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C O U P O N

CISAC Discusses Major Issues

by Nigel Hunter

Warnings about the need to plan licensing agreements with care, resistance to any form of compulsory licensing and the constant problem of home taping were among the main topics at the 36th congress of CISAC, the world confederation of authors' rights organisations, held in Buenos Aires last month.

The 300 delegates from 62 countries representing 140 authors' rights societies were welcomed to the biennial congress by President Raul Alfonsín of Argentina. CISAC selected a South American venue for this year's conference because many governments of the sub-continent have yet to introduce and imple-

ment adequate copyright legislation and protection.

The congress also expressed dismay that the UK's impending Copyright Bill makes no provision for a tape levy despite earlier support for the measure by the UK government.

On licensing, the CISAC delegates stressed the necessity of granting rights specifically for the use requested and not unintentionally conceding rights to technologies not yet in operation by unclear wording of the licence.

CISAC is opposed to any form of compulsory licensing of copyright works such as that imposed in Austria. And the congress requested the Austrian government to refrain from extending the present system which is "hostile to the legitimate interest of authors".



Take A Look - Level 42's Mark King (2nd left) poses with PolyGram executives at the start of the band's European tour. From l to r: David Munnis, MD Polydor UK, Inanda Wigmore, MD Polydor Holland and Michael Snellett, MD PolyGram Australia.

R A D I O R A P

By Cathy Inglis

National broadcasters all too often ignore potentially talented local bands. Thankfully local radios, especially those taking music seriously, do invest time and money in them. Regional tastes affect regional sales variations and it is essential to realise that local bands can often be more significant for these stations and their audiences than national bands.

Robin Valk, Head Of Music at Birmingham's BRMB, believes it makes "sound commercial sense to cement relationships with local bands from the word go". He warns that it can sometimes



take as much as two years for his station's efforts to pay off, but points to Ruby Turner, UB40, Duran Duran, The Beat, and The Specials as examples of Birmingham success stories making it into the big league. "Things usually start with our 'Rock Show' produced by John Slater. He's very

good at checking out the bands and his programme ends up with a healthy proportion of local talent," says Valk. "Another recent example of a local band which has just broken in a big way is the Polydor-signed Pop Will Eat Itself."

Over at Radio Herning in Denmark, producer/DJ Ulrik Hyldegard, says he takes practical steps to help local Danish bands. "We support them by playing their demos, or putting them in the studio. We even put them in touch with record companies. I feel that local radio has a duty to take local talent seriously."

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READ ALL ABOUT IT

A new deal about to be signed with one of the UK's major radio stations will give Music & Media's Coca-Cola sponsored Hot 100 Singles Eurochart prime time exposure. Details of the new show will be announced shortly.

After months of speculation, it looks as though Chris Blackwell has taken Island Music off the market.

A staggering 520 applications have been sent to the UK's IBA for the 20 proposed new stations. Some 125 of these came from the London area. Most were applications for community and ethnic stations, though there were a number of music proposals, ranging from jazz to soul, album music to country & western. The first batch of five stations will be advertised in the New Year.

The multi talented Jovanotti - Italy's biggest success of 1988 - is not the sort of person who lets anything interfere with his career. So a spell in the army certainly won't cramp his style. Jovanotti, who is currently doing military service, says this will not get in the way of preparing his second LP in time for the San Remo Festival.

MTV is spending Christmas in Iceland. Presenter Steve Blake and camera crew are flying out on December 16 to record three days' worth of material to be broadcast over the holiday period. As well as interviewing local bands, Blake will investigate such burning issues as why Iceland has 12 Father Christmases...

A strike at Finland's state broadcaster YLE has stopped radio and television broadcasts. Employees want a salary rise of 3%.

Der Spiegel recently reported a corruption scandal involving the issue of private broadcasting licences in Rheinland-Palatinate. Heinz Peter Labonte, former spokesman of the Christian Democratic party and one of new Minister President Hans-Otto Wilhelm's closest advisors, allegedly received DM 50000 in "consultancy fees" from former Managing Director of Radio at RPR Eckhard Kentsch. Kentsch was arrested on charges of fraud after allegedly embezzling up to DM 10 million from Maastricht Verlagsgesellschaft, a newspaper publisher who holds shares in RPR. A.D.

Private Joins BMG/Ariola

Private Music, the label founded by Tangerine Dream keyboard player Peter Baumann in 1984, has signed a worldwide distribution deal with BMG/Ariola. The first release under the new agreement will be an LP from Tangerine Dream, entitled *Optical Race*.

Private Music specialises in electronically oriented music and artists like David Van Teggelen, Carlos Alomar, Yanni and Eddie Jobson are part of the label's extensive roster. Ron Goldstein, ex-President of Island in the US, joined the label in '86 as Chief Executive to allow Baumann to concentrate on A&R.

Commando To Tour USSR

Top Swedish rock band Commando will do a 25-date tour of the USSR next spring. Meanwhile, the band's first UK single, *Tell Me*, will be released on the Nowyorktalk! label in January and they will visit the UK in February to promote their new LP *Helvet Tongues*. Lead guitarist Peter Puder has just completed a 14-day tour in Nicaragua with another Swedish band, Imperiet.

Record Sales Up

Results of the latest British Phonographic Industry (BPI) survey show the value of trade deliveries increased 17% to £571.5 million in the year to September. The BPI says the total value by the end of the year should exceed £600 million. More than half of the extra revenue comes from the export-

ing CD market.

By the end of the year, CD will be generating more revenue than vinyl LPs for the first time. But cassettes "remain the dominant album format", with LP volume down 5% to just over 50 million units for the year. Details as follows:

UK Trade Deliveries - Year To September 88

	Value (£)	Change
Singles	78.3M	+ 3%
LPs	145.8M	+ 2%
Cassettes	204.2M	+ 20%
CDs	143.2M	+ 44%
Total Value	571.5M	+ 17%

BPI & MCPS Agree New Deal

by Nigel Hunter

After years of negotiations, the British Phonographic Industry (BPI) and the Mechanical Copyright Protection Society (MCPS) have agreed on a revision to the 1982 Mechanical Royalties Agreement.

The main changes in the settlement, which will initially run until March 31 1989, are:
 * The promotional goods allowance has been extended so that both "7" and "12" singles attract a separate allowance. The free issue allowance for promotional copies is now 2,000 per format.

* A general reduction of royalties of 5% per track on albums and 7.5% on singles based on 6.25% of the retail price, exclusive of

value-added tax, will apply from October 1.
 * Royalties on exports to the US must be paid there until further notice. They were previously paid in the UK.
 * The termination provisions have been tightened up so as to put the MCPS and its members at less of a commercial disadvantage in circumstances where record companies go into liquidation or receivership.

* A procedure has been developed for BPI members - who default on obligations under the agreement. ■

11 New DJs At Ocean

Ocean Sound has recruited 11 new presenters as part of the station's programme for expansion (see Music & Media issue 47). Those joining the station include Steve Tibbet from ABC in Ireland, Kevin King from Swansea Sound, Chris Kelly from GWR, Malcolm Brown from Television South and Judy James from Canada.

Ocean has just started an extra 70 hours of broadcasting on four different stations - The Power FM, The Gold AM, The Light FM and Ocean Sound on 97.5.

The four services are all based at one modern studio complex in Hampshire. ■

Controversy Over First TIGRA Awards

by Peter Woerle

Munich - The International German Rock Awards (TIGRA), which were held here for the first time on November 30, were plagued by problems and controversy, but organiser Dankmar Iseib says the event will take place again next year.

Some 13 artists were presented awards in 15 categories, instead of the originally announced 19. Winners were selected by different juries for each category. The choice of winner sparked controversy when Italy's Eros Ramazzotti won Best Male Pop Singer, beating Michael Jackson and Prince. The latter two artists are promoted by Marcel Avram and Fritz Rau, who boycotted the event because Avram was not asked to be involved in its promotion.

Meanwhile the award for German Superstar was to be presented to Peter Maffay, but he cancelled his participation on short notice. Al Jarreau, who was originally scheduled to perform a live set, also cancelled.

TIGRA had organisational problems too with long pauses during the ceremonies. Because ticket prices (DM 35-55) were not within reach of most young people, the audience was older and smaller than expected and did not show much appreciation for the performances by BAP and the Scorpions.

Hosts Fritz Egner and Desiree Nobsch were unable to animate the audience; this was particularly due to the poor sound quality of the 10,000 capacity Olympiahalle.

International artists included the Jeff Healy band and Kool & the Gang (who both performed well-received live sets), Robbie Robertson, Midge Ure, Robbie Nevil, Nik Kershaw, Jermaine Stewart and Heaven 17.

Sing, who was voted Best Male Rock Singer, and Tracy Chapman, who took Shooting Star and Best Female Rock Singer, were presented with their awards in Australia and the US respectively. Also in the US, the TIGRA for the Best Rock Single was presented to Steve Winwood for his *Roll With It*.

BAP won the award for Best Rock Album for their recently released *De Capo*. Orla Haiza won awards for Best Female Pop Singer and Best Pop Single. The award for Best Composer was won by Robbie Robertson and Guesch Patti took the TIGRA for her video *Etienne*.

The award for the Best Film Song was accepted by the US by Bill Medley for his duet with Jennifer Warnes, *Time Of My Life*. The award for Best Instrumentalist was won by jazz keyboard player Wolfgang Dauner. Iseib, the publisher of the free newspaper, Live In Concert, presented the Scorpions with the Outstanding Performance award. The Julie Neigel Band were winners of the DM 15,000 German Newcomer award.

The ceremony was recorded for TV by Bayerischer Rundfunk and televised in 30 countries on December 3. Ratings for the two-hour special show it was watched by 6% of German households - a total of 1.45 million viewers. ■

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HOT BREAKTHROUS

National hits bound to explode

- 1. **Edelweis** - Bing & The Edelweiss (Gig)
- 2. **Rainhard Fendrich** - Tango Korralpi (Ariola/BMG)
- 3. **Deborah Saxon & MCL** - Dancer In Your Head Eyes (PDU)
- 4. **Les McKeown** - Love Is Just A Breath Away (Hansa)

HR Launches New Show

Frankfurt - A new show, "Reflexe" is to be launched by the public broadcaster Hessischer Rundfunk TV (HR 3) next month to replace "Drei - D". Its weekly youth information and music magazine will be presented by HR 3 music presenter Markus Herle and Martina Regel. Within the frame-

work of the new programme, HR will also take over production of Bayerischer Rundfunk's Monday evening youth magazine, "Live From The Schlachhof", formerly "Live From The Alabamahalle". The new programme from Frankfurt's Schlachhof, it will also be presented by Herle and Regel. ■

RB & ffn Offer Seasonal Alternatives

by Volker Schnurbusch

Bremen/Hanover - An alternative fit to the usual Christmas programming will be broadcast on Radio Bremen's fourth channel from 1900 to 2400 hours on Christmas Eve. Under the title "Black Christmas", RB 4 will feature black music.

From December 26 to December 31, recordings from the "2nd Bremen Rock Nights" will be aired. Each day, from 22.00 to 03.00 hours, Burghard Rausch and Jurgen Brunsen will host a variety programme with slots for games and listeners' requests.

RB & ffn Offer Seasonal Alternatives

by Volker Schnurbusch

In Lower Saxony, private station ffn has different plans. A night-time programme called "Schlafstörung" (which can be loosely translated as "Insomnia"), offers a mixture of classical music, unusual instrumentals and literary readings. The show will be aired on December 25-27.

On Christmas after Boxing Day "fn's Annual Hot 100" will go out between 1800 and 22.00 hours. Beginning at 1800 on New Year's Eve, ffn will celebrate with a studio party until 01.00 hours. ■

PLAYLIST REPORT

Media Control Germany

From the airplay hitparade from Media Control including 29 radio channels. For more info, please contact Media Control - Postfach 625, D-7570 Baden Baden, tel: (0721)-33066.

- 1. **Phil Collins** - Two Hearts
- 2. **Bobby McFerrin** - Don't Worry, Be Happy
- 3. **Eurythmics** - Sweet Dreams (Are Made Of This)
- 4. **Tanita Tikaram** - Twice In My Sobriety
- 5. **Chris De Burgh** - Heavy Toy
- 6. **Womack & Womack** - Teardrops
- 7. **The Four Tops** - Love Is An Angelo
- 8. **Pat Sharp Boys** - Let's Go On Our Own
- 9. **Michael Jackson** - Smooth Criminal
- 10. **Rainhard Fendrich** - Tango Korralpi
- 11. **Boy Meets Girl** - Heaven For A Real Guy
- 12. **Pat Sharp Boys** - Dances Dancing
- 13. **George Michael** - Kissing A Fool
- 14. **Sam Brown** - Stop
- 15. **The Passions** - Riding On A Train
- 16. **Gianna Nannini** - Un Haggion
- 17. **Bobby McFerrin** - Don't Worry, Be Happy
- 18. **Ruby Turner** - Signed, Sealed, Delivered
- 19. **Phil Collins** - A Groovy Kind Of Love
- 20. **Kylie Minogue** - The Lovers' Conversation

Media Control Switzerland

Most played records as checked by Media Control on the national channel DRS 3, Couleur 3 and 4 private stations. For more info, please contact Media Control, Post Passage 2 Basel 4002, tel: 61-22899.

- 1. **Eurythmics** - Sweet Dreams
- 2. **The Passions** - Riding On A Train
- 3. **Womack & Womack** - Teardrops
- 4. **George Michael** - Kissing A Fool
- 5. **REB** - Orange Juice
- 6. **A Lennox & A.G. Green** - Put A Little Love
- 7. **Tanita Tikaram** - Twice In My Sobriety
- 8. **The Nice** - The Dream
- 9. **Phil Collins** - A Groovy Kind Of Love
- 10. **Bobby McFerrin** - Don't Worry, Be Happy
- 11. **Randy Newman** - It's Heavy That Matters
- 12. **Robbie Neil** - Back On The Border
- 13. **Traveling Wilburys** - Hard To Handle
- 14. **Art Of Noise** - ...
- 15. **Chris De Burgh** - Heavy Toy
- 16. **Chris De Burgh** - Heavy Toy
- 17. **Sam Brown** - Stop
- 18. **Bobby McFerrin** - Don't Worry, Be Happy
- 19. **Deacon Blue** - Real Good Kid
- 20. **Kim Wilde** - Never Trust A Stranger

Media Control Austria

Most played records as checked by Media Control on the national channel O3 and Radio Brenner.

- 1. **Traveling Wilburys** - Hard To Handle
- 2. **Deborah Saxon & MCL** - Dancer In Your Head Eyes
- 3. **Eurythmics** - Sweet Dreams
- 4. **Rainhard Fendrich** - Tango Korralpi
- 5. **Bobby McFerrin** - Don't Worry, Be Happy
- 6. **Tanita Tikaram** - Twice In My Sobriety
- 7. **Die Pinguins** - Paradise

New Rights Deal Settled

by Robert Lyng

Bonn - The payment of performers rights has finally been agreed upon by the Federal Association of Cable & Satellite Broadcasters (BKS) and the Federal Association Of Frankfurt Newspaper Publishers with collection society GVL. The GVL collect and distribute these rights

fees to soundcarrier manufacturers and performing artists. The broadcasters will pay 4.5% of their net advertising revenue to the GVL. BKS members and the stations owned by the publishers can reduce their fee collas by another 20%. ■

SPOTLIGHT

Milli Vanilli Signed For The US

by Diana Muus

Although most people had probably never heard of Milli Vanilli until their single *You Know It's True*, the careers of Rob Pilatus and Fabricius Morvan have been going for some time. The duo were involved in a band called Empire Bizarre and in the group Wind who represented West Germany in the 1987 Eurovision Song Contest.

After receiving a demo tape, Hansa's in-house producer Frank Farian (Boney M, Far Corporation), decided to write and produce Milli Vanilli's debut album, *All Or Nothing*.

Pilatus: "Coca-Cola reserved DM 860,000 for an advertising campaign in West Germany and they insisted on a particular deadline for the release of the album. Therefore there was no time for us to be more involved in the actual writing." Pilatus did however write the B-side of *You Know It's True* and he is aiming to contribute more in future.

The duo never expected such success with *You Know It's True*, currently enjoying its 15th week in the top 10 of the Eu-



rochart Hot 100. Pilatus: "One can only have such a mega hit once every seven years, so we do not expect another one."

Their follow-up single, *Why Don't You Forget My Number*, has just come out in Europe and Arista's Clive Davis has signed them for the US, where *You Know It's True* is already on release.

Milli Vanilli are one of the few successful bands without a manager. Pilatus: "We want a manager with influence in the US. If he can help our careers there, he is good enough for the rest of the world." ■



Stronger Than Pride - Sade's latest LP went gold in West Germany with sales of 250,000 copies. From l. to r.: Peter Wilson, CBS Mgr; A&R Int; Paul Detman (Sade band); Andy Kimberger, CBS Dir. A&R; Sade; Stuart Mathewson (Sade band); Andrew Hale (Sade band); Mike Weller, CBS Product Mgr; Hubert Wundjo, CBS Mgr. Arista Mark.

TFI In Local Network Plans

by Jon Henley

Paris - A new broadcasting organisation called Local Television Network (RCL-TV) has been formed and will apply for local frequencies in direct competition with La Cinq and music channel M6. Rival station TFI, France's main commercial TV channel, has a 10% share in the new group.

RCL-TV's other major shareholders are a syndicate of French local press publishers and the Credit Agricole bank. The group proposes a network of local stations which will broadcast a combination of local interest programmes and material bought largely from TFI.

The organisation has already applied for the Le Mans and Lyons frequencies which, until recently, were occupied by La Cinq and M6. The Council Of State decided last month there had been "irregularities" in the

allocation of these frequencies and that stations would have to re-apply.

TFI's involvement in the project is seen as another bid by the company to prevent further frequencies being given to M6 and La Cinq. Last month's Council Of State decision came after a long campaign by TFI to have several M6 and La Cinq frequency allocations cancelled on procedural grounds.

