



RONDO VENEZIANO

* ARABESQUE *



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M&M

**SPEAKING OUT
AGAINST THE
CHAPPELL-WARNER MERGER**
- INTERVIEW WITH SBK FRANCE CHIEF -
- PART OF OUR PUBLISHING SPECIAL -

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The Pan-European Newsweekly for the Broadcasting & Home Entertainment Industries

Dutch Satellite, Radio 10, Ready For Launch

by Edwin Bakker

Amsterdam - A new Dutch language satellite radio station, Radio Ten is expected to begin test transmission on December 15. The official launch of the 24-hour commercial radio station is planned for January 1. This date will also be the kick-off for the English language but Dutch owned satellite radio station Cable One (see M&M issue 36).

Radio Ten (R-10) is owned by Peter Jelgersma, a well-known Dutch media consultant. Also participating is Jeroen

Soer, a TROS DJ who until recently also co-hosted 'The Coca Cola Eurochart Top 50' on Sky Channel. Soer will also host some programmes on the new stations along with other famous Dutch DJs. The station is expected specialise in MOR.

A spokesman for the R-10 told M&M that participants in the project have found a legal way of making commercial radio in the Dutch language, targeted at a Dutch audience without breaking media legislation.

French Radio President Imprisoned

Lyons - Speculation is growing in France over the future of Radio Nostalgie after its founder and President, Pierre Alberti, spent his first night in jail on November 19. Alberti has been charged with forgery, misappropriation of company funds by a court in Lyons and Alberti's wife Catherine and Nostalgie's Network Director, Frederic Coste, have also been charged and imprisoned.

The scandal began last January with a routine investigation on the accounting practices of DPS Promotion, one of Radio Nostalgie's subsidiaries. The investigation was rapidly extended to other companies

owned by Pierre Alberti and a 2000 page report on Alberti's financial practices is believed to be currently in the court's possession. Alberti is accused of malpractices such as abusing advertising exchange agreements, use of cover-up companies and doubtful cash flow operations between his various companies.

The situation could evolve into quite a dramatic scandal, with political implications. Alberti is known to have links with politicians from both right and left wing parties, and a local member of the Socialist Party has already been subject to investigation by the police.

German Broadcasting Rights Issue Settled

by Robert Lyng

The German PTT, West Germany's largest cable broadcast system operator were expected to finally enter into a contract on November 30 governing the payment of equitable licensing fees for the inclusion of locally receivable terrestrial radio and TV broadcasts into the cable system.

The parties to this long-awaited contract involve all owners of the broadcast rights to these programmes. This includes both the German public state and private broadcasters; foreign broadcasting organisa-

tions from countries (including the Netherlands, Belgium, France, Switzerland and Austria) whose programming can be terrestrially received in Germany; the classical rights collection societies (GEMA, GVL, VG Wort); and the owners of the rights to films that are to be broadcast

The PTT will be granted the right to include all of these locally terrestrially receivable radio and TV broadcasts into their cable system. By way of remuneration the PTT will pay a one-time fee of DM 40 million (DM

(advertisement)



Summer In Paris - Donna Summer popped into NRI's studios whilst on a promo visit to Paris and is pictured here with the radio's President, Jean-Paul Bauderoux.

33.6 million for TV programmes, DM 6.4 million for radio programmes) for the period through 1988. Thereafter the rate will be calculated as a per-

centage of the PTT's total income in cable subscribers' fees: 10% in 1989-90; 11% in 1991-92, and finally escalating to 12% in 1993.

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WHITESNAKE



HERE THEY GO AGAIN...

DECEMBER 1987	19 DÜSSELDORF	JANUARY 1988
10 HEIDELBERG	21 BERLIN	2 BIRMINGHAM
11 MÜNCHEN	22 BREMEN	3 BIRMINGHAM
12 STUTTGART	23 HAMBURG	4 NEWCASTLE
13 ZÜRICH	28 NOTTINGHAM	5 NEWCASTLE
15 FRANKFURT	29 LONDON	7 EDINBURGH
16 ARNHEN	30 LONDON	8 EDINBURGH
18 WÜRZBURG	31 LONDON	

A double platinum album in the USA including the Number One Single **HERE I GO AGAIN**, and **IS THIS LOVE** currently Top 10 and climbing.

In Europe, **HERE I GO AGAIN** on its way to the top in UK, Germany, Holland, Belgium, Sweden.



DON'T MISS THEM ON THEIR RETURN OF THE SNAKE TOUR 1987

Luxembourg PM Accuses Euro Council Of Discrimination

Luxembourg - Luxembourg's Prime Minister, Jacques Santer, has attacked the proposed Council Of Europe convention on cross-border television as protectionist and discriminatory.

Speaking at the first European Television Symposium in Luxembourg last month, Santer said: "The likely outcome of the Strasbourg working group is not 'Television Without Frontiers' but 'Frontiers For Television'. The present draft tries to impose a set of restrictions on all cross-border programmes but leaves receiving countries more or less free to discriminate against foreign programmes. A treaty of this kind would not dismantle any barrier, on the contrary, it would provide international legitimacy for protectionism and further discrimination.

Santer went on to express surprise at the attitude of other European governments to the

Council Of Europe discussions. Nothing less than the emergence and survival of private television in Europe was at stake. As presently formulated, the draft convention would make foreign programme activities of the kind Luxembourg had developed over the past half century unlawful without formal prior consent from the receiving countries.

Had the EEC not decided less than one year ago to establish a single European market by 1992, and to dismantle all technical and regulatory barriers Santer asked. And he pledged: "Luxembourg has signed the Helsinki Agreement assuring the free flow of information in Europe, and we are not ready to accept a convention giving a restrictive understanding of this freedom, just in order to protect the comfort of public broadcasters in a given country or some other particular interest."

