

6. Distribution

a) List the major wholesale distributors in this territory/country. Please provide name, address, telephone number and contact name. Please indicate approximate market share for the top three.

- | | |
|---|---|
| <p>1. <u>Roadshow Home Video</u>
 <u>94 Market Street</u>
 <u>Sydney NSW 2000</u>
 <u>PH: 02)267 3522</u>
 <u>Contact: Andrew Steer</u>
 <u>(Independant)</u></p> <p>Market share % _____</p> | <p>2. <u>RCA/Columbia/Hoyts Video</u>
 <u>221 Miller St.</u>
 <u>Nth Sydney NSW 2060</u>
 <u>Ph 02) 957 4186</u>
 <u>Contact: John Marron</u>
 <u>Mandy Goldberg</u></p> <p>Market share % <u>Unavailable</u></p> |
| <p>3. <u>CBS - Fox Video</u>
 <u>401 Pacific Hwy</u>
 <u>Artarmon, NSW 2004</u>
 <u>Ph: 02) 436 2911</u>
 <u>Contact: Ray Robinson</u></p> <p>Market share % <u>unavailable</u></p> | <p>4. <u>CIC Taft Video Pty Ltd.</u>
 <u>4 Skyline Place</u>
 <u>French's Forest NSW 2086</u>
 <u>Ph: 02) 975 1066</u>
 <u>Contact: Ken Chapman</u></p> <p>MARKET SHARE % <u>Unavailable</u></p> |
| <p>5. <u>Warner Home Video Pty Ltd.</u>
 <u>15 Parraween</u>
 <u>Cremorne NSW 2090</u>
 <u>Ph: 02) 908 3088</u>
 <u>Contact: Jeff Shaw</u></p> <p>MARKET SHARE % _____</p> | <p>5. <u>Palace Entertainment Corp</u>
 <u>1/101 Union Street</u>
 <u>Nth Sydney NSW 2060</u>
 <u>Ph. 02) 954 3323</u>
 <u>Contact: Michael Phillips</u>
 <u>(Independant)</u></p> <p>MARKET SHARE % _____</p> |

The companies with International connections, ie. 2, 3, 4, 5, are the largest, but market share varies from month to month depending on the titles released.

There does not appear to be a clear market leader