Christian Auriac, RCL-TV's Managing Director, denies the organisation is designed to attack La Cinq and M6: "We are simply interested in local broadcasting." But he admits that RCL will apply for the current M6 and La Cinq frequencies in Marseilles, Toulouse, Lille, Bordeaux, Nantes and Strasbourg, which will come free if TFI's appeal to the Council Of State is effective. ■

TV Plans Seasonal Shows

Acts most likely to succeed in 1989 will be featured on a New Year's Eve show on the commercial TFI channel called 'La Tote Premiere Fois' (The Very First Time). The programme will showcase young singers and bands who have been selected by the FM radio network NRJ.

TFI claims the show, to be broadcast at 22.30 hours, will guarantee maximum viewing

figures for the young artists. It will be preceded by a Guy Lux special at 20.30 hours.

Meanwhile, state broadcaster Antenne 2 is dedicating a special Christmas Day edition of its popular 'Les Enfants Du Rock' show to house music. A spokesman described the show, which will be aired at 23.15 hours, as "a celebration of the most popular music style in France at the moment". Acts for the programme have not yet been confirmed.

Music channel M6 has an impressive line-up for its Christmas Eve show, "Sixieme Avenue". Broadcast from 14.30 to 15.30 hours, the programme will feature performances by Debut De Soiree, Maxime Le Forestier, Florent Pagny, David Halliday, Elsa and Mory Kanté. ■

House On The Move

by Jacqueline Escoffier

House music is finally hitting France. Following the success of *The Theme From S-Express* in the French singles chart, various Paris night clubs such as Le Palace (with London DJs Colin Faver, Colin Holsgrove and occasionally John George) have added special house nights. And even national radio stations, particularly NRJ, have adopted house music.

Meanwhile fashion designer Jean-Paul Gaultier has just released his first record, *House Couture*, on Phonogram. A mixture of music styles, originally intended for his fashion shows, the disc is supported by a video clip directed by Jean-Baptiste Mondino. ■

HOT BREAKTHROUGHS

National hits bound to explode

- Mylene Farmer** - *Quelques Soles Douces (Polydor)*
- Art Menigo** - *Les Partis De La Vie (CBS)*
- Herbert Leonard** - *Laetex-Nous Revue (WEA)*
- Patricia Kaas** - *Mon Mec A Moi (Polydor)*

FNAC To Increase Service

French retail chain FNAC, which has 25% of the national market, says Richard Branson's new Virgin Megastore in Paris will not affect its long-term prospects. FNAC is currently recruiting new senior retail staff and is training its existing personnel so they can offer a higher standard of service.

A spokesman for FNAC said: "The Megastore is bound to be successful initially, but when the novelty wears off we are confident FNAC will not be greatly affected. We're modernising and improving our sales and service to retain our share of the market and hopefully to increase it."

FNAC recently announced a European turnover of Fr 4.808 million for the year to September, an increase of 16.7% on last year's figures. Turnover in France rose from Fr 2.503 to Fr 2.872 million. ■

SPOTLIGHT

The King Of Rai

by Heidi Ellison



king of rai, has teamed up with another Algerian, Safy Boutella, on his latest album *Kutche* (EMI/Zone). Khalid, who was a student of classical music, backs up his wailing, nasal vocals with African and jazz rhythms.

The resulting mix retains a distinctly Arab sound but is more accessible to the Western ear. It is also more interesting to the younger generation in Arab countries, because of outside musical influences and the more explicit lyrics.

Khalid's music is part of the evolution of rai, an improvisational form that was introduced in the 50s by female singers in Oran, Algeria. Although it is not rai, it is identified with youth-Arab music, a name adopted by most rai musicians means 'young'.

Khalid's album was recorded at Artistic Palace in Boulogne Billancourt, just outside Paris. Cheb Khaled, the 25-year-old

Marketing Algerian music in the West is a challenge even the most ambitious promoter would find difficult. But slowly and surely, Arab music is finding an audience in France and the UK via rai - also known as Algerian blues or Arab jazz.

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From the airyly hipsterised provided by Media Control France. For more info please contact Media Control France 29 Blvd Tautou - 67000 Strasbourg - France - tel: (89)366589.

18. *L'Affaire Louis Trio* - *Box Ten Girls*
19. *Renoual* - *Les Nuits*
20. *Bobby McFerrin* - *Don't Worry, Be Happy*

Radios FM

1. *Mylene Farmer* - *Quelques Soles Douces*
2. *Yazz* - *The Only Way Is Up*
3. *The Passions* - *Tribune*
4. *Art Menigo* - *Les Partis De La Vie*
5. *Womack & Womack* - *Two Drops*
6. *Karen Perada* - *Home*
7. *Milly Yamill* - *Go Your Own Way*
8. *Maxime Le Forestier* - *Amidant A Grown Old*
9. *Brax* - *I Saw You Yesterday*
10. *Pet Shop Boys* - *Donten Daring*
11. *Albie* - *Ready*
12. *U2* - *Days*
13. *Nagav* - *Champion*
14. *Clavi Dawson* - *Ready To Follow You*
15. *David Halliday* - *Y*
16. *Normandie Saison* - *Alibi*
17. *Art Menigo* - *Les Partis De La Vie*
18. *Marc Lavigne* - *It's Your Answer*
19. *France Gall* - *Parler De Vous*
20. *Ers* - *De Walker*

BRF Wants To Launch TV

by Marc Plas

Belgium's German-language community is likely to have its own TV station, the Belgische Rundfunk Und Fernsehen (BRF), next year. BRF is currently searching for a financial partner and waiting for approval to move its transmitter.

BRF, which was established in 1973 as a radio broadcaster, receives about Bfr 107 million from the Belgian government but has also been granted permission to carry advertising.

BRF is now looking for a financial partner to launch its TV station and discussions are being held with the West German channel SAT1. Holland's TV production company NOB and an unnamed UK group, BRF Director Peter Mouschen: "Our partner will be able to decide what to do with the broadcast time as long as he takes care of the financial aspect of the station plus our infrastructure and the half-hour news bulletin which is obligatory."

BRF has acquired the transmitter formerly used by RTBF Liege, but wants to move it to Europe to gain optimal reception in its target territory. Mouschen: "We need international approval if we want to move our transmitter more than 15km from its original site. I hope we will have a decision by the end of this year, or early next year, so that we can fi-

nally go ahead with our TV programmes."

Meanwhile, a new BRF broadcasting centre is being built at Am Rosenberg in Eupen, where all the station's services will be centralised. ■

75 Years Of Buma

by Jon Henley

The future of local radio in Holland and the legal and practical aspects of sampling were the main topics at two events organised by Dutch performance rights organisation BUMA to celebrate its 75th anniversary this year.

A conference held at the organisation's Amsterdam headquarters on December 10 heard Les Harding, head of Dutch broadcaster Veronica, talk about the future of the Veronica Lokaal service, currently the subject of a Council Of State appeal (see Music & Media issue 41). December 10 was also BUMA's Local Radio Day and local radio stations programmed mainly Dutch music to mark the occasion.

December 12 saw Holland's first seminar on the musical value of sampling and the copyright and practical problems involved. Examples of sampling techniques were provided by local artists and DJs.

BUMA's George Knops: "The idea has been to celebrate our anniversary in a way that would be of interest to all the various groups interested in performance rights in Holland." This month's events are the highlight of a year of celebrations for BUMA. A seminar on background music in shops and a special Jubilee Concert in The Hague were held earlier in the year. ■

SPOTLIGHT

Soul Sister - It Takes Two

by Marc Plas



Soul Sister's new A-Single, *The Way To Your Heart*, has already sold more than 10,000 copies since it was released in October from their debut album *It Takes Two*.

Soul Sister are long-time vocalist/songwriter Paul Mitchell and composer Jan Leyers. They

met in 1986 and were picked up by EMI in Belgium in the same year. Their first single *You Get Me* received extensive airplay.

The duo were backed by a band for live concerts in 1987 and were soon counted among Belgium's finest live acts. In February last year the single *Like A Mountain* was released and led to numerous TV shows.

Dr De Braeckeleer, Product Manager with EMI Belgium: "I would call Soul Sister a melodic and 'catchy-sounding' combination of pop and soul - the success of the recent single proves we made the right choice with Soul Sister."

It Takes Two was recorded at the Impuls Studios and features 10 tracks written by the duo. The LP is to be released throughout Europe shortly. ■

Belgium's Flemish Minister For Culture, Patrick Dewael, has proposed new legislation for private radio stations, offering them the opportunity to change their status from non-profit organisations to companies or partnerships. He also wants to legalise 'networks' under certain conditions and says programmes in languages other than Dutch should be allowed for up to two hours a day. ■

New Legislation For Privates

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Bart Peeters Single Out



Bart Peeters' first single released

Genre - The first single by Belgian TV-radio personality Bart Peeters has just been released by EMI Belgium. *I'm Into Folk* was one of the numbers played by Bart Peeters & The Radio's at a recent

club date in the city. During the show, the band teamed up with the Soulisters' Jan Leyers and PP Michiels, a former LSP guitarist Eric Mellaerts to perform a string of covers. ■

HOT BREAKTHROUGHS

National hits bound to explode

- Johnny Camaro** - *Don't Worry Be Happy (Polydor)*
- Soulistor** - *The Way To Your Heart (EMI)*
- The Nits** - *Champion (CBS)*
- Hithouse** - *Jack To Sound Of The Underground (ARS)*

San Remo Gets New Manager

The management of Italy's leading pop event, the prestigious San Remo Festival, has been given to Adriano Aragozzini. After months of indecision, state broadcaster RAI - which has the TV rights for the Festival (see Music & Media issue 47) - has selected Aragozzini to organize next year's event.

Aragozzini has an enviable track record in the record business and has managed some of Italy's best-known singers, including Patty Pravo and Gino

Paoli. He also has experience in organizing large events.

The San Remo Festival can count on an audience of about 100 million viewers (state broadcaster RAI has the rights for TV coverage) and Aragozzini is already planning TV showcases for the Festival artists in Tokyo, New York, Rio De Janeiro and Berlin following the San Remo event.

1989 will be the 32nd time the Festival has been held; it has been organized by Publiseip for the last 10 years. ■

Bros 'Live' On Radio Deejay

by Roy Zinsheim

Milan - Bros' management and CBS decided to compensate fans for the cancellation of the band's only Italian date on November 29 by agreeing to a live recording going out on the Radio Deejay network on the same day.

Speaking from Japan, Bros' Matt Goss said: "Even if our fans will not be able to see us until next year they will still be able to

hear us, and after all, isn't it the music that counts?" Meanwhile, a new date has been announced for in mid-January.

CBS Italy has agreed on a promotion campaign with Deejay's magazine which will give away 130,000 copies of a special issue of the Bros Christmas single, *Silent Night*. ■

Jovanotti Tops Charts Again

Jovanotti has done it again - his latest single, the fifth in four months, has gone straight to no. 1 in the Italian charts. *E' Qui La Festa?* (Where Is The Party?) is the soundtrack of the DJ's singing weekly TV show, '1,2,3 Jovanotti', which is broadcast on Italia 1

and has an average audience of around 1.5 million. The record is released on Yu Productions/Itbiz.

Meanwhile Jovanotti's continuing offer to do a series of TV films for state broadcaster RAI and has just published his official biography. ■

ROCK CAFE

Nick Kemm is to release an album for the Italian market only. Titled *Living Blue*, it will include his greatest hits in Italy and two previously unreleased tracks, *Don't Hold Out* and *Lovely Boy*.

December 1 was World Aids Day and Rock Cafe dedicated the day's programming to the subject. At our microphones we had Tom Robinson, Samantha Fox, Christina Burden, Jimmy Somerville, Eric Burden, London Beat and many more. Nick Kemm has been the general manager in Italy to good use when he has made a very compassionate plea

to young Italians to be careful and to help inform them on the disease.

1988 will be very successful for **Antonello Venditti**. Venditti started a nationwide tour in September after releasing his latest album *In Questo Mondo Di Ladri* (Dischi Ricordi) and has been playing to packed houses ever since. By Christmas he will have played 30 dates, including gigs in Switzerland and Russia. By the end of his tour he will have played about 300,000 people, supported on several occasions by the British a cappella group, **The Mint Juleps**. ■

Rock Cafe is a daily music news bulletin hosted by Max Headroom on the private SPER radio network.

SPOTLIGHT

Francesco Guccini Is Big News

by David Stanfield



There are not many Italian artists who receive national news coverage when they release an album, but Francesco Guccini is one of the few who does. When his latest EMIL LP *Quem? Come Dumax* was released, public broadcaster RAI transmitted the news as a national event.

Guccini is a special kind of artist. He has been on the scene for more than 20 years and is gaining new fans all the time. *Quem?*

Come Dumax was recorded live, both in Italy and at the Italian Embassy in Prague. It features songs written by Guccini that date back to 1964 and includes the previously unreleased track, *Ti Ricordo Quei Giorni*.

Guccini's lyrics show he is both a poet and a political writer. *Juchwitz* speaks for itself, while *Primavera Di Primavera* (Spring Of Prague) and *Dio E Moro* (God Is Dead) reflect the social and political upheavals of the 60s. But Guccini has given his new LP a delicate 1988 feel with the use of keyboards, electric guitars, saxophone, bass and drums.

Francesco Guccini, who is also a professor at Bologna's American University, does not tour or make appearances on TV shows. But his legendary status and an EMi-backed TV advertising campaign should guarantee huge record sales. ■

First Italian CD Single

Rome - BMG/RCA has launched its first CD single by an Italian artist. The record company estimate 10,000 CDs of Dalla & Morandi's *Dimmi Dimmi* will be sold; the single format has already sold 40,000 copies. Their double LP has sold 100,000 copies on CD, plus 80,000 albums. ■

PLAYLIST REPORT

RAI - Italy
Most played records as compiled from RAI Stereo Due.

1. **Al Jorjani** - Heart's Horizon
2. **Paolo Conte** - Live (LP)
3. **Miki Vanilli** - Get You Know It's True
4. **Erykah Badu** - *Love* (LP)
5. **Are Ol' Koin** - *Kin*
6. **Pink Floyd** - *Delicate Sound Of Thunder* (LP)
7. **Mica Paris** - *So Good* (Single)
8. **Bangles** - *In Your Room*
9. **E Nomadino** - *Non Ho Parlato Solo*
10. **Anna Oxa** - *Carina*
11. **Four Tops** - *Love Is Ankle*
12. **Ellie Niemi** - *Baggi & Howard* (Remastered LP)
13. **Yaz** - *The Only Way Is Up*
14. **London Beat** - *There's A Big Good Guy*
15. **Love & Money** - *Unholy* (Remastered LP)
16. **Maximo Altomaro** - *La Grande Roto*
17. **Gianni Togni** - *Bravissimo!* (LP)
18. **A. Lennox & A. Green** - *Red A Lips Love*
19. **How & Cry** - *Ordinary Angel*
20. **Gracia Di Michele** - *L'Amore*

VideoMusic News Service

Lucca - The 24-hour music channel VideoMusic (owned by Beta Television, the new owners of Super Channel) has started a computerized news service for young people. To reach 80 pages of daily late music, concert sport, political and business news, all you need is a modestly priced computer and a L. 50,000 annual licence with state cable company Video00net. Subscribers are also able to send personal messages via computer. The VideoMusic initiative is headed by Pier Luigi Stefani and Sergio Talenti. ■

HOT BREAKOUTS

National hits bound to explode

- Jovanotti**
1. **Qui La Festa** (No Productions/Itbiz)
- Charlie**
Francis Du Pirlo (Odicon)
- Francesco Salvi**
CE Di Spatore Una Macchina (Five Records)

All-European Show On SR

by Stuart Ward

Stockholm - A new show on Sweden's state radio station, Sveriges Riksradio (SR), will feature only Continental European music. 'New Music From The Old World' will be aired on SR's Tuesday night programme on January 15.

Each three-hour show, broadcast on Sundays at 13:00 hours, will include tracks charting in European countries other than

Sweden. Christer Eklund, Head Of Light Music & Entertainment at SR, is producing the first few programmes himself.

Eklund: "We hope the show will awaken an interest in Continental music. UK and US acts tend to get the majority of airtime here and that's something we want to rectify."

Ludvig Rasmussen will be responsible for music programming and the show will be presented by Jasna Carlen and Tia Fridren. It is scheduled to run until June. ■

HOT BREAKOUTS

National hits bound to explode

- One 2 Many**
Downtown (AM3)
- Back To Back**
The Best Of Perfect Girl (Medy)
- Lili & Sussie**
We Were Only Dancing (EMI)
- Mikael Rickfors**
Vingar (Little Big Apple)

Eurovision Finalists Selected

Sweden's 10 finalists for the national heats of the Eurovision Song Contest have been announced. The composer/secretary teams include Secret Service members Ola Hansson and Tim Norell, Tomas Ledin and

Danes Launch Christmas Tape

Copenhagen - Three Danish DJs and producers have launched a new independent production company, FM Productions. The company's first project is a seven-hour Christmas tape.

Ulrik Hyldegard and his former Radio Berthing colleague, Jesper Bachert, founded the company in November with Christian Ballantine, formerly of Radio Horsholm. The tape features two hours of Christmas hits, interviews with artists and recorded greetings from Danish stars.

The tape is on video cassette (common practice for radio stations as it gives better sound quality and has a longer playing time

than audio tape). Hyldegard: "Stations can just slip it in their video recorder and go home. We hope it will provide an interesting alternative to Danmarks Radio's Christmas offering." ■

PLAYLIST REPORT

Radio Express Finland
Most played records on Finnish local private radios. For info please contact Diaprocess Ltd, PO Box 570, 33101 Tampere, Finland, Fax 358-31-466232.

1. **Tapi Sorsakoski & Agents** - Pop (P)
2. **Heitor** - *Vapaa Laitanen* (P)
3. **J. Karjalainen & Matti Lahti** - Pop (P)
4. **Arvin Goodman** - *Resonance* (P)
5. **Kirkka** - *Sarac Phyllis Steeman*
6. **Kylie Minogue** - *In The Sea* (No. 1)
7. **Tuomari Virtanen** - *Kuu* (P)
8. **Leevi & The Newbies** - *Huusi Kelpien* (P)
9. **Bobby McFerrin** - *Don't Worry, Be Happy*
10. **Rainer Friman** - *Sinä Hain Taidon* (P)
11. **Travelling Wilburys** - *One After 909* (No. 1)
12. **Tarja Tienala** - *Minä Puhunnen Tuo*
13. **Danny** - *Elämä Sain* (P)
14. **Travelling Wilburys** - *Vol. 3* (P)
15. **Kim Wilde** - *You Came*
16. **Taneli Määttä** - *Kalenteri* (LP)
17. **Monica & Wardah** - *Teardrops*
18. **Eppu Normaali** - *Barokkaron*
19. **Michael Jackson** - *Smash* (Cash)
20. **Petri Mollin** - *Muuta Pieniä Haluuja* (P)

SPAIN & PORTUGAL

Miro Controversy Remains Unsolved

"No horizon in politics is irreversible," was Pilar Miros's answer when the serenity of her intent to resign as General Director of Spain's public broadcaster RTVE

PLAYLIST REPORT

SER - Spain
The 20 best played records in Spain from Cuarenta Principales, covering the major Spanish stations.

