

The Battle Field

Software Hardware

Computer Super Stores
Office Supply Super Stores
Mass Merchandise/Dept. Stores
Consumer Electronic/Buying Groups
Office Superstores

Bookstores

Corporate Reseller/Government
Warehouse Clubs
Catalog Direct Retailers

National Distributors & Rack Jobbers

New Markets Mac Specialists

Software Only

GameStop (including FuncoLand) 800
Electronic Boutique 820
Software Plus 1

Hardware Retailers

Computerland 100
Micro-Age 150
IE. Group/Connecting Point 200
PC Warehouse (purchase seperately) 87
Hartco (Canada) 160

Computer Super Stores / Chains

Comp USA 226
Micro Center 20
Fry's Electronics 20
Micro Access 4
Computer Warehouse 9
ComputeWare 8
Peoples Computers 12
@ Computers (Canada) 8
IBM Stores (Canada) 20
Westworld (Canada) 4
PC Club 44
Apple Stores 50
ACP Superstore 1
Future Shop (Canada) 95
Hartco (Canada) 176
Software City 30

Mass Merchandisers

Hechts 28
Venture 120
Shopko 130
Twin Valu 30
Bigg's 70
Clover's 28
Hill's 155
Meijer 76
Walmart 3500
K-Mart 1800
Fred Meyer Stores 120
London Drugs (Canada) 54
Target 1200

Mass Merchandisers (Continued)

Dillard's 200
Rex Stores 130
Radio Shack 6700
London Drugs (Canada) 40
Zellers (Canada) 240

Consumers Electronic/Buying Groups

Best Buy 475
Circuit City Stores 620
J & R Electronics 1
The WIZ 17
Good Guy's 72
Future Shop (Canada)
NATM
ABC Warehouse 38
American TV & Appliance 10
P.C.Richard 44
RC Willey 3
Roberds 15
Sound Playground 4
American Furniture 3
Boscov's 21
Brandsmart USA 5
H.H.Gregg 22
Cousins 2
Helig-Meyers 1200
Lack's 10
Hollytron 3
A & B Sound (Canada) 22
Ballio's 2
Brick Warehousev (Canada) 64
Nebraska Furniture Mart 1

Office Super Stores

Office Depot 860
Office Max 1000
Staples 1100
Business Depot(Canada) 145
Office Depot (Canada) 35

Bookstores

B. Dalton 900
Barnes & Noble 540
Hastings 130
WaldenBook 1200
Crown Books 270
College Campus/Follet 700
Chapters (Canada) 80
Borders 1250

Corporate Reseller / Government

Corporate Software 1
Softmart 1
Software Spectrum 1
Softchoice 1
GTSI 1
Nexcom 44
AAFES 116
EURPAC 9

Warehouse Clubs

Sam's 500
Costco Wholesale 300
B.J.'s Warehouse 110
Warehouse Club 10

Catalog Direct / Internet Retailers

Mac/Micro Warehouse 1
Tiger Software 1
PC Zone 1
PC Connection 1
Educational Resources 1
Computability 1
Scholastic 1
Outpost 1
CyberWarehouse 1
Digital River 1
American Online 1
Amazon.com 1
4Sure.com 1
Buy.com (U.S. and Canada) 1
Onvia.com (Canada) 1
ShopTohsiba 1
Dell 1
Gateway 1
Insight 1
AOL 1

National Distributors

Ingram Micro Tech Data
Navarre Infogrames
Visco Entertainment EduTech
Dr. Bott (Mac Only) D&H Distributors
Douglas Stewart Activision Value
Triad (Canada)

New Market

Toys "R" Us 2000
Kay Bee Toys 1200
Zany Brains 110
Noodle Kidoodle 34
Baby SuperStore 70
Imaginarium 70
Q V C 1
H S N 1
Scholastic 1
The Nature Co. 90
Discovery Channel 40
Media Play 55
Virgin 16
Blockbuster 1000
Musicland Group 1300
Tower Records 80
Wherehouse Entertainment 350
TransWorld Music 700
Camelot 330

Mac Specialists and Retailers

Channel Sources communicates with a reseller base of 450 independent Mac Specialists and retailers.