

VIDEO AND THE RECORD INDUSTRY

Today, there are approximately one million VCR units in homes across the U.S., with hardware ranging in cost from \$1,000-3,000 and software ranging from \$15-55.¹ Video technology has given us three major video cassette types. The Beta format consists of two types. Beta I, referred to as the first system and, Beta II, presently the more commonly used system, both use 1/2" magnetic tape stores in a video cassette. The cassette is the size of a paperback book. The tape can be used over and over again, with a life said to exceed one hundred recordings. The Beta player, manufactured almost exclusively by Sony, has a built in electronic timer and remote control pause system. Sony has manufactured more complex players with an added number of conveniences.² The VHS format uses 1/2" magnetic tape in a videocassette as well, and although there is no substantial difference between the Beta and VHS systems, the VHS is a bit less expensive and has a greater storage capacity because of a larger size cassette. The VHS format may develop into the "one format" for it is a tape that can be played on many different VCR player systems whereas the Beta format relies almost exclusively on the Sony players.

There are three tape formats that are considered to be industrial or professional tapes. The 3/4" format, referred to as "u-matic", is used by independent producers and low budget concerns who cannot afford the expense of broadcast tape. For professional broadcast use, 1" and 2" tape are now used, with 2" tape gradually becoming obsolete. These tapes are stored on reels and are commonly used for masters.

The Video Industry is presently in a period of growth, research and development and thus is in a constant state of flux. Considering the above, the record companies seem to be taking a "wait and see" attitude. Jo Bergman, Director of Warner Brothers' Video Operations, notes that, "Until you have six million players out there — nobody is going to make any money." She continues, "We're not doing anything until the legal questions are resolved." Michael Friedman, Director of Arista's Video Services, states that, "Videos are costly to produce and thus far not demonstrated themselves to be a terribly effective sales tool." However, at the time this issue goes to press, 90% of the major record companies have video productions. Some companies prefer their own in-house production teams, whereas others prefer a "contract" production.³ Note that the average cost to produce one minute of video is approximately \$2,000.⁴ The return on this investment is also the subject of differing opinions.

At one time video was used for domestic in-store promotion. Today, in-store is less important. In the International market, however, video has proven to be a valuable promotional tool. Record sales have increased greatly in the United Kingdom, Europe, Japan and Australia with the use of promotional video. Although, domestic in-store use of video has tapered off, film is still important in the United States with such commercial television shows as *Midnight Special* and *Don Kirshner's Rock Concert*. There has also been growth in cable and pay-television. This area is becoming an important vehicle for music oriented programming as well. Video is also being used by record companies for smaller presentations to retailers, in-house sales and promotional departments and occasionally for college promotion.

The market potential for the music industry may further lie in the development of the video disc. At this time the prime innovators of the videodisc systems appear to be *RCA* and *MCA-IBM-Magnovox-Pioneer*.

These systems will be discussed more completely in next month's issue which will touch on some possibilities for the future as it relates to the record industry.

The following chart represents an overview of the activities of major record companies that are involved with video:

Please note that the fact that titles are listed in this chart does not necessarily mean that said titles have as yet been used. Furthermore, in many cases, for legal reasons, special written permission must be received from more than one source before the record companies can allow usage. In some cases, titles are simply not available at all.

A&M - Contact: Bob Knight, National Director of Merchandising

THE DICKIES - "Banana Split," "Knights In White Satin," "Paranoid"/ JOE JACKSON - "Ain't That A Shame," "Baby Stick Around," "I'm The Man," "Is She Really Going Out With Him," "Sunday Papers"/ LIVE WIRE - "Hit And Run Driver," "Money"/ NAZARETH - "Gone Dead Train," "Holiday," "I Don't Want To Do Anything Without You," "I Want To Do Everything With You," "Make The Sun Shine," "Shout Me Down," "Whatever You Want Babe"/ THE POLICE - "Bring On The Night," "Can't Stand Losing You," "Landlord," "Message In A Bottle," "Next To You," "Pop Of The Pops," "Roxanne," "The Bed's Too Big Without You," "Walking On The Moon"/ SAD CAFE - "An Evening With Sad Cafe," "Everyday Hurry," "My Oh My," "Strange Little Girl"/ SQUEEZE - "Another Nail In Our Heart," "If I Don't Love You," "Misadventure," "Pulling Muscles," "There At The Top"/ TARNY SPENCER BAND - "No Time To Loose," "Run For Your Life," "Takin' Me Back"

