

The Microsoft Multimedia Newsletter

9/30/92

Tandy Corp. Announces New Interactive Multimedia Video Information System (VIS) Products

Tandy Corp. is developing a digital information delivery system which will launch a new generation of information products for the home.

"This new format enables us to create a unique product class that will provide a window to the world of digital information for the mass consumer," said John V. Roach, chairman and chief executive officer of Tandy Corp.

"Our purpose was to develop a technology that could be integrated into a new generation of products tailored to the learning, information and family entertainment needs of the 1990's home," he said.

"Products utilizing this innovative technology will allow interaction with the pictures,

voice, music and animation contained in exciting applications that offer the home user a new and compelling experience.

"The essential point is that we have created a delivery system that will make a VIS product a fun, informative learning experience that the whole family can enjoy anytime they wish."

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Microsoft Introduces Modular Windows for Tandy's New VIS

Microsoft® Modular Windows™ operating system will be supporting Tandy's new Video Information System™ (VIS) multimedia player on August 27, 1992. Modular Windows, a product based on the Windows™ operating system, version 3.1, is included as the built-in operating system for VIS players. Modular Windows for VIS is optimized for use with televisions as a display device.

"The market potential for multimedia developers who choose the Windows environment is vast — covering everything from high-end workstations through desktop computers to Tandy's new VIS multimedia player," said Rob Glaser, vice president of the Multimedia and Consumer Systems Group at Microsoft. "Modular Windows gives VIS title developers an open and well-established development environment."

"Tandy worked closely with Microsoft to incorporate a robust version of Windows into VIS," said Howard Elias, vice president at Tandy Corporation. "We wanted VIS developers and customers to benefit from all the great applications, tools and content work already being done under Windows."

"We're excited about the potential for the VIS format," said Bruce Huber, vice president of marketing for Zenith, which is offering a VIS player. "By creating a format that is very friendly — both to consumers and software developers — Tandy and Microsoft have broken new ground in bringing interactive multimedia to American consumers."

The fact that Modular Windows for VIS is based on Windows 3.1 is significant to John Baker, vice president of product development at Broderbund Software, one of the 50 companies already developing multimedia titles for VIS.

"That Tandy based VIS on Windows means that the learning and expertise we already have for developing Windows-based applications can be applied directly to creating new titles or porting existing ones," said Baker. "And that means less development cost up front and faster time to market for our titles. This is very attractive from a development point of view."

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Tandy Corp. Announces New Interactive Multimedia Video Information System (VIS) Product *(continued from front page)*

According to Roach, Tandy set out in 1989 to bring the latest advances in interactive multimedia technology to a low cost home information product aimed at the mass consumer marketplace. To identify compatible products using the new technology, Tandy has created a format name and distinctive logo -- Video Information System (VIS) (TM).

The basic VIS product will typically be used in the living room or family room. It is intended to fit comfortably in an entertainment center or as a set-top TV device. Its primary function initially, will be as a VIS title player -- that is, a VIS disc is dropped in and it ``plays" the title. As VIS products evolve, it is expected that other methods of delivering digital information to the home will be used by the VIS player to provide unique applications for the home consumer. Licensed VIS hardware products will carry the distinctive VIS logo making it simple for consumers to identify products, titles and accessories compatible with their VIS system.

Compton's Multimedia Encyclopedia(TM), the world's first illustrated, animated and sound-enhanced encyclopedia, will be included with all VIS products. The specially designed VIS version contains the entire text of the 26-volume Compton's Multimedia Encyclopedia and the complete Websters Intermediate Dictionary featuring thousands of colorful illustrations, exciting animated sequences and interesting speech and sound -- all on a single VIS disc.

Nearly 50 software and content publishing companies are already committed to delivering over 100 VIS titles. VIS software titles will range in price from \$29.95 to \$79.95. The software will be primarily distributed by software products distributors or through direct purchase by retailers.

