

UNITED STATES DISTRICT COURT  
SOUTHERN DISTRICT OF FLORIDA  
Miami Division

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CASE NO. 97-3924-CIV-SIMONTON

JERRY GREENBERG, individually,  
and IDAZ GREENBERG, individually,

Plaintiffs,

vs.

NATIONAL GEOGRAPHIC  
SOCIETY, a District of Columbia  
corporation, NATIONAL GEOGRAPHIC  
ENTERPRISES, INC., a corporation,  
and MINDSCAPE, INC., a  
California corporation,

Defendants.

**PLAINTIFFS' MOTION FOR PERMANENT  
INJUNCTIVE RELIEF, AND ACCOMPANYING  
MEMORANDUM OF LAW**

Plaintiffs, JERRY GREENBERG and IDAZ GREENBERG ("Greenberg"), move pursuant to Rule 65, Federal Rules of Civil Procedure and 17 U.S.C. § 502 for entry of a permanent injunction prohibiting the defendants, NATIONAL GEOGRAPHIC SOCIETY, NATIONAL GEOGRAPHIC ENTERPRISES, and MINDSCAPE, INC. (together "the Society"), their affiliates, successors, employees and agents, from any further use of the Greenberg photographs at issue in this litigation. Liability for copyright infringement by the defendants is established, and the plaintiffs are confronted with continuing infringement of copyrights owned by Greenberg.

The legal grounds supporting this motion are set forth more fully below in a Memorandum of Law.

**FACTUAL AND PROCEDURAL BACKGROUND**

On December 5, 1997, Greenberg filed a Complaint alleging, in Counts III and V, infringement of Greenberg copyrights protecting 64 separate photographs he had taken that were originally published in four articles appearing in the National Geographic Magazine in 1962, 1968, 1971 and 1990.<sup>1</sup> Copyrights in the photographs were conveyed to Greenberg by the National Geographic Society ("the Society") in 1985 and 1990. The Complaint and an Amended Complaint sought, among other things, damages and injunctive relief.

The specific infringements addressed in Counts III and V related to a new CD-ROM product, called "108 Years of the Complete National Geographic" ("the CNG product"), that was placed on the market in September of 1997. The CNG product consisted of 30 CD-ROM discs containing reprints of more than 1,200 monthly issues of the Society's magazine published between 1888 and 1996.

The Society, itself a not-for-profit corporation, created one or more for-profit subsidiaries including defendant National Geographic Enterprises, Inc.

The Society responded to the complaint by moving under Rule 12 to dismiss, or alternatively under Rule 56 for summary judgment. This Court granted summary judgment, and Greenberg appealed to the Eleventh Circuit Court of Appeals. That Court reversed. Greenberg v. National Geographic Society, 244 F.3d 1267 (11<sup>th</sup> Cir. 2001). In its opinion, the Court found as follows:

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<sup>1</sup> Count V addressed a separate derivative work contained within the Complete National Geographic product, called the Moving Covers Sequence for purposes of this litigation. One of the 64 photographs is utilized in that sequence.

We conclude that the unauthorized use of the Greenberg photographs in the CNG compiled and authored by the Society constitutes copyright infringement . . . . We also find that the unauthorized use of Greenberg's diver photograph in the derivative and collective work, the Sequence, compiled by the Society, constitutes copyright infringement . . . . Upon remand, the district court should ascertain the amount of damages and attorneys fees that are due, if any, as well as any injunctive relief that may be appropriate. In assessing the appropriateness of any injunctive relief, we urge the court to consider alternatives, such as mandatory license fees, in lieu of foreclosing the public's computer-aided access to this educational and entertaining work.

Id. at 1275-76.

The defendants petitioned the Supreme Court for a writ of certiorari, and on October 9, 2001, the Court denied the petition.

On remand, the defendants proposed in various filings that additional liability issues existed. In an order dated May 29, 2002, the Court put that proposition to rest, stating that "[t]he Eleventh Circuit has clearly held that Defendants are liable for copyright infringement," and that a minor addition by the Eleventh Circuit of two words in a corrected opinion was "not intended to reopen the case for a fresh determination of liability." Order at 5-7.

The original CNG product has been followed by similar products covering years subsequent to 1996, as well as numerous special packages of CD-ROMs and DVDs. Greenberg's complaint addressed only a CD-ROM product encompassing 108 years of monthly magazines published by the Society. Subsequently, updated products embracing 109, 110, 111 and 112 years of the magazines have been produced and sold. The later products are illustrated in documents produced by the Society and attached as Exhibit A. That exhibit also demonstrates that various spin-off products, such as CD-ROMs and DVDs covering particular decades, have been produced.

## MEMORANDUM OF LAW

### A. The Law Providing for Permanent Injunctions

The Copyright Act provides that a court can enter a final injunction "on such terms as it may deem reasonable to prevent or restrain infringement of a copyright." 17 U.S.C. § 502(a). The prevailing plaintiff in a copyright infringement action may obtain a permanent injunction restraining further infringement. Epic Metals Corp. v. Souliere, 181 F.3d 1280 (11<sup>th</sup> Cir. 1999). "It is uncontroversial that a 'showing of past infringement and a substantial likelihood of future infringement' justifies issuance of a permanent injunction." Melville & David Nimmer, NIMMER ON COPYRIGHT § 14.06[B] at 14-116, quoting Superhype Pub., Inc. v. Vasiliou, 838 F. Supp. 1220, 1226 (S.D. Ohio 1993). See also Pacific & Southern Co., Inc. v. Duncan, 744 F.2d 1490, 1499 (11<sup>th</sup> Cir. 1984). "Copyright law has long held that irreparable injury is presumed when the exclusive rights of the holder are infringed." National Football League v. McBee & Bruno's, Inc., 792 F.2d 726, 729 (8<sup>th</sup> Cir. 1986).