1. **Bob Dylan** - *Bob Dylan*
2. **Pat Sharp** - *Boys* (Swanee Dining)
3. **U2** - *Dues*
4. **Mexano** - *Los Amigos*
5. **Johnny Clegg & Savalas** - *Amoribugra*
6. **Rick Astley** - *She Wants to Dance With Me*
7. **Black** - *My Girl*
8. **Gabriel Cagliari** - *Tocile, Lili*
9. **Whitney Houston** - *One Moment In Time*
10. **Lin Hixon** - *By My Accented* (Fonemusic)
11. **Glenn Medeiros** - *Nighting's Good Change*
12. **El Norte** - *Politics Is The*
13. **Bruce Springsteen** - *Spain Fares*
14. **Ola Ole** - *Viento*
15. **Manuel Sainza** - *El Amor*
16. **Oliva Hava** - *Gala*
17. **La Decada Prodigiosa** - *Yo A Esquiar*
18. **Los Babalagos** - *Recuerdo De La Luna*
19. **Danza Invisible** - *Sabor De Amor*
20. **BYSNP** - *Amplio*

Antena 3 TV Prepares Strategy

by Marya Meyer

A leading contender for one of the country's first three private TV channels, Antena 3 Television, met last week to discuss its strategy for running a commercial TV station.

Antena 3 Television is made up of Barcelona's Vanguardia newspaper group, which is the senior partner, and Madrid's Antena 3 radio network.

The conference was chaired by General Director Martin Ferran, and consisted of three members. The first, on programming, was led by Jose De Las Casas, the TV Project Director who used to be Programme Director of state-run RTVE.

Commercial Director of Antena 3, Manuel Ibarate, led the second stage, speaking on the advertising and publicity. And Luis Eskurra, Director International Relations rounded up the meeting with an outline of the legal framework involved in the new private

TV laws.

Eskurra says that the present capital base of the group is Pta 2,600 million and is expected to rise to Pta 5,000 million by the middle of next year, and reach Pta 10,000 million by the end of the year. Part of this capital can be raised from abroad and there are signs that the UK's Granada TV and business concerns in Brazil and France are interested. ■

HOT BREAKOUTS

National hits bound to explode

- Tim Moore**
Yes (Video)
- Carlos Pario**
Quisiera As Nuevas (EMI)
- Mecano**
Los Amantes (Ariola/BMG)

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The Fishbone Experience

by Marjolein Rotsteeg



Defining the music of Fishbone in two or three words is simply impossible. They are a band that should be experienced - preferably live on the stage of a steamy club.

In the summer of 1987 they supported the notorious Beastie Boys on their US tour and then released their second EP, *It's A Wonderful Life*. With critical acclaim in the US under their belt, they started work on their second album *Truth And Soul*, which was recorded and mixed at Sunset Sound Factory and Sunset Sound in Hollywood. The album was released on CBS this year.

The group includes John Norwood Fisher (bass/vocals), 'Fish' (drums), Kendall Jones (guitar/vocals), Christopher Dowd (trombone/keyboards/vocals), Angelo Moore (lead vocals/saxophone) and Walter A Kibby II (trumpet/vocals). The US sextet was formed as a school garage band in their hometown of Los Angeles 10 years ago. By 1982 Fishbone had started playing professionally, building up a loyal audience of fans thanks to their on-stage frenzy.

Jones: "We wanted to capture the feeling of Fishbone live. Our energy is so intense now and this LP brought everything together." *Truth And Soul* is indeed another milestone in the career of Fishbone and reflects their ability to blend such diverse music styles as funk, speed metal, R&B, reggae, ska and Latin.

While their colleagues Living Colour were heavily involved with the Black Rock Coalition in the US, Fishbone call themselves the coalition against tradition - the tradition being that black musicians supposedly cannot play rock 'n roll. Jones: "We try to break barriers in music and want people to accept more than being spooned with Whitney Houston."

Their political and social awareness is clear. *Freddie's Dead*, *One Day* and *Ghetto Wave* were recorded on Martin Luther King's birthday. And *Pouring Rain* and *Change* were recorded on Abraham Lincoln's birthday. But Fishbone are just as much about humour and *Justin* in *The Boneyard* is nothing but a straightforward dance track. The album was produced by David Kahne (Bangles).

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Truth And Soul contains only one cover: Curtis Mayfield's classic *Freddie's Dead* is brought

back to life. The other 11 songs were written by Fishbone.

The energy and anarchy radiated during their on-stage appearance, especially by front man Angelo Moore, is reminiscent of the Sex Pistols' heyday. And on-stage is where Fishbone need to be seen and heard. They are sensational, steamy, chaotic and overwhelming. Fishbone live is an experience nobody can afford to miss. After several successful live appearances this summer, Fishbone are back in Europe for two months. ■

Apple Mosaic Go Off The Track

by Gary Smith

After the exhilaration of signing to a major UK label (Virgin) Apple Mosaic then had the disappointment of releasing two critically acclaimed but widely ignored singles. Consequently, they recently took the unusual step of signing a worldwide deal with the ambitious independent French label Off The Track.

Spell, will be released in France before their native UK. The LP was produced by Clive Martin (Sting and Queen among others) and recorded at London's Trident Studios.



Although they have built themselves a reputation as a great live act in the UK, label boss Peter Murray obviously believes France is ready for this exciting four-piece band. Their music is in the best pop rock mould - melodic without being too soft, economically arranged and varied in style.

On stage the Gloucestershire-based band combine a more than adequate technical ability with a

taste for the melodramatic - singer Lawrence Carrington-Winds does a convincing impersonation of an inspired psychode. They are, without any doubt, one of today's best live acts and they have managed to capture that energy on *Hold*. The group recently played in England and in January a gig is planned at the Locomotive Club in Paris. In the spring, the band will undertake a tour of the French college circuit.

Murray: "My idea is to break them in Europe before we try the US and the UK. At the moment the French press and radio are giving them good support and after that we will concentrate on West Germany and the Benelux. They are not yet a hit singles band but more of a classic UK art rock band like The Cure - who art up a large following on the Continent long before they were widely recognised in the UK. I believe that Apple Mosaic will do the same." ■

'On Tour' is a regular section giving the European promotion and concert tour dates for major artists. We recommend that those interested in the information should contact their local record company for full details and confirmation of dates. Record companies are requested to send all relevant up-to-date info for this page to Music & Media, Diana Musu, tel 12938, fax (20) 664959, tel (20) 662843. Our deadline is the second Wednesday of every month.



New Model Army

Fishbone
CBS
December: (Holland) Amsterdam (20), Rotterdam (25); (France) Paris (30), (Switzerland) Montreux (31).
January: (West Germany) Berlin (2), (Holland) Tilburg (3), (Belgium) Brussels (4); (UK) London (5).

Duran Duran
EMI
December: (UK) London (23), Birmingham (24)

Europe
CBS
January: (Sweden) Jonkoping (12), Malmo (13), Gavi (14); Karlskoga (16), (Norway) Oslo (17); (Sweden) Gathersburg (20), Stockholm (21); (Finland) Helsinki (23); (Denmark) Copenhagen (25); (West Germany) Munich (27), Friedrichshafen (28), Berlin (30); Bremen (31).

Bros
CBS
December: (UK) Bournemouth (17); Birmingham (19/20), Belfast (22); (Ireland) Dublin (23); (UK) London (27/30).
January: (West Germany) Hamburg (20), Nuremberg (21), Ludwigshafen (22); Dortmund (23).

The Nits
CBS
December: (Holland) Tilburg (17); Utrecht (19); Oss (20); Groningen (22); Nijmegen (23); Lelystad (28); Heerlen (29); Haarlem (30).
January: (France) Paris (21); Besancon (23); Clermont-Ferrand (25); Marseille (26); Montpellier (27); Toulouse (28); Poitiers (30); Rennes (31).
February: (France) Montbéliard (21); Besancon (23); Bourg-en-Bresse (24); Le Creusot (25); Melun (28).

Level 42
POLYDOR
December: (Luxembourg) Luxembourg (19); (France) Paris (20); (UK) Birmingham (21); (Ireland) Dublin (22).
January: (UK) London (9-12); Edinburgh (14-16); Whitley Bay (18); Manchester (19/20); (Ireland) Dublin (22); (UK) Belfast (23); Shepton (25); Brighton (26).
Habit are supporting act on all dates.

Bon Jovi
POLYGRAM
December: (West-Germany) Hamburg (17); Munich (19); Lita Ford is supporting act.

New Model Army
EMI
February: (UK) Reading (16); Portsmouth (17); Exeter (18); Bristol (20); London (21/22); Birmingham (24); Manchester (25); Newcastle (26); Nottingham (28).
March: (UK) Nottingham (1); Bradford (2); Glasgow (4); Aberdeen (5).

The tour will continue in Germany, Switzerland and Austria, but dates are not yet confirmed.

The Scorpions
EMI
January: (Denmark) Copenhagen (10/11); (Sweden) Stockholm (13); Gothenburg (14); (Norway) Drammen (16); (Finland) Helsinki (18); (Belgium) Brussels (21); (West Germany) Kassel (22); (France) Nancy (23); Clermont-Ferrand (24); (Spain) Madrid (26/27); San Sebastian (29); Barcelona (30).
February: (Italy) Milan (2); (France) Marseille (4); Toulouse (5); Lyon (6); (West-Germany) Offenbach (8); Augsburg (9); Friedrichshafen (11); (Switzerland) Lucerne (12); (West-Germany) Munich (14).
Vixen are supporting act.

Bros
CBS
December: (UK) Bournemouth (17); Birmingham (19/20), Belfast (22); (Ireland) Dublin (23); (UK) London (27/30).
January: (West Germany) Hamburg (20), Nuremberg (21), Ludwigshafen (22); Dortmund (23).

Vixen
EMI
January: (West Germany) Frankfurt (3); Ludwigshafen (4); Dusseldorf (5); (Holland) Amsterdam (7); (West-Germany) Hamburg (8).
Vixen's tour continues as supporting act to The Scorpions.

p= promo; tbc= to be confirmed

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PREVIEWS

SINGLES ALBUMS

SINGLE OF THE WEEK
Milli Vanilli
Baby Don't Forget My Number - Hansa
In case you suspected that this duo were one hit wonders this is another great track from their debut LP *All Or Nothing*. A sparse, off-the-wall arrangement featuring a dry and punchy bass line, the same drum pattern as *Girl* and an insupportably memorable chorus. Produced and co-written by Hansa's in-house technician Frank Farina, whose previous credits include Boney M and The Far Corporation.

Belinda Carlisle
Love Never Dies - Virgin
A soft ballad, produced by Rick Nowels. Here the lady of pop sounds a lot like the loitola of pop, Tiffany.

Siouxie & The Banshees
The Last Bat Of My Heart - Wonderland
Could this be the start of the waltz revival? A slow, majestic song that sees Siouxie's voice in fine form.

The Fatal Flowers
Second Chance - SOM Recordings/WEA
Another good, rootsy pop song on this exciting Dutch band. With the help of producer Mick Ronson they have captured something of their live power.

The Pasadenas
Enchanted Lady - CBS
Highly atmospheric soul shuffle, moody and sexy. Produced and co-written by Pete Wingfield.

Inner City
Good Life - 10
Fine, guitar-driven material. No-Brits punk, written by Kirk Brandon, whose rebellious voice tops this spirited recording.

Spear Of Destiny
Radio Radio - Virgin
Fine, guitar-driven material. No-Brits punk, written by Kirk Brandon, whose rebellious voice tops this spirited recording.

UB40
Come Out To Play - Virgin
An appetising pop-reggae tune in the simple and cheerful style that the group have always been so successful with.

The Real Roxanne
Respect - Select
A funny house/trap version of the song made famous by Aretha Franklin back in the 60s. Produced by Hitman Howie Tee. Primarily meant for club play.

ALBUM OF THE WEEK
Hue & Cry
Remote - Circa
Ever since they arrived on the scene, Hue & Cry have shown great skill in their manipulation of the pop genre. This Scottish duo manage to inject an unusually high level of energy and enthusiasm into their work. Even though the material here is considerably more laid back than their previous efforts, they still manage to pack a distinctly uncommon punch. Check out *Violently*, *The Only Thing*, and the excellent single *Ordinary Angel*.

Soldat Louis
Soldat Louis - Squatt
A unique French six-piece with heavily Anglo-Saxon influenced music, complete with bagpipers, but sang in their mother tongue. With their raucous, folk-oriented repertoire, they easily could be described as the French 'Pogues'. Try *Du Rhum*, *Des Femmes*, *Try De Cassis* and *Emmenela*.

Art Of Noise
The Best Of The Art Of Noise - Chisna
The genius of Anne Dudley is given free rein here as is demonstrated by tracks like *Close To The Edit*. An interesting selection that includes their chart successes such as *Peter Gunn* and *Panorama* as well as some less well known, but no less interesting, tracks like *Opus* and *Something Always Happens*.

Cowboy Junkies
The Trinity Session - BMG/RCA
Despite the name, this band is folklike, country & western tinged music. Nice enough in itself but singer Margo Timmins has a great voice. A largely acoustic record with some truly excellent moments including *Blue Moon Revisited*, *I'm So Lonesome I Could Cry* and *Working On A Building*.

Aswad
Renaissance - Stylus Music
Subtitled *20 Crucial Tracks*, this LP is filled to the brim with the British threesome's uplifting reggae. An indispensable compilation, especially for those who never really focus on the style but who love its more accessible moments. Check out the remixed versions of *54-46 Was My Number*, *Need Your Love, Smoke Blues* and *Chasing For The Breeze*.

Pink Floyd
Delicate Sound Of Thunder - EMI
A delicate and grand live double album. David Gilmour's meticulous production at Abbey Road Studios, with Budgie Jones engineering, makes it sound as splendid as a studio effort. Do not miss *Learning To Fly*, *Sorrow*, *The Dogs Of War* and *Money*.