"VIS was created with a sensitivity to the family's desire to improve their children's educational performance and literacy skills," said Roach. To bolster VIS as a learning tool, the 1992 titles list contains 26 children's reading development and classic literature titles and 16 other learning titles.

Beginning this fall, VIS products will be sold by consumer electronics retailers and department stores nationwide, including Tandy's own Radio Shack(R) stores under the Memorex(R) label. VIS products, under the Zenith brand, will also be sold by Zenith Electronics Corp. to other consumer electronics outlets across the nation including Tandy Name Brand Retail Group McDuff Electronics(R) stores, VideoConcepts(R) and The Incredible Universe(SM). Tandy will manufacture the VIS product in its Advanced Technology manufacturing facility in Fort Worth, Texas. VIS products are expected to be available in stores before Christmas.

VIS Technical Information

Tandy's new format is supported by a unique operating environment developed by MICROSOFT Corp. that provides essential compatibility with MS-DOS(R) and Windows(TM) while optimizing the simplicity and performance for consumer use.

"The combined Tandy and MICROSOFT technologies provide a truly unique combination of compatibility with existing computer standards resulting in a simple yet

powerful product for the consumer," Roach added.

The VIS product configuration will have the following features: a standard television display (RF, composite, or S-video); stereo audio connections to a TV or receiver; a simplified infra-red remote handheld controller; CD-ROM; and Save-It(TM) cartridge for saving positions in applications and other user information. Other options will include a second hand controller (IR or wired) and a modem.

VIS capabilities are VGA/MCGA compatible video modes on a TV display; new video modes supporting up to 16 million colors; the ability to mix standard VGA with RGB on the same screen; hardware assisted animation processing; three types of high quality digital audio (CD-Audio, synthesized (MIDI) and wave form) played simultaneously to create real-time effects and interactivity; MS-DOS, Windows and multimedia PC software and content capability; and the ability to use existing development tools as well as VIS versions of existing tools.

"This design approach maintains appropriate compatibility with its relatives in the computer industry while providing the ease-of-use features and performance and value required by home consumers," said Roach.

Tandy and MICROSOFT expect to license their respective proprietary technologies to other manufacturers to build VIS products. Tandy is also making their custom components available to manufacturers that wish to minimize their initial investment and risk involved in semiconductor and subsystem design and development.

Microsoft Introduces Modular Windows for Tandy's New VIS (continued from front page)

Modular Windows Gets New Look

Because VIS will be used with televisions, the Modular Windows user interface was tested with hundreds of users to make the software easy to see and use from five to 10 feet away. Using Modular Windows, multimedia titles feature large, three-dimensional buttons and colorful icons, and support a simple point-and-shoot operation with a remote control.

"Our goal with Modular Windows for VIS was to make titles as easy and as natural to use as possible," said Glaser. "All consumers need to know is that titles come up on their TV screen and everything is easy to use."

Enhancements for memory cards and software motion video are also included. Modular Windows and the MS-DOS[®] environment are contained in the ROM memory of the VIS player. Developers can get more information about developing Modular Windows-based titles for VIS by calling Microsoft at (206) 936-1505.

Microsoft Announces Multimedia Viewer for the Sony Multimedia CD-ROM Player

Microsoft[®] Multimedia Viewer is now available for the Sony[®] Multimedia CD-ROM. Viewer is a powerful, authoring toolkit designed to help enable software developers and publishers to create a wide range of multimedia titles and is based on Multimedia Viewer for Windows[™]. Microsoft made the announcement in concert with Sony's launch of the Multimedia Player in New York City.

"Multimedia Viewer for the Sony Multimedia Player exploits the unique features of Sony's new system," said Rob Glaser, vice president of Microsoft Multimedia and Consumer Systems Division. "Viewer combines full text retrieval and hypermedia features available in Viewer for Windows with a new user interface and multimedia capabilities optimized for the Multimedia Player."

