

Music New Zealand Convention 1992

To be held at the Aotea Centre, Sunday, April 5, a conference where people involved in the local music industry get together to discuss crucial issues facing NZ music. It's an opportunity to meet key members of the music business and gain information to formulate your music.

Subjects will be discussed by guest panelists: 'Management — Getting Started' speakers include Push Push's manager Steve Morice, Tim Finn and Southside's Murray Cammick; 'Overseas Marketing — Getting There' speakers include Roger (Flying Nun) Shepherd; 'Media' panelists include Colin Hogg and Roger Marbeck of Marbecks' Retail and 'Recording and Publishing' will be addressed by Trevor Reekie of Pagan Records and entertainment lawyer Malcolm Black amongst others.

Registration fees are \$30 for musicians, artists or students and \$60 for company personnel. Registration includes morning and afternoon tea and post-seminar drinks at 5.30pm.

The Convention will take place in Aotea Centre's Kaikoura Room.

Thorn EMI Buys Virgin

Britain's Thorn EMI have purchased the Virgin Music Group for 510 million pounds and will also repay up to 50 million pounds of the Virgin music group's borrowings on completion of the purchase.

Virgin founder Richard Branson commented, "I am delighted that we have managed to reach an agreement with a British Company and that the artistic independence of Virgin Records is guaranteed."

Branson will continue as President of the company for life and Virgin's key executives Ken Berry and Simon Draper will stay with the Virgin Music Group. Branson intends to devote more time to his travel ventures such as Virgin Atlantic Airways.

The Virgin song publishing company Virgin Music Publishers is part of the sale but Virgin's Retail Division is not part of the deal.

Industry observers have speculated about the sale of the Virgin group for several years but rumours escalated when Virgin recently signed Janet Jackson and the Rolling Stones, mega-deals that appeared designed to enhance the label's value in the

short term. USA magazine *Request* commented early this year, "Virgin chief Richard Branson may be more interested in selling his label than the next Rolling Stones or Janet Jackson record."

Virgin is the last of the medium size multi-national record companies to be sold to a major company. In recent years Chrysalis, A&M and Island have been purchased by majors. To avoid losing the Virgin identity, it's likely that Virgin will be given a greater degree of autonomy than those other indie labels whose independence and A&R have dissipated since their sale to major corporations.

Vinyl's Fall From Grace

Figures released by the Recording Industry Association of New Zealand reveal that vinyl has made a rapid decline in the last few years as a percentage of the estimated retail spend on recorded music — moving from 41% in 1984 to 2% in 1991. The CD format in that same period moved from 0.8% to 46.8%. The percentage of the retail market for sell-thru music videos (3%) now exceeds vinyl at 2%.

Although the estimated New Zealand retail spending on recorded music increased in value in 1991 from 111.8 million (1990) to 113.7 million, there was no growth in the number of units sold.

Pagan to EMI

Pagan are pleased to announce that as of February 24 the label is being distributed by EMI. For the last five years Pagan has been distributed by Virgin Records — in that time the label achieved four number one singles and several top 20 albums.

The change has been catalyzed by an international relationship that sees Pagan aligning itself with Chrysalis (now owned by EMI) in Australia for the rest of the world on a first option basis.

Both Pagan and EMI are delighted with the move.

Sony CD Plant in Oz

Sony Music Australia are building a \$20 million state of the art CD plant in Sydney. This will double the CD output capacity in Australia when the facility opens in 12 months time.

Commenting on the announcement, New Zealand's Sony Music MD, Mike

The figures below are percentages of the estimated recorded music retail market

CALENDAR YEAR	SINGLES (all formats)	VINYL ALBUMS	CASSETTE ALBUMS	COMPACT DISCS	MUSIC VIDEO SELL-THRU
	%	%	%	%	%
1981	5.3	57.6	37.1		
1982	5.5	50.7	43.8		
1983	5.6	46	48.4		
1984	5.4	41	52.8	0.8	
1985	4.5	37.5	54.8	3.2	
1986	3.7	28.4	51.1	16.8	
1987	3.0	22.7	54	20.3	
1988	2.6	15.8	56	25.6	
1989	2.9	11.1	51.6	32.7	1.7
1990	3.4	6	49.4	37.6	3.6
1991	3.9	2	44.3	46.8	3

Glading welcomes the new plant — "Particularly around Xmas, there won't be a problem with CDs being out of stock." Although Sony closed their vinyl plant several years ago, the company remained in manufacturing with one of the biggest cassette duping facilities in Australia.

