

STOP

have you heard...



BRUCE HORNSBY & THE RANGE
'the way it is'



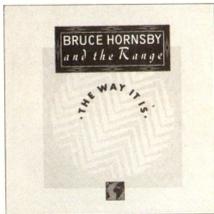
THE SINGLE · THE WAY IT IS
TOP 10 HOLLAND · TOP 20 U.K.



THE WAY IT IS · THE SINGLE · THE ALBUM
DIFFERENT · REFRESHING · A HIT

BRUCE HORNSBY

and the Range

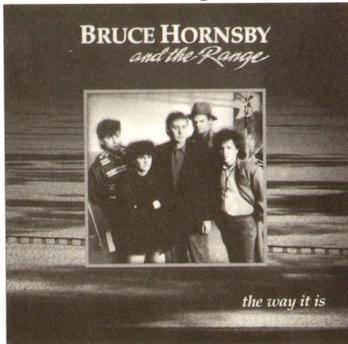


THE SINGLE 

THE ALBUM 



SUMMER'S ALMOST OVER · BRUCE HORNSBY'S JUST BEGUN
that's the way it is



French Sales Down

CD's & Maxis Doing Well

by Philippe Crocq

French record and tape sales fell by 4% last year, according to year-end figures released by industry organisation SNEP. But price increases above the level of inflation meant that sales values went up by 3.8% to 2.38 billion francs. The figures, based on returns by 16 major companies, represent 90% of the total market.

Only Compact Discs and maxi-singles showed any growth in unit terms. CD sales were 140% up at 2.26 million, compared with 950,000 in 1984, and maxi sales were 100% up at 5.8 million. Sales of conventional singles fell 4.4% to 58.9 million, while LP sales were 16% down at 31.2 million, against 37.3 million in 1984. Even cassettes were 4.3% down at 20.3 million (1984 figure: 21.2 million). Total unit sales of all configurations were 118.46 million, compared with 123.75 million in the previous year.

Label chiefs may console themselves that the drop in sales was not as severe as had been predicted, but on the other hand the resurgence of the market which was expected for 1986 has not so far materialised. January's sales were 14% up in value terms on the same month last year, but largely as a result of unforeseen and unpredictable circumstances. The death of singer Daniel Balavoine during the

Paris-Dakar rally focused public attention on pop music, while Paul Ledermann's promotional campaign around the same time gave consumers a fresh incentive to purchase recorded music.

Subsequent months were poor in sales terms, despite the quality of new releases, and business during the summer has been even worse. Nor does the decision by culture minister François Léotard to retain the 33.3% value added tax on records give cause for optimism. France is now the only major industrialised country to impose such a tax, treating pre-recorded music in line with luxury consumer goods or pornographic films.

Iggy Pop Rejoins Bowie For New LP

James Osterberg, better known as Iggy Pop, the punk rocker avant la lettre, has joined up with his old pal David Bowie for the production of his new album *Blah Blah Blah*. Out on A&M this fall, it marks the fourth time that the two cooperate after earlier albums for RCA, like 'The Idiot', 'Lust For Life' and the live album 'TV Eye'.

Rumoured to have the same atmosphere as Bowie's super hit 'China Girl' (co-written by the two) the album was recorded in Montreux, Switzerland and featured friend Steve Jones on guitar, as well as the same band that backed up Bowie's performance on Live Aid. This band, assembled by Kevin Armstrong, will also be Iggy's band for his upcoming tour, starting in late October.

Renowned video director Julian Temple is working on two video clips of which the first one will be for the track *Cry For Love*.

IMMC 1987

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radio stations and the many artists present. The IMMC organization will build a bigger number of soundproof live and radio recording rooms to cater for this need. At least one major rock act has already announced it will begin its European tour at Montreux in order to give the music media people present a chance to attend their opening gig.



SKY TAKES THREE CHANNELS ON DBS

Amsterdam- At the Firato, the Dutch bi-annual international studio and video fair, held here last week, Sky Channel announced it will take two communication satellites on Europa. Starting in 1989, individual consumers will be able to receive the satellite service through the DBS satellite on which three channels will be used: Premium, Showcase and Sky, all broadcasting under the banner

of Direct TV. Sky Channel continues its broadcasting on the ECS-satellite for cable systems.

Premium will be an all-age programme bringing films, news and more spectacular items, while Showcase will feature family programmes as well as programmes for young children. Sky continues its formula of light amusement, music and sports.

ZZ Top Stages Europe With 34 Dates German Hard Rock Band Bonfire Will Support

Texas rockers ZZ Top will sweep Europe with their 9 countries, 34 dates Euro-tour. Starting off September 9 in Stockholm, the European tour will bring them next to Finland, Norway, Germany, France, Belgium, Holland, Switzerland and finishing the 20-22 October in the UK at the London Wembley Arena. WEA will release the new ZZ Top single 'Velcro Fly' this week, both in different 7" and 12" mixes. In-store video campaigns will be set up and the WEA UK company will do an extensive tv advertising

campaign in the Yorkshire region.

Special guests will be the German hard rock band Bonfire who will join the trio as an opening act on all their dates, excluding the UK. Signed by MSA/RCA it will be a tremendous opportunity for the band to prove their live qualities. Their Dave Hutchins produced album 'Don't Touch The Light', together with the single ballad 'You Make Me Feel', will be released in conjunction with their continental European tour.



Texas Sweeps Europe- The inimitable ZZ Top will conquer Europe with their 34 dates, 9 countries Mega Tour.

DBS BIDS

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Amstrad has dominated the consumer market in recent years with a succession of low-price products undercutting all competitors, first in the hi-fi field and more recently with CD and micro-computer hardware. Sugar would like to do the same with satellite reception equipment. Current cost estimates are around 400 pounds, but Amstrad has mooted a figure under

200 pounds.

Other applicants include the DBS UK consortium comprising Carlton Communications, Columbia Pictures, retail group Dixons, independent tv broadcaster London Weekend and others, which intends to offer three advertising-supported DBS channels, one of them allocated to Superchannel. Businessman Robert Holmes is backing a National Broadcasting Service application, with Sat UK and DBL putting in the remaining bids.