According to Mike Vitelli, senior vice president, Sony Personal Audio Company, "Microsoft and Sony's commitment to spurring development of Multimedia Player software is a prime example of how the personal computing and consumer electronics industries can converge to develop exciting multimedia products and technologies that benefit consumers."

"We found Viewer to be instrumental in the development of the *Wall Street Journal* Travel Guide," said Catherine Winchester, managing director of InterOptica Publishing Ltd. "Our previous experience with the Windows version of Viewer allowed us to quickly and easily develop a title for the remarkable new Sony platform." InterOptica developed the *Wall Street Journal* Travel Guide to the USA and Canada for Random House Publishing.

Viewer is ideally suited for programmers and non-programmers alike. Using Viewer, authors can create titles that combine text, pictures, sound and simple video clips. To enhance a title with multimedia, authors can insert digital audio clips or audio/video

sequences created in the CD-ROM Extended Architecture (CD-ROM XA) format. Authors can create titles with Viewer that will play on both the Multimedia Player and on the desktop Windows PC, or can produce a title optimized for each environment. Viewer also allows authors to add full-text searching, keyword indexing, cross-topic jumps and predefined browse sequences to their titles — enabling end users to find the information they need quickly and easily.

Emerging Productivity Devices

The Multimedia Player represents a new category of personal and business productivity devices. Viewer helps title developers extend their expertise into this new environment. "Viewer enables authors to use existing development work they've done for desktop PCs running Windows and apply it to emerging devices, such as the Sony Multimedia Player" said Glaser. "It's part of our modular systems strategy for this growing market of digital appliances."

Viewer can be used to create a variety of titles for consumer and corporate markets. In a corporate setting, a field salesperson can use the Player to quickly access product catalog information using Viewer's hypertext/hypergraphic and keyword indexing capabilities. From a consumer standpoint, multimedia publishers can use Viewer to write content-rich titles such as dictionaries, encyclopedias, and travel guides.

Multimedia Viewer for the Sony Multimedia CD-ROM Player is scheduled to be available from Microsoft Corporation in October. For more information on Viewer, call Microsoft Developer Services at (800) 227-4679.

Founded in 1975, Microsoft (NASDAQ "MSFT") is the worldwide leader in software for personal computers. The company offers a wide range of products and services for business and personal use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of personal computing every day.

Microsoft Introduces Cinemania Interactive Movie Guide for MPC Computers

Microsoft Corporation has announced Cinemania, a fast, fun movie guide for the Multimedia PC. Cinemania is the way to see and hear it all — taking advantage of multimedia technology by offering 19,000 movie reviews dating from 1914 to 1991, biographies of actors, directors and producers, as well as movie stills, dialog from classic movies and a listing of Academy Awards.

"Multimedia technology enabled us to create a fun, easy to use, interactive guide to explore movies," said Bill Gates, chairman and CEO of Microsoft. "With the click of a button, the user can call up a listing of all Alfred Hitchcock's movies and find out which ones won Academy Awards, learn about the life of Cary Grant or listen to dialog from one of his films."

Interactive text, movie stills, and original dialog bring classic and contemporary movies to life — reviews, biographies, an extensive glossary and much more. By clicking the buttons of the on-screen "remote control," users can instantly find capsule summaries from the complete text of *Leonard Maltin's Movie and Video Guide 1992* or browse through thousands of entries from *The Motion Picture Guide* and *The Encyclopedia of Film* supplied by Baseline, the information service for the entertainment industry.

Movies can be searched by genre, actor, director, star rating, Academy Awards or even MPAA rating. A film buff would be able to quickly access a list of all Westerns starring John Wayne and directed by John Ford, then check the film credits, cast, or jump instantly to find out more background on a favorite actor or director.

An extensive glossary acquaints users with the language of the movie industry, providing definitions for everything from "best boy" and "film noir" to "cinema verite" and "second unit." In addition, once the user has selected a movie, the listmaker feature can be used to make notes or print out a list to take to the video store.