It is axiomatic that injunctive relief must be narrowly tailored. If the infringing portion of a defendant's work can be removed, without destroying the usefulness of the remainder of the work, the whole of the work need not be enjoined. Breffort v. I Had A Ball Co., 271 F. Supp. 623 (S.D.N.Y. 1967). An injunction under the Copyright Act "may be served anywhere in the United States on the person enjoined; it shall be operative throughout the United States . . . ." 17 U.S.C. § 502(b). A worldwide injunction is available to prevent the continued violation of intellectual property rights. Nintendo of America, Inc. v. NTDEC, 822 F. Supp. 1462 (D. Ariz. 1993), aff'd, 51 F.3d 281 (9<sup>th</sup> Cir.), cert. denied, 116 S.Ct. 180 (1995).

**B. A Permanent Injunction is Appropriate Here**

As a matter of law, Greenberg's copyrights were infringed by the defendants. As a prevailing plaintiff who has succeeded on the merits, Greenberg is entitled to permanent injunctive relief. Irreparable and ongoing harm exists in the hugely wide development and marketing of additional products containing Greenberg photographs for which the Society has no authorization for use. Such evidence of the likelihood of future infringements is more than substantial; it is overwhelming.

In a balancing of equities, a permanent injunction would not work a severe hardship on the defendants. Because of copyright issues raised by other parties with reference to the CD-ROM compilations, the Society acknowledges that it already has redacted or removed at least 56 photographs from various CD-ROM and DVD products that are still being marketed and sold. That number appears in answers to interrogatories served by Greenberg, a copy of which is attached as Exhibit B.<sup>2</sup> The surgical removal of the 64 Greenberg photographs thus would be consistent with the previous removal of other photographs, and it would not impair the marketing of various CNG products.

Greenberg seeks a permanent injunction that would preclude any future use of any kind of any of the 64 Greenberg photographs without his express written consent. Because the CNG products have been distributed and sold in a global market, the injunction should reach to that entire market. Because the products under discussion are now also being packaged in formats other than CD-ROM, such as DVD, the prohibition against further use should extend to copying, distribution and sale in any format.

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<sup>2</sup> The specific point is addressed in Interrogatory No. 8.

WHEREFORE Plaintiffs, JERRY GREENBERG and IDAZ GREENBERG, move for the entry of a permanent injunction to prohibit any further unauthorized use by the defendants, their affiliates, successors, employees and agents of the 64 Greenberg photographs on the basis outlined in this motion.