EUROCHART

Hot 100 SINGLES



THIS WEEK	LAST WEEK	WEEKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	1	11	Don't Worry Be Happy	Bobby McFerrin	Manhattan	(Prob Nobilem Music)	GB.H.Sp.A.Ch.Sw.D.N.Fr.
2	4	9	Orinoco Flow	Enya	WEA	(Aigle Music)	UK.G.B.H.Cs.Sw.Po.D.N.
3	3	16	Teardrops	Womack & Womack	4th & Broadway	(Copyright Control)	FG.B.H.Sp.A.Ch.Sw.D.Fr.Gr.
4	6	3	Two Hearts	Phil Collins	Virgin/WEA	(Hit & Run/Warner Bros.)	UK.G.B.H.D.Nr.
5	28	2	Mistletoe & Wine	Cliff Richard	EMI	(Southern Music)	UK.Fr.
6	7	22	Girl You Know It's True	Milli Vanilli	Hansa/BMG/Chrysalis	(Nikolski Publishing)	UK.FG.B.Sp.A.Ch.Sw.N.Gr.
7	2	15	A Groovy Kind Of Love	Phil Collins	Virgin/WEA	(EMI Music)	FG.B.H.Cs.Sw.Po.D.N.
8	12	9	Pourvu Qu'Elles Soient Douces	Mylene Farmer	Polydor	(PolyGram)	Fr.
9	NE		Especially For You	Kylie Minogue & Jason Donovan	PWL	(All Boys Music)	UK
10	11	4	Smooth Criminal	Michael Jackson	Epic	(Mijac Music)	UK.G.B.H.I.Sp.Ch.Fr.
11	54	3	Suddenly	Angry Anderson	Food For Thought	(All Boys/Island Music)	UK
12	9	12	Amor De Mis Amores	Paco	AVREP/PolyGram	(Editions Metropolitan)	Fr.
13	32	3	Take Me To Your Heart	Rick Astley	RCA/BMG	(All Boys Music)	UK.G.B.H.Sw.Dr.Fr.
14	17	7	Sketch Of Love	Thierry Mutin	Trema	(A.R.T. France)	Fr.
15	10	2	Cat Among The Pigeons/Silent Night	Bros	CBS	(Graham/Intersong/Virgin)	UK.Fr.
16	21	21	The Only Way Is Up	Yazz & The Plastic Population	Big Life	(BMG Music)	FG.IA.Po.D.Gr.
17	13	7	Stand Up For Your Love Rights	Yazz	Big Life	(Big Life Music)	UK.G.B.H.I.Cs.Sw.Dr.Fr.
18	15	10	I Maschi	Gianna Nannini	Polydor	(Z-Music/Susa)	Fr.
19	5	6	The First Time	Robin Beck	Mercury	(Copyright Control)	UK.H.N.
20	18	14	Big Fun	Inner-City/Kevin Saunderson	10 Records	(Drive-On)	GB.H.D.
21	30	11	Wee Rule	Wee Papa Girl Rappers	Jive	(Zomba Music)	GB.H.Cs.Sw
22	35	3	Bring Me Edelweiss	Edelweiss	Gig	(Various)	GA
23	16	12	One Moment In Time	Whitney Houston	Arista/BMG	(A. Hammond/ Bette's WB)	UK.G.B.I.Sp.A.Ch.Sw.Po.D.Gr.
24	20	16	Stop	Sam Brown	A&M	(Rondor/Wayblue/C. Contr.)	GA.Cs.Sw.N
25	26	5	Jack To The Sound Of The Underground	Hithouse	ARS	(BMC Publishing)	UK.FB.H
26	14	3	Left To My Own Devices	Pet Shop Boys	Parlophone	(Cage Music/10 Music)	UK.G.B.H.I.Fr.
27	8	7	Missing You	Chris DeBurgh	A&M	(Rondor Music)	UK.Gr.
28	24	8	Je Ne Sais Pas Pourquoi	Kylie Minogue	PWL	(All Boys Music)	UK.G.B.Ch.Dr.Fr.
29	NE		Stop/Crackers International	Erasure	Mute	(Sones/Musical Moments)	UK.Dr.
30	22	12	Domino Dancing	Pet Shop Boys	Parlophone	(Cage Music/10 Music)	FG.I.Sp.A.Ch.Po.D.Gr.
31	27	7	Kiss	Art Of Noise featuring Tom Jones	China Polydor	(Controversy)	UK.G.B.H.I.Cs.Sw.D.N.
32	25	11	Desire	U2	Island	(Blue Mountain/Chappell)	FG.H.I.Sp.A.Ch.Po.Gr.
33	23	16	Touchy	A-Ha	Warner Brothers	(ATV Music)	Fr.
34	33	10	Never Trust A Stranger	Kim Wilde	MCA	(Rickim Music)	GB.H.Cs.Sw.Dr.
35	NE		La Meme Eau Qui Coule	Michel Sardou	Trema	(A.R.T. Musique)	Fr.
36	34	6	I Owe You Nothing	Bros	CBS	(Graham/Intersong/Virgin)	Fr.
37	44	3	Love House	Samantha Fox	Jive	(Zomba Music)	UK.G.B.H.I.Dr.
38	48	3	Les Parfums De Sa Vie	Art Mengo	CBS	(Editions Studio Publison)	Fr.
39	38	26	Tribute (Right On)	The Pasadenas	CBS	(Copyright Control)	FG.I
40	36	3	Say A Little Prayer	Bomb The Bass	Rhythm King/Mute	(Rhythm King Music)	UK.Fr.
41	45	2	Jour De Neige	Elsa	Ariola/BMG	(George Mary)	Fr.
42	19	5	Need You Tonight	INXS	Mercury	(Tol Music)	UK.Fr.
43	43	4	Radio Romance	Tiffany	MCA	(The Company)	UK.Dr.
44	42	8	Don't Talk Dirty To Me	Jermaine Stewart	Siren	(SBK Songs/10 Music)	G
45	50	7	Under My Skin	Blue System	Hansa/Ariola/BMG	(Hanseatic)	GA.Cs
46	57	2	Kissing A Fool	George Michael	Epic	(Morrison Leahy Music)	UK.B.H.Po.Fr.
47	41	25	Nuit De Folie	Debut De Soiree	CBS	(CBS Music)	FGr.
48	31	5	Twist & Shout	Salt 'n' Pepa	Next Plateau	(EMI Music)	UK.B.H.Fr.
49	59	4	Nathan Jones	Bananarama	London	(All Boys Music)	UK.Fr.
50	37	20	Un Roman D'Amitie	Glenn Medeiros & Elsa	Amerst/Mercury	(Nanacub/Reaisongs/G.Mary)	Fr.
51	46	8	Secret Land	Sandra	Virgin	(Data/Alpha/Mambo/Siegel)	G.Sp.Ch.Fr.
52	49	5	Till I Loved You	Barbra Streisand & Don Johnson	CBS	(Teton Music)	UK.B.H.Po.Fr.
53	60	5	Laissez-Nous Respirer	Florent Pagny	Peche/Philips/Phonogram	(Glem Productions)	Fr.
54	40	12	She Wants To Dance With Me	Rick Astley	RCA/BMG	(All Boys Music)	GB.I.Sp.Ch.Dr.Gr.
55	58	3	Stakker Humanoid	Humanoid	Wesside	(Prices Music)	UK
56	62	3	Keine Angst Hat Der Papa Mir Gesagt	Stephan Remmler	Mercury	(Georg Gluck Music)	GA
57	52	15	Hand In Hand	Koreana	Polydor	(GMP/C)	GA.Cs.Sw.Po.D.N.
58	29	35	Theme From S-Express	S-Express	Rhythm King/Mute	(Copyright Control)	Fr.
59	56	20	Macho Macho	Rainhard Fendrich	Ariola/BMG	(Geduri/Fechter)	GA.Cs
60	65	3	Riding On A Train	The Pasadenas	CBS	(CBS Music/SBK Songs)	G.I.Sp.Ch.
61	39	8	Real Gone Kid	Deacon Blue	CBS	(ATV Music)	UK.Fr.
62	72	4	Si Tu Veux Le Savoir	Marc Lavoine	AVREP/PolyGram	(AVREP)	Fr.
63	96	2	Burning Bridges	Status Quo	Vertigo	(Birchwood/EMI)	UK
64	RE		Laissez Nous Rever	Herbert Leonard	WEA	(Celine Music)	Fr.
65	NE		Good Life	Inner City	10 Records	(Drive-On/Virgin Music)	UK
66	68	11	Patrona Bavariae	Original Naabtal Duo	Ariola/BMG	(Montana)	GA
67	79	2	The Twist (Yo, Twist!)	Fat Boys with Chubby Checker	Tin Pan Apple/Urban	(Carlin Music)	Fr.
68	NE		Fine Time	New Order	Factory	(Bemusic/Warner Brothers)	UK
69	55	11	I Don't Want Your Love	Duran Duran	EMI	(Skin Trade/EMI Music)	G.I.Ch.Po.Gr.
70	NE		You Are The One	A-Ha	Warner Brothers	(ATV Music)	UK.B.Fr.
71	NE		Downtown '88	Petula Clark	PRT	(ATV Music)	UK
72	NE		Liverpool	Patsy	Comotion/Pashe Marconi	(ADCM Musique)	Fr.
73	53	13	Got To Be Certain	Kylie Minogue	PWL	(All Boys Music)	FGr.
74	76	5	Kann Denn Schwachsinn Suede Sein	Erste Allgemeine Verunsicherung	EMI	(Wintrup/Blanko)	GA.Cs
75	92	2	Kokomo	The Beach Boys	Elektra	(Campbell/Connelly)	UK
76	47	6	He Ain't No Competition	Brother Beyond	Parlophone	(All Boys Music)	UK.Fr.
77	69	7	Backseat Of Your Cadillac	C.C. Catch	Hansa/Ariola/BMG	(Hanseatic)	GD
78	86	2	E Qui La Festa	Jovanotti	Yo Productions/Itizza	(Dj's Gang/SBK)	I
79	63	21	Puisque Tu Pars	Jean-Jacques Goldman	Epic	(JRG/Marc Lombroso)	Fr.
80	NE		Mon Mec A Moi	Patricia Kaas	Polydor	(BSO Musique)	Fr.
81	80	3	Lovely Day (Sunshine Mix)	Bill Withers	CBS	(Chelsea/Chappell Music)	GA
82	90	2	High	David Halliday	Scotti Bros/Phonogram	(Marizza Music/Chappell)	Fr.
83	NE		Don't Rock The Boat	Midnight Star	Solar	(Warner Music)	G
84	NE		L'Amour S'En Va, L'Amour Revient	Frederic Francois	Trema	(Lercara Musique)	Fr.
85	NE		Loq In Acapulco	The Four Tops	Arista/BMG	(Hit & Run/Beau Di-O-Do)	UK
86	66	5	Rio De Janvier	Gold	WEA	(Not Listed)	Fr.
87	87	2	Enchanted Lady	The Pasadenas	CBS	(CBS/SBK/Island)	UK.Fr.
88	NE		Born To Be My Baby	Bon Jovi	Vertigo	(PolyGram/SBK April Music)	UK
89	77	4	Papillon De Nuit	France Gall	Apache/WEA	(Apache/Collections MBM)	Fr.
90	98	8	A World Without You (Michelle)	Bad Boys Blue	Coconut/Ariola/BMG	(A La Carte)	G
91	RE		Bad Medicine	Bon Jovi	Vertigo	(PolyGram)	G.I.Ch.Po.Gr.
92	84	9	Find My Love	Fairground Attraction	RCA/BMG	(MCA Music)	GA
93	NE		Four Letter Word	Kim Wilde	MCA	(Rickim Music)	UK
94	NE		Ready To Follow You	Dana Dawson	Clevert/CBS	(Freabank)	Fr.
95	70	4	Life's Just A Ballgame	Womack & Womack	4th & Broadway	(Copyright Control)	UK.B.H
96	99	5	Tears Run Rings	Marc Almond	Parlophone	(Warner Brothers Music)	G.H
97	64	26	Heaven Can Wait	Sandra	Virgin	(Data/Alpha/Mambo)	FA
98	89	9	Stop Your Fussin'	Topi Childs	A&M	(Moon Skin/Unicity/Almo)	G
99	75	4	Breathe Life Into Me	Mica Paris	4th & B'way	(Warner Chappell)	UK
100	97	2	Soleil D'Hiver	Niagara	Polydor	(Acide/PolyGram)	Fr.

UK = United Kingdom, G = Germany, F = France, Ch = Switzerland, A = Austria, I = Italy, Sp = Spain, H = Holland, B = Belgium, Ir = Ireland, Sw = Sweden, D = Denmark, N = Norway, Fi = Finland, Po = Portugal, Gr = Greece
 ○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY

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MUSIC
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Music Should Be Freely Available - But Not Available Free!

by Mike Hennessey

1988 has been one of the most momentous years in the history of the music industry - not only in terms of technological progress and structural change, but also in terms of music sales. It could prove to be a record-breaking year for the sale of soundcarriers in their various formats and for the distribution of music generally.

Record and tape sales in the world's biggest market, the US, seem set to top the US\$ 6 billion mark this year, beating 1987's record turnover of US\$ 5.5 billion. And if there is proportionate CD-led growth in the other major markets, the global sales figure for the industry this year could be a record US\$ 17 billion.

And there is more good news. The International Federation Of Phonogram & Videogram Producers (IFPI) has made solid progress in its long battle against piracy. Increasingly, countries once dominated by pirates are be-

ing transformed into legitimate music markets.

There are good reports too from the USSR where the copyright organisation, VAAP, will be upgrading mechanical royalties from US\$ 0.02 to US\$ 0.04 per track and performance royalties from 5% to 7% of box-office receipts from January 1.

But not so good is news that in many areas, rights remain under serious threat of violation. Nesuhi Ertegun, President of IFPI: "If the danger from piracy, counterfeiting and bootlegging is receding, we are facing more difficult problems in the uncontrolled ap-

plication of new technology."

The problems are made worse by the fact that intellectual property rights are not understood by most politicians or the public. The public has to be persuaded that while it is desirable for music to be freely available, it should not be available free.

Consider the array of technological artillery that confronts the rights owner today. The blank cassette and twin-deck tape machines that make it child's play to clone commercial recordings. The digital sampling technique that permits the appropriation of artists' talents and musical perso-

nalities. The CD, whose excellence as a soundcarrier makes it a perfect master and a profitable rental item from which consumers can make cassette copies. The digital audio tape (DAT) which can make high quality copies of CDs and satellite broadcasting with vast footprint areas necessitating great vigilance in monitoring the output of copyright works.

We have seen the advent of central licensing and central accounting in Europe this year and it remains to be seen whether, in

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benefiting the record industry, this development will also benefit the composer and publisher.

Concentration in music publishing has made the acquisition of sub-publishing rights an obsolete exercise. And when it comes to legislation, the rights owner often has to come to terms with a situation where what is offered by governments with one hand is promptly taken away by the other.

For example, Sweden is one of the countries which has passed legislation providing for a levy on blank tape (other countries which do this include France, Portugal, Spain and West Germany, while legislation is under consideration in Belgium, Italy and Holland). The Swedish levy yields about US\$ 22 million a year, but the rights owners receive only US\$ 470,000 of that revenue. The rest goes to the Swedish treasury.

The European Commission's policy paper on 'Copyright & The Challenge Of Technology' is an example of the way in which the interests of rights owners are sometimes sacrificed. Many rights owners agree that the EC—in its anxiety to make the 'one market' concept a reality and in an attempt to prevent abuse of dominant position—tends to ignore the concerns of the custodians of intellectual property.

Publisher Hans Sikorski who is a board member of West Germany's copyright society, GEMA: "The EC wants to harmonise economic and fiscal regulations, but it does not show the same enthusiasm for harmonising copyright laws in the community and for upgrading them to the levels of the most enlightened member states."

The policy paper is unclear about the imposition of a levy on blank tapes as a means of compensating rights owners for home copying. It acknowledges that home taping causes losses to copyright owners on a significant scale and describes the levy as "an inadequate tool". And it says it would be "inadvisable" for the EC to give levies as the most appropriate solution of the home taping problem - but it offers no alternative.

Another major headache for rights owners are the varying periods of protection for soundcarriers within the Common Market. The EC's document makes no reference to this pro-

PUBLISHING & RIGHTS

blem, yet the Treaty Of Rome's clauses regarding the free flow of goods among Community states consider the variations of critical importance.

In a member state which protects recordings for only 20 years



Gillian Davies - no single market without harmonisation

after the date of fixation, anyone can manufacture records and pre-recorded cassettes of product issued before 1968. And they can ship these soundcarriers into member states where the original recordings are still protected. This can create havoc and enormous financial damage for the companies owning the rights to those original recordings.

There are six different levels of protection in the 12 member states of the Community: Luxembourg 20 years; West Germany and Portugal 25 years; Italy 30 years; Spain 40 years; Denmark, France, Ireland and the UK 50 years; and in Belgium, Greece and Holland, sound recordings are not protected specifically in copyright legislation at all.

Another aspect of harmonisation not covered by the EC policy paper relates to performance rights in the Community. It is an issue of increasing importance for copyright owners because of the growth of private radio stations and the spread of satellite broadcasting.

Gillian Davies, Associate Director General & Chief Legal Adviser of IPIPI, "Satellite broadcasting makes national frontiers irrelevant, and differences in performance rights among member states can only distort competition to the detriment of rights owners."

Davies finds it inconsistent that, in view of the Commission's proposals outlined in the document 'TV Without Frontiers', which calls for the harmonisation of regulations on broadcasting, the paper makes no reference to the harmonisation of performance rights.

She goes on: "There can be no single market in broadcasting without standardisation of performance rights; but this must never lead to the introduction of a statutory licence which would deprive the rights owner of his freedom to



Nesuhi Ertegun - longtime fighter for a fairer deal

negotiate the terms on which he licenses the use of his works or productions."

Among the 12 member states, there are five which do not keep to the Rome Convention on performance rights - Belgium, Greece, Holland, Luxembourg and Portugal. Belgium and Holland, however, are considering

legislation on the subject.

At the moment, a radio or TV station in any of these five countries could beam its programmes into the other member states without paying performance fees to the artists and producers of the records it plays. The use of records by broadcasters is increasing constantly and they are often the main source of programming. It is then surely only fair that rights owners should be paid royalties for the use of their works and productions on the air.

The problems which confront the rights owner today are complex and finding solutions will take an enormous amount of effort, dedication and money. But perhaps the main priority now is an information campaign to increase public awareness of the need to defend the interests of the owners of intellectual property. If their rights are not defended the public will lose too, because the incentive to create, perform and produce music will ultimately be destroyed. ■

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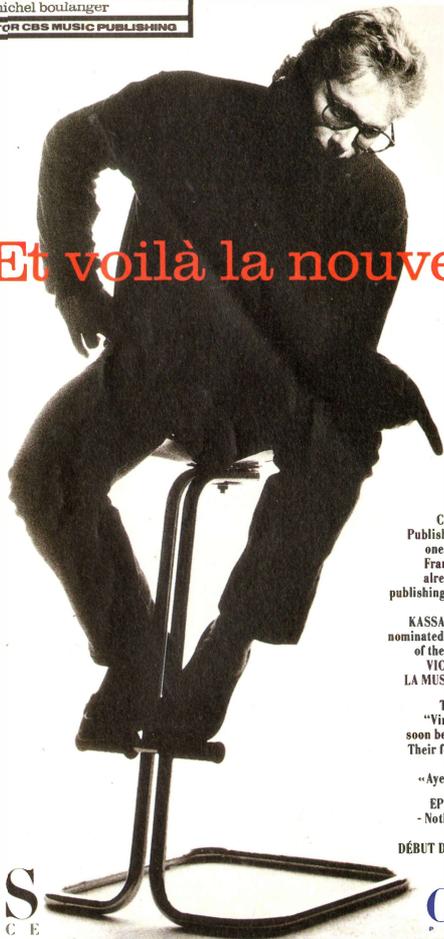
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How do performance rights relate to public and private broadcasters in Europe? What system do the individual countries operate to pay the national rights organisations? These are the basic questions Music & Media tackles here.

With the dawn of a single European market in 1992, the harmonisation of rights payments is a subject we will examine in more detail next year.

records as they like for the usual fees. The agreement runs until June 1989 for the BBC and until September for independent radio.

John Brooks, Chairman of PPL: "I am treating this purely as an experiment. It is giving the stations time to experiment with formats and needletime. In a year's time we will sit down and look at it again."

Developments beyond that period will largely depend on the findings of the Monopolies & Mergers Commission. The PPL has accused the AIRC of occupying a monopoly position in the needletime issue and the charge is being investigated by the Commission.

Commenting on the new deal, AIRC Director Brian West: "It is not as good a deal as we would have liked." He says his members do not object to paying for the use of records but they regard the fees as too high. And they resent what they describe as PPL's take-it-or-leave-it attitude. The AIRC has asked for new legislation that will provide fair payment to record companies without allowing them the right to restrict broadcasters' usage.

PPL Managing Director John Love denies needletime rates were too high and points out that an 80-day hearing conducted by the Performing Right Tribunal in 1979-80 found no evidence that PPL has abused its monopoly position. Love says records are still the cheapest programme material available to radio stations and still the main element in attracting audiences.

Up until the new agreement, needletime for the independent stations was nine hours a day, for which they were charged a percentage of their advertising revenue. This works out at 4% of the first £1.38 million and 7% over £1.38 million.

The BBC pays £6.6 million each year covering record usage on its four national radio networks and all the regional and local radio stations as well as the TV channels. ■

West Germany

GEMA, the German rights society, has negotiated tariff schemes for the payment of performance rights based on the public broadcasters' income from radio and TV fees, and from the advertising revenue of both public and private.

These tariff schedules are quite complicated but, in general, the amount paid is as follows. Public radio pays DM 0.10 per month for every radio set registered in its broadcasting area while television pays 5.5 pfennigs per month per TV set. This comes from the licence fees.