Chrysalis Unveils £7.26 M Profit

The Chrysalis group has announced year-end (to June 30) profits of £7.26 million following recently reduced forecasts by its brokers.

Despite losses in the US record division, Chairman Chris Wright said that the company had reorganised there under new management. Improvement was expected in US sales, although there were continuing difficulties with the royalty levy imposed by American music publishers in the country of sale. In contrast, profitability has increased in the European

sector, through more direct operations in Sweden, Holland and Germany.

Future expansion is seen in television programming and facilities, said Wright, where Chrysalis has acquired a TV facilities group in Nottingham and also recently purchased REW Video Hire from Thorn/EMI. Wright also revealed that the television character, Max Headroom, has contributed around £1 million in profits, including programme sales and merchandising.

PolyGram Backs CD Singles

PolyGram is introducing the first international release of CD singles, a 5" configuration playable on any type of CD player. Containing a maximum of 20 minutes of music and packaged in a full colour cardboard sleeve, the retail price is estimated to be one third of a

full-length CD. The first series of CD singles - eventually every major release will be put on this new configuration - include releases from Wily de Ville, The Communards, Glenn Medeiros, Kiss, ABC, Def Leopard and The Cure.

MOVING

Media: After 18 years with Radio Luxembourg, Bob Stewart has decided to call it a day; his last show is on December 17, after which he moves to the US to continue his broadcasting career ★ **Bill MacDonald**, MD of Yorkshire Radio Network, has been elected Chairman of the UK's Association Of Independent Radio Contractors (AIRC) for 1988. He takes over from **Ron Coles** (Radio Trent, Leicester Sound) on January 27

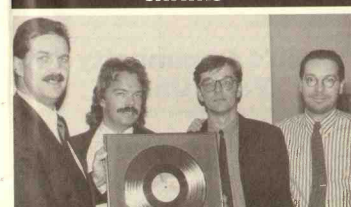
★ **Uwe Gurler** is the new moderator at German private Radio Aktiv in Munich, succeeding **Angelo Buchwald** ★ **Industry:** PolyGram's International Pop Music Division announced that **Adrian Berwick** has been appointed Marketing Director for Phonogram and **Tom Steenberg** as Marketing Director for Polydor ★

★ **Charles Shield** becomes Director of Marketing Services for PolyGram International's Pop Music Division ★ **Marc Schloha**, previously responsible for club promotion at CBS France, has left the company to form his own independent promotion company ★ **IFPI UK's**

new Press & Information Officer is **Patrick Macartney**; he succeeds **Dave Laing** who is leaving IFPI after three years to join the magazine Music Week as Features Editor ★ **Alain Pons**, former Director Of Promotion at Phonogram France, has become a partner in Sacre Bleu, an independent promotion company created by Jane Carton and Isabelle Vidalene, whose main clients are Murray Head, New Order, The Woodentops and Alain Chamfort ★

★ **Philippe Vidalene** joins Phonogram France where he will be in charge of TV promotion. He was previously handling promotion for Alain Souchon and Laurent Voulzy ★ **Maggie Todd** has been appointed Head Of Press for the Arista label of BMG Records, UK. Todd was formerly an Account Executive with Rogers & Cowan ★ **Rosita Falke** has been named Head Of Radio & Disco Promotion at DGG/Polydor Hamburg ★ **Gunnar Petri** has been chosen as the new Managing Director for STIM, the Swedish International Composers Bureau ★

CHAIRS



Good Work - MCA Vice President International, **Stuart Watson** was in Hamburg recently to present the WEA Record Awards Of The Year award achieved as a result of a 300% sales increase of MCA products in the current financial year. Pictured are from left to right: **Manfred Zankeller** (MD WEA Germany); **Stuart Watson**; **Achim Fellau** (MCA Product Manager); and **Gerd Gebhardt** (WEA Marketing Director).

Fun For Roxette

Per Gessle, one half of Sweden's most popular duo, Roxette, has recently launched a new label, Jimmy Fun Records. The first release on the new label, marketed and distributed by EMI, is called **Jung** by the male singer **Overman**. Meanwhile, Roxette is still enjoying

unprecedented popularity with the LP *Pearls Of Passion* which has already reached sales of 160,000 copies, won one platinum and one gold award. A new Christmas single by Roxette will be out this week entitled, *It Must Have Been Love*.

THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)	THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL - (PUBLISHER)
1	6	Got My Mind Set On You	George Harrison - Dark Horse/WEA (Carbert Music)	26	15	Rent	Pit Stop Boys - Parlophone (Gage Music/TO Music)
2	13	You Win Again	Be Gees - Warner Brothers (Gibb Brothers/Chappell)	27	18	Walk The Dinosaur	Was Not Was - Fontana (MCA Music)
3	3	Faith	George Michael - Epic (Morrison Leashy Music)	28	23	La Bamba	Los Lobos - London (Carlin Music Corp.)
4	4	Whenever You Need Somebody	Rick Astley - RCA (All Boys Music)	29	22	Criticize	Alexander O'Neal - Tabu (Flyte Tyme/Avant Garde)
5	5	Never Can Say Goodbye	The Communards - London (Jobete Music)	30	NE	My Baby Just Cares For Me	Nina Simone - Charly (Copyright Control)
6	13	China In Your Hand	T'Pau - Siren (M.J.S./Virgin Music)	31	21	Nothing's Gonna Change	Labi Siffre - China/Chrysalis (Empire/Xavier Music)
7	8	Love In The First Degree	Bananarama - London (In A Bunch/W.B./All Boys)	32	33	Satellite	Hooters - CBS (Various)
8	25	Once Upon A Long Ago	Paul McCartney - Parlophone (MPL Communications)	33	34	Sho' You Right	Barry White - A&M (Seven Songs/Ba-Da-De)
9	6	Little Lies	Fleetwood Mac - Warner Brothers (Fleetwood Mac Music)	34	38	Devils Ball	Double - Polydor (Z-Muzik (Suiza))
10	8	We'll Be Together	Sing - A&M (Magnetic/Reggatta/Regala)	35	17	Unchain My Heart	Joe Cocker - Capitol (Teepsee Music)
11	11	So Emotional	Whitney Houston - Arista (B. Steinberg/D. Barry)	36	29	Kuess Die Hand, Schoene Frau	Erste Allgemeine Verunsicherung - EMI (Wintrup Blanko)
12	10	Never Gonna Give You Up	Rick Astley - RCA (All Boys Music)	37	44	Letter From America	The Proclaimers - Chrysalis (Copyright Control)
13	16	Wonderful Life	Black - A&M (Rondor Music)	38	30	Crazy Crazy Nights	Kiss - Mercury (Mr. Simmons/Kiss Company)
14	14	Here I Go Again	Whitesnake - EMI (Seasize/CC Songs/W.B.)	39	35	Wanted	Style Council - Polydor (EMI Music)
15	20	I've Had The Time Of My Life	Mel Medley & Jennifer Warnes - RCA (Copyright Control)	40	27	Barcelona	Freddie Mercury & Montserrat Caballe - Polydor (Mercury Songs)
16	31	I Could Never Take The Place....	Prince - Paisley Park (Controversy/Warner Bros.)	41	28	Causing A Commotion	Madonna - Sire (WB/Epic/Disque/Webb Girl)
17	37	Un Soir De Pluie	Blues Trotter - Fashion/Carrere (Seven 7)	42	36	Who Found Who	Jellybean/Jalisa Fiorello - Chrysalis (Chrysalis Music)
18	19	Turn Back The Clock	Johnny Hates Jazz - Virgin (Copyright Control)	43	NE	Peacemaker	Kool & The Gang - Mercury (Delightful Music)
19	NE	The Way You Make Me Feel	Michael Jackson - Epic (Mijac Music)	44	40	Brilliant Disguise	Bruce Springsteen - CBS (Zomba Music)
20	48	Etienne	Guesch Patti - Comolton/EMI (Comolton/Musicales Cesar)	45	NE	Cherry Bomb	John Cougar Mellencamp - Mercury (Riva Music)
21	7	Bad	Michael Jackson - Epic (Mijac Music)	46	43	System Of Survival	Earth, Wind & Fire - CBS (Sputnik Adventure/White)
22	24	To Be Reborn	Boy George - Virgin (Virgin/Warner Bros.)	47	RE	Dinner With Gershwin	Donna Summer - Warner Brothers (WB/Geffen/Rufand Road)
23	12	Dance Little Sister	Terence Trent D'Arby - CBS (Young Terence/Virgin)	48	RE	Need You Tonight	INXS - Mercury (Ol' Muezik)
24	28	Some People	Cliff Richards - EMI (Warner Brothers Music)	49	47	Come On, Let's Go	Los Lobos - London (TRO-Exsex Music)
25	42	Build	The Housemartins - Go! Discs/Chrysalis (Go! Discs Music)	50	50	I Maschi	Gianni Nannini - Polydor (Z-Muzik (Suiza))

This week's most played records on European radio

Sud Radio Celebrates New Toulouse Base

by Emmanuel Legrand

Toulouse - Sud Radio, the leading AM radio station in the south-west of France, celebrated the opening of its new offices and studios in Toulouse last month. More than 1,500 people attended the party which ended with fireworks and aerial laser graphics.

Sud Radio chartered a plane from Paris to fly record company executives and artists to Toulouse for the occasion. Among the VIPs were the presidents of BMG, Barclay and Polydor, the MDs of Phonogram, Virgin and CBS, and most of the marketing and promotion managers of these com-

panies. Artists such as Sylvie Vartan, Vanessa Paradis, Eddy Mitchell, Francis Cabrel and Gold were also present.

Sud Radio was sold for FFr 36 million last September by Sofrad, a French government-owned financial holding company, to Pierre Fabre, owner of a chemical group. Official figures last June confirmed Sud Radio had more than two million daily listeners. Since its arrival on the FM band last year, Sud Radio's audience has shown an increase of 29%. This year, Sud Radio's advertising revenue will reach FFr 60 million according to the station.

Greek Radio And TV Reorganise

A bill on a unified Greek corporation has been passed whereby the country's state radio and TV networks, ERT 1 and ERT 2, have merged under the name ERT. Former Athens News Agency General Manager, Andreas Christodoulidis, is to be the new President.

The radio networks have been amalgamated into a single unit ERA (Elliniki Radiophonia), while the two services of Greek television are now known as channels ET-1 and ET-2.

RADIO RAP



by Cathy Inglis

With less than a month to go before Christmas, several stations are busy planning seasonal treats. Nuremberg's Radio Gong is organising the 'longest musical request programme in the world' on Boxing Day, hoping that this will warrant an entry in the Guinness Book Of World Records.

Arno Mueller will run the show which will play around 540 songs. Over in Norway at Radio 102, Head Of Music, Egil Houeland, is working on the Top Of The World 102 charts of 1987 based on the US and UK charts and the European Hot 100. According to his calculations, USA For Africa's 'We Are The World' and Madonna's 'Papa Don't Preach' were the world leaders in 1986 and 1987 respectively.

The French broadcasting authority, the CNCL, has confirmed that it will not introduce new frequencies on the FM band in Paris. This finally closes the door for some of the stations which were not granted a frequency in

July when the reallocation of frequencies took place. Pierrick Borvo, President of Radio Monte Carlo (RMC), confirmed recently in an interview with Le Monde that the privatisation of the radio station will not occur before French presidential elections next year. RMC is owned both by the French government and the State of Monaco.

Popular Dutch programme, Countdown Cafe, will be changing format as of January. It will continue to be presented by Alfred Lagarde and Kees Baars but will no longer run live from the 'Boss & Duin' cafe each week. Instead, once a month the show will go out from a different venue around the Netherlands and the other three weeks will be studio bound with tapes from live concerts.