Respectfully submitted,

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**EXHIBIT A**

Mindscope's Gross Profit and Royalty Paid to NGS

Schedule T  
4th Quarter 1988

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	DCOS (3)	Gross Profit (4)-(2)-(3)	Royalty Earned (5)
1 112671	Ng Complete 100yr Colony Hybrid	RETAIL	(1)	(138)	(30)	(108)	(32)
2 112671	Ng Complete 100yr Colony Hybrid	RETAIL	5,088	266,320	134,578	131,742	71,538
3 112671	Ng Complete 100yr Colony Hybrid	SCHOOL	10	870	265	605	178
4 112671 Total	Ng Complete 100yr Colony Hybrid	SCHOOL	5,098	267,190	134,814	132,327	71,716
5 112680	Ng Photo Gal W/50m		18	210	62	148	37
6 112680 Total	Ng Photo Gal W/50m		13	210	62	148	37
7 112767	National Geo 80's W/50m Mac LG	SCHOOL	3	84	12	72	18
8 112767	National Geo 80's W/50m Mac LG	SUBJIC	25,000	33,750	-	33,750	16,875
9 112767 Total	National Geo 80's W/50m Mac LG		25,003	33,834	12	33,822	16,893
10 112763	National Geo 1990's W/50m Sm	DIRECT	3	89	11	78	12
11 112763	National Geo 1990's W/50m Sm	DIRECT	280	7,101	1,287	5,814	1,433
12 112763	National Geo 1990's W/50m Sm	RETAIL	(3)	(9)	(2)	(7)	(8)
13 112763	National Geo 1990's W/50m Sm	RETAIL	(1)	(70)	(4)	(66)	(17)
14 112763	National Geo 1990's W/50m Sm	SCHOOL	28	365	86	279	67
15 112763	National Geo 1990's W/50m Sm	SUBJIC	672	1,458	-	1,458	729
16 112763 Total	National Geo 1990's W/50m Sm		1,548	2,907	1,366	7,520	2,264
17 112803	National Geo 1980's W/50m	RETAIL	4,084	24,805	12,891	11,914	2,362
18 112803	National Geo 1980's W/50m	SCHOOL	2	30	8	22	6
19 112803 Total	National Geo 1980's W/50m		4,086	24,835	12,899	11,936	2,368
20 112804	National Geo 1970's W/50m	DIRECT	2	11	0	11	3
21 112804	National Geo 1970's W/50m	DIRECT	12	48	41	7	2
22 112804	National Geo 1970's W/50m	DIRECT	21	289	71	218	65
23 112804 Total	National Geo 1970's W/50m		35	348	116	232	69
24 112805	National Geo 1980's W/50m	DIRECT	1	21	3	17	4
25 112805	National Geo 1980's W/50m	DIRECT	14	184	48	136	36
26 112805	National Geo 1980's W/50m	SCHOOL	14	194	48	146	38
27 112805 Total	National Geo 1980's W/50m		28	378	83	295	74
28 112808	National Geo 1950's W/50m	DIRECT	(1)	(30)	(3)	(27)	(7)
29 112808	National Geo 1950's W/50m	DIRECT	1	10	3	7	2
30 112808	National Geo 1950's W/50m	DIRECT	8	128	23	105	28
31 112808	National Geo 1950's W/50m	DIRECT	24	312	62	250	67
32 112808 Total	National Geo 1950's W/50m		33	440	85	355	97
33 112807	National Geo 1940's W/50m	SCHOOL	23	317	58	259	68
34 112807 Total	National Geo 1940's W/50m		23	317	58	259	68
35 112808	National Geo 1980's W/50m	SCHOOL	8	264	80	184	52
36 112808 Total	National Geo 1980's W/50m		13	175	41	134	35
37 112808	National Geo 1980's W/50m	SCHOOL	13	178	41	137	35
38 112808 Total	National Geo 1980's W/50m		21	288	85	203	58
39 112810	National Geo 1910's W/50m	SCHOOL	21	288	85	203	58
40 112810 Total	National Geo 1910's W/50m		12	111	26	85	15
41 112811	National Geo 1984-1908 W/50m	RETAIL	12	111	36	75	16
42 112811 Total	National Geo 1984-1908 W/50m		12	111	36	75	16
43 112812	National Geo 1984-1908 W/50m	SCHOOL	15	210	46	164	41
44 112812 Total	National Geo 1984-1908 W/50m		15	210	46	164	41
45 112867	NGC Educational Supplement	RETAIL	3	222	-	222	88
46 112867	NGC Educational Supplement	RETAIL	3	188	-	188	47
47 112867	NGC Educational Supplement	SCHOOL	9	140	17	123	31
48 112867 Total	NGC Educational Supplement		13	550	17	533	164
49 112874	Nat Geo 100 Collets Edt FR	RETAIL	(200)	(10,841)	(3,138)	(7,703)	(18,216)
50 112874	Nat Geo 100 Collets Edt FR	RETAIL	28	4,488	826	3,662	1,115
51 112874	Nat Geo 100 Collets Edt FR	DIRECT	-	(130)	-	(130)	(30)
52 112874	Nat Geo 100 Collets Edt FR	DIRECT	46	6,835	1,588	4,047	1,012
53 112874	Nat Geo 100 Collets Edt FR	DIRECT	54	4,280	2,051	2,229	582
54 112874	Nat Geo 100 Collets Edt FR	RETAIL	(2)	(530)	(55)	(475)	(130)
55 112874	Nat Geo 100 Collets Edt FR	RETAIL	-	(1,001)	-	(1,001)	(258)
56 112874	Nat Geo 100 Collets Edt FR	RETAIL	1,822	415,010	58,718	356,292	103,783
57 112874 Total	Nat Geo 100 Collets Edt FR		1,830	388,834	54,984	333,850	85,822
58 112874P	Nat Geographic 100yr Clio Edn	RETAIL	(1)	(520)	(80)	(440)	(130)
59 112874P	Nat Geographic 100yr Clio Edn	RETAIL	-	(845)	-	(845)	(224)
60 112874P	Nat Geographic 100yr Clio Edn	RETAIL	30	3,772	805	2,967	843
61 112874P	Nat Geographic 100yr Clio Edn	SCHOOL	1	180	51	129	37
62 112874P Total	Nat Geographic 100yr Clio Edn		30	2,557	857	1,699	880
63 112874S	Nat Geographic 100yr Clio Edn	RETAIL	522	81,002	15,404	65,598	15,261
64 112874S Total	Nat Geographic 100yr Clio Edn		522	81,002	15,404	65,598	15,261
65 112900	National Geo 100 Years W/50m	RETAIL	18	1,537	458	1,079	384
66 112900	National Geo 100 Years W/50m	RETAIL	(51)	(3,528)	(780)	(2,748)	(682)



Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1999

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
133 204622	Nat Geo 40's & 50's Decade Set	RETAIL	(35)	(647)	-	(647)	(212)
134 204622 Total	Nat Geo 40's & 50's Decade Set		(35)	(647)	-	(647)	(212)
135 204623	The Complete NG 109 on CD Rom	RETAIL	237	17,491	-	17,491	4,378
136 204623 Total	The Complete NG 109 on CD Rom		237	17,491	-	17,491	4,378
137 204625	National Geographic 110 Yrs DVD	RETAIL	48	5,034	-	5,034	1,259
138 204625 Total	National Geographic 110 Yrs DVD		48	5,034	-	5,034	1,259
139 278244D	CNG 109 COLLECTORS EDITION AOL	OEM	3,600	140,000	87,500	52,500	28,250
140 278244D Total	CNG 109 COLLECTORS EDITION AOL		3,600	140,000	87,500	52,500	28,250
141 278585	NG DECADE BUNDLE 1970-1998 AOL	OEM	18,057	337,197	184,038	153,159	78,371
142 278585 Total	NG DECADE BUNDLE 1970-1998 AOL		18,057	337,197	184,038	153,159	78,371
143 3214110-800008	CD 3PER 8 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,816
144 3214110-800008 Total	CD 3PER 8 CPT NTNL GE		4,000	28,000	13,971	14,029	7,816
145 3214110-800008	CD 3PER 9 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,816
146 3214110-800008 Total	CD 3PER 9 CPT NTNL GE		4,000	28,000	13,971	14,029	7,816
147 3214110-800017	CD 3PER 10 CPT NTL GE	OEM	4,000	28,001	13,971	14,030	7,815
148 3214110-800017 Total	CD 3PER 10 CPT NTL GE		4,000	28,001	13,971	14,030	7,815
149 478308	NAT. GEO MULTI USER LICENSE	RETAIL	2	721	-	721	180
150 478308	NAT. GEO MULTI USER LICENSE	RETAIL	4	3,371	-	3,371	843
151 478308 Total	NAT. GEO MULTI USER LICENSE		10	4,093	-	4,093	1,023
152 478340	CNG 110 SCHOOL EDITION	RETAIL	34	1,241	1,267	(17)	310
153 478340	CNG 110 SCHOOL EDITION	RETAIL	4	640	148	492	180
154 478340	CNG 110 SCHOOL EDITION	SCHOOL	145	16,683	481	16,202	4,851
155 478340 Total	CNG 110 SCHOOL EDITION		183	18,564	1,886	16,678	4,821
156 CNG3744AB	The Complete National Geo:10	RETAIL	(50)	(1,350)	-	(1,350)	(328)
157 CNG3744AB	The Complete National Geo:110	RETAIL	100	288	-	288	83
158 CNG3744AB	The Complete National Geo:10	RETAIL	1,413	125,141	1,711	124,430	31,107
159 CNG3744AB	The Complete National Geo:110	RETAIL	25	2,382	-	2,382	608
160 CNG3744AB Total	The Complete National Geo:10		1,488	127,488	1,711	125,778	31,418
161 CNG3744AB	COMP NATNL GEO 110 YRS COLL ED	RETAIL	89	5,217	1,897	3,319	1,304
162 CNG3744AB	COMP NATNL GEO 110 YRS COLL ED	RETAIL	200	2,000	2,000	-	-
163 CNG3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	12,780	1,145,833	404,104	742,719	244,706
164 CNG3744AE Total	COMP NATNL GEO 110 YRS COLL ED		13,069	1,164,040	406,001	748,039	246,010
165 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	229	4,480	3,788	1,218	320
166 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	-	(5,148)	-	(5,148)	(1,028)
167 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	480	21,888	7,828	14,040	5,487
168 CND3811AE	COMP NATNL GEO 110 YRS DVD	SCHOOL	10	1,270	127	1,144	288
169 CND3811AE Total	COMP NATNL GEO 110 YRS DVD		719	22,478	11,120	11,358	5,083
170 CND3844AF	NATL GEO COMPLETE 100 YRS DVD	RETAIL	23	2,787	-	2,787	682
171 CND3844AF Total	NATL GEO COMPLETE 100 YRS DVD		23	2,787	-	2,787	682
172 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	21	1,415	580	815	364
173 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	641	24,351	4,271	20,079	5,859
174 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	-	(93)	-	(93)	(23)
175 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	284	21,788	4,488	17,300	4,328
176 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	883	85,541	28,205	57,336	14,584
177 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	OEM	3,000	210,000	80,079	123,921	61,901
178 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	18,780	1,402,731	450,488	952,242	323,803
179 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	SCHOOL	130	12,382	3,306	6,885	2,214
180 CNG3744AE Total	COMP NATNL GEO 110 YRS RTL CD		20,819	1,839,074	577,617	1,081,457	414,117
181 CNG3744AEJ	COMP NATNL GEO 110 YRS BJS CD	RETAIL	488	45,120	14,208	30,917	11,280
182 CNG3744AEJ Total	COMP NATNL GEO 110 YRS BJS CD		488	45,120	14,208	30,917	11,280
183 CNG3744AEP	COMP NATNL GEO 110 YRS COSTCO	RETAIL	1,524	143,293	43,788	99,487	35,814
184 CNG3744AEP Total	COMP NATNL GEO 110 YRS COSTCO		1,524	143,293	43,788	99,487	35,814
185 CNG3744AES	COMP NATNL GEO 110 YRS SAMS	RETAIL	16,278	1,410,627	481,807	928,820	382,857
186 CNG3744AES Total	COMP NATNL GEO 110 YRS SAMS		16,278	1,410,627	481,807	928,820	382,857
187 CNG3744AF	COMPLETE NATL GEO 100 YRS FRC	RETAIL	20	414	840	(288)	100
188 CNG3744AF Total	COMPLETE NATL GEO 100 YRS FRC		20	414	840	(288)	100
189 G27181	National Geographic:110 YEARS	RETAIL	818	54,886	6,667	48,219	13,748
190 G27181 Total	National Geographic:110 YEARS		818	54,886	6,667	48,219	13,748
191 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	(8)	(290)	(8)	(282)	(73)
192 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	315	2,838	445	2,483	823
193 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	2,385	8,738	4,823	6,818	1,204
194 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	ONLINE	-	10	-	10	2
195 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	(1)	(105)	(2)	(103)	(28)
196 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	259	877	347	530	106
197 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	SCHOOL	1	10	1	9	2
198 NGE1744AE Total	NATIONAL GEO 1998 UPDATE DIR		3,943	13,170	5,705	7,464	1,830