ARISTA RECORDS, INC. - Contact: Michael Friedman, Director Video Services

THE A'S - "Old Grey Whistle Test," - 3 songs/ THE KINKS - (Live Providence concert)/ JOHN MILES - "I Don't Want To Talk," "No Hard Feelings," "Zaragon"/ GRAHAM PARKER - "Local Girls," "Protection"/ THE POP - Old Grey Whistle Test," - 4 songs/ IGGY POP - "Five Foot One," "I'm Bored"/ RAYDIO - "Honey, I'm Rich," "Jack and Jill," "Love Thing," "More Than One Way...," "You Can't Change That"/ THE ROLLERS - "Turn On Your Radio"/ THE SPORTS - "Don't Throw Stones," "Suspicious Minds," "Who Listens To The Radio" (live footage)/ DWIGHT TWILLEY - "Out Of My Hands"/ TYCOON - "Slow Down Boy," "Such A Woman"/ DIONNE WARWICK - (Live In Concert)

BEARSVILLE - Contact: Vinny Fusco, Director of International Operations

(Bearsville Picnic - Todd Rundgren, Jesse Winchester, Foghat, etc.), "Nervous Breakdown" (see also Warner Bros.)

BLUE SKY - Contact: Teddy Slatas, V.P. and General Manager

RICK DERRINGER - "Back In The U.S.A.," "Don't Ever Say Goodbye," "Guitars and Woman," "Hang On Sloopy," "Jump, Jump, Jump," "Rock And Roll Hocheuke," "Teenage Love Affair," "Timeless" (see also Columbia-Epic-Associated labels)

BUDDAH - Contact: Chuck Walz, V.P.

MICHAEL HENDERSON - "Playing On The Real Thing," "To Be Loved"

¹"News and Comment", *Videography*, Aug. '79, p. 11, 79.

²"Sony Demonstrates Betamax", *News from Sony*, Feb. 12, 1976.

³"Varley Smith", *Capitol Records, Text — Billboards International Music Conference*, Nov. 17, 1979.

⁴"Gary Dartnall", *EMI Videograms, Inc., Text — Billboards International Video Music Conference*, Nov. 18, 1979.

VIDEO SPOTLIGHT

CAPITOL RECORDS, INC. - Contact: Varley Smith, Director - Film & Audio Production Center

AMERICA- "All Around", "Foolin'", "Only Game In Town"/ APRIL WINE - "Get Ready For Love", "Rock N' Roll Is A Vicious Game", "Roller"/ NATALIE COLE - "Oh Daddy", "Stand By", "Your Lonely Heart"/ DR. HOOK - "Clyde", "Dooley Jones", "I Don't Want To Be Alone", "Sharing The Night Together", "Storms Never Last", "When You're In Love With A Beautiful Woman", "You Make My Pants Want To Get Up And Dance"/ KLAATU - "A Routine Day"/ KRAFTWERK - "Antenna", "Neon Lights", "Radioactivity", "The Robots", "Trans-Europe Express"/ LITTLE RIVER BAND - "It's Not A Wonder", "Lonesome Loser", "Mistress Of Mine", "Lady", "Reminiscing", "Shut Down Turn Off", "So Many Paths"/ McGUINN, CLARK & HILLMAN - "Backstage Pass", "Don't You Write Her Off", "Surrender To Me"/ MOON MARTIN - "Bad Case Of Loving You", "I've Got A Reason", "Hot Nite In Dallas", "Rolene"/ THE MOTELS - "Anticipating", "Celia", "Closets and Bullets", "Dressing Up", "Kix", "Porn Reggae", "Total Control"/ ANNE MURRAY - "Broken Hearted Me", "I Just Fall In Love Again", "Shadows In The Moonlight"/ THE SHIRTS - "Laugh And Walk Away", "Reduced To A Whisper", "Teenage Crutch", "Tell Me Your Plans"/ SUN - "Dance", "Pure Fire", "Radiation Level", "Sun Is Here" / A TASTE OF HONEY - "Do It Good", "I Love You"/ TAVARES - "Don't Take Away The Music", "Ghost Of Love", "Heaven Must Be Missing An Angel"/ BOB WELCH - "China", "Church", "Ebony Eyes", "Precious Love", "Sentimental Lady", "The Ghost Of Flight 401", "Three Hearts"/

