COBAIN DEATH SPURS RUSH AT RETAIL
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Nirvana originals "Come As You Are" and "All Apologies," as well as a number of covers. Cobain was backed by the Meat Puppets' Chris and Curt Kirkwood on their songs "Plateau" and "Lake Of Fire." Other covers also were David Bowie's "The Man Who Sold The World," Leadbe-</p>

DEALERS URGED HOME VIDEO RETAILERS TO PUSH SALES OF VIDEO GAMES
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SAMANAS, president of Video In Motion, Aurora, Ill. "It was supposed to be about retailing video games—but it was about retailing Sega video games," added Cathy Massaro of Your Video in Medina, N.Y.

Karpel said all game manufacturers had been invited, and that with the success of the conference he expected that more would actually come to future affairs; the conference may be putting the emphasis on a focus on sharing information about the video gaming industry.

"What we're hoping is that people will brush up on trivia, track companies about how well it was attended," he said. "And that will make it a lot easier to go after companies that don't know us."

Dealers also seemed particularly concerned about the Sega Channel, due to launch this spring. Dealers are worried about cannibalization of rentals and sales when 50 games per month become available for about $15 a month over cable lines.

Glen countered that the channel actually would help drive sales. "[Indi-]vidual games will be on for only three days, and only about once a year," he said, "and then it will be gone. So the only way that I think that you can have to go out and buy that title."

Glen also said Sega will be conducting extensive research on 1,400 sub-"subscribers," to determine what they want and how much they are willing to pay. He promised to share those results with VSDA members.

For additional conference coverage see page 77.