Availability, Pricing and System Requirements

Cinemania is scheduled to be available in September for a suggested retail price of \$79.95. System requirements include a Multimedia PC (includes a 386SX or higher processor, 2MB of RAM, 30MB hard disk, CD-ROM drive, audio board, mouse and VGA or VGA+display) or an equivalent personal computer with a MPC upgrade kit. Other requirements include the MS-DOS[®] operating system version 3.1 or later, Microsoft[®] Windows[™] operating system version 3.1 or Microsoft Windows graphical environment version 3.0 with Multimedia Extensions, Microsoft CD-ROM Extensions version 2.2 or later and headphones or speakers.

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PC Watch Reports that more than 64 million Americans Regularly use Personal Computers

PC Watch is a computer tracking service created by Tech Scan (an affiliate of Philadelphia-based research company MSI International East) and designed to provide high-technology companies with accurate consumer data. According to Scott Johnson, president of Tech Scan, personal computer users are younger, have kids less than 18 years of age, and have more education and greater incomes than non-users. Furthermore, the first PC Watch report found that:

- 80% of all personal computer users, use an IBM or IBM-compatible, and
- 30% of the end-users fall into the work-at-home, recreational and educational markets.

For more information about PC Watch or Tech Scan, contact Scott Johnson, president of Tech Scan 708-206-5525. For more information about MSI International East, contact Dava Guerin of Guerin & Kapnek Communications, 215-830-1441.

Windows Fuels Biggest Gain in PC Software Sales

Sales of personal computer software jumped 20 percent in the second quarter of calendar year 1992, to \$1.49 billion at retail, with the biggest gains from software that can be used with the Windows operating system, according to the Software Publishers Association in an announcement recently reported by Dow Jones.

In the spring of 1992, sales of applications for Windows rose a substantial 181 percent from the level the previous year, to \$526 million; while sales of MS-DOS[®]-based applications fell 13 percent to \$637 million in the same period.

Maxwell Electronic Publishing Changes its Name to Macmillan New Media

Macmillan New Media is the new name for Maxwell Electronic Publishing, a division of Macmillan, Inc., one of the USA's leading publishing firms. Macmillan New Media (MNM) specializes in developing and publishing titles for the fast-growing CD-ROM and multimedia marketplaces.

"The name change reflects both the company's ongoing commitment to the development of 'new media' products and the increasing amount of collaboration with other units in the Macmillan organization," said Frederick Bowes, III, President of the company.

"The emergence of new media technologies creates a number of very promising electronic publishing opportunities. With a wealth of excellent titles and a strong print publishing tradition, Macmillan is well situated to capitalize on these opportunities. As our new name suggests, the challenge given to us at Macmillan New Media is to make it happen," Bowes continued. The company's recent titles include *The Macmillan Dictionary for Children - Multimedia Edition*, a Benjamin Franklin Award finalist, and *The College Handbook 1992 CD-ROM Edition*, co-published with The College Board. Development efforts are under way on several projects utilizing various multimedia platforms (e.g., CD-ROM, Multimedia PC), and CD-ROM XA), with new products scheduled for release in the fourth quarter.

Macmillan New Media was previously the electronic publishing division of the Massachusetts Medical Society, publisher of *The New England Journal of Medicine*. Its first CD-ROM was the award-winning *Compact Library: AIDS*. From that base, MNM has become an established leader in medical CD-ROM publishing, with 20 titles currently in the market and others in development.

Developer Support Features on CompuServe

A Microsoft Developer Services Area is available on CompuServe which is dedicated to giving developers easier access to cost-effective technical support and timely developer-specific information. In response to a strong demand from developers, Microsoft's enhanced support services offer direct contact with Microsoft developer-support engineers, as well as the opportunity for developers to obtain and exchange a wide range of technical information.