CHRYSALIS RECORDS - Contact: Linda Carhart, National Director of Artist Development

THE BABYS - "Broken Heart", "Everytime I Think Of You", "If You Could See Me Fly", "If You've Got The Time", "I'm Falling", "Isn't It Time", "Laura", "Looking For Love", "Love Don't Prove I'm Right", "Wild Man"/ PAT BENATAR - "Heartbreaker", "I Need A Lover", "We Live For Love"/ BLONDIE - "Denis", "Detroit 442", "Eat To The Beat" (video album), "Hanging On The Telephone", "Heart of Glass", "In The Flesh", "Presence Dear", "Rip Her To Shreds", "X Offender"/ DAVID DUNDAS - "Another Funny Honeymoon", "Jeans On"/ GENERATION X - "New Orders", "Wild Youth"/ NICK GILDER - "Backstreet Noise", "Poor Boys", "Runaways In The Night"/ IAN HUNTER - (in Concert, Live at the Agora)/ FRANKIE MILLER - "A Fool In Love", "Be Good To Yourself", "Doodle Song", "Darlin'", "Good To See You", "Stubborn Kind Of Fellow", "When I'm Away From You"/ FRANKIE MILLER & PROCUL HAREM - "Brickyard Blues", "Over The Rainbow"/ PROCUL HAREM - "Final Thrust", "Pandora's Box"/ BRIAN PROTHEROE - "Enjoy It", "Pinball", "Running Through The City"/ RACING CARS - "They Shoot Horses Don't They", "Weekend Rendezvous"/ JOHN DAWSON READ - "A Friend Of Mine"/ THE SPECIALS - "Gangsters", "Message To You Rudy", "Too Much Too Young"/ SPLIT ENZ - "Bold As Brass", "Late Last Night", "Loverly Dovey", "My Mistake"/ STEELEYE SPAN - "All Around My Hat", "Boar's Head Carol", "Hard Times Of Old England", "London"/ JETHRO TULL - "Minstrel In The Gallery", "Moths", "Heavy Horses", (Sight & Sound in Concert, Live at Madison Square Garden), "The Whistler", "Too Old To Rock 'N' Roll"/ UFO - "Cherry", "Only You Can Rock Me", (Live At The Roundhouse)

COLUMBIA/EPIC/AND ASSOCIATED LABELS - Contact: Arnold Levine, Director Creative Services