A new private radio has opened in Iceland on 95.7 FM, which now gives the country a total of four private stations. Ljosvakinn Radio, which is described as a sister to the private Belgian Radio, broadcasts around 19 hours a day, playing a mixture of soft rock, 'n' roll, classical, jazz and new age music. Jonas Johnson is the new Music Director whose first task was to set up the station's new RCS computerised music system.

And finally warm congratulations to Spain's Antena 3 network which last week celebrated its fifth birthday with a large party attended by 1,000 guests.

Capital & Piccadilly Profits Up

by Peter Jones

London - Capital Radio, which came on to the London stock market in February to a flotation over-subscribed 62 times, has more than doubled its pre-tax profit to £3.94 million in the year to September 30 on turnover up to £22.34 million.

The success prompted Chairman Sir Richard Attenborough to stress that independent radio generally was increasing its share of the advertising cake, despite the intense competition from television. He

says it is too early to predict prospects for the coming year, but that advance advertising contracts have been very strong through the first two months.

Capital, Britain's biggest independent radio station, acquired Devon Air Radio in June and the station has already been turned from loss to profit. Manchester's Piccadilly Radio has announced pre-tax profits up 45% to £765,000 on a turnover of £6.2 million for the year ending September '87.



German Promise - Cock Robin celebrates the success of their first LP, 'Cock Robin', in Germany after their sell-out gig in Frankfurt. From l. to r: Peter Wilson (CBS A&R Art. Manager), Andreas Kingberger (Director A&R), Peter Kingstons, David Lieberberg (U-Musik/Alte Oper), Anna LaCazio, Manfred Haller (Product Manager) and CBS MD Jochem Leuschner.

Bids Made For Major Spanish Privates

Radio Espana and Radio Intercontinental, the two largest AM private stations in Madrid have received purchase offers. The bid to Radio Intercontinental was made by Ricardo Galeote, formerly Marketing and Advertising Director of the station and now its General Director, acting on behalf of a group including Jose Molina, Publicity Director at the Antena 3 Network.

The offer for Radio Espana, which was recently acquired by Eugenio Fontan, former President of the SER radio network, came from an Argentinian group.

ROCK OVER LONDON

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Here's the rundown for anyone who fancies a gamble on the UK's Christmas number one: bookmakers William Hill have announced their odds on the various seasonal contenders, and the favourite at the moment is **Madonna's Look Of Love** at 3-1, followed by **Rick Astley's** follow-up to his two top three singles, his version of the Nat King Cole classic *When I Fall In Love* at 7-2, the same odds as on another cover, the **Pet Shop Boys'** rendition of Elvis Presley's *Always On My Mind*. The most appropriate choice, of course, would be **The Christians** - their single *Ideal World* is at 7-1 - and **Paul McCartney's** *Once Upon A Long Ago* is at 9-2. It's worth remembering that last year, the Christmas number one in the ever-unpredictable singles chart was **Jackie Wilson's Reet Petite**.

Britain gets a rare **Kinks** concert on December 20 at London's Town & Country Club, and they have a 12-track

album called *The Road* out in January.

Sting is following **Dave Stewart's** example and setting up a record label along with IRS boss, Miles Copeland. The label called *Pangaea* will have a broad musical outlook though, as yet, no artist signings have been announced.



Sting sets up his own label, Pangaea.

Dire Straits' Brothers In Arms has now gone past the magic three million sales mark in the UK - the only black mark being that last week it dipped into the lower half of the UK Top 100 album chart for the first time since it debuted some 129 weeks ago.

Ray Falconer, who has been involved in the engineering and production of most of **UB40's** records, died in a car accident

in Birmingham last week. Often known as the ninth member of the band, he had been working with them from their earliest days and was the brother of UB40's bass player **Earl Falconer**.

Collectors of all things **Style Council** may like to know that they release three 7" EPs next month on vinyl and CD. The tracks featured are *Head Start For Happiness*, *He's The One That Got Away*, *Blue Face*, *Strength Of Your Nature*, *Piccadilly Trail*, *It Just Came To Pieces In My Hand*, *Spin-Drifting*, *Spring Summer Autumn* and *Mick's Up, Pury Chambers*. **Mick's Blessing**, **Mick's Company**.

And while we're on the subject of Christmas discs, we've discovered a seasonal novelty that actually managed to make us smile. An alternative version of the hit-making girl duo **Mel & Kim** arrives in the shape of British comedian **Mel Smith** and **Kim Wilde**. Kim sings lead vocals on a cover of *Rockin' Around The Christmas Tree* (re-member **Brenda Lee's** version from 1962?) and there are a few jokes from Mel thrown in for good measure. The single has

been produced by **Stuart Coleman** who sat at the controls for **Cliff Richard & The Young Ones'** number one version of *Living Doll*. Like that, this one is a **Comic Relief** project with profits going to **Save The Children**, **Oxfam** and other UK charities. **Curiosity Killed The Cat** make an appearance in the accompanying video.

It looks likely that the **Human League** will re-emerge in the new year - a single is expected in January and they're currently working on the follow-up to *Crash* which should be out around Easter.

Early next year an anti-censorship LP is being released to raise money for **Jello Biafra**, the **Dead Kennedys'**, singer who is faced with big legal fees after being charged with obscenity in **New York**. **Marc Almond** and **Michelle Shocked** are among the artists involved.

Rock Over London is the UK's weekly rock music showcase presented by DJ Graham Dene and syndicated to international radio. The programme goes across America, Canada, Australasia and the Far East.