On top of that, the public broadcasters pay 6.2% and 4.8% of their advertising revenue from radio and television respectively. These payments allow the broadcaster to play music protected by GEMA as often as they want, 24 hours a day. But the broadcaster cannot, directly or indirectly, involve third parties (eg cable broadcasts) without paying proportionately more.

Private broadcasters do not receive radio or TV fees so their payments are based purely on advertising revenues. The level is set at 6.2% for radio and 4.8% for television. Because some areas of West Germany have many small local broadcasters with very modest advertising incomes, GEMA has set a minimum payment for those, recognising that the administration required within the existing system would be an unfair financial burden.

For example, instead of paying a percentage of its advertising revenue, a small station would pay perhaps DM 0.02 per month for every radio set registered in its broadcasting area. If there are more than 50,000 but less than 500,000 radio sets in the area, the station would only pay DM 0.01 per month per receiver.

This drops to one-third of a pfennig for a station with more than 500,000 radio sets in its area.

This sum can be further reduced depending on the number of broadcasting hours and the amount of music used in programming. Obviously a station broadcasting 12 hours daily with music making up 40% of its programming will pay less than a station broadcasting 24 hours daily with 60% music.

GEMA then divides this total payment due by the number of broadcast minutes, getting the so-called minute price. The stations submit their playlists to GEMA and with these GEMA calculates how much money the composers, lyricists and music publishers are entitled to on the basis of the minute price. ■

France

Radios in France can play as many records as they like for as long as they like but must observe what is called "a right of remuneration" for the benefit of the record companies, the performers, the songwriters and the music publishers.

The broadcasting payments are made according to an agreement reached in September last year and are based on a percentage of advertising revenue after agreed expenses have been taken into account for the running costs of the stations. For instance, a station operating a regular news service can have the salaries of its journalists deducted before payment is calculated. In the case of public broadcasters, income from licence fees replaces advertising revenue.

The royalties for producers (ie record companies) and performers are paid to the SPRE, which

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UK

Needletime - the time limit which the BBC and independent radio and TV can devote to playing records - is one of the most controversial subjects in British broadcasting. In a landmark agreement made recently (see Music & Media issue 50) the whole concept of needletime has been suspended for a year.

Both the Association Of Independent Radio Contractors (AIRC) and the BBC have reached interim agreements with the PPL which represents the record companies and, to a lesser extent, the Musicians Union. Broadcasters can now play as many

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in turn pays out to the societies representing the producers and performers. The royalties for songwriters and music publishers go to the SACEM organization for distribution.

The growing number of small, independent radio stations in France, however, are protesting that they are being discriminated against in terms of the payments they have to make in comparison with the big stations. They are taking their case to the European Court. ■

Italy

The lack of new government legislation is the root cause of copyright problems in Italy says the national authors and publishers society SIAE.

The SIAE is responsible for protecting all copyrights on radio but with over 4,000 private stations

and the continuing lack of regulating laws, it admits the task is difficult.

Mario Fabiani, SIAE's Legal Advisor, says that all private stations are required to take out a license with SIAE. The cost of this is 5% of each station's total advertising income. He says some stations, however, should pay a higher percentage and others less, depending on how big their music content is.

There are for example, many political stations who play little music while others broadcast little else. State broadcaster RAI pays an agreed 4.75% and both its TV and radio advertising are taken into account. All licence fees contribute to the payment of composers whose records are played on radio. Each composer receives a proportional sum depending on how many records are sold. Sales figures are presented by record companies who are also licensed to SIAE.

The main problem, according to Fabiani, is that many stations operate outside the law. About 2,500 stations are licensed with SIAE but those who are not include some of the major ones. "We are not worried about the tiny stations who only last six months, it's the bigger ones who are our main concern."

Italy has been waiting for new broadcasting legislation since 1966, and there is still little hope of change in the near future. One attitude to composers rights comes from the Director of Radio Radio, Maurizio Catalani: "The SIAE is responsible for protecting all copyrights on radio but with over 4,000 private stations

(advertisement)

BELGIAN TOP OF THE BILL 1988

Title	Artist	Label
1. New beat take 1	A B Sounds	Subway
2. Le maître de musique	José van Dam	Carrere
3. Bien dans ma peau	Sandra Kim	Carrere
4. Vaya con dios	Vaya con dios	Ariola
5. Charlatan	Arno	Virgin



MUSIC & MEDIA - December 17, 1988

PUBLISHING & RIGHTS

Holland

BUMA/STEMRA, the joint mechanical, broadcasting and performance rights collection society of Holland, has an umbrella contract with the three organisations which represent the country's broadcasters. These are: the NOS (Dutch Broadcasting Foundation) which represents the former nationwide broadcasters such as AVRO, Veronica, TROS, VARA etc which share the country's five radio and three TV nationwide channels; the NOS Wereld Omroep (NOS World Service), and the OLOON (Organisation Of Local Broadcasters in Holland). In total, Dutch broadcasters, including the World Service, pay more than Dfl 20 million annually to BUMA/STEMRA.

Payments to BUMA/STEMRA by the NOS and affiliated broadcasting associations are based on a lump sum payment for a fixed number of broadcasting hours, plus an hourly payment for time exceeding this limit. The lump sum and hourly surcharge are calculated on the basis of the programming share taken up by protected music.

So one hour on Radio 5, which is primarily speech-oriented, is less expensive than the same hour on Radio 3, which programmes 75% music. The NOS' advertising revenue is not levied by BUMA/STEMRA.

Although local broadcasting is still in its infancy, there are already about 175 local stations in Holland. BUMA/STEMRA recently negotiated a new standard contract with OLOON and this bases the fees payable on either the number of households connected to the cable system, or on the population of the region in which the station operates. The price is calculated by the number of broadcasting hours. There are numerous categories, but all assume that the programming share of protected music will not exceed 50%.

Although the Dutch Media Law does not allow commercial broadcasting aimed at a Dutch audience from within its borders, both Radio 10 and Cable 1 have managed to get around this regulation. Both are legally considered foreign ventures with an office in Luxembourg and London respectively. ■

Belgium

SABAM, the Belgian association of publishers, composers and artists was founded in 1922 as a civil body whose task was to administrate, control and exploit all rights matters and to collect and distribute those rights. It has 13,000 members.

Johan Wuyts of SABAM: "As far as the public broadcasters are concerned, the BRT, RTBF and BRF pay an annual fixed price (Bfr 122.4 million in 1987) and they submit us regular lists of which music is played so we have a basis for distributing the rights to all parties involved. The private radio stations are far too many and would cost us far too much in administration costs to monitor in the same way - they are charged according to their reach and broadcast time." ■

Sweden

STIM, the Swedish performing rights society, was set up in 1923 but it was not until the beginning of the 60s that the Supreme Court ruled that music played on the radio should be paid for.

Together with the state radio and television company SR (there is no private broadcasting in Sweden), STIM works out a lump sum which has to be paid for music played on national and local stations. Agreements are made on a three-year basis and the current annual figure is about Skr 40-43 million.

National radio must report every composition played where-as local stations report on the basis of a random sample with the help of the National Central Bureau Of Statistics. At the end of the year, all reports are collated and on the basis of this, STIM's members can be remunerated accordingly.

Local community radio is not covered by this system and must

■ continued on page 24

PERFORMANCE RIGHTS

continued from page 23

buy a 'music licence' every six months. The cost of this licence depends on the size of the population in the station's area. There are four population-size categories ranging from the 'cheapest' with less than 20,000 inhabitants to areas with populations of over 300,000.

A further classification is made whereby community stations decide how much music they will play during the six-month period. Here there are nine different groups; the first has a maximum of three hours airplay and the last allows unlimited airplay.

So a station in an area with a population of over 300,000 which wants to play an unlimited amount of music will have to pay Skr 44,600 at current rates, which is the maximum fee for any community radio.

According to Margita Jardefelt of STM, community radio will probably also have to report what music it plays in more detail in the future. ■

Denmark

Denmark is the only country in Europe where payment for use of music is not dependent on airplay. KODA, the national rights organisation, receives money from public broadcaster Danmarks Radio based on 14,425 transmission hours per year. Joergen Blomquist, KODA's Legal Adviser: "Payment is based on the number of transmission hours with or without music." Payment is basically divided into 5% of revenue if the broadcaster only operates radio, and 2.35% if it receives TV and radio licence fees.

The same applies to the fee paid by Denmark's 200 local private radio stations. This fee comprises 5% of their income, with a minimum which increases according to the potential listening audience and also rises progressively as the number of transmission hours increase in sections of 100 or 200 hours.

In 1987, a station which transmitted for up to 500 hours during

the year, paid about Dkr 9,000. Blomquist: "If the amount of music used is less than 25% of the total transmission hours, the minimum fee is reduced by 25%."

Local TV stations pay 3% of their income under an agreement which is currently being re-negotiated. For the first 100 transmission hours the fee per year is Dkr 11,000. From 101-200 transmission hours Dkr 130 per hour is paid in addition to the Dkr 11,000. If there are more than 200 transmission hours the additional fee is Dkr 150 per hour.

Blomquist says if needletime was introduced, it would cause enormous practical problems in administration; there were 4.1 million performances on local radios in Denmark last year. Blomquist: "If we were to regulate all of them then our costs would exceed our income from this area." And he thinks there would be a 'cultural' problem: "It would not be good for us, the consumer, or for the composers. A DJ should not have the economic responsibility when playing records." ■

Norway

Norway's public broadcaster NRK pays the country's rights organisation TONO a lump sum annually for the right to play music on its two radio stations and TV channel. This year NRK paid TONO Nkr 24 million.

Payments by private radios are currently based on an interim arrangement which has been in operation since 1985. The private have to pay a minimum fee which is based on the potential listening audience. For stations in Oslo the minimum figure is Nkr 10,000 a year; stations with a potential listening audience of 50,000 or lower only pay Nkr 3,000 annually.

The stations have three options on which payments can be based: 5% of costs, 5% of income or an amount per music hour. The amount per music hour is again based on the potential listening audience. Those stations which pay the Nkr 10,000 annual fee must pay Nkr 60 each hour, those on the Nkr 3,000 level must pay only Nkr 12 per hour.

This agreement is being reviewed following the decision

to allow advertising on these stations in July this year and Cato Strom, Assistant Director of TONO hopes a new agreement can be announced early next year. ■

Finland

Performance rights payments in Finland have been a constant source of controversy and broadcasters consider current tariffs far too high and too complex.

In some cases copyright payments to TEOSTO and GRAMEX, the two main copyright organisations in Finland, can be between 10% and 15% of a station's annual turnover, second only to the cost of labour. The cost of this then would also be a 'cultural' problem: "It would not be good for us, the consumer, or for the composers. A DJ should not have the economic responsibility when playing records." ■

State-broadcaster YLE pays TEOSTO a lump sum of US\$ 5 million annually for use of copyright music in its nationwide radio and TV programmes and another US\$ 350 - US\$ 1,000 (depending on estimated potential listeners) per music hour for its regional radio stations. These payments totalled around \$US 250,000 last year.

GRAMEX, which represents artists and producers, gets US\$ 10 (national) and around US\$ 5 (regional) per minute. These payments totalled around US\$ 3.5 million in 1987.

The picture is even more complicated as far as independent local stations are concerned, because there are commercial and non-commercial stations, big and small operators, and extra charges (not applicable to YLE) such as 'turnover factor' and a 'degree of domestic value'.

An independent commercial FM station could pay TEOSTO an annual sum of anything between US\$ 400 and US\$ 10,000 annually, plus US\$ 2 to US\$ 75 per music hour. In 1987 the independents played some 25,000 hours of copyright music and paid TEOSTO a total US\$ 80,000.

GRAMEX charges independents with a minute charge ranging from US\$ 0.30 to US\$ 2, based on an estimated potential listenership. In addition, GRAMEX gets 0.5% to 5% of the sta-

tion's annual turnover, this charge being closely linked to the amount of domestic music played - the more domestic repertoire played, the smaller the charge. ■

Spain

The whole payments procedure between Spain's radio stations and the authors' society SGAE is under review. Long-standing disputes have seen both parties in and out of court.

The SGAE is currently negotiating with the private stations to pay 3.75% of all revenue from advertising, sponsorship and programme sales. Until now, stations have paid approximately 2% but SGAE hopes to reach the targeted figure of 3.75% for performing rights within seven years. No time limit on the amount of records played has been imposed until now, but when the new contract is drawn up, a system of varying percentages dependent on time will be introduced. Private broadcasters pay no mechanical rights in Spain.

State radio, RNE and Radio Cadena, are part of the general state broadcaster, RTVE, so that negotiations with the public broadcaster include both radio and TV. Last April, SGAE took RTVE to court and the tribunal ruled that 1% of net advertising revenue should be paid for performance rights and 0.3% for mechanical rights. SGAE is, however, pushing for 2.8% of total revenue for performance rights and 1.1% for mechanical rights. ■



Performance Rights In Europe was researched by Nigel Hunter, Robert Lyng, Stuart Ward, Deborah Tunman, Kari Helopallo and Marc Mues. Compiled by Abi Darwalla.



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The Major Publishing Successes Of 1988

Music & Media talked to the leading European music publishers about their major successes in 1988 and their hopes and plans for 1989. As well as the Top 10 publishers with the greatest chart success, we include PolyGram Music in the following survey because of its growing importance in today's publishing world.

Top 10 Euro Publishers

1. Warner Chappell
2. All Boys Music
3. Virgin Music
4. EMI Music
5. MCA Music
6. Chrysalis Music
7. Zomba Music
8. Rondor
9. SBK Songs
10. BMG

Top 10 Euro Publishers is compiled by EMR, based on Music & Media's weekly Eurochart Hot 100 Singles from October 1987 to October 1988. The Hot 100 only indicates original publishers.

Warner Chappell Music

Robin Godfrey-Cass, Managing Director of Warner Chappell Music in the UK, will not forget 1988 in a hurry. The merger of Warner Brothers Music and Chappell Music - the largest in music publishing history resulting in the biggest grouping of copyrights (about 750,000) - was confirmed just after MIDEEM.

Godfrey-Cass: "The basic difference creatively between the two companies was that Warner Brothers went for at least 80% bands in its acquisition policy whereas the Chappell policy was more for signing non-performing songwriters and getting covers on their work. We have dealt with this by establishing a department which looks after the writers and another specialising in acquiring

new groups and liaising with the bands."

That was just one of the many tasks and problems confronting him. The merger effectively ended two different publishing ways of life, particularly in the long-established Chappell case - inevitably, opinions differed and people went.

But he is pleased with the way the creative departments are shaping up, mentioning two promising signings in Hothouse Flowers and London Beat and the international renaissance of Jim Capaldi.

"Warner Chappell is a really good creative house. Our next step is to establish in-house production facilities. We are putting together a production company and we have done a deal giving exclusive rights to WEA Records. We find the groups, the agents, the managers, the lawyers and then the record companies for our signings, so we should get involved in production as well." ■

All Boys Music

The list of artists signed by All Boys Music, the publishing wing of the Stock, Aitken & Waterman empire, is a cross section of the year's charts: Sinitia, Rick Astley, Bananarama, Kylie Minogue, Mel & Kim, Hazell Dean, Princess and Dead Or Alive.

Peter Waterman expects new sounds and directions in 1989 and, of course, All Boys will be fully involved in any developments on the music scene. Waterman is also enthusiastic about the latest Stock, Aitken & Waterman single, *SS Paparazzi*, which had just entered the UK chart at press time.

Waterman: "And we have discovered two young sisters - they



Andy Cox and David Steel (of Fine Young Cannibals) wrote *Heat It Up* for Wee Papa Girl Rappers which, together with *Rock Da House* by Beatmasters Featuring Cookie Crew, were two of the most successful dance records to cross over in Europe.

Lewis: "I am particularly pleased with the success of our French affiliate. As well as scoring with almost all those just mentioned, they have dominated the domestic scene with national signings like Etienne Daho, Liane Foley and Les Visiteurs."

Virgin's Swedish affiliate achieved a gold album through domestic artist Tommy Nilsson and a hit single written by the evergreen Russ Ballard - *I Can't Dance Alone*, recorded by Tove Naess.

are tentatively called The Reynolds Girls. They need a bit of work, but they have a lot of promise. I found them through my Radio City programme."

Stock, Aitken & Waterman are the kings of sampling but it is a label they do not like because of their range of ideas and plans in other directions. "Most people have stopped sampling except the underground," comments Waterman. "Those who still use it seem to have learned to ask permission first and clear the copyright." ■

Virgin Music

Managing Director Steve Lewis points to the considerable European success for Virgin Music during 1988 with acts such as Terence Trent D'Arby, Johnny Hates Jazz, T'Pau, Bros, Pet Shop Boys, OMD and the Christians.

Virgin writer Stephen Street co-wrote the entire Morrissey album *Viva Hate*, a good seller throughout Europe. Another contracted writer, Ellen Shipley, wrote *Heaven Is A Place On Earth* and *Circle In The Sand* for Belinda Carlisle who enjoyed big belinda and album sales.



Lewis believes the more traditional styles of songwriting are gaining ground. "I am aware the Americans are paying a great deal of attention to groups favouring the older fashion... Bros and T'Pau are doing tremendously well everywhere in the world. It is a reaffirmation of the fundamentals in songwriting values." ■

■ continued on page 29





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CBS

continued from page 27

EMI Music Publishing

A major event for EMI Music Publishing (EMIMP) this year was its move across London's Charing Cross Road into modern premises which have brought all departments under one roof.



Managing Director Frans De Wit reports a healthy 1988. Belinda Carlisle reached no. 2 in the singles list and double platinum for her album. The Pet Shop Boys topped the chart with *Always On My Mind* and four EMIMP cuts were on the *Dirty Dancing* soundtrack album which sold over 700,000 copies in the UK and one million in West Germany. And songwriter Gerry Goffin was back in the limelight with *Nothing's Gonna Change My Love For You*, recorded by Glenn Medeiros.

EMIMP classics continued to show their strength with Phil Collins' cover of *A Groovy Kind Of Love*, UB40 & Chrissie Hynde's cover of *Breakfast In Bed* and Kylie Minogue's *The Locomotion*.