AVIARY - "Anthem For The U.S.A.", "Puddles", "Soaring"/ RUSS BALLARD - (3 songs in concert)/ BEACH BOYS - "Good Timin'", "Here Comes The Night"/ CELI BEE - "Macho"/ ARCHIE BELL - "Soul City Walk"/ BLUE OYSTER CULT - "Are You Ready To Rock", "Godzilla", "The Reaper", "We Gotta Get Out Of This Place"/ BOOMTOWN RATS - "I Don't Like Mondays", (In-store Special), "Rat Trap"/ BOSTON - "A Man I'll Never Be", "Don't Look Back", "More Than A Feeling", "Party"/ THE BOYZZ - (in concert)/ PETER BROWN - "Dance With Me"/ CAFE JACQUES - "Dark-Eyed Johnny", "Heart Of The City", "Meaningless"/ BOBBY CALDWELL - "What You Won't Do For Love"/ ROBERTO CARLOS - "Breakfast", "Faith"/ LYNDY CARTER/ JOHNNY CASH - "One Piece At A Time"/ CHEAP TRICK - "Dream Police", "Voices", "Way Of The World", (in concert at Bodoukan)/ CHICAGO - "Alive Again", "Must Have Been Crazy", "Runaway", "Streetplayer"/ THE CLASH - "Tommy Gun"/ ELVIS COSTELLO - "Chelsea", "Oliver's Army", "Peace, Love & Understanding", "Pump It Up"/ BURTON CUMMINGS - (in concert), "Never Had A Lady"/ CHARLIE DANIELS - "Birmingham Blues", "Country Boy", "Devil Went Down To Georgia", "Orange Blossom Special", "Passing Lane", "South's Gonna Do It"/ SARAH DASH - "Candy From Your Baby", "Sinner Man", "You"/ NEIL DIAMOND - (4 songs in concert)/ DION - "Brooklyn Dodger", "Midtown America", "Saturday Night"/ DRAGON - "April Sun", "Shooting Star"/ GEORGE DUKE - "Dukey Stick", "Starting Again"/ IAN DURY - "Rhythm Stick"/ EARTH, WIND & FIRE - "Boogie Wonderland", "Serpentine Fire", "Shining Star"/ WALTER EGAN - "Blond In A Blue T-Bird", "Hi-Fi Love", "I Want It", "Like You Do", "Magnet & Steel", "You're The One"/ ELO - "Don't Bring Me Down", "Mr. Blue Sky", "Shine A Little Love", "Sweet Talkin' Woman", "Turn To Stone", "Wild West Hero", "Showdown"/ EMOTIONS - "Smile", "Walkin' The Line", "Whole Lotta Shakin'"/ FABULOUS POODLES - "Mirror Stars", "Mr. Mike", "Toytown People", "Work Shy"/ FLASH AND THE PAN - "Down Among The Dead Men", "Hey, St. Peter"/ ELLEN FOLEY - "Stupid Girl", "We Belong To The Night", "What's The Matter Baby"/ FOXY - "Get Off", "Hot Number"/ DEAN FRIEDMAN - "Lucky Stars"/ GASOLIN' - "American Dane", "Twilight Birds", "What A Lemon"/ LARRY GATLIN - "All The Gold In California", "I'm Gonna Love You", "We're Number One"/ CRYSTAL GAYLE - "Danger Zone", "Half The Way", "Miss The Mississippi", "On The Blue Side"/ DAVID GILMOUR - (4 songs)/ ADRIAN GURVITZ - (special)/ HERBIE HANCOCK - "I Thought It Was You"/ DAN HARTMAN - "Instant Replay", "This Is It"/ HEART - "Crazy On You", "High Time", "Straight On"/ HEATWAVE - "Ain't No Half-Steppin'", "Boogie Nights", "Mind Blowin' Decisions", "Party Poop"/ PATRICK HERNANDEZ - "Born To Be Alive", "Disco Queen"/ THE BUDDY HOLLY STORY - "Movie Trailer"/ JANI IAN - (3 songs)/ IRAKERE - (two reels)/ MICHAEL JACKSON - "Don't Stop Till You Get Enough"/ THE JACKSONS - "Blame It On The Boogie", "Enjoy Yourself"/ BILLY JOEL - "Big Shot", "Goodbye To Hollywood", "Honesty", "James", "Just The Way You Are", "My Life", "The Stranger"/ DAVID JOHANSEN - "Melody", "Swaheto Woman"/ JOURNEY - "Feelin' That Way", "Just The Same Way", "Lights", "Lovin' Touchin', Squeezin'", "Lovin' You Is Easy", "Too Late", "Wheel In The Sky", (special)/ KC & THE SUNSHINE BAND - "Do You Feel Alright"/ KANSAS - "Away From You", "Dust In The Wind", "On The Other Side", "People Of The Southwind", "Reason To Be", "Wayward Song"/ KAPTAIN KOOL & THE KONGS - (5 songs)/ KINGFISH - "Ain't It Hard", "Hurricane"/ GLADYS KNIGHT - "Am I Too Late", "You Bring Out The Best In Me"/ PATTI LABELLE - "Lady Marmalade", "Nightbirds"/ LAUGHING DOGS - "Get 'Im Out Of Town"/ KENNY LOGGINS - "Easy Driver", "Whenever I Call You Friend"/ LENE LOVICH - "Lucky Number", "Say When"/ NICK LOWE - "Breaking Glass", "Cruel To Be Kind", "No Reason"/ CHERYL LYNN - "Got To Be Real"/ MANHATTANS - "Am I Losing You", "Kiss And Say Goodbye"/ MCCOO & DAVIS - "Shine On Silver Moon"/ McFADDEN & WHITEHEAD - "Ain't No Stoppin' Us Now", "I've Got The Love"/ EYES OF LAURA MARS - "Movie Trailer"/ MATHIS & WILLIAMS - "Too Much, Too Little, Too Late", "You're All I Need"/ MEAT LOAF - "Bat Out Of Hell", "Paradise By The Dashboard Light", "You Took The Words Right Out Of My Mouth"/ EDDIE MONEY - "Baby Hold On", "Love The Way You Love Me", "Maureen", "Maybe I'm A Fool", "Rock N' Roll The Place", "Two Tickets To Paradise"/ MELBA MOORE - "You Stepped Into My Life"/ MOTHER'S FINEST - (special)/ THE MOTORS - "Bring In The Morning Light", "Dancing The Night Away", "Freeze"/ RICK NELSON - (host for Saturday Night Live)/ WILLIE NELSON - "Heartbreak Hotel", "One For My Baby", "Trouble In Mind"/ TED NUGENT - "Cat Scratch Fever"/ O'JAYS - "Brandy", "Forever Mine", "Sing A Happy Song", "Stand Up"/ BILLY PAUL - "Let 'Em In"/ JOHNNY PAYCHECK - "Take This Job And Shove It"/ TEDDY PENDERGRASS - "Close The Door", "Do Me", "Turn Out The Lights"/ LOU RAWLS - "Lady Love"/ REO SPEEDWAGON - "Lucky For Me", "Roll With The Changes", "Say You Love Me"/ ROCK ROSE - "Bittersweet Love", "Daddy's Car", "Phantom Lover"/ SANTANA - "Black Magic Woman", "One Chain", "Open Invitation", "Well Alright"/ BOZ SCAGGS - (Convention Special)/ PAUL SIMON - "Slip Sliding Away"/ THE SINCEROS - "Take Me To Your Leader", "Worlds Apart"/ O.C. SMITH - "Together"/ REX SMITH - "Simply Jessie", "Sooner Or Later" (excerpts from film), "You Take My Breath Away"/ SOUTHSIDE JOHNNY - (Special)/ BRUCE SPRINGSTEEN - "Rosalita"/ RACHEL SWEET - "B-A-B-Y"/ JAMES TAYLOR - "Honey Don't Leave L.A.", "Your Smilin' Face"/ LAURA TAYLOR - "Dancin' In My Feet"/ LIBBY TITUS - "Fool That I Am"/ TOTO - "Georgy Porgy", "Hold The Line", "I'll Supply The Love"/ VIOLINSKI - "Clog Dance"/ VOYAGE - "Let's Fly Away", "Souvenirs"/ WAR OF THE WORLDS - "Movie Trailer"/ ANITA WARD - "Make Believe Lovers", "Ring My Bell"/ DAVID WERNER - "What's Right", "What Do You Need To Love"/ WET WILLIE - "Hold Me", "This Time"/ DENIECE WILLIAMS - "Free", "I've Got The Next Dance"/ WINGS - "Arrow Through Me", "Getting Closer", "Goodnight Tonight"/ RON WOOD - "Buried Alive", "Seven Days"/ TAMMY WYNETTE - "I Wanna Play House"