NZ-On-Air Video Grants

Fifteen new music videos are to be funded by NZ On Air from a record field of 23 proposals submitted by record companies. The list of projects to be funded is a mix of familiar names like the Headless Chickens, Push Push, the Exponents and Moana & the Moahunters and the not so familiar like Christchurch's Holy Toledos and Auckland dance music artists Jules Issa.

NZ On Air launched a pilot scheme to fund New Zealand music videos in July last year. Funding of \$5,000 per project is available for projects which meet the scheme's criteria. With these latest decisions, NZ On Air has now

funded 33 New Zealand music videos since the scheme was launched. The new videos will be:

Moana & The Moahunters 'Sister In Me' (Southside)
Head Like A Hole 'Never Mind Today' (Wildside)
Southside of Bombay 'All Across The World' (Pagan)
Merania 'When You Leave' (Pagan)
Headless Chickens 'Donde Esta La Polla' (Flying Nun)
The 3Ds 'Outer Space' (Flying Nun)
The Spirals 'Normal' (BMG)
Hoi Polloi 'Rest Tonight' (BMG)
Push Push 'What My Baby Likes' (Tall Poppy)
The Exponents 'Sink Like A Stone' (Polygram)
Jules Issa 'Dangerous Game' (Deep Grooves)
Gael Force 'Heartbroken' (Edge Music)
David Parker 'Get Down Tonight' (Edge Music)
Stewart Allan 'Never Be The Same' (Edge Music)
Holy Toledos 'I Confess' (Failsafe)

Future Nun

New releases from Flying Nun coming up in April include a remix of Headless Chickens *Donde Esta La Polla*, a Queen Meanie Puss 7" (*The Beauty of Dogs*) and (finally) the Axemen CD *Peter Wang Pud*.

In the pipeline, LPs from the Chills *Soft Bomb*, Bailter Space *The Aim*, Puddle Into *The Moon*, Strangeloves *She Knows What's Happening*, *Freak The Sheep Vol. 2*, a Great Unwashed compilation, the Wart EP, Doublehappys *Nerves*, Verlaines CD *Juvenilia* (plus extra tracks), Letter 5 *You Are Here*, a Tinnitus cassette and *Futuras Past/ Alive & Studio CD*, Jane & the Magick Heads 7" and a Drill 7".

Warners Gain rooArt

Australian indie label rooArt and Warner Music International have signed a joint venture agreement allowing rooArt artists to be distributed internationally (including New Zealand) by Warner Music.

The label was established in 1988 by Chris Murphy, the manager of INXS and roster of artists includes Ratcat, Wendy Matthews, Screaming Jets, Hummingbirds, Tall Tales and True and Weddings Parties Anything.

Chris Murphy comments: "By joining forces with Warner Music International we feel we will be in a prime position to bring Australian music to where it belongs — the forefront of the international marketplace."

Musical Chairs

Heather Gamblin has left BMG promotions dept to do a bit of O.E., first Sydney and then London. Joining BMG's promotions dept is Kirk Harding from Marbecks.

New Music Seminar

Music New Zealand and the Trade Development Board have once again to chosen to co-finance a New Zealand Music Stand at the New York Industry Convention, 'New Music Seminar', June 17-21.

The Seminar usually takes place in July, but to avoid clashing with the National Democratic Convention, this year the seminar takes place a few weeks early.

Last year Straitjacket Fits did showcase gigs during the Seminar at New York Clubs such as CBGBS, this year 3Ds will perform at the Seminar. (3Ds already have a USA release for *Hellzapoppin* album on the First Warning label.)

The postal address for Music New Zealand is c/- PO Box 9241, Wellington.

NZ Music News

The NZMN is a ten minute bulletin of up-to-date news about NZ music, musicians and industry personalities, broadcast twice weekly by each student radio network station, funded by NZ On Air. The programme times are as follows:

BFM
Fridays 1pm, Mondays 10pm.
Contact 89FM
Fridays 12 noon, Mondays 12 noon.
Radio Massey
Fridays 1.30pm & 6pm.
Radio Active
Fridays 1pm & 6pm.
RDU
Fridays 8pm & Sundays 8pm.
Radio One
Fridays 5pm, Saturdays 3pm.



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ETHERIDGE

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PolyGram

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fish across face

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