More recent talent and copyrights also did well, including the Wedding Present, The Parachute Men, The Chesterfields, The Milltown Brothers and The House Of Love. Songwriter David Austin did well by co-writing a track with George Michael on the *Faith* album which has sold 15 million copies.

De Wit: "It has been an excellent year. We set ourselves a high target financially which we will meet and probably exceed. We look at the future with confidence."

He says that, following the massive merger between Warner Brothers Music and Chappell,

other major publishing houses have no choice but to follow a similar path to keep the balance right. The remark comes in the midst of rumours about a possible EMIMP bid for SBK Songs (see Music & Media issue 49). ■

MCA Music

The year 1988 started well for MCA Music with international success for contracted writer Allee Willis who co-wrote *What Have I Done To Deserve This* recorded by Pet Shop Boys & Dusty Springfield.

This was followed by *House Arrest* by Krush, *Beat Dis* by Bomb The Bass, *Doctorin' The Tardis* by The Timelords (which featured the Gary Glitter/Mike Leander song *Rock & Roll*). And more recently, Milli Vanilli made several no. 1s in Europe with *Girl You Know It's True*.

MCA Music's stable of UK songwriters is prospering and includes Phil Pickett who has been co-writing with Albert Hammond and Labi Siffre. And there is Robyn Smith who has had a song covered by Amazulu. A song she co-wrote with Junior Giscombe will be recorded by the legendary Smokey Robinson.

Brands: "It has been an extremely good year for us. We have enjoyed the best chart activity we have ever had and we will definitely set a new financial record by the end of the year. With our new creative team in place, we are expecting 1989 to be even better as our new signings come through. Europe is a very important market and France and West Germany are two of its biggest elements. 1992 is already here for us." ■



Chrysalis Music

Stuart Slater, General Manager of Chrysalis Music, is confident that 1988 will go down as the best 12 months in the history of the company.

Slater takes some personal satisfaction from this year's good results. He originally worked at Chrysalis Music six years ago and transferred to head the A&R department of Chrysalis Records before returning to his old publishing department. He finds it gratifying to see signings he made before switching to A&R - like Wet Wet Wet, Simon Climac and Five Star - have done well.

The association with Dizzy Heights Music, the publishing arm of Nigel Grainge's Ensign Records, is profitable through the writing of Sinead O'Connor and the recordings of artists such as The Waterboys and The Bible. Other Chrysalis copyrights are thriving through the albums of Van Morrison & The Chieftains, Billy Idol and Huey Lewis & The News.



Slater: "We're going to build on what we've got by signing new acts and bringing them through in a two or three-year time span. 1992 will be upon us soon and the new copyright act will soon be law."

"It's time to get more involved in the business of music publishing with catalogue acquisitions and international expansion plans. We've got Chrysalis Music established in the UK, the US and Scandinavia, and we will be opening offices elsewhere."

Slater sees publishing as being in a period of transition, needing protection from damaging changes in the law and trading practices. ■

Zomba Music

One of the distinctions scored by Zomba Music during 1988 was an album in the US top 10 for over six months - *Hysteria* by Def Leopard. It was the highlight of a busy, varied and productive year, according to Director Ralph Simon.



"We have had good results in creating opportunities for songwriters we have been developing in London. For instance, Jonathan Butler has had songs recorded by George Benson and Al Jarreau, among others. Our writers are also helping to break new acts as in the case of Hamish Macdonald with the Wee Papa Girl Rappers."

Simon places great value on the company's songwriters. Zomba is building a new writers' complex in its New York premises, based on the design and principles of the one in London. It is a place where the contracted writers can meet, talk, swap ideas, start collaborations, enjoy light refreshments and use the high technology facilities for putting down their songs in a relaxed environment.

Zomba is also growing in the area of background music libraries. Its acquisition of the Chappell Recorded Music Library during the year gives it control, says Simon, of two (the other one being Bruton Music) of the four major music libraries in the world.

Simon believes the quality of popular music is improving. "There is a swing back to real musicianship with the added attraction of songwriting that combines musicality with modern technology." ■

■ continued on page 31

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Rondor Music (London)

Managing Director Stuart Hornall has an impressive set of statistics at his fingertips relating to 1988's achievements. Black sold 1.3 million albums up to October and his new LP is already charting in West Germany. And there has been chart action in both single and album form via Climie Fisher recordings and Sam Brown in West Germany and Holland.

Rondor writing talents like Graham Lyle, Will Jennings and Rod Temperton go from strength to strength, as does Chris De Burgh, and the Dire Straits album *Greatest Hits - Money For Nothing* notched up three million sales in one month. And there is a promising new band from Norway, One 2 Many, already a success in their own country.



Hornall: "It has been a hell of a year for us, with 70 A-side singles, 20 of them top 50, and 220 albums released containing Rondor songs." He believes the music scene needs "something a little new" and says a band from Belfast, The 4 Of Us, is exactly that.

"We have seen Warner & Chappell getting together and we are inundated with writers who want to go somewhere where they will get a little personal attention. Rondor has seven people working in the professional department to provide that and much more. We do our job working on the songs - which is what publishers are supposed to do."

SBK Songs

Apart from joining SBK from Warner Chappell, SBK Songs UK Managing Director Peter Reichardt will remember 1988 for Enya. "I was convinced as



soon as I heard her work," he recalls, referring to the lady who topped the UK singles chart with *Orinoco Flow*.

"It could have been a publisher's nightmare. I had set a deal already and then the record took off. But her advisers were very fair and stayed with the original terms of the agreement, apart from raising the advance a bit which was understandable." Another lady high in his professional affections is Tracy Chapman whose debut album reached no. 1 in Music & Media's European Top 100 Albums. SBK not only publishes her but also produces her records.

SBK Songs will maintain its 'aggressive stance' in 1989 competing strongly for new talent and keeping an eye on any established publishing catalogues which might become available.

"We have not got a record company looking over our shoulder all the time," Reichardt points out, emphasising the independent status of SBK. "It is very likely we will get our own production company off the ground here in the UK in 1989 like the one in the US. That in turn could be the start to a fully-fledged SBK Records label during the next two or three years."

BMG Music

BMG Music has been undergoing some restructuring during 1988, says Managing Director Paul Curran. He is eager to point out that although BMG Music belongs to the same family as BMG Records, the publishing company is independent in thought and action.

Curran: "Historically, publishing companies which are part

of a record group have relied heavily on that record company's product as a source of copyrights. That's not the case here. Our UK writing roster is about 50-50, and we're not hand in glove with everything BMG Records may do."

For example, All About Eve, who will qualify for a platinum album for their debut LP by Christmas, are signed to Phonogram and so are The Mission. Meanwhile, Pop Will Eat Itself were signed with BMG Music a year before sister company RCA Records took on the band for recording. And next year BMG Music will continue signing talent in which it believes, "filling the middle ground that A&R no longer does".

Diana Graham, BMG Music International Vice President, says the company opened two new offices this year; the one in Sweden is headed by Stefan Ecklund, ex-Warner Chappell, and the one in Greece is in the hands of Costas Zougris, ex-Intersong. In West Germany there has been some consolidation by closing Ciclus Music in Hamburg and transferring to BMG UFA in Munich.



Graham, ex-Chappell herself, took over the BMG International side on July 1 and had made 36 deals by early November. They cover a wide spectrum including acts such as Jane Wiedlin, Bobby McFerrin, Leonard Cohen for some territories, Living In A Box, and Rod Stewart's writer Jim Cregan for the world. ■

PolyGram International Music Publishing

"A terrific year" is how Managing Director David Hockman describes 1988 for PolyGram International Music Publishing. "We have built on the foundations we started two-and-a-half years

ago by developing our own strategy, acquiring proven catalogues and finding and grooming new talent. We have made substantial progress and our purchase of the Welk catalogue was a landmark."

Hockman is enthusiastic about "the wonderful copyrights" coming from signings such as Michelle Shocked, Wonderstuff, Roachford, Big Bam Boo and Del Amitri. There are tracks on new albums by The



Waterboys and Bon Jovi, and songs from Marvin Hamlisch are bearing "considerable fruit" (such as Roberta Flack's recording of *All Caught Up In Love* which was released in the US).

Hockman: "I have believed for a couple of years that one of a publisher's key roles these days is identifying new talent. It should be found at an early stage and brought to the marketplace when it has been groomed and prepared. It is a costly business and one of the difficulties in the UK is that the role a publisher could play in developing both copyrights and talent is not fully appreciated by the artists' advisers. That lack of appreciation gives rise to deals which defy commercial reason."

Hockman says that the publishing industry needs the courage to resist unrealistic deals and must enlighten artists and their advisers about the positive and creative role publishers can fulfil.

PolyGram Publishing is already making its mark internationally, with successes in the UK, France and the US. And it plans to start its own operations in Australia, Spain, Italy and Scandinavia to give the company worldwide presence and coverage. ■

Interviews by Nigel Hunter.

by Diana Huius

THIS WEEK		ARTIST	COUNTRY CHARTED	LAST WEEK		ARTIST	COUNTRY CHARTED	THIS WEEK		ARTIST	COUNTRY CHARTED	LAST WEEK	
LAST WEEK	MOVEMENT			TITLE	ORIGINAL LABEL			LAST WEEK	MOVEMENT			TITLE	ORIGINAL LABEL
1	1	Dire Straits	UK	1	1	Erte	GER	35	33	Glenn Medeiros	USA	69	69
		Money For Nothing	WEA			Kamit Sawaichun Sade	FR			Not Me (After Hours)	FR		
2	2	U2	UK	2	2	Sandra	ITA	36	31	Maurice Andre	FR	70	70
		Rattle & Hum	WEA			Le Maitre Du Moi Meme	FR			Cliff Richard special in MGM	FR		
3	3	Tracy Chapman	UK	3	3	Sade	UK	37	35	Wet Wet Wet	UK	71	71
		Tracy Chapman	WEA			By Your Side	UK			Popstar In Soul: Out: Heaven	UK		
4	4	Pet Shop Boys	UK	4	4	Eros Ramazzotti	ITA	38	34	George Michael	UK	72	81
		Respectable	WEA			Mica E'000	ITA			Faith	UK		
5	5	Pink Floyd	UK	5	5	Jennifer Rush	UK	39	31	Antonio Venditti	ITA	73	74
		Delicate Sound Of Thunder	WEA			Pam	UK			In Questo Mondo Di Ladi: New Album	ITA		
6	6	Kylie Minogue	UK	6	6	The Traveling Wilburys	UK	40	34	Michel Jonasz	FR	74	77
		Let's Get Back	WEA			Travelling Wilburys Vol. 1: Heavy Royal CD	UK			La Fabrique Histoire De Mister Swing	FR		
7	7	Chris Rea	UK	7	7	Edith Piaf	FR	41	40	Level 42	UK	75	66
		Blue	WEA			Prof - 25eme Anniversaire	FR			Staring At The Sun	UK		
8	8	Manic Street By Five	UK	8	8	Paul Simon	UK	42	46	Olra Haza	HUN	76	44
		Generation	WEA			Negatives And Love Song 1971-1980	UK			Staying In	HUN		
9	9	Jacques Brel	FR	9	9	Kim Wilde	UK	43	36	Lucio Battisti	ITA	78	78
		Les Amis D'Amour	WEA			Close	UK			L'Apprentice: Novecento	ITA		
10	10	Soundtrack - Buster	UK	10	10	Yello	UK	44	24	Mina	ITA	79	76
		Buster	WEA			Flag	UK			Risveglio	ITA		
11	11	Fleetwood Mac	UK	11	11	Human League	UK	45	41	Renée Trempy	FR	80	87
		Greased Hair	WEA			Great	UK			Encore Du Hardie According To C&S	FR		
12	12	Chris Rea	UK	12	12	Jan-Jacques Goldman	FR	46	44	Anita Baker	UK	81	47
		Through The Old Windows	WEA			Entre Ciel Et Gris Fonce	FR			Giving You The Best That I Got	UK		
13	13	Womack & Womack	UK	13	13	Barbra Streisand	UK	47	47	Roxette	UK	82	83
		Confidence	WEA			Till I Loved You	UK			Sharp Dressed	UK		
14	14	Cliff Richard	UK	14	14	Sam Brown	UK	48	47	Mixed Emotions	UK	83	78
		Private Collection	WEA			Stop And	UK			For You	UK		
15	15	Aerzte	UK	15	15	Toten Bossen	GER	49	42	The Waterboys	UK	84	86
		Live - Nach Uns Die Sintflut	WEA			Ein Kleines Bisschen Horrorshow	GER			Fisherman's Blues	UK		
16	16	Bananarama	UK	16	16	Renaud	FR	50	41	Alexander O'Neal	UK	85	76
		The Greatest Hits Collection	WEA			Piran CD	FR			Heavy Sea	UK		
17	17	Rick Astley	UK	17	17	Marillion	UK	51	38	James Last & Barden Stenberg	FR	86	87
		Hold Me In Your Arms	WEA			The Thieving Magpie	UK			Flute Fiesta	FR		
18	18	Michael Jackson	UK	18	18	Rondò Veneziano	ITA	52	42	Nicki	UK	87	87
		Bad	WEA			Passa Venezia	ITA			Radio Barbra	UK		
19	19	Andrew Lloyd Webber	UK	19	19	Duran Duran	UK	53	47	Johnny Clegg & Savuka	UK	88	79
		The Premier Collection	WEA			Big Thing	UK			Shadow Man	UK		
20	20	Michel Sardou	FR	20	20	Mireille Mathieu	FR	55	53	Les Plus Grands Succes	UK	89	82
		La Meme Eau Qui Coule	WEA			Les Plus Grands Succes	FR			The First Of A Million Kisses	UK		
21	21	Mylene Farmer	FR	21	21	Bobby McFerrin	UK	56	54	Diezel And Dust	UK	90	90
		Amis Symples	WEA			Peace	UK			Mauro Soccio	UK		
22	22	Yazz	UK	22	22	Gianna Nannini	ITA	57	34	Mauro Soccio	UK	91	83
		Wanted	WEA			Malamattino	ITA			Mauro Soccio - Ragged Cafe	UK		
23	23	Jon Bon Jovi	UK	23	23	Brother Beyond	UK	58	37	Lucio Dalla & Gianni Morandi	ITA	92	94
		Never Say Never	WEA			Get Even	UK			Dalla - Morandi Kisses	ITA		
24	24	INXS	UK	24	24	Mili Vanilli	UK	59	57	Phooh	UK	94	94
		Kick	WEA			All Or Nothing	UK			Olasi	UK		
25	25	Soundtrack - Le Grand Bleu	FR	25	25	Etienne Daho	FR	61	63	BZN	UK	95	91
		Le Grand Bleu	WEA			Four Not Two	FR			Enfants D'Europe	UK		
26	26	Tanita Tikaram	UK	26	26	Wet Wet Wet	UK	62	62	Europe	UK	96	96
		Inner Heart	WEA			The Memphis Sessions	UK			Out Of This World	UK		
27	27	Bryan Ferry	UK	27	27	BAP	UK	63	44	Flippers	UK	97	97
		The Ultimate Collection	WEA			Capo	UK			Nur Fier Dich	UK		
28	28	Engelbert	UK	28	28	Herbert Groenemeyer	UK	64	58	Gianna Nannini	ITA	98	98
		Label Engbers	WEA			On	UK			Masao E' Altri	ITA		
29	29	Jon Michel Jarre	UK	29	29	Dire Straits	UK	65	48	Roland Kaiser	UK	99	99
		Revolutions	WEA			Brothers In Arms	UK			Steinbecker	UK		
30	30	La Compagnie Creole	UK	30	30	A-Ha	UK	66	44	John Farnham	UK	100	100
		Les Plus Grands Succes	WEA			Stay On These Roads	UK			Age Of Consent	UK		
31	31	Pasadenas	UK	31	31	T'Pau	UK	67	53	Original Naabtal Duo	UK		
		To Whom It May Concern	WEA			Die Besten	UK			Parona Baritone	UK		
32	32	Sting	UK	32	32	Original Naabtal Duo	UK	68	75				
		Nothing Like The Sun	WEA			Parona Baritone	UK						
33	33	Roger Whittaker	UK	33	33								
		Die Besten	WEA										
34	34	Roy Watermark	UK	34	34								
		Watermark	WEA										

EUROPE

Only a few weeks after the big Cliff Richard special in MGM to celebrate his 30th year in the music business, he has started another serious attack on the European charts. This week, his Christmas single *Mistletoe And Wine* shoots from 28 to 5 in the Eurochart. Hot 100 singles, while still only charted in the UK and Ireland. The highest new entry in this chart is for Neighbour mates **Kylie Minogue** & **Jason Donovan** with *Especially For You* (in at 9). Another high debuter is **Erasure's E.P. Crackers International** from which the track *Serp* gets the most airplay in Europe. However, **Bobby McFerrin** sticks unbeaten on top, closely followed by **Enya**, whose *Orinoco Flow* moves from 4 to 2. The same single has actually been toppled from the no. 1 position of the Airplay Top 50 which is now occupied by **Phil Collins**. The **Four Tops** have highest entry in this chart with *Loco In Acapulco* (36).

UNITED KINGDOM

In the year in which Cliff Richard celebrates 30 years in show business, he can add another no. 1 hit to his list: the Christmas single *Mistletoe And Wine* jumps from 7 to 1. The single is selling more than twice as much as the duet between **Kylie Minogue** & **Jason Donovan**, *Especially For You*, which is at no. 2. The wedding theme from 'Neighbours', *Suddenly*, by Rose Tattoo singer **Angie Anderson**, shoots from 16 to 3. Other fast moving records are: **Rick Astley's Take Me To Your Heart** from 12 to 8 (Astley's album enters at no. 8 in the LP chart); **George Michael's Kissing A Fool** (18-24); **Status Quo's Burning Bridges** (20-34); **Petula Clark's Downtown '88** (24-37); **Beach Boys' Kokomo**, from 33 to 25 (taken from the soundtrack to 'Cocktail'); and **A-Ha's You Are The One** (28-42). New are: **Erasure's E.P. Crackers International**; **Inner City with Good Life**; **New Order's Fine Time**; and **Bon Jovi's Born To Be My Baby**.

SWITZERLAND

An unchanged top 3 with **Phil Collins** on top, **Bobby McFerrin** in second position and **Womack & Womack** in third (Teardrops). There is no much happening in the Swiss chart, the only good move is for **Art Of Noise** with *Mon Mec A Moi*; **Kar Moore's S'Express** with *Superfly Guy*; **Womack & Womack's Teardrops**; and **Pet Shop Boys' Domino Dancing**.