VIDEO SPOTLIGHT

CREAM - Contact: Leo Housekeeper, Director of Video Operations

JOYCE COBB - "Dig The Gold"

DELITE - Contact: Bernie Block, V.P. of Sales & Marketing

KOOL AND THE GANG - (Dick Clark), (Rock Concert), (Soap Factory)

DON KIRSHNER ENTERTAINMENT CORPORATION - Contact: Wally Gold, Vice President - General Manager

KANSAS - "Away From You", "Can I Tell You", "Dust In The Wind", "Death Of Mother Nature Suite", "Down The Road", "Journey From Mariabronne", "Mysteries and Mayhem", "Pinnacle", "On The Other Side", "People Of The Southwind", "Reason To Be", "Wings Of Steel"

ELEKTRA-ASYLUM RECORDS - Contact: Sherri Golsher, Director of Video Services

BREAD - "Baby I'm A Want You", "Fancy Dancer", "Guitar Man", "Look What You've Done", "Lost Without Your Love", "Mother Freedom", "Hooked On You" (with intro)/ DEE DEE BRIDGEWATER - "Just Family"/ DONALD BYRD - "Heard The News", "Thank You For Funking Up My Life"/ THE CARS - "Best Friend's Girl", "Dangerous Type", "Double Life", "Just What I Needed", "Let The Good Times Roll", "Let's Go"/ HARRY CHAPIN - (At The Greek)/ JACK CLEMENT - Demo/ JUDY COLLINS - "Hard Times For Lovers", (Original Material), "Starmaker", "Where Or When"/ EAGLES - "I Can't Tell You Why", "In The City", "Hotel California", "Long Run"/ JAY FERGUSON - "Losing Control", "Thunder Island"/ FRIENDSHIP - "Here Today Here Tomorrow", "Let's Not Talk About It"/ DAVID GATES - "The Goodbye Girl", "Took The Last Train"/ GILBERTO GIL/ LOUISE GOFFIN - "Kid Blue"/ ANDREW GOLD - "Go Back Home Again", "How Can This Be Love", "Kiss This One Goodbye", "Lonely Boy"/ STEVE GOODMAN - (At The Capitol, in Maine)/ SERGIO MENDES & BRAZIL '77/ JONI MITCHELL - (At Wembley)/ TIM MOORE/ MARTIN MULL - (Home Box Office Special)/ NIGHT - "Ain't That Peculiar", "Hot Summer Nights"/ PINK LADY - "Kiss In The Dark"/ POINTER SISTERS - "All Your Love", "Dirty Work", "Everybody Is A Star"/ QUEEN - "Bicycle Race", "Bohemian Rhapsody", "Day At The Races", "Fat Bottomed Girls", "Love Of My Life", "Rock You", "Somebody To Love", "Spread Your Wings", "Sweet Lady", "Tie Your Mother Down", "We Are The Champions", "You're My Best Friend"/ EDDIE RABBITT - "Drinking My Baby Off My Mind", "Every Which Way But Loose", "Hearts On Fire", "Kentucky Rain", "I'm Gonna Do You Right Tonight", "Rocky Mountain Music", "Two Dollars In The Juke Box", "We Can't Go On Living Like This", "Would You Love A Poor Boy", "You Don't Love Me Anymore"/ LEE RITENOUR - "Uh Oh"/ BRUCE ROBERTS - "Car Song", "I Don't Want To Go", "Riches", "Starmaker"/ LINDA RONSTADT - "Cost Of Love", "How Do I Make You", "Hurt So Bad", "Livin' In The USA", "Lose Again", "Mad Love", "Tracks Of My Tears"/ LINDA RONSTADT & ALLAN CLARKE/ LINDA RONSTADT & J.D. SOUTHER - "Faithless Love"/ SUE SAAD & THE NEXT - "Won't Give It Up", "Young Girl"/ CAROLE BAYER SAGER - "Home To Myself", "I Don't Wanna Dance No More", "I'd Rather Leave While I'm In Love", "It's The Falling In Love", "Sweet Alibis", "You're Moving Out Today"/ SHOES - "Cruel You", "In My Arms Again", "Tomorrow Night", "Too Late"/ SIMMS BROTHERS/ CARLY SIMON - "Never Been Gone", "Vengeance", "We're So Close"/ MARC TANNER - "Elena", "Never Again", "She's So High"/ TELEVISION - "Foxhole"/ VOYAGER - "Halfway Hotel"/ LENNY WHITE - "Best Of Friends", "Betta", "City Dancin'", "Lady Madonna", "Struttin'", "Pooh Bear", "Peanut Butter", "Time", (Drum solo)/ WARREN ZEVON - "Nighttime In The Switching Yard", "Werewolves of London"

ISLAND - Contact: Irene Simmons, Assistant to the President

THE BUGGLES - "The Plastic Age", "Video Killed The Radio Star"/ CHARLIE DORE - "Pilot Of The Airwaves"/ THE JAGS - "Back Of My Hand"/ GRACE JONES - "Roseland"/ BOB MARLEY AND THE WAILERS - "Exodus", (Live at the Rainbow)/ ROBERT PALMER - "Bad Case of Loving You"/ STEEL PULSE/ THIRD WORLD - "Arise And Harmony" (Part I/II)/ TOOTS & THE MAYTALS