Microsoft will offer five forums in the public Developer Services Area on CompuServe, with two new forums dedicated to answering technical questions and providing developer information on Microsoft Windows Software Development Kits (SDK) and Windows 32-bit API issues. The latter forum distributes Win32 API specifications and covers the Windows NT operating system. Microsoft's engineers will answer any questions addressed directly to them within 48 business hours. As in the past, Microsoft engineers will still monitor forum activity and respond to questions that are related but not addressed directly to Microsoft.

"Thanks to all the Microsoft people who answer questions so quickly," said Susan Griffin, Infinity Software. "I've been very impressed with the level of support available since WINS SDK moved to a forum. Also, I think the Knowledge Base looks incredibly helpful."

Also included in the Developer Services Area is a developer-specific Microsoft Knowledge Base, containing more than 16,000 developer articles and query menus which focus on development products. To make it easier for developers to provide input and feedback on products, Microsoft will continue to offer service free of the CompuServe connection charge for people who submit bug and relevant product information.

In addition to the public support area, Microsoft will also offer private technical per-incident support, allowing direct communication between developers and Microsoft developer-support engineers. The option is designed to provide a high-level of technical support on an incremental basis for more complex problems. Response time for the per-incident option is within a maximum of 24 hours. The cost of this option is \$150 per incident.

"The new forums on Windows are an example of Microsoft's commitment to broadening our communication with developers and providing them with timely, accurate information," said Jan Claesson, Microsoft director of developer support. "We want developers to depend on Microsoft for getting their questions resolved quickly and to their satisfaction."

To access the Microsoft Developer Service Area, type GO MSDS at the CompuServe "!" prompt. To open a CompuServe account, call (800) 848-8199, operator 230.

Representatives from Microsoft will be available to answer specific questions about the Developer Services Area at Software Development (SD '92), Feb. 25-27, in Booth 912. Microsoft Product Support Services offers a variety of free and fee-based programs for developers. To get more information on these services, call the Developer Resources line at (800) 227-4679.

New For PC: Multimedia Data Cataloging Software

The phenomenon of multimedia has created a plethora of multimedia data and the necessity for keeping track of it somehow, a task that is the focus of two new products announced by Lenel Systems of Rochester, New York, MPCOrganizer and MediaOrganizer.

Lenel says the management of multimedia data is no longer just a problem for multimedia producers. Television stations, advertising agencies, lawyers, insurance companies, hospitals, and doctor's offices are also collecting audio, video, and images in addition to paper records. Cataloging the information so it can be found and used when needed is the problem Lenel says MPCOrganizer and MediaOrganizer address.

Both products are MICROSOFT Windows-based and both catalog, search, retrieve, and play back multimedia data types from hard disk drives and compact disk read-only memory (CD-ROM) drives. Users can search for information using keywords, view the information in a scalable window, and insert it into a Windows application. Multimedia data can be cataloged by dragging and dropping it, which generates an on-screen form the user fills out to enter information so it can be retrieved later, company representatives added.

The Lenel products can handle any data, media, or format that is compatible with Windows Multimedia Extensions (MME) and Media Control Interface (MCI), Lenel said. That includes animation files from Autodesk (FLC and FLI files), Macromind (MMM files), or Gold Disk (AWM files); audio from compact discs, musical instrument digital interface (MIDI), or Waveform; text from the major word processors including Ami Pro, MICROSOFT Word for DOS, MICROSOFT Word for Windows, RTF files, Windows Write and WordPerfect for DOS only version 5.1; and graphical and digital still video formats in vector (DXF, CGM, EPS, GIF, HGL, PIC, DRW, WMF, WPG), bitmap (IMG, MTX, PCX, TIF, TGA, BMP, WPG), and cursor (CUR, ICO).

Also, both products work on networks, including NOVELL, 3COM, IBM PC LAN, and Banyan.