BELGIUM

Womack & Womack's Life Is Just A Ballgame shoots from 37 to 26 while their *Teardrops* remain unbeaten on top of the Belgian top 50. **Enya's Orinoco Flow moves to the second position and the **Wee Papa Rappers** move back to the third spot. **Michael Sardou** and **Samantha Fox** are new in the top 10. **La Meme Eau Qui Coule** jumps from 14 to 8 and **Love Skips 7** places from 16 to 9. Other fast movers are **Rick Astley's Take Me To Your Heart** (11-21) and **Phil Collins' Two Hearts** (16-24). The highest entry is at 36 and only is for Belgian act **Les Muscles** with *Le Fete Au Village*.**

FINLAND

Kylie Minogue's Je Ne Sais Pas Pourquoi enters straight in at no. 1. She replaces **Yazz** who is now in third position. **Spagna** completes the female line-up at 2 with *I Wanna Be Your Wife*. **Fanny's Fools Cry** debuts at 4. Also new are: **Lilli & Susbie** (*We Were Only Dancing*); **Samantha Fox's Love House**; **Born The Bass (Magbass)**; **Rick Astley's Take Me To Your Heart**; **Helloween's I Want Out**; **Sandra's Secret Land**; and **Barbra Streisand** with **Don Johnson's Till I Loved You**.

DENMARK

Phil Collins' A Groovy Kind Of Love sticks firmly on top followed by **Bobby McFerrin**. Collins also appears at no. 3 (from 9) with *Two Hearts*. **Rick Astley**, however, has a good chance of beating the Collins domination as his *Take Me To Your Heart* enters straight in at 4. Other debuting records are: **Erasure's E.P. Crackers International**; **Tino with Jeg Sir' Hoid**; **Nik Kershaw's One Step Ahead**; **Inner City's Big Fun**; and **Back To Back with Perfect Girl**.

GERMANY

Bobby McFerrin spends his sixth week at no. 1. **Enya** climbs one notch from 3 to 2 and **Womack & Womack** fall back to the third position. The rap/scratch/cid song mixed with AB-Ba's *SOS, Bring Me Edelweiss* by

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MUSIC
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Dominique & The Wondertoys

Irene (Phonag/Switzerland). Contact: Fink & Star/Ur's
Ullmann/tel:41.1.271820/fax:2713350

Switzerland delivers the goods yet again. This band make quirky and highly entertaining pop music that has hit potential. Licensing and sub-publishing available everywhere except Switzerland.

Leningrad Cowboys

The Beast In Me (AMT/Finland). Contact:
Atte Blom/tel:358.0.7015219/fax:701802

A hard pop song that features ex-Members singer Nick Tesco. Exciting stuff that is a combination of The Cramps, Human League and garage rock. Rights still available for most of Europe.

Transit

You Can't Stop The Fire (K-Tel/Switzerland). Contact: Matthew Nzezy
telf:41.1.4617914

A tremendously talented and extraordinary rock band from Switzerland who have produced something really special for their second single. Great song and an unexpected but supremely tasteful piano beat. Licence available for the world except Switzerland and no publishing deal yet.

Little Brother

Sacrifice (Cypress/UK). Contact: Wild Life/
Greg Rogers/tel:44.1.7392400/fax:7391925

Modern soul with a big, generous production and an infectious sense of fun. More quality chart-oriented material from this London-based company. Licence and sub-publishing rights still available for all territories including the UK if you are very lucky.

Steven's Nude Club

Fashion (Lux-Noise/Switzerland). Contact:
Michael Hediger/tel:41.64.714386/fax:718008

A strange band this. Their music has the wacky, throwaway quality of Gruppo Sportivo and like a singer who sounds like Captain Beefheart but looks like Phil Oakley. A great live act and a real hope for more good things to come. Licence and sub-publishing available for the world except Switzerland.

Records mentioned on this page are by promising acts which have potential for breaking into the pan-European market. The selection is done by the editorial team of Music & Media. Radio & TV programmers wanting to play the material mentioned here should be aware that not all records are necessarily released in every territory. International A&R managers and music publishers on the look-out for new deals should contact the original master publishing owners. Country of origin and contact numbers are listed as known. Those wishing to submit material to this section should send their records, biographies and photos to: Music & Media, Gary Smith, PO Box 50558, 1007 DB Amsterdam, Holland.

Talent Tracks

PROMISING ACTS

WORTH WATCHING



by Gary Smith

UPDATE

Fingers Inc.

Can You Feel It (Desire/UK). Contact:
Fiction/Chris Parry/tel:41.1.7239289/
fax:729284

The nearest that house has got to jazzfunk so far. A combination of rousing rap done in a preacher style and a smooth backing, interesting stuff. Licence still free for Europe.

Mauro Scocco

Sarah (The Record Station/Sweden).
Contact: Nutta Hultman/tel:46.8.540035/
fax:518952

A really nice song this one, with its opening country and western tinge and a strong vocal performance by Scocco. This is the current Swedish no.1 and indeed it is a song that could repeat that performance elsewhere. Licence and sub-publishing available outside Scandinavia.

Apple Mosaic

Hole (Off The Track/France). Contact: Peter
Murray/tel:33.1.4011800/fax:40116057

After two excellent but widely ignored singles on Virgin, this band have recently signed to the French independent OTT. This track taken from their latest LP is a good indication of their song writing strength and musical ability. Licence available for the world except France.

Twice

Why Don't You Open Your Heart

(EMI/Germany). Contact: Jörg Beutner/
tel:49.221.4962227/fax:4972325
A combination of Milli Vanilli's *Girl You Know Its True* and *I Need Love* by LL Cool J. Having said that, it is a very good track with an addictive chorus and a slow easy beat. A great soundtrack for an autumn day.

Ever since Zyx Records brought out the Frankfurt Sound compilation LP, there has been a renewed interest in that country that produced innovative acts like Kraftwerk, DAF and Can. The two most important tracks on the album are undoubtedly OFF's *Electric Salsa*, a huge Eurobeat hit, and *Where Are You?* by 16 BIT. Both are from Frankfurt-based Logic/Master Studios, run by DJ/Producers Luca Anzilotti and Michael Munzing.

The two men (incidentally they invented the Balearic Beat) see themselves as moderators between the underground scene and the wider commercial possibilities of today's charts. This combination of an ear to the 'underground' and a regard for chart positions has resulted in Logic/Master signing a unique deal with BMG/Ariola of Munich.

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TRANSIT



"You Can't Stop The Fire" (Main Single). Contact: Martin Schliesel, tel:017253683/fax:017253633. This special rock sound was produced by Andy Corner and mixed by the US soundartist Eric Prestidge (Loror for Grammy-Award), Sound-engineer 1987 etc.

make an initial pressing of 3,000 units which they also distribute themselves. More importantly, they use their other role as leading DJs of the Frankfurt club scene to gauge reaction to their new releases. Once they have sold the initial pressing, BMG takes over marketing and promotion of the Logic product.

The first release to benefit from the arrangement was *News Of The Week* by Glas (featured on Talent Tracks cassette no.5). The duo also has high hopes for hip-hop act The Exciting Girls and Rico Sparx's new single *As A As*.

More news from the Paris-based record company Off The Track. It has had some a deal with K-Tel for the whole of their back catalogue which includes classic '70s material from the 50s and 60s by Percy Sledge and Ben E King among others. It also includes the notorious *Hooked On Classics* series and Managing Director Pete Murray is confident it will do very well at budget prices on French supermarket shelves.

Its import of The Peel Sessions on the Strange Fruit label has been a success and the best seller so far is The Cure's LP. The company is also optimistic about the *Hard-core Holocaust* compilation. Negotiations are underway between Off The Track and several major UK record companies for a label deal. ■

Wanna Do Is Make You Mine, when the slowish A-cut runs out of airplay, as every effort is being made to ensure this is the top five for December 25!

On the albums chart, My Bloody Valentine clock up their second week at the top. The Happy Mondays' *Bummed* (Factory) enters at no. 5, and after much delay, the controversial Rapemam LP, *Two Nuns And A Pack Mule*, finally reaches retail and consequently no. 6.

The Subway label, which is responsible for the bulk of new beat product looks likely to continue the success of the last year as the latest dance craze from Belgium is currently making its first appearance in London clubs.

One of the UK's largest and most enduring indie labels, Red Rhino, is currently making a last minute bid to avoid alleged bankruptcy. The company, which also distributes all Carlet product to the north of the UK, is reported to owe around £1.5 million. Bands including the Wedding Present, The Waltones, The Corn Dollies and The Screaming Trees are currently released through its distribution arm. As one of the most important and longstanding pillars of the independent sector, its potential departure is both alarming and sad. ■

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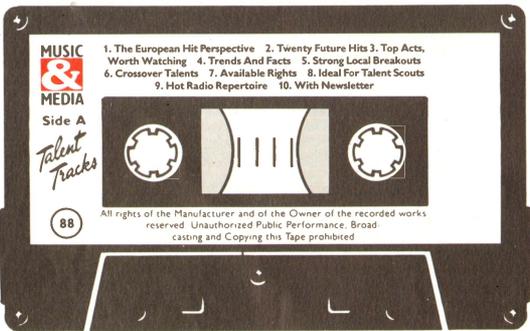
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PP : Powerplay
AD : Additions to the playlist
T : Tips
LP : Album of the week
CL : Clip
ST : Studio
IN : Interview

UNITED KINGDOM

BBC RADIO 1 - London
Chris Lyckett - **Prog.**
A List:
AD Cliff Richard - Mistletoe
B List:
AD Gloria Estefan - Rhythm Is In New Order - Fine Time
 Wee Papa Girl Rappers - Soul
 Climie Fisher - Love Is Life
C List:
AD Total Contrast - Waking

GREATER LONDON RADIO - London
Trevor Dann - **Head Of Music**
Top 5 playlist:
 Jeff Healey - Confidence
 George Michael - Kissin' EBTG - These Early Days
 Bruce Hornsby - Defenders
 Fleetwood Mac - As Long As

CAPITAL RADIO - London
Richard Park - **Prog.**
AD Black Box - A Day In Wee Papa Girl Rappers - Soul
 Gloria Estefan - Rhythm Is In New Order - Fine Time
 Pogues - Yeah Yeah Yeah
AD Belinda Carlisle - Love
 Bienda - Dennis '88

RTL 208 - London
Jeff Graham - **Prog.**
Dir
PP Gloria Estefan - Rhythm Is In New Order - Fine Time
 Pogues - Yeah Yeah Yeah
AD Belinda Carlisle - Love
 Bienda - Dennis '88

RADIO CITY - Liverpool
Tony McKenzie - **DJ/Prod.**
AD Will To Power - Baby
AD Bobby Brown - Prerogative
 Ron Jovi - Born To Be My Baby
 New Kids On The Block
 E John - A Word In Spanish
 Bananarama - Nathan Jones
 Buddy Holly - True Love

RED ROSE RADIO - Preston/Blackpool
Paul Fairburn - **Head Of Music**
AD Inner City - Good Life
 Steve Earle - Johnny Come Home
 Wee Papa Girl Rappers - Soul
A O'Neal - The Christmas Song
 Bill Withers - No Sunshine
 Milli Vanilli - Baby Don't
 Windjammer - Place In The Sun

METRO RADIO - Newcastle
Giles Squire - **Prog.**
AD Turner/Buffalo - What Becomes Belinda Carlisle - Love
 New Kids On The Block
 Ron Jovi - Born To Be My Baby
 Milli Vanilli - Baby Don't
 Wee Papa Girl Rappers - Soul

BRMS - Birmingham
Robin Walk - **Head Of Music**
AD Bill Withers - No Sunshine
 Angry Anderson - Suddenly

STATION REPORTS

WDR - Cologne
Werner Hoffmann - **DJ/Prod.**
AD Cliff Richard - Mistletoe
 Giant Steps - Another Lover
 Off - Everybody Baa
 Angry Anderson - Suddenly

BR - Munich
CKrusenik, Hillman, S.Tuecking
Pop Mack Ach
Five:
 George Michael - Kissin' Ml
 Ken Keslow - One Step Ahead
 Love & Money - Hallelujah
 Judson Spence - Yeah Yeah
 Robert Palmer - She Flakes
LP Al Jarreau - Heart's Horizon

SWANSEA SOUND - Wales
Ceri Evans - **Head of Music**
AD Cliff Richard - Mistletoe
 Bros - Cat Among The Pigeons
 Beach Boys - Kokomo
 George Michael - Kissin'

CHILTREN 97 & NORTANTS 96
Paul Robinson - **Ass. Prog. Contr.**
AD Bill Withers - No Sunshine
 U2 - Angel Of Harlem
 Kylie/Jason - Especially
 Chris Rea - Driving Home
 Escape Club - Wild Wild West
 Inner City - Good Life
 2 - Brave - Stop That Girl
 Steve Earle - Johnny Come Home
 Moody Blues - No More Lies
 Windjammer - Place In The Sun
 Erasure - Stop!
 Neneh Cherry - Buffalo

IRELAND

SUNSHINE 'HOT HITS' 101 - Dublin
Colin Russell - **Music Dir.**
AD Van Halen - Finish What You
 Boys Club - I Remember
 Tiffany - All This Time
 Joan Jett - Let's Start
 Bruce Springsteen - Santa U2 - Christmas (Baby Please)
 Wham! - Last Christmas
 Bryan Adams - Christmas Time
 Brendan Grace - I'm Getting

Q 102 - Dublin
Henry Owens - **Ass. Prog. Dir.**
AD Ron Jovi - Born To Be My Baby
 Peter Cetera - Best Of Times
 Tiffany - Radio Romance
 Cliff Richard - Mistletoe
 Cheap Trick - Good Now

GERMANY

SWF - Baden Baden
Ulrich Frank - **DJ/Prod.**
LP Hue & Cry - Remote
 Al Jarreau - Heart's Horizon
 Electric Circus - Hello

NDR - Hamburg
Reinhold Kujawa - **DJ/Prod.**
PP Fix & Fertz - Buffalo
 Neneh Cherry - Blonds
LP Udo Lindenberg - Casanova

WDR - Cologne
Buddah - **DJ/Prod.**
TP Santa - Claus - Christmas
 Erasure - Stop!
 Heaven - Train Of Love
 UB40 - Red Wine
 K.Weecker - Eis Weihnacht
 Yaz - Stand Up For Your Love
 BAP

WDR - Cologne
Sepphan Schabritz - **DJ**
AD Ron Jovi - Born To Be My Baby
 U2 - Angel Of Harlem
LP Midge Ure - Answers To

WDR - Cologne
Werner Hoffmann - **DJ/Prod.**
AD Cliff Richard - Mistletoe
 Giant Steps - Another Lover
 Off - Everybody Baa
 Angry Anderson - Suddenly

BR - Munich
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 Erasure - Stop!
 Heaven - Train Of Love
 UB40 - Red Wine
 K.Weecker - Eis Weihnacht
 Yaz - Stand Up For Your Love
 BAP

WDR - Cologne
Sepphan Schabritz - **DJ**
AD Ron Jovi - Born To Be My Baby
 U2 - Angel Of Harlem
LP Midge Ure - Answers To

WDR - Cologne
Werner Hoffmann - **DJ/Prod.**
AD Cliff Richard - Mistletoe
 Giant Steps - Another Lover
 Off - Everybody Baa
 Angry Anderson - Suddenly

BR - Munich
CKrusenik, Hillman, S.Tuecking
Pop Mack Ach
Five:
 George Michael - Kissin' Ml
 Ken Keslow - One Step Ahead
 Love & Money - Hallelujah
 Judson Spence - Yeah Yeah
 Robert Palmer - She Flakes
LP Al Jarreau - Heart's Horizon

SWANSEA SOUND - Wales
Ceri Evans - **Head of Music**
AD Cliff Richard - Mistletoe
 Bros - Cat Among The Pigeons
 Beach Boys - Kokomo
 George Michael - Kissin'

CHILTREN 97 & NORTANTS 96
Paul Robinson - **Ass. Prog. Contr.**
AD Bill Withers - No Sunshine
 U2 - Angel Of Harlem
 Kylie/Jason - Especially
 Chris Rea - Driving Home
 Escape Club - Wild Wild West
 Inner City - Good Life
 2 - Brave - Stop That Girl
 Steve Earle - Johnny Come Home
 Moody Blues - No More Lies
 Windjammer - Place In The Sun
 Erasure - Stop!
 Neneh Cherry - Buffalo

IRELAND

SUNSHINE 'HOT HITS' 101 - Dublin
Colin Russell - **Music Dir.**
AD Van Halen - Finish What You
 Boys Club - I Remember
 Tiffany - All This Time
 Joan Jett - Let's Start
 Bruce Springsteen - Santa U2 - Christmas (Baby Please)
 Wham! - Last Christmas
 Bryan Adams - Christmas Time
 Brendan Grace - I'm Getting

Q 102 - Dublin
Henry Owens - **Ass. Prog. Dir.**
AD Ron Jovi - Born To Be My Baby
 Peter Cetera - Best Of Times
 Tiffany - Radio Romance
 Cliff Richard - Mistletoe
 Cheap Trick - Good Now

GERMANY

SWF - Baden Baden
Ulrich Frank - **DJ/Prod.**
LP Hue & Cry - Remote
 Al Jarreau - Heart's Horizon
 Electric Circus - Hello

NDR - Hamburg
Reinhold Kujawa - **DJ/Prod.**
PP Fix & Fertz - Buffalo
 Neneh Cherry - Blonds
LP Udo Lindenberg - Casanova

WDR - Cologne
Buddah - **DJ/Prod.**
TP Santa - Claus - Christmas
 Erasure - Stop!
 Heaven - Train Of Love
 UB40 - Red Wine
 K.Weecker - Eis Weihnacht
 Yaz - Stand Up For Your Love
 BAP

WDR - Cologne
Sepphan Schabritz - **DJ**
AD Ron Jovi - Born To Be My Baby
 U2 - Angel Of Harlem
LP Midge Ure - Answers To



STATION REPORTS

Belinda Carlisle- Love Never B Lize:
AD Sande Show- Nothing Less
U2- Angel Of Harlem
W/ Harlem- Finish What You Oira Haza- Shaday
Al B Sure- Killing Me
Joan Jetz- Little Lar