MCA - Contact: Ann Lewis, Director of Video Operations

STEPHEN BISHOP - "On & On", "Save It For A Rainy Day"/ BLACK OAK ARKANSAS - "Live"/ BLOOD, SWEAT & TEARS - "Dreamin' As One"/ CHUCK BROWN & THE SOUL SEARCHERS - "Bustin' Loose"/ JIMMY BUFFETT - "Come Monday", "Livingston Saturday Night", "Margaritaville", "Pencil Thin Mustache"/ ROY CLARK - "You Can't Build A Fire In The Rain"/ CRUSADERS - "Street Life"/ ROGER DALTRY - "One Of The Boys", "Say It Ain't So, Joe"/ JOE ELY - "Crawdaddy Train"/ FREDDY FENDER - "If You Don't Love Me", "Until The Next Teardrop Falls" (Dinah), "Wasted Days & Wasted Nights", "Why Should I Keep Loving You" (Dinah), "Vaya Con Dios"/ FLOATERS - "Float On", (Midnight Special, TV)/ ARLYN GALE - "Night Flight"/ GOLDEN EARRING - "Untitled"/ JOHN HIATT - "Radio Girl", "Slug Line"/ ELTON JOHN - "Ego", "Mama Can't Buy You Love" (Muppet Show-TV), "Part Time Love", "Rock Of The Westies", "Song For Buy", "To Russia With Elton"/ B.B. KING - "Better Not Look Down", "Russian Tour", "Same Old Song", "Sounds of Lucille (Captain & Tennille TV)/ LONNIE JORDAN - (Soul Train-TV)/ JOHN KLEMMER - "At 17"/ LYNRYD SKYNYRD - (Live at Nebworth, Eng.), (Lynryd Skynyrd Tribute), (Oakland Live), (Volunteer Jam with Charlie Daniels)/ BARBARA MANDRELL - "If Loving You Is Wrong", "Hold Me", "Married But Not To Each Other", "More American Graffiti"/ NEW RIDERS OF THE PURPLE SAGE - "Just Another Night In Reno/ OLIVIA NEWTON-JOHN - "A Little More Love", (ABC TV Special), "Deeper Than The Night", (Holland Concert-live), "Totally Hot"/ OAKRIDGE BOYS - "Easy"/ TOM PETTY & THE HEARTBREAKERS - "Baba O'Riley", "Crazy Love", "Heart Of The Night", "Here Comes My Girl", "Kids Are Alright", "Legend", "Refugee", "We Won't Get Fooled Again" (Who film)/ POCO - "Indian Summer", "Keep On Tryin'", "Rose of Cimarron/ RUFUS (with Chaka Khan) - "At Midnight", "Dance Wit Me", "Do You Love What You Feel", "Hollywood", "Master Jam", "Tell Me Something Good", "You Got The Love"/ SHEER ELEGANCE - "Life Is Too Short Girl"/ SHERBET - (TV special)/ STARGARD - (Summit Arena live), "You Make It So Easy", "Which Way Is Up"/ B.J. THOMAS - "Don't Worry Baby", "Everybody Loves A Rain Song", "Still The Lovin' Is Fun"/ DIANA TASK - "Come On Home" (TV)/ TANYA TUCKER - "Lover Good-Bye", "Not Fade Away", "Save Me", "Texas (When I Die)/ CONWAY TWITTY - (Dinah TV)/ THOR - (3 SONGS)/ JUDY TZUKE - "Stay With Me Till Dawn"/ WAR - "Galaxy", "Good, Good Feelin'"/ ANDREW LLOYD WEBBER - "Evita", "Variations"/ WHA-KOO - "Fabulous Dancer"/ THE WHO - "Baba O'Riley", "The Kids Are Alright", "Who Are You"/ THE WHO & POCO - "Crazy Love", "Heart Of The Night", "The Kids Are Alright", "We Won't Get Fooled Again"/ THE WIZ - "Brand New Day", "Ease On Down"

MILLENIUM - Contact: Bobby Ragona, Director of National Sales & Marketing

BRUCE COCKBURN - "Wondering Where The Lions Are"/ TOMMY JAMES - "Three Times In Love" (see also RCA)

MOTOWN - Contact: Nancy Leiviska, Director of Video Operations

COMMODORES - "Midnight Magic"/ MARVIN GAYE - "Funky Space Reincarnation", "Here My Dear"/ RICK JAMES - "Bustin Out", "Fire It Up", "Fire It Up Tour"/ TEENA MARIE - "A Sucker For Your Love", "Don't Look Back"/ SMOKEY ROBINSON - "Warm Thoughts"/ DIANA ROSS - "The Boss"/ SWITCH - "Switch II"/ STEVIE WONDER - "The Secret Life of Plants"

THIS LISTING WILL BE CONTINUED IN NEXT MONTH'S ISSUE - VIDEO SPOTLIGHT PART 2 -