While both products perform many of the same function, Lenel says MPCOrganizer is geared toward the mass market while MediaOrganizer adds functionality for video in full-motion or still formats and is geared more toward the media professional. MediaOrganizer can also act as a multimedia player, the company said, via Windows' OLE support. Information that has been cataloged and found using MediaOrganizer can be imbedded in the application, even if the application doesn't support the media file type. All that is required to play back the media is a double-click on the icon of the media file and the presence of MediaOrganizer on the computer.

Lenel says its products will begin shipping before the month is out and are available from

the company directly. For more information, contact Gary Baker, Technology Solutions for Lenel at 212-505-9900 or Derrin Fund, Lenel Systems at 716-248-9720 (telephone) and 716-248-9185 (fax).

OEM Contacts

The following table lists the names and numbers of the people to contact about bundling opportunities at each of the MPC-licensed hardware companies.

MPC Hardware Licensees

<p>ACS Computer PTE LTD Block #211, Henderson Road Henderson Industrial Park Singapore 0315 65-479-3888</p>	<p>Advanced Logic Research, Inc. 9401 Jeronamo Irvine, CA 92718 Cameron Spears 714-581-6770 ext. 271</p>	<p>Aztech Systems 31 UBI Road, AVS Building Singapore 1440 Republic of Singapore</p>	<p>Brysis Data, Inc. 17431 E. Gale Ave. City of Industry, CA 91748 818-810-0355</p>
<p>CompuAdd 12303 Technology Austin, TX 78727 Gene Thomas Software Product Manager 512-250-3416</p>	<p>Creative Labs 2050 Duane Avenue Santa Clara, CA 95054 Deane Rettig Developer Relations 408-986-1461</p>	<p>Cumulus Corporation 23500 Mercantile Cleveland, OH 44122 Kathy Juve 216-464-2211</p>	<p>Fujitsu 101 California Street, 17th Fl. San Francisco, CA 94111 Tom Randolph 415-616-9700</p>
<p>Headland Technologies 46221 Landing Parkway Fremont, CA 94538</p>	<p>Media Resources 640 Puente Street Brea, CA 92621 Mike Goldstein 714-256-5048</p>	<p>MediaSonic 46726 Fremont Blvd. Fremont, CA 94538 510-438-9996</p>	<p>Media Vision 47221 Fremont Blvd. Fremont, CA 94538 Michael Humphries 510-770-8600</p>
<p>Mind Computer Products 892 Portage Ave. Winnipeg, Manitoba R3G0PA Canada 204-786-7747</p>	<p>NCR Corporation Workstation Products Div. 1700 S. Patterson Blvd. Mail Stop WHQ3E Dayton, OH 45479 Preston Walters 513-445-2825</p>	<p>NEC Technologies 1255 Michael Drive Wood Dale, IL 60191 Sheldon Safir 708-860-9500 x4474</p>	<p>Olivetti 20300 Stevens Creek Blvd. Cupertino, CA 95014 Franco Franca 408-366-3466</p>

<p>Philips Consumer Electronics Company One Philips Drive P.O. Box 14810 Knoxville, TN 37914-1810</p> <p>Frank Muniz, Marketing Mgr. 615-521-3310</p>	<p>Procom Technology 200 McCormick Costa Mesa, CA</p> <p>714-549-9449</p>	<p>Tandy Corporation 916 One Tandy Center Fort Worth, TX 76102</p> <p>Richard Lawson 817-878-4913</p>	<p>Technology Integrated</p> <p>Products 1590 Oakland Road B105 San Jose, CA 95131</p> <p>408-452-8846</p>
<p>Turtle Beach Systems, Inc. P.O. Box 5074 York, PA 17405</p> <p>Jeff Klinedinst 717-843-6916</p>	<p>Zenith Data Systems 2150 East Lake Cook Rd. Buffalo Grove, IL 60089</p> <p>Jack Frank 708-808-5000</p>		

Distributor Contacts

If you would rather sell your titles through distributors or retailers, you should contact the following people/companies.

