

# Billboard® Videocassette Top 40

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Survey for Week Ending 9/8/84

## SALES

This Week	Last Position	Weeks on Chart	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	6	6	THE BIG CHILL	RCA/Columbia Pictures Home Video 100211	William Hurt Glenn Close	1983	R	VHS Beta	79.95
2	3	122	JANE FONDA'S WORKOUT ▲ (ITA)	KVC-RCA Karl Video Corporation 042	Jane Fonda	1982	NR	VHS Beta	59.95
3	2	13	TERMS OF ENDEARMENT	Paramount Pictures Paramount Home Video 1407	Shirley MacLaine Debra Winger	1983	PG	VHS Beta	39.95
4	4	39	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta	39.95
5	6	12	LIMITED GOLD EDITION CARTOON CLASSICS MICKEY	Walt Disney Home Video 198	Mickey Mouse	1984	NR	VHS Beta	29.95
6	7	15	SCARFACE ▲	Universal City Studios MCA Dist. Corp. 80047	Al Pacino	1983	R	VHS Beta	79.95
7	9	7	VERTIGO •	Universal Classics MCA Dist. Corp. 80082	James Stewart Kim Novak	1958	PG	VHS Beta	59.95
8	12	6	LASSITER ▲	Warner Brothers Pictures Warner Home Video 11372	Tom Selleck Jane Seymour	1984	R	VHS Beta	79.95
9	11	9	EDUCATING RITA	RCA/Columbia Pictures Home Video 10189	Michael Caine Julie Walters	1983	PG	VHS Beta	79.95
10	5	11	THE RIGHT STUFF ▲	The Ladd Company Warner Home Video 20014	Charles Frank Scott Glenn	1983	PG	VHS Beta	79.95
11	15	26	TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VHS Beta	39.95
12	8	37	MAKING MICHAEL JACKSON'S THRILLER ▲ (ITA)	Vestron 1000	Michael Jackson	1983	NR	VHS Beta	29.95
13	13	12	LIMITED GOLD EDITION CARTOON CLASSICS DONALD	Walt Disney Home Video 200	Donald Duck	1984	NR	VHS Beta	29.95
14	37	11	LIMITED GOLD EDITION CARTOON CLASSICS PLUTO	Walt Disney Home Video 202	Pluto	1984	NR	VHS Beta	29.95
15	18	4	UNFAITHFULLY YOURS	CBS-Fox Video 1340	Dudley Moore Nalassa Kinski	1983	PG	VHS Beta	79.98
16	25	17	REAR WINDOW •	Universal Classics MCA Dist. Corp. 80081	James Stewart Grace Kelly	1954	PG	VHS Beta	59.95
17	38	3	SWING SHIFT	Warner Brothers Pictures Warner Home Video 11376	Goldie Hawn Kurt Russell	1984	PG	VHS Beta	79.95
18	17	22	SUDDEN IMPACT (ITA) ▲	Warner Brothers Pictures Warner Home Video 11341	Clint Eastwood Sondra Locke	1983	R	VHS Beta	79.95
19	10	9	CULTURE CLUB: KISS ACROSS THE OCEAN	CBS-Fox Music Video 6659	Culture Club	1984	NR	VHS Beta	29.98
20	34	2	HOTEL NEW HAMPSHIRE	Orion Pictures Vestron 5042	Jodie Foster Beau Bridges	1984	R	VHS Beta	Not Listed
21	31	38	RISKY BUSINESS (ITA) ▲	The Geffen Company Warner Home Video 11323	Tom Cruise Rebecca de Mornay	1983	R	VHS Beta	39.98
22	24	11	LIMITED GOLD EDITION CARTOON CLASSICS MINNIE	Walt Disney Home Video 199	Minnie Mouse	1984	NR	VHS Beta	29.95
23	32	80	STAR TREK II— THE WRATH OF KHAN ▲ (ITA)	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	VHS Beta	39.95
24	14	3	HARD TO HOLD •	Universal City Studios MCA Dist. Corp. 80073	Rick Springfield Janel Eilber	1984	PG	VHS Beta	69.95
25	30	26	THE JANE FONDA WORKOUT CHALLENGE •	KVC-RCA Karl Video Corporation 051	Jane Fonda	1984	NR	VHS Beta	59.95
26	21	10	LIMITED GOLD EDITION CARTOON CLASSICS DISNEY'S BEST: THE FABULOUS FIFTIES	Walt Disney Home Video 203	Animated	1984	NR	VHS Beta	29.95
27	NEW ENTRY		FOOTLOOSE	Paramount Pictures Paramount Home Video 1589	Kevin Bacon John Lithgow	1984	PG	VHS Beta	39.95
28	40	51	FLASHDANCE	Paramount Pictures Paramount Home Video 1454	Jennifer Beals	1983	R	VHS Beta	39.95
29	NEW ENTRY		ROMANCING THE STONE	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1984	PG	VHS Beta	79.98
30	36	14	CHRISTINE	RCA/Columbia Pictures Home Video 10141	Keith Gordon	1983	R	VHS Beta	79.95
31	16	14	SILKWOOD	ABC Motion Pictures Embassy Home Entertainment 1377	Meryl Streep Kurt Russell	1983	R	VHS Beta	79.95
32	20	11	LIMITED GOLD EDITION CARTOON CLASSICS SILLY SYMPHONIES	Walt Disney Home Video 204	Animated	1984	NR	VHS Beta	29.95
33	33	11	LIMITED GOLD EDITION CARTOON CLASSICS DAISY	Walt Disney Home Video 201	Daisy Duck	1984	NR	VHS Beta	29.95
34	22	9	MONEY HUNT	Karl Home Video 056	John Hillerman	1984	NR	VHS Beta	29.95
35	29	8	BLAME IT ON RIO	Sherwood Productions Vestron 5040	Michael Caine Joseph Bologna	1984	R	VHS Beta	Not Listed
36	19	60	DURAN DURAN •	Thorn/EMI TVD 1646	Duran Duran	1983	NR	VHS Beta	29.95
37	23	12	LET'S BREAK: A VISUAL GUIDE TO BREAK DANCING	Image Magnetic Associates Inc. Warner Home Video 34023	Various Artists	1984	NR	VHS Beta	39.98
38	26	7	TANK ▲	Universal City Studios MCA Dist. Corp. 80072	James Garner Shirley Jones	1984	PG	VHS Beta	59.98
39	27	2	LINDA RONSTADT IN CONCERT—WHAT'S NEW	Vestron Music Video 1012	Linda Ronstadt	1984	NR	VHS Beta	29.95
40	28	32	DO IT DEBBIE'S WAY ▲	Raymax Prod. P. Brownstein Prod. Video Assoc. 1008	Debbie Reynolds	1983	NR	VHS Beta	39.95