Mindscapes's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1989

Product #001	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)-(2)-(3)	Royalty Earned (5)
67 112900	National Geo 100 Years W855m	RETAIL	910	38,181	21,160	12,022	8,780
68 112900	National Geo 100 Years W855m	DIRECT	18	2,088	833	1,255	381
69 112900	National Geo 100 Years W855m	DIRECT	34	4,822	1,788	3,134	781
70 112900	National Geo 100 Years W855m	RETAIL	(8)	(1,222)	-	(1,222)	(305)
71 112900	National Geo 100 Years W855m	RETAIL	-	(5,700)	-	(5,700)	(1,425)
72 112900	National Geo 100 Years W855m	RETAIL	1,828	181,408	42,374	119,034	40,351
73 112900	National Geo 100 Years W855m	SCHOOL	122	12,225	4,028	8,198	2,048
74 112900 Total	National Geo 100 Years W855m		2,748	206,858	71,863	133,333	53,126
75 112911CS8	National Geo Complete '87	DIRECT	19	40	5	35	8
76 112911CS8	National Geo Complete '87	DIRECT	21	38	28	8	18
77 112911CS8	National Geo Complete '87	SCHOOL	2	20	2	17	4
78 112911CS8 Total	National Geo Complete '88		42	148	35	113	30
79 112913	Complete Natl Geographic Dvd	RETAIL	50	888	688	-	-
80 112913	Complete Natl Geographic Dvd	DIRECT	48	5,188	882	5,324	1,381
81 112913	Complete Natl Geographic Dvd	DIRECT	141	2,770	1,804	8,888	1,717
82 112913	Complete Natl Geographic Dvd	RETAIL	(4)	(1,040)	(88)	(887)	(280)
83 112913	Complete Natl Geographic Dvd	RETAIL	333	68,727	7,888	61,838	17,432
84 112913	Complete Natl Geographic Dvd	SCHOOL	3	480	41	408	82
85 112913 Total	Complete Natl Geographic Dvd		772	84,731	11,883	72,848	20,272
86 113075CS8	1987 Update Ng Hybrid	DIRECT	3	-	-	-	-
87 113075CS8	1987 Update Ng Hybrid	RETAIL	(1)	(30)	-	(30)	(8)
88 113075CS8 Total	1987 Update Ng Hybrid		2	(30)	-	(30)	(8)
89 113142	National Geo 100 Years	RETAIL	1	188	28	138	88
90 113142	National Geo 100 Years	RETAIL	6	738	238	608	184
91 113142	National Geo 100 Years	SCHOOL	88	8,584	1,782	7,803	1,858
92 113142 Total	National Geo 100 Years		74	10,487	1,917	8,570	2,181
93 113170	NATIONAL GEO 188 COL BOX CUSRV	DIRECT	18	180	730	-	-
94 113170	NATIONAL GEO 188 COL BOX CUSRV	RETAIL	(4)	(278)	(180)	(158)	(80)
95 113170	NATIONAL GEO 188 COL BOX CUSRV	SCHOOL	1	180	40	118	27
96 113170 Total	NATIONAL GEO 188 COL BOX CUSRV		13	62	70	(8)	(42)
97 1271128	Nat Geo Supplement Curriculum	RETAIL	28	1,113	-	1,113	278
98 1271128 Total	Nat Geo Supplement Curriculum		28	1,113	-	1,113	278
99 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	(3)	(733)	-	(733)	(183)
100 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	1	198	-	198	48
101 200328 Total	COMPLETE NATIONAL GEOGRAPHIC E		(4)	(535)	-	(535)	(135)
102 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	(110)	(733)	(728)	(87)	(187)
103 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	(180)	(3,485)	(1,028)	(2,485)	(871)
104 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	728	5,837	5,380	177	83
105 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	1,882	50,474	13,883	16,488	4,122
106 200480 Total	THE COM NATIONAL GEO DEC 80880		2,048	31,743	17,380	14,183	3,130
107 200805	CNG 1970's Decade Set (E) W85	RETAIL	(80)	(388)	-	(388)	(80)
108 200805	CNG 1970's Decade Set (E) W85	RETAIL	(180)	(1,800)	-	(1,800)	(422)
109 200805	CNG 1970's Decade Set (E) W85	RETAIL	2	25	70	15	3
110 200805	CNG 1970's Decade Set (E) W85	RETAIL	174	3,038	803	2,234	588
111 200805 Total	CNG 1970's Decade Set (E) W85		20	974	874	180	58
112 200807	CNG 1980's (E) Decade Set W85/	RETAIL	(31)	(231)	-	(231)	(50)
113 200807	CNG 1980's (E) Decade Set W85/	RETAIL	(82)	(838)	-	(838)	(218)
114 200807	CNG 1980's (E) Decade Set W85/	RETAIL	8	71	53	18	4
115 200807	CNG 1980's (E) Decade Set W85/	RETAIL	284	3,442	1,282	1,880	388
116 200807 Total	CNG 1980's (E) Decade Set W85/		130	2,434	1,835	488	134
117 200832	CNG: 100 Years (E) W853.1A/acc	RETAIL	(148)	(13,515)	(8,280)	(7,223)	(3,878)
118 200832	CNG: 100 Years (E) W853.1A/acc	RETAIL	18	80	80	-	-
119 200832	CNG: 100 Years (E) W853.1A/acc	RETAIL	783	97,723	3,487	84,237	13,888
120 200832 Total	CNG: 100 Years (E) W853.1A/acc		883	44,288	(2,723)	47,812	10,181
121 200832-L	Complete NG 100 Yrs LICENCE	RETAIL	(235)	(884)	-	(884)	(183)
122 200832-L	Complete NG 100 Yrs LICENCE	RETAIL	280,878	181,787	-	161,787	82,883
123 200832-L Total	Complete NG 100 Yrs LICENCE		188,840	180,893	-	162,883	82,681
124 200833	CNG: 1987 UPGRADE (E) CDW8531	RETAIL	38	180	43	117	23
125 200833	CNG: 1987 UPGRADE (E) CDW8531	RETAIL	3	280	-	280	70
126 200833 Total	CNG: 1987 UPGRADE (E) CDW8531		42	460	43	387	83
127 200834	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	(8)	(1,070)	-	(1,070)	(287)
128 200834	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	1	4	3	1	0
129 200834	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	28	4,875	-	4,875	1,244
130 200834 Total	COMPLETE NAT GEOG 100 YRS DVD		30	3,809	3	3,808	876
131 200713	CNG 108 Australian Coll Vars W	RETAIL	(1)	(115)	-	(115)	(28)
132 200713 Total	CNG 108 Australian Coll Vars W		(1)	(115)	-	(115)	(28)