MPC Software/Title Distributors

<p>Babbages 10741 King William Drive Dallas, TX 75220</p> <p>Elisabeth Palmer 214-401-9000</p>	<p>Bizmart 2700 East LaMar Blvd., #700 Arlington, TX 76006</p> <p>LaDonna Womochel 817-533-5300</p>	<p>Compton's NewMedia 2320 Camino Vida Roble Street Carlsbad, CA 92009</p> <p>Pat Quimby 619-436-3500</p>	<p>CompuAdd 12303 Technology Austin, TX 78727</p> <p>Gene Thomas Software Product Manager 512-350-3416</p>
<p>Comp USA 15160 Marsh Lane Dallas, TX 75234</p> <p>Larry Mondry 214-484-8500</p>	<p>Computer Bay 4300 West Brown Deer, Ste 100 Brown Deer, WI 63223</p> <p>Barb Tacolka 414-257-6600</p>	<p>Corporate Software 275 Dan Road Canton, MA 02021</p> <p>Neal Checkoway Vice President of Marketing</p>	<p>Egghead Discount Software 22011 SE 51st Street Issaquah, WA 98027</p> <p>Brian Mitchell, Dir. New Products</p>
<p>Electronics Boutique 1345 Enterprise Drive West Chester, PA 19380</p> <p>Jeffrey Griffith Vice President 315-430-9100</p>	<p>Fry's Electronics 340 Portage Avenue Palo Alto, CA 94306</p> <p>Kevin Gorman Purchasing Supervisor 415-496-6000</p>	<p>Hartco Enterprises Inc. 9001 Louis H. Lafontaine Anjou, Quebec H1J 2C5</p> <p>Howard Hard Director of Software Products</p>	<p>High Technology Distributing 16539 Saticoy St. Van Nuys, CA 91409- 9277</p> <p>Paul G. Hill</p>
<p>Ingram Micro 2801 South Yale Street Santa Ana, CA 92704- 5850</p> <p>Jay Bennett 714-540-4504</p>	<p>Kenfil Distribution 16745 Saticoy Street Van Nuys, CA 91406</p> <p>Robert Guth 818-785-1181</p>	<p>Merisel 200 Continental Blvd. El Segundo, CA 90245- 0984</p> <p>David Weiss 310-642-1244</p>	<p>Micro Center 1555 West Lane Avenue Columbus, OH 43221</p> <p>Rick Merchad Vice President of Marketing</p>
<p>Micro Warehouse 29 Haviland Street South Norwalk, CT 06854</p> <p>Tricia McGarry 203-866-8700</p>	<p>Navarre 6750 West Broadway Brooklyn Park, MN 55428</p> <p>Rick Vick Software Buyer 609-730-4000</p>	<p>Radio Shack Mechandising 1500 One Tandy Center Fort Worth, TX 76102</p> <p>Marqueaux Price 817-390-2720</p>	<p>Soft-Kat 20630 Nordhoff Street Chatsworth, CA 91311</p> <p>Sandy Scott, New Products Evaluation 818-700-0000, 350</p>
<p>Software City 26 W. Forest Avenue Englewood, NJ 07631</p> <p>Yolanda Grovenetti 201-569-8900</p>	<p>Software Etc. 7505 Metro Blvd. Edina, MN 55435</p> <p>Gary Sousa Division Merchandising 952-835-1100</p>	<p>Software Resource 8 Digital Drive, Suite 100 Novato, CA 94949</p> <p>Linda Upgraff 415-883-8757 x213</p>	<p>Sony Electronic Publishing Company One Lower Ragsdale Drive Monterey, CA 93940</p> <p>408-372-7141</p>

Waldensoftware 201 High Ridge Road Stamford, CT 06904 Ed Thomas Senior Buyer 203-352-2110	Whole Earth Access 1321 67th Street Emeryville, CA 94608 Buzz Sawyer Corporate Buyer 415-438-1222	
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