● Recording Industry of America seal for sales or rentals of 37,500 units plus (\$1,500,000 after returns) (Seal indicated by dot). ▲ Recording Industry of America seal for sales of 75,000 units plus (\$3,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape Disc Assn. seal for net sales and or rentals of at least \$1,000,000 at wholesale. (Seal indicated by ITA seal)

## Video

### Manufacturers, Distributors In Warning To Retailers

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nied they were using pay-per-view as a tool, with MCA's Giaquinto saying that his company is only looking for "an equitable share" of prerecorded video income.

Although pay-per-view has not been able to garner strong sales or high revenue in the past, Giaquinto claimed this situation is changing fast. About 25% of subscribers on five of Warner Communication's Qube-type pay-per-view capable systems have been tuning into each film the service shows, he said, making for an income rate that is not just better than home video's, but comparable to that of the movie industry's main source of dollars, the theatre

Against this, Giaquinto challenged, "You tell me what the rate of return is when a cassette goes out and is rented 200 times."

Manufacturers repeatedly pointed out that, while with pay-per-view a consumer allegedly only has a chance to view a cassette once, home video has the special advantage of being able to give a buyer a title for keeps. The ability to sell is a crucial advantage of home video as a medium, and to sell not just movies, but other kinds of titles as well.

If the video specialty industry doesn't "educate the customer to return to the store for different product, then people are going to drift

away from the medium," threatened one manufacturer.

On the First Sale front, another supplier was more explicit. "You've got to play the ball game our way," he said to retailers, or the flow of titles that keeps video stores in business and in profit will cease as manufacturers go to higher-tech, safer and more secure ways to sell their wares.

Pay-per-view may be in only a few million homes now, said Warner Home Video chief Warren Lieberfarb, but the system has one special advantage that will inevitably draw manufacturers to it even at the risk of the loss of some direct income: By allowing manufacturers to participate in rental income, pay-per-view protects the "sanctity and security" of copyright.

Manufacturers are waging anti-First Sale Doctrine-type battles not just in the U.S., but all over the world, said Lieberfarb. But until the U.S. law is repealed, it is doubtful other countries will follow, he added.

Because of this, the motion picture industry is losing millions of dollars in income worldwide, said Lieberfarb, especially in countries where, unlike the U.S., video pirates have a strong share of the marketplace.

"Let us lower our prices so you can sell it, and let us participate in the rental so you have your protected window," asked Lieberfarb of video retailers.

"Something hot is about to strike your star-struck customers."

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