**EXHIBIT B**

NGS 28/0028-0029).

INTERROGATORY NO. 11:

Since the 1976 Copyright Act came into existence Congress has amended the Act twice to enlarge the range of statutory damages, including damages for willful infringement, that may be awarded. Identify the base range, and the range for willful infringement, that you contend must apply in this litigation, and explain the legal basis for your contention.

RESPONSE TO INTERROGATORY NO. 11:

Section 504 (c) of the 1976 Copyright Act provides:

- (1) Except as provided by clause (2) of this subsection, the copyright owner may elect, at any time before final judgment is rendered, to recover, instead of actual damages and profits, an award of statutory damages for all infringements involved in the action, with respect to any one work...in a sum of not less than \$500 or more than \$20,000 as the court considers just. For purposes of this subsection, all the parts of a compilation or derivative work constitute one work.
- (2) In a case where the copyright owner sustains the burden of proving, and the court finds, that infringement was committed willfully, the court in its discretion may increase the award of statutory damages to a sum of not more than \$100,000. In a case where the infringer sustains the burden of proving, and the court finds, that such infringer was not aware and had no reason to believe that his or her acts constituted an infringement of copyright, the court in its discretion may reduce the award of statutory damages to a sum of not less than \$200...

The amounts provided in Section 504(c)(1) were increased as part of the Digital Theft Deterrence and Copyright Damages Improvement Act of 1999 (the "Damages Improvement Act"). The higher amounts apply to any action brought on or after the effective date of that statute, December 9, 1999, "regardless of the date on which the alleged activity that is the basis of the action occurred." 4 Nimmer § 14.04[B][1][b] at 14-50. Because this action

was filed in 1997, the pre-Damages Improvement Act figures apply to any potential damages awarded Greenberg.

Dated: New York, New York  
November 4, 2002

Robert G. Sugarman (NSG for RGS)

Robert G. Sugarman (RS-5153)  
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National Geographic Society

UNITED STATES DISTRICT COURT  
SOUTHERN DISTRICT OF FLORIDA  
Miami Division

CASE NO. 97-3924-CIV-SIMONTON

FILED BY \_\_\_\_\_ D.C.  
2002 NOV 27 PM 2:51  
CLARENCE MADDOX  
CLERK U.S. DIST. CT.  
S.D. OF FLA - MIA

JERRY GREENBERG, individually,  
and IDAZ GREENBERG, individually,

Plaintiffs,

vs.

NATIONAL GEOGRAPHIC  
SOCIETY, a District of Columbia  
corporation, NATIONAL GEOGRAPHIC  
ENTERPRISES, INC., a corporation,  
and MINDSCAPE, INC., a  
California corporation,

Defendants.

**PLAINTIFFS' MOTION FOR PERMANENT  
INJUNCTIVE RELIEF, AND ACCOMPANYING  
MEMORANDUM OF LAW**

Plaintiffs, JERRY GREENBERG and IDAZ GREENBERG ("Greenberg"), move pursuant to Rule 65, Federal Rules of Civil Procedure and 17 U.S.C. § 502 for entry of a permanent injunction prohibiting the defendants, NATIONAL GEOGRAPHIC SOCIETY, NATIONAL GEOGRAPHIC ENTERPRISES, and MINDSCAPE, INC. (together "the Society"), their affiliates, successors, employees and agents, from any further use of the Greenberg photographs at issue in this litigation. Liability for copyright infringement by the defendants is established, and the plaintiffs are confronted with continuing infringement of copyrights owned by Greenberg.