Traveling Wilburys- Handle Breathe- How Can I Fall Enya- Orinoco Flow
LP U2- Angel Of Harlem
Traveling Wilburys- Vol 1 Bryan Ferry- Collection Black Comedy
Fleetwood Mac- Greatest Hits

Gloria Estefan- I,2,3 C.De Ville- Replacements C.S.N & Y- American Dream Tony Stone- Something About Robbie Nevil- On Holiday Tanita Tikaram- Twist Anita Baker- Giving You Los Lobos- I Wanna Be Like Chris Rea- Driving Home

G R E E C E

ATHENS 9.84 FM - Athens
Akita Everio- Head Of Progr. Airplay top 10:
Michael Jackson- Criminal Robin Beck- First Time Yaz- Standing Up For Your Love Bryan Ferry- Let's Stick Robbie Gray- Don't Be Afraid Bangles In Your Room Chris De Burgh- Missing You Anita Baker- Giving You Womack & Womack- Ballgame Luther Vandross- Any Love

STUDIO 102 - Stockholm
Johan Bring- Progr. Dir
AD Petula Clark- Downtown '88
AD Charlie- It's A Mystery Bomb The Bass Little Prayer Sheena Easton- The Lover Will Downing- Free Al Jarraso- So Good Cliff Richard- Mistletoe

D E N M A R K

DANMARKS RADIO - Arhus
Left Wivelled- Head Of Progr. Top 5 LP playlist:
DoDo & The Dodo's Thea Helling- Nogen Vak TV2- Naermet Lykkelig U2- Raste And Hum Tracy Chapman

RADIO MALMO - Malmo
Bengt Eriksson- Progr. Dir
AD Rob 'n Raz- Competition Mary M. O'Hara- My Friends George Tracy- Intimate Melanie- To Be A Star President- Gas-Loney Neneh Cherry- Buffalo LP Giant + Sand- Love Songs

RADIO VIBORG - Viborg
Palle Foged- Head Of Music
AD Robin Beck- First Time Rick Astley- Take Me To Gry & Bernie Paul- Reach Out Me Enam- Jul Dec Bomb The Bass- Little Prayer Cliff Richard- Mistletoe Phyllis Girls- Waiting For Santa & Claus Christmas LP 72- Naermet Lykkelig Hor Gar Statu Quo- Burning Bridges Bananarama- Nathan Jones Deacon Blue- Real Gone Kid Kipling/DaVille- Storybook Glenn Fry- True Love

ANTENNA 97.1 FM - Athens
Alexandros Richards- Progr. Dir
PP O'Jasmo- Devil's Daughter LP Crimson Glory- Transcendence IN Ozzy Osbourne- The Crush
AD Joe Satriani- The Crush Sodom- Persecution Mania Manowar- Kings Of Metal

RADIO AF - Lund
Magnus Stouesson- Dir
PP Eazy-King- Hold On To Phil Collins- Two Hearts LP Dewitch- Heartbreak

RADIO HERNING - Herning
Ulrik Hydegaard- DJ/Prod.
AD Erasur- Stop! INXS- Need You Tonight A-Ha- You Are The One Lennox/Green- A Little Love Art Of Noise- Kiss

RADIO 105 - Thessaloniki
Lefty Kongalides- Progr. Dir
PP Art Of Noise- Kiss
AD Rick Astley- Take Me To Kenny G- Silhouette Stevie Wonder- Cryin' Bangles In Your Room TP Blow Monkeys- Your Life LP Traveling Wilburys

RADIO CITY 103 - Gothenburg
Margareta Anderberg- DJ
PP Petula Clark- Downtown '88
AD Four Tops- Loco In Acapulco Sheena Easton- The Lover Bomb The Bass- Little Prayer Kiwi & Tess- Show Your Love Pet Shop Boys- Own Devices Peter Cetera- Best Of Times A/0 Neal- The Christmas Song Roachford- Kathleen

S W E D E N

SR - Norrkoping
Kaj Kindvall- DJ/Prod.
AD Lennox/Green- A Little Love Lendolobes- P AM Anders Glenmark- Vil Di Fat Boys- Louie Louie Wahlgren/Pontare- Christmas Small Fat 'n Beautiful

SAF - Stockholm
Lars Lundberg- Progr. Dir.
A List:
Stevie Wonder- My Eyes Art Of Noise- Kiss Samantha Fox- I Wanna Have Good Questions A New Love Cheryl Peppi Riley- Thanks Paul Rea- Walking

SR - Stockholm
Jan-Erik Sundquist- DJ
PP Fab Thunderbirds- Powerful Gall Anon Dorsey- Wasted C.S.N & Y- That Girl Mike/Mechanics- Nobody's Enya- Orinoco Flow Judson Seay- Dance With Womack & Womack- Topical Mikael Rickfors- Vingar Sha-Bom- R.O.C.K. Louise Holmsten- Fle Logn The Banbury Fight Robert Palmer- She Makes Julian Cope- Charlotte-Anne IN Ray Orbison

AD George Michael- Hand To Diana Ross- II We Hold On Enya- Orinoco Flow

N O R W A Y

SR - Stockholm
Lars Gorn Nilsson- DJ/Prod.
LP M'Vaini- All Or Nothing Fleetwood Mac- Greatest Hits Yaz- Wanted Ray Charles- Just Between Love & Mercy- Avancehne Hushbox- Don't Come To Dance With A Stranger

NRK P2 - Oslo
Vidar Lonn-Arnesen- Prod.
AD Sandra- Secret Land UB40- Red Red Wine LP M'Vaini- All Or Nothing Fleetwood Mac- Greatest Hits Yaz- Wanted Ray Charles- Just Between Love & Mercy- Avancehne Hushbox- Don't Come To Dance With A Stranger

SLR - Slagelse
Michael Hansen- Head Of Music
PP Thomas Helming- Nr 35en Al Jarraso- So Good
AD McEinar- Jul Dec Cool Phil Collins- Two Hearts Rick Astley- Take Me To Nik Kerkow- One Step Ahead

RADIO GOTENBURG - Gothenburg
Leif Wivatt- DJ/Prod.
AD Phil Collins- Two Hearts

RADIO CITY - Oslo
Thomas Henger Claussen- DJ/Prod.
Airplay top 10:
One 2 Many- Downtown

F I N A N D

DISCOPRESS - Tampere
Pentti Teravainen- Progr. Dir.
PP Boycott- Bad Bad Boy LP Albert Jarrivene Kirka- Surun Pyhita AD Mauro Scocco- Vem Ar Han

JAYO YKKONEN - Helsinki
Radio Leskinen- DJ/Prod.
IN Steve Lukather
CP Tangle Trees- What Are We Doing Here
PP Tenby Harley
TP Beach Boys- Kokomo

P O L A N D

POLSKIE RADIO - Warsaw
Bogdan Fabianski- DJ
CP Twinkle Brothers- What Are We Doing Here
Curly Taylor- Lonely Boy Mel Reed- Like A Part Vaya Con Dios- Puerto Rico Thomas Helming- Nogen Vak Confetti's- Sound Of U2- Stay Stand Up For Your Love Chris De Burgh- Missing You

D E E J A Y TELEVISION

Claudio Cecchetto- Producer
CL Escape Club- Wild Wild West Rick Astley- Take Me To George Michael- Kissing Big Country- Broken Heart Sique Sique Spunk! Success DJ Jazzy Jeff- Parents Apollonia- Since I Fell Nick Kamen- Don't Hold Out Run DMC- Mary Mary

LP Twinkle Brothers- Twinkle Human League- Greatest Hits Dire Straits- Money For Chris Rea- New Light M'Vaini- All Or Nothing Sandra- Into A Secret Land

E U R O P E

VOA EUROPE
Jane Brown- Music Dir.
A List:
Duran Duran- I Don't Want Will To Power- Baby I Love Chicago- Look Away Bobby Brown- My Prerogative Breathe- How Can I Fall Anita Baker- Giving You U2- Desire

T V P r o g r a m m e s

UNITED KINGDOM
Top Of The Pops
Paul Claini- Producer
TP Status Quo- Burning Angry Anderson- Suddenly Cliff Richard- Mistletoe Bananarama- Nathan Jones LP Petula Clark- Downtown '88 New Order- Fine Time Inner City- Good Life Erasur- Stop! Phil Collins- Two Hearts Kylie/Jason- Especially

BBC Worldservice/BBC 48 - London
Jeff Smith- Producer
TP New Order- Fine Time U2- Angel Of Harlem TP Neneh Cherry- Buffalo

UPTOWN FM - Copenhagen
Niels Pedersen- Head Of Music
PP Thomas Og Sos- Nr 35en Petula Clark- Downtown '88 Pet Shop Boys- Own Devices

M e d i a P r o g r a m m e s

Powerplay:
CL Tom Club- Suboceana Londonclub- 9 AM
A List:
Salt 'n Pepas- Twist The Sinners- When She Lies George Michael- Kissing Pet Shop Boys- Own Devices Bon Jovi- Born To Be My Baby Lennox/Green- A Little Love Phil Collins- Two Hearts Rick Astley- Take Me To Nik Kerkow- One Step Ahead U2- Angel Of Harlem

MTV

SKY CHANNEL

SKY CHANNEL

S K Y CHANNEL

ST Duran Duran- All She Wants Phil Collins- Two Hearts Robbie Nevil- On Holiday Bon Jovi- Born To Be My Baby

STATION REPORTS

GERMANY
ARD - Formel Eins
Andreas Thiesmeier- Producer
CL Les McKeown- Love Is Just Bad! Leppard- Love Bites Rattles- Hot Wheels Tanita Tikaram- Twist Pet Shop Boys- Own Devices Phil Collins- Two Hearts Samantha Fox- Love House Art Of Noise- Kiss Edelweiss

Art Of Noise- Kiss Enya- Orinoco Flow Police- Every Little Thing UB40- Come Out To Play Red Leppard- Love Bites Rene Shuman- Turn Out Duran Duran- I Don't Want

G E R M A N Y

BR - Clip Tip
Juergen Barto- Producer
ST Breathe- How Can I Fall Londonbeat- There's A Beat Jule Nageil- Ni Mehr CL Roachford- Another Love Neneh Cherry- Buffalo

V E R O N I C A

VERONICA - De Top 40
Rob de Boer- Producer
CL Real Romance- Respect Gloria Estefan- Can't Stay Robin Beck- First Time Lennox/Green- A Little Love Phil Collins- Two Hearts Johnny Camaro- Don't Worry George Michael- Kissing

FRANCE
ANTENNE 2
Concert:
Amnesty International Tour

VERONICA - Countdown
Rob de Boer- Producer
CL Gloria Estefan- Can't Stay

M6
Thierry Chaptinel- Producer
Hit Hit Hour:
Beaches- Perry Lane S'Express- Superfly Guy Phil Collins- A Groovy Kind Michael Jackson- Criminal Samantha Fox- Love House Gianna Nannini- I Maschi

TROS - Popformule
John de Mol- Producer
ST A-Ha- You Are The One Kim Wilde- Never Trust Bros- When Will I Be Famous Robbie Nevil- On Holiday Matt Minglewood- Run Away CL Phil Collins- Two Hearts

HOLLAND
VERONICA - Countdown
Rob de Boer- Producer
CL Gloria Estefan- Can't Stay

SWITZERLAND
DRS - Tipparade
Bruno Bieri- Producer
CL Rolling Stones- Jumping Jack Steppenwolf- Born To Be Beach Boys- California

Jimi Hendrix- Rev-Jez Creedence-Creveling- Proud The Who- My Generation John Lennon- Imagine

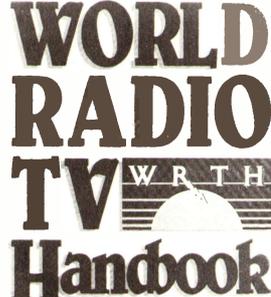
I T A L Y

CLAUDIO DE TOMMASI
CL Traveling Wilburys- Handle Love & Money- Ordinary Bryan Ferry- Let's Stick Ivano Fossati- Torri Mia Enya- Orinoco Flow Big Country- Broken Heart Cameo- You Make Me Work Phil Collins- Two Hearts Westworld- Something Good

SPAIN
ROCKOPPO
Pet Shop Boys Milli Vanilli Los Ronaldos Sugar Cubes Nacha Pop Chris De Burgh

FM-2
Diego A. Manrique- Producer
The Cucumbers- Boy Friend Los Coyotes Siusoux- Peek-A-Boo Beach Boys- Do It Again Three Wee Men- Cruising Wee Papa Girl Rappers- Wee

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SINGLES

Phil Collins *Airplay*
Bobby McFerrin *Sales*

ALBUMS

Dire Straits *Airplay*
Dire Straits *Sales*

EXPLOSIVES CHART BUSTERS

Explosives 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 play list.

- Milli Vanilli - Baby Don't Forget My Number (Hansa)
- Siouxsie & The Banshees - The Last Beat Of My Heart (Wonderland)
- Inner City - Good Life (10)
- T'Pau - Road To Our Dream (Sire)
- Scorpions - Passion Rules The Game (Harvest)

SURE HITS

- Belinda Carlisle - Love Never Dies (Virgin)
- The Pasadenas - Enchanted Lady (CBS)
- Mica Paris - Breathe Life Into Me (BMG/4th & Broadway)
- Spear Of Destiny - Radio Radio (Virgin)
- Natalie Cole - Christmas Song (A&M)
- UB40 - Come Out To Play (Virgin)

EURO-CROSSOVERS

Continental records ready to cross-over

- The Fatal Flowers - Second Chance (SOM Recordings/WEA)
- Certain General - I Lose Myself (Barclay)
- Apple Mosaic - Hole (LP) (Off The Tracks)

EMERGING TALENT

New acts with hot product.

- The Real Roxanne - Respect (Select)

ENCORE

Former M&M tips still in need of your support.

- Prfab Sprout - Nightingales (Kitchenware)
- Ambitious Lover - Love Overlap (Virgin)
- The Godfathers - Love Is Dead (Epic)
- Something Happens - Been There, Seen That, Done That (Virgin)

ALBUMS OF THE WEEK

- Hue & Cry - Remote (Circa)
- The James Taylor Quartet - Wait A Minute (Urban)
- Soldat Louis - Soldat Louis (Sears)
- Art Of Noise - The Best Of The Art Of Noise (China)
- Cowboy Junkies - The Trinity Session (BMG/RCA)
- France Gall - Le Tour De France 88 (Apache)
- The Toll - The Price Of Progression (Geffen)
- Aswad - Renaissance (Stylus Music)
- Pink Floyd - Delicate Sound Of Thunder (EMI)

Chart Busters is a quick reference to this week's Hot 100 Singles/Albums and the European Top 50 charts. Chart positions are indicated where appropriate.

CHART ENTRIES

Airplay Top 50

- The Four Tops - Loco In Acapulco (36) (Arista/BMG)
- Kylie Minogue & Jason Donovan - Especially For You (42) (PWL)
- Freiheit - Keeping The Dream Alive (44) (CBS)
- U2 - Angel Of Harlem (46) (Island)
- Rainhard Fendrich - Tango Korrupti (48) (Ariola/BMG)
- Samantha Fox - Love House (49) (Jive)

Hot 100 Singles

- Kylie Minogue & Jason Donovan - Especially For You (9) (PWL)
- Erasure - Stop!/Crackers International (29) (Mute)
- Michel Sardou - La Meme Eau Qui Coule (35) (Tema)
- Herbert Leonard - Laissez Nous Rever (64) (WEA)
- Inner City - Good Life (65) (10 Records)

Top 100 Albums

- Rick Astley - Hold Me In Your Arms (17) (RCA/BMG)
- Marillion - The Thieving Magpie (52) (EMI)

FAST MOVERS

Airplay Top 50

- Traveling Wilburys - Handle With Care (7-10) (Wilbury Record Co.)
- A. Lennox & A. Green - Put A Little Love (10-17) (A&M)
- Michael Jackson - Smooth Criminal (11-25) (Epic)
- Boy Meets Girl - Waiting For A Star (12-19) (RCA/BMG)
- Pet Shop Boys - Left To My Own Devices (17-32) (Parlophone)

Hot 100 Singles

- Enya - Orinoco Flow (2-4) (WEA)
- Phil Collins - Two Hearts (4-6) (Virgin/WEA)
- Cliff Richard - Mistletoe And Wine (5-28) (EMI)
- Mylene Farmer - Pourvu Qu'Elles Soient Douces (8-12) (Polydor)
- Angry Anderson - Suddenly (11-54) (Food For Thought)

Top 100 Albums

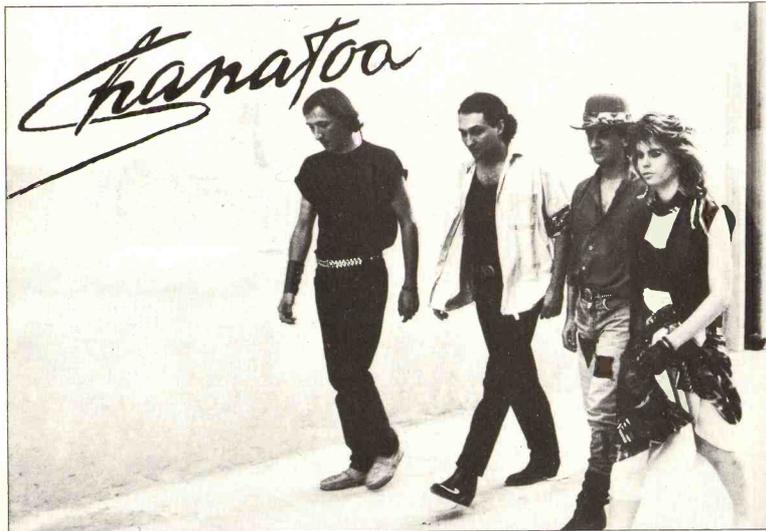
- Pink Floyd - Delicate Sound Of Thunder (5-14) (EMI)
- Munich Symphonic Sound Orchestra - Pop Goes Classic (8-65) (Polygram)

HOT ADDS

Breaking Out On European Radio

- UB40 - Come Out To Play (Virgin)
- Cliff Richard - Mistletoe And Wine (EMI)

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