PUBLISHED IN G

SBK France Chief Speaks Out Against Chappell-Warner Merger

by Jack Monnet

The music publishing company, **SBK Songs France**, is waging a sustained offensive against Warner Communications' efforts to take over the French catalogue of **Chappell**, campaigning on the theme of potential anti-trust and conflict of interest issues. Last summer SBK asked the French government to ban a Warner acquisition of **Chappell**, and Managing Director of **SBK Songs France**, **Stanislav Witold**, believes its case is progressing slowly but favourably.

"There is the problem of an equilibrium between owners of a copyright and users of a copyright," said **Witold**. "It is clear that with three-quarters of publishing already controlled by integrated companies, not only composers would suffer increasingly, but the economic power of the integrated groups could have a negative effect on performing rights societies."

Although he did not say so, in so many words, **Witold** clearly hopes for support in the anti-Warner battle from the French performing rights association, the **SACEM** (Societe Des Auteurs, Compositeurs Et Editeurs De Musique). He noted that a government officials recently interviewed **Jean-Loup Tournier**, head of both **SACEM** and the mechanical rights group, **SDRM** (Societe Pour L'Administration Du Droit De Reproduction Mecanique).

"Copyright users try to pay the least possible for copyrights. The interest of **SBK** is to obtain as much as possible for copyrights.

Witold also foresees a conflict of interest. "Copyright users try to pay the least possible for copyrights," he said. "The interest of **SBK** and other independent publishers is to obtain as much as possible for copyrights.

"We do this when contacted by the producer of a film. But if the film producer is **Warner**, which deals with its own publishing division, the opposite could happen. Also, a writer linked to **Warner's** publishing division would have difficulty in having his songs interpreted

by the fact that the dossier is also being studied by the Secretary Of State For Consumer Affairs. He says this would not happen if **SBK's** argument was not considered important. Similar **SBK** campaigns are under way in **Britain** and **Germany**.

In France between 200,000 and 300,000 copyrights are at stake in **Chappell's** local catalogue which is the largest in France; **Chappell** artists include **Jacques Brel**, **Georges Brassens**, **Charles Aznavour** and **Ray Ventura** as well as top composers such as **Paul Misraik**.

While maintaining that French market figures are traditionally "by per-confidential!" **Witold** offered some glimpses of estimated company shares during his interview with **Music & Media**. He placed **SBK** among the top five publishers in France with **Chappell** in the lead position holding about a quarter of the market share and **Warner** in third place. **Witold** said **SBK's** local annual turnover was in the region of **FFr. 30 million** (approx **£3 million**).

SBK's primary activity at the moment is publishing, but **Witold** plans development and diversification into record and audio-visual production. Local catalogue includes **Michel Jonasz**, **Toussaint Kanda**, **Sapho**, **Phil Barney** and such new talent as **Jacques Bastello**, **Krootchey** and **Machins Machine**.



French-Moroccan singer/composer Sapho is one of **SBK's** bright young talents.



Stan Witold

Witold explained that a fundamental point **SBK** is making with the French government is that **Warner** is an "integrated" company, with interests ranging beyond publishing and into record production, feature films, television, radio and home video. Although **SBK's** New York-based parent company, **SBK Entertainment World**, has subsidiaries around the globe, **Witold** describes **SBK** as an independent because its main activity is publishing.

He fears that **Warner's** share of the publishing market, if it absorbs **Chappell**, would be close to 30% and, if the classical music category were excluded, the company would have an even more dominant market share. This would put **Warner's** grip above the 25% level which is important in government evaluations of a dominant position within a particular market.

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For the attention of:
Mr. Roffe Persson

Today's Publisher - Constantly On The Lookout

Jigsaw Music Keeps Eye On Europe

by Machgiel Bakker

To cope with increasing competition, the more traditional areas of music publishing - such as low-advantage, sub-publishing deals and the dependence on cover versions and sheet music - have been put aside and the activities of the publisher of today bear a striking resemblance to that of an A&R (Artist & Repertoire) manager of a record company. Today's publishers must constantly be on the lookout for new talent and protect their interests by functioning as independent producers.

"It is impossible to compete with the major publishers when it comes to advances, and it is therefore imperative to find the creative talents at a very early stage," comments Dave Williams, Managing Director of Jigsaw Music, an independent UK-based company that incorporates studio, record production and publishing activities.

Williams is particularly outspoken when it comes to the new imperatives of music publishing today. "The only way to

survive in this area as an independent publisher is to also be a production company. This involves finding the band or artist, the song, the producer etc. and creating the right blend as well as managing the artist or writer during the early stages of his/her career. Most of the major publishers in the UK do not become involved with the artist/writer until a record deal has been signed and then it becomes a bidding process, much like banking. This may be a

much shorter route but with the large advances and tight percentage deals being demanded, it is a very quick way to bankruptcy."

The more the publisher gets involved in the early career of an artist, the more he has to be prepared to take financial risks. Not only that, seeing something back from his investments also implies that good ways of promotion have got to be found, and it is not unusual for a publishing company to have its own independent pluggers. According to Williams, the only way to get something back from the high investment is to broaden your scope.

Having said that, Jigsaw Music, which was established in 1975, plans to set up a new label representing artists and writers with a long-term future. The label will probably be launched at the beginning of

next year and various licensing deals with major record companies in territories throughout the world are under negotiation.

At the moment Williams is dividing his time between travelling, producing and looking for new bands and writers. "We have also up-graded our studio

"We also found out that a lot of acts were breaking in Europe way before they could gain acceptance in the UK," Dave Williams, MD Jigsaw Music.

facilities and now have everything in-house to make great records, including a great team to see each project through," says Williams.

Although still recognising the vital role of the UK market in breaking new acts, Europe has become equally important, says Williams: "Unless an artist penetrates other large territories in Europe most things are not economically viable. We also found out that a lot of acts, particularly in the rock field which is Jigsaw's main market, were breaking in Europe way before they could gain acceptance in the UK."