The legal grounds supporting this motion are set forth more fully below in a Memorandum of Law.

**FACTUAL AND PROCEDURAL BACKGROUND**

On December 5, 1997, Greenberg filed a Complaint alleging, in Counts III and V, infringement of Greenberg copyrights protecting 64 separate photographs he had taken that were originally published in four articles appearing in the National Geographic Magazine in 1962, 1968, 1971 and 1990.<sup>1</sup> Copyrights in the photographs were conveyed to Greenberg by the National Geographic Society ("the Society") in 1985 and 1990. The Complaint and an Amended Complaint sought, among other things, damages and injunctive relief.

The specific infringements addressed in Counts III and V related to a new CD-ROM product, called "108 Years of the Complete National Geographic" ("the CNG product"), that was placed on the market in September of 1997. The CNG product consisted of 30 CD-ROM discs containing reprints of more than 1,200 monthly issues of the Society's magazine published between 1888 and 1996.

The Society, itself a not-for-profit corporation, created one or more for-profit subsidiaries including defendant National Geographic Enterprises, Inc.

The Society responded to the complaint by moving under Rule 12 to dismiss, or alternatively under Rule 56 for summary judgment. This Court granted summary judgment, and Greenberg appealed to the Eleventh Circuit Court of Appeals. That Court reversed. Greenberg v. National Geographic Society, 244 F.3d 1267 (11<sup>th</sup> Cir. 2001). In its opinion, the Court found as follows:

<sup>1</sup> Count V addressed a separate derivative work contained within the Complete National Geographic product, called the Moving Covers Sequence for purposes of this litigation. One of the 64 photographs is utilized in that sequence.

We conclude that the unauthorized use of the Greenberg photographs in the CNG compiled and authored by the Society constitutes copyright infringement . . . We also find that the unauthorized use of Greenberg's diver photograph in the derivative and collective work, the Sequence, compiled by the Society, constitutes copyright infringement . . . Upon remand, the district court should ascertain the amount of damages and attorneys fees that are due, if any, as well as any injunctive relief that may be appropriate. In assessing the appropriateness of any injunctive relief, we urge the court to consider alternatives, such as mandatory license fees, in lieu of foreclosing the public's computer-aided access to this educational and entertaining work.

Id. at 1275-76.

The defendants petitioned the Supreme Court for a writ of certiorari, and on October 9, 2001, the Court denied the petition.

On remand, the defendants proposed in various filings that additional liability issues existed. In an order dated May 29, 2002, the Court put that proposition to rest, stating that "[t]he Eleventh Circuit has clearly held that Defendants are liable for copyright infringement," and that a minor addition by the Eleventh Circuit of two words in a corrected opinion was "not intended to reopen the case for a fresh determination of liability." Order at 5-7.

The original CNG product has been followed by similar products covering years subsequent to 1996, as well as numerous special packages of CD-ROMs and DVDs. Greenberg's complaint addressed only a CD-ROM product encompassing 108 years of monthly magazines published by the Society. Subsequently, updated products embracing 109,110, 111 and 112 years of the magazines have been produced and sold. The later products are illustrated in documents produced by the Society and attached as Exhibit A. That exhibit also demonstrates that various spin-off products, such as CD-ROMs and DVDs covering particular decades, have been produced.

**MEMORANDUM OF LAW**

**A. The Law Providing for Permanent Injunctions**

The Copyright Act provides that a court can enter a final injunction "on such terms as it may deem reasonable to prevent or restrain infringement of a copyright." 17 U.S.C. § 502(a). The prevailing plaintiff in a copyright infringement action may obtain a permanent injunction restraining further infringement. Epic Metals Corp. v. Souliere, 181 F.3d 1280 (11<sup>th</sup> Cir. 1999). "It is uncontroversial that a 'showing of past infringement and a substantial likelihood of future infringement' justifies issuance of a permanent injunction." Melville & David Nimmer, NIMMER ON COPYRIGHT § 14.06[B] at 14-116, quoting Superhyge Pub. Inc. v. Vasiliou, 838 F. Supp. 1220, 1226 (S.D. Ohio 1993). See also Pacific & Southern Co., Inc. v. Duncan, 744 F.2d 1490, 1499 (11<sup>th</sup> Cir. 1984). "Copyright law has long held that irreparable injury is presumed when the exclusive rights of the holder are infringed." National Football League v. McBeck & Bruno's, Inc., 792 F.2d 726, 729 (8<sup>th</sup> Cir. 1986).

It is axiomatic that injunctive relief must be narrowly tailored. If the infringing portion of a defendant's work can be removed, without destroying the usefulness of the remainder of the work, the whole of the work need not be enjoined. Breffort v. I Had A Ball Co., 271 F.Supp. 623 (S.D.N.Y. 1967). An injunction under the Copyright Act "may be served anywhere in the United States on the person enjoined; it shall be operative throughout the United States . . ." 17 U.S.C. § 502(b). A worldwide injunction is available to prevent the continued violation of intellectual property rights. Nintendo of America, Inc. v. NTDEC, 822 F.Supp. 1462 (D.Ariz. 1993), aff'd, 51 F.3d 281 (9<sup>th</sup> Cir.), cert. denied, 116 S.Ct. 180 (1995).

