of the panels, coupled with the fact that they were in English, made this the most rewarding event of this type that I have ever attended. I was gratified at the enthusiasm of the international broadcasters who were there.”

Jimmy Nishioka - SAM Corporation Ltd (Japan): “We had a very significant visit to IM&MC, and got many business contacts with radio stations, productions and record companies.”

Bjorn Faarlund - Radio 1 (Denmark): “The artist interviews I got were the most important, but I also made a lot of contacts and have already had the first concrete results - sending a live programme from our studio via satellite to Australia (Rocksat). I’d spoken with MCM at IM&MC the week before.”

Jim Halsey - Jim Halsey Co. Inc (USA): “I was impressed with the caliber of music industry executives in attendance, and the support from the labels. I personally received a lot from my experience there.”

Achim Werner - Neue Medien (Germany): “It’s one of the only industry gatherings that really does bring the music and media markets together!”

Mark Josephson - New Music Seminar (USA): “The conference gives the opportunity to hear opinions of professionals from other countries, and it enables us Americans to understand better what exactly is happening in Europe. There is still a lot of work to do in this business and the IM&MC gives the opportunity for better understanding and communication.”

Companies attending IM&MC to date:


Shouldn’t you be there as well…?

International media experts discuss the future during an IM&MC workshop