New Publishing Deal For Super Channel

Super Channel has signed a long-term music publishing deal with Fairwood Music Limited under which Fairwood will administer the Super Channel repertoire of musical works on a worldwide basis.

Westbury Music, Fairwood's parent company, is well known as publisher and consultant in both the music and television industries.

Paul Kempton, Company

MUSIC & MEDIA - December 5, 1987

EROS RAMAZZOTTI

in certi momenti

the record
of the year

ON CHARTS ALL OVER EUROPE



AVAILABLE ON LP-MC-CD

DD LA DROGGERIA DI DRUGOLO SRL - MILANO - ITALY

In view of the forthcoming EEC regulations concerning authors' rights, publishing and the music industry in general, the Belgian Chamber Of Music Publishers recently invited attorney Alain Vanderelst, a specialist in international jurisdiction in this field, to speak about the possibilities of centralised collection of royalties.

The idea was initially considered when STEMRA (the Dutch authors' rights association) made a deal with CBS to collect royalties for sub-publishers; STEMRA is currently also discussing a similar agreement with PolyGram. This led to a plan to centralise royalties with one organisation, thus avoiding long delays for payment and multiple deductions (sometimes up to 15%) by intermediary organisations such as authors' rights associations, and

sub-publishers.

According to Vanderelst, there are only a few viable solutions for collecting royalties within the EEC and the central accounting plan is in fact a practical compromise for all parties involved whereby one company or association would collect royalties in the whole territory in return for a fixed rate. Other possibilities are that the music publishers would either themselves start an authors' rights association and control the whole system, or that they would appoint agents in the different countries to collect the royalties directly instead of going via the existing associations.

Vanderelst also said it was very important to understand that these proposals only apply to mechanical reproduction and are not adapted for other uses of works such as radio or concerts.

Compiled by Music & Media from sales covering the 18 major European countries (7" & 12")

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Chart table with columns: Rank, Title, Artist - Original Label - (Publisher), Countries Charted. Rows 1-100. Includes entries like 'You Win Again', 'Faith', 'Never Gonna Give You Up', etc.

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. Legend for NE (New Entry), RE (Re-Entry), and circle symbol for Fast Movers.

SPECTACULAR YEAR-END ISSUE!

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CBS

...behold, three boys who are soon
to be extremely famous.

...they are

...just seventeen, london

PROPS

PROPS

Updated reports and playlists
additions from the major radio
& tv stations from 16 European
countries.

RW : Record of the week
AD : Additions to the playlist
NE : New Entry
SH : Sure hit
LP : Album of the week
PF : Personal favorite
OW : One to watch
CL : Clip
ST : Studio
IN : Interview

UNITED KINGDOM

BBC RADIO 1 - London
Chris Lyckett - Sr. Prod.
AD ABC - King Without A Crown
Christians - Ideal World
Climie Fisher - The Occasion
Five Star - Somewhere
Icele Works - High Time
Michael Jackson - The Way
Kiss - Reason To Love
Lee Cool J - Go Cat Creator
Pet Shop Boys - My Mind

B List:
AD Peter Gabriel - Biko
Gillian Glover - Dedicated
Gary Moore - All The Time

BBC RADIO LONDON
Tony Blackburn - DJ/Prod.
A List:
Jellybean - Who Found Who
Sherrick - Let's Be Lovers
Glen Goldsmith - Won't Cry

B List:
AD Lace - My Love Is Deep
Winsome - Never Found A Love
Expose - Let Me Be The One

CAPITAL RADIO - London
Richard Park - Head of Music
AD Five Star - Somebody
Pepsi & Shirlee - Angina Now
Pet Shop Boys - On My Mind
Michael Jackson - The Way
Wet Wet Wet - Angel Eyes
Luether Vandross - So Amazing
The Housemartins - Build

RTL 208 - London
Phil Ward-Large - Progr. Dir
Powerplays:
REM - The One I Love
Prince - I Could Never Take

Featured singles:
Christians - Ideal World
Brox - When Will I Be Famous
LP SOS Band - Hit Mises
George Harrison - Cloud Nine
Steve Winwood - The Best Of

RADIO CITY - Liverpool
Dave Lincoln - DJ/Prod.
AD Alison Moyet - Love Letters
Christians - Ideal World
Yes No People - Mr. Johnson
Brox - When Will I Be Famous
Wax - Not Was - The Boy's
REM - The One I Love
Kiss - Reason To Love
Foreigner - Say You Will
LP Steve Wonder - Characters

PCCADILLY RADIO - Manchester
Robin Ross - Head of Music
AD Was Not Was - The Boy's
Wet Wet Wet - Angel Eyes
REM - The One I Love
Alison Moyet - Love Letters
Heart - There's The Girl

Kiss - Reason To Love
Starship - Beat Patrol
Los Lobos - Donna
Melissa Morgan - If You Can
Karel Faalka - Eat, Drink
Foreigner - Say You Will
Cookin' Crew - Females
Brox - When Will I Be Famous
Skin Games - No Criminal
Crush - House Arrest
Shakin' Stevens - What Do

METRO RADIO - Newcastle
Colin Russell - Music Director
AD Christians - Ideal World
Alison Moyet - Love Letters
Heart - There's The Girl
Wet Wet Wet - Angel Eyes
Was Not Was - The Boy's
REM - The One I Love
Shakin' Stevens - What Do You

BRMB - Birmingham
Robin Walk - Head of Music
RW Shakin' Stevens - Those Eyes
AD Glen Goldsmith - Won't Cry
Def Leppard - Hysteria
Climie Fisher - The Occasion
Was Not Was - The Boy's
Alison Moyet - Love Letters

RADIO CLYDE - Glasgow
Alex Dickson - Programme Director
Top 5 playlist:
Paul Simon - African Skies
George Harrison - My Mind
Nina Simone - My Baby Just
Bees Gees - You Win Again
Brox - When Will I Be Famous

SWANSEA SOUND - Wales
Kevin King - Head of Music
AD Proclaimers - Letter From
Blue Mercedes - Your Property

OCEAN SOUND
Guy Hornby - DJ/Prod.
Powerplays:
Wally Jump - Tighter Up
AD Crush - House Arrest
Jellybean - Who Found Who
S. & W. Pack - Jammed
Pet Shop Boys - On My Mind
LP Steve Wonder - Characters

DEVON AIR - Exeter
Jane Langton - Head of Music
RW Mel & Kim - The X-Mas Tree
AD Chris Rea - Christmas
Christians - Ideal World
Def Leppard - Hysteria
W. Pickett - Midnight Hour
Mr. Mister - Healing Waters
Alison Moyet - Love Letters
LP Rick Astley - Whenever You

CHILDREN 97 & NORTHANTS
96 - Bedfordshire
Tom Hardy - Head of Music
AD Rick Astley - When I Fall
Madonna - Lock Of Love
Van Morrison - Someone Like
Christians - Ideal World
The Pretenders - Kid
George Michael - Father
Def Leppard - Hysteria
Heart - There's The Girl
Skin Games - Criminal Mind
Paul Simon - African Skies
Sherrick - Let's Be Lovers
Men Without Hats - Pop Goes
REM - The One I Love
Dionne Warwick - Reservations
Chris Rea - Christmas

SOUTHERN SOUND RADIO - Brighton
L. Bop-Cardona - Head of Music
A List:
AD Housemartins - Build
Johnny Hates Jazz - Turn Back

Simply Red - Ev'ry Time
Shakin' Stevens - What Do You
B List:
Barry White - Shy You
Roger Waters - The Tide
Joe Cocker - Unchain My Heart
LP Rick Astley - Whenever You

IRELAND

SUNSHINE 'HOT HITS' 101
Colin Russell - Music Director
AD Jody Watley - Didn't You
Tiffany - I Think We're Alone
T'Pau - China In Your Hand
Taylor Dayne - Tell
The Housemartins - Build
The Jets - I Do You
Alexander O'Neal - Criticize
John C. Mellencamp - Cherry
Michael Jackson - The Way
Heart - There's The Girl
INXS - Need You Tonight

Q 102 - Dublin
Marin Martins - Programme Director
AD Errol Brown - Body Rockin'
Proclaimers - Letter From
Paul McCartney - Once Upon
Sherrick - Let's Be Lovers
SH Rick Astley - When I Fall

GERMANY

SWF - Baden Baden
Till Hofmeister - DJ/Prod.
RW Hooters - Satellite
John C. Mellencamp - Cherry
INXS - Need You Tonight
LP Udo - Animal House
Stevie Wonder - Characters
Sue Kilbey - On Earth
Sisters Of Mercy - Floatland

NDR - Hamburg
Uwe Bahn - DJ/Prod.
RW Chris Norman - Sarah
AD Jonathan Butler - Holding On
George Harrison - My Mind
Wax - American English
Flash & The Pan - Ayla
Powerplay:
George Harrison - Cloud Nine

WDR - Cologne
Buddah Kraemer - DJ/Prod.
NE Communards - Never Can Say
NE Strangeways - Goodnight In LA
Bryan Ferry - The Right Stuff
Kool & The Gang - Peace Maker
Paul Carrack - Don't Shed
Richard Marx - Known Better
Muenchener Freiheit - So Lang
Sinner - Doesn't Matter
Camouflage - Commandment

WDR - Cologne
Werner Hoffmann - DJ/Prod.
AD Paul McCartney - Once Upon
Falco & Nielsen - Body Next
Pretenders - Kid
Wax - American English
Blue Zone - On Fire
Danny Wilson - A Girl I Used
John C. Mellencamp - Cherry
L'loja Jackson - Like I Do
PF Foreigner - Say You Will

BF - Munich
C. Kruesken, P. Illman, S. Tuecking
B-Drive
Fab Five
Pet Shop Boys - Rent
Communards - Never Can Say
Men Without Hats - Pop Goes

Foreigner - Say You Will
LP Martha Davis - Policy

RIAS 2 - Berlin
Rik De Lisle - DJ/Prod.
AD Hooters - Satellite
Paul McCartney - Once Upon
Mick Jagger - Say You Will
Johnny Hates Jazz - Turn Back
Dolly Dots - What A Night
PF Wolfgang Amros-V. Prod.

SFB - Berlin
Jaeger Jurgens - DJ/Prod.
LP This Way Up - Feelin' Good
Grace Kairos - Fall In Love
AD Black - Wonderful Life
Despeche Mode - Let Me Down
Rick Astley - Whenever You
New Order - True Faith
Pet Shop Boys - Rent

HR 3 - Frankfurt
Markus Herles - DJ/Prod.
RW Wax - Need - Sugar Free
SH Mick Jagger - Say You Will
Prince - I Could Never Take
Michael Jackson - The Way
The Housemartins - Build
Wax - American English
LP Rick Astley - Whenever You
INXS - Kick
OW E. Napoli - Ma Quale Idea

BFBS - Cologne
Jon Schilling - Musical Dir.
OW Wax - American English
Proclaimers - Letter From
Icele Works - High Time
John C. Mellencamp - Cherry
Skin Games - No Criminal Mind
LP Mike Oldfield - Islands

RTL - Luxembourg
Hilde Mueller-Arens - Prod.
LP Bryan Ferry - Bete Noire
Paul Roberts - Kettle Drum
PF Mick Jagger - Say You Will
John C. Mellencamp - Cherry
Robby Robertson - Angel

RTL - Luxembourg
Frank Eichenr - Prod.
LP Roger - Unlimited
Sarah Vaughan - Romance
PF Squares - Dedicated To The
Wa Wa Nee - Sugar Free

RTL - Luxembourg
Honey Bee Benson - DJ/Prod.
SH Prince - I Could Never Take
Foreigner - Say You Will
The Housemartins - Build
Wet Wet Wet - Angel Eyes
PF Johnny Hates Jazz - Turn Back
Stan Bush - Love Don't Lie
REO Speedwagon - In My Dream
John C. Mellencamp - Cherry

SR2/EUROPAWELLE SAAR
Adam Hahne - DJ/Prod.
RW Paul McCartney - Once Upon
AD Chris De Bary - Simple Truth
Adriano Celentano - E'AnCoro
SH Wax - American English
John C. Mellencamp - Cherry
Paul Spencer - Christmas
LP Steve Wonder - Characters
Isol - Hit And Run
PF Cliff Barada - Horny As Hell
Cliff Barada - Horny As Hell

SF/RIAS Detwold - WDR/NDR - Berlin
Horst Hartwich - DJ/Prod.
RW Heather Parisi - Baby Come
AD Mike Oldfield - The Time
Paul McCartney - Once Upon
Cliff Richard - Remember Me
Cliff Richard - Remember Me

■ continued on page 22

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

IT'S NO 1!

SINGLES

George Harrison *Airplay*
Bee Gees *Sales*

ALBUMS

Rick Astley *Airplay*
Michael Jackson *Sales*

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

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.

EXPLOSIVES

SINGLES OF THE WEEK

Vital for your play list.

Al Bano & Romina Power - Liberta! (WEA)
Alison Moyet - Love Letters (CBS)
ABC - King Without A Crown (Mercury)
Nina Simone - My Baby Just Cares For Me (Charly)

SURE HITS

Zodiac Mindwarp - Backseat Education (Mercury)
Gene Loves Jezebel - Gorgeous (Beggars Banquet)
Shakin' Stevens - What Do You Want To Make... (Epic)

EURO-CROSSOVERS

Continental records ready to cross-over

Visitors - One Track Heart (Virgin Scandinavia)
Annette Hopfenmuller - Fall For You (Marlboro Music/Ariola)
Hamburger Arroganz - Zeitegeist (Mercury)
Inker & Hamilton - Dancing Into Danger (WEA)

EMERGING TALENT

New acts with hot product.

Stex - Boys Are Vain (Arista)
A House - Heart Happy. (Blanco Y Negro)

ENCORE

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

Echo & The Bunnymen - Bedbugs & Ballyho (WEA)
Icicle Works - High Time (Beggars Banquet)
The Nits - In The Dutch Mountains (LP) (CBS)
Walk The Moon - Daddy's Coming Home (MCA)
The Fall - Hit The North (Beggars Banquet)
Wa Wa Nee - Sugar Free (CBS)

ALBUMS OF THE WEEK

Alice - Elisir (EMI)
Umberto Tozzi - Invisibile (CGD)
Jennifer Hall - Fortune And Men's Eyes (Warner)
Martha Davis - Policy (Capitol)
Stevie Wonder - Characters (Motown)
Clannad - Sirius (RCA)
Bobby Womack - The Last Soul (MCA)
The Dream Academy - Remembrance Days (Reprise)
The Sisters Of Mercy - Floodland (WEA)

CHART BUSTERS

CHART ENTRIES

Airplay Top 50

Michael Jackson - The Way You Make Me Feel (19) (Epic)
Nina Simone - My Baby Just Cares For Me (30) (Charly)
Kool & The Gang - Peacemaker (43) (Mercury)

Hot 100 Singles

Hooters - Satellite (26) (CBS)
Paul McCartney - Once Upon A Long Ago (63) (Parlophone)

Hot 100 Albums

Madonna - You Can Dance (15) (Sire)
Rick Astley - Whenever You Need Somebody (21) (RCA)
Stevie Wonder - Characters (39) (Motown)

FAST MOVERS

Airplay Top 50

T'Pau - China In Your Hand (6-13) (Siren)
Paul McCartney - Once Upon A Long Ago (8-25) (Parlophone)
Prince - I Could Never Take The Place... (16-31) (Paisley)

Hot 100 Singles

Bananarama - Love In The First Degree (9-22) (London)
George Harrison - Got My Mind Set On You (16-28) (Dark Horse/WEA)
The Communards - Tomorrow (18-23) (London)
The Communards - Never Can Say Goodbye (19-30) (London)

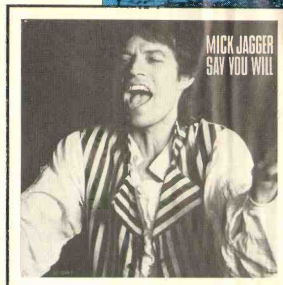
Hot 100 Albums

George Michael - Faith (5-8) (Epic)
The Communards - Red (10-14) (London)
Eurythmics - Savage (18-24) (RCA)
George Harrison - Cloud Nine (22-38) (Dark Horse/WEA)
Eros Ramazzotti - In Cadi Momenti (25-36) (DDD)
Paul McCartney - All The Best! (30-43) (Parlophone)

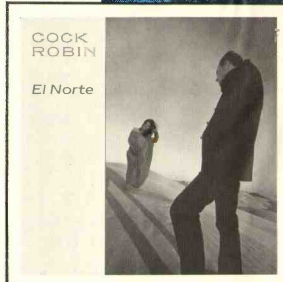
HOT ADDS

Breaking Out On European Radio

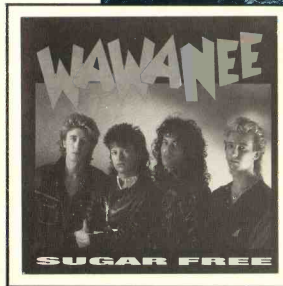
Foreigner - Say Your Will (Atlantic)
Mick Jagger - Say Your Will (CBS)



MICK JAGGER
SAY YOU WILL



COCK ROBIN
EL NORTE



WA WA NEE
SUGAR FREE

December hits from CBS