**B. A Permanent Injunction is Appropriate Here**

As a matter of law, Greenberg's copyrights were infringed by the defendants. As a prevailing plaintiff who has succeeded on the merits, Greenberg is entitled to permanent injunctive relief. Irreparable and ongoing harm exists in the hugely wide development and marketing of additional products containing Greenberg photographs for which the Society has no authorization for use. Such evidence of the likelihood of future infringements is more than substantial; it is overwhelming.

In a balancing of equities, a permanent injunction would not work a severe hardship on the defendants. Because of copyright issues raised by other parties with reference to the CD-ROM compilations, the Society acknowledges that it already has redacted or removed at least 56 photographs from various CD-ROM and DVD products that are still being marketed and sold. That number appears in answers to interrogatories served by Greenberg, a copy of which is attached as Exhibit B.<sup>2</sup> The surgical removal of the 64 Greenberg photographs thus would be consistent with the previous removal of other photographs, and it would not impair the marketing of various CNG products.

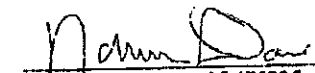
Greenberg seeks a permanent injunction that would preclude any future use of any kind of any of the 64 Greenberg photographs without his express written consent. Because the CNG products have been distributed and sold in a global market, the injunction should reach to that entire market. Because the products under discussion are now also being packaged in formats other than CD-ROM, such as DVD, the prohibition against further use should extend to copying, distribution and sale in any format.

<sup>2</sup> The specific point is addressed in Interrogatory No. 8.

WHEREFORE Plaintiffs, JERRY GREENBERG and IDAZ GREENBERG, move for the entry of a permanent injunction to prohibit any further unauthorized use by the defendants, their affiliates, successors, employees and agents of the 64 Greenberg photographs on the basis outlined in this motion.

Respectfully submitted,

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Minnesota's Gross Profit and Royalty Paid to NCS

Schedule 7  
4th Quarter 1988

Product SKU	Description	Channel	Units Sold	Net Receipts	COGS	Gross Profit	Royalty Earned
			(1)	(2)	(3)	(4)=(2)-(3)	(5)
1 112671	Ng Complete 100yr ColonyHybrid	RETAIL	(1)	(128)	(30)	(98)	(32)
2 112671	Ng Complete 100yr ColonyHybrid	RETAIL	3,088	286,327	134,578	151,749	71,838
3 112671	Ng Complete 100yr ColonyHybrid	SCHOOL	70	870	265	605	178
4 112671 Total	Ng Complete 100yr ColonyHybrid		6,086	286,148	134,814	151,335	71,483
5 112680	Ng Photo Gal W/50%in	SCHOOL	18	240	83	157	37
6 112680 Total	Ng Photo Gal W/50%in		18	240	83	157	37
7 112757	National Geo 80's W/50%in Lg	SCHOOL	3	84	12	72	18
8 112757	National Geo 80's W/50%in Lg	SCHOOL	25,008	33,750	-	33,750	16,875
9 112757 Total	National Geo 80's W/50%in Lg		25,008	33,834	12	33,822	16,893
10 112753	National Geo 1987's W/50%in Sm	DIRECT	3	59	11	48	12
11 112753	National Geo 1987's W/50%in Sm	DIRECT	280	7,101	1,287	5,814	1,453
12 112753	National Geo 1987's W/50%in Sm	RETAIL	(2)	(2)	(2)	(2)	(2)
13 112753	National Geo 1987's W/50%in Sm	RETAIL	(1)	(70)	(4)	(66)	(17)
14 112753	National Geo 1987's W/50%in Sm	SCHOOL	28	285	86	200	67
15 112753	National Geo 1987's W/50%in Sm	SCHOOL	672	1,488	-	1,488	729
16 112753 Total	National Geo 1987's W/50%in Sm		1,046	3,907	1,386	2,521	1,284
17 112803	National Geo 1988's W/50%in	RETAIL	4,084	24,003	12,881	11,122	2,882
18 112803	National Geo 1988's W/50%in	SCHOOL	2	30	6	24	6
19 112803 Total	National Geo 1988's W/50%in		4,086	24,033	12,887	11,146	2,888
20 112804	National Geo 1970's W/50%in	DIRECT	2	11	0	11	3
21 112804	National Geo 1970's W/50%in	DIRECT	12	48	41	7	2
22 112804	National Geo 1970's W/50%in	DIRECT	21	289	71	218	65
23 112804 Total	National Geo 1970's W/50%in		35	348	116	232	69
24 112805	National Geo 1980's W/50%in	DIRECT	1	20	3	17	4
25 112805	National Geo 1980's W/50%in	DIRECT	14	184	40	144	36
26 112805	National Geo 1980's W/50%in	SCHOOL	14	194	40	154	38
27 112805 Total	National Geo 1980's W/50%in		28	398	83	315	78
28 112808	National Geo 1950's W/50%in	DIRECT	(1)	(20)	(3)	(17)	(7)
29 112808	National Geo 1950's W/50%in	DIRECT	1	10	3	7	2
30 112808	National Geo 1950's W/50%in	DIRECT	9	128	23	105	28
31 112808	National Geo 1950's W/50%in	DIRECT	24	312	62	250	67
32 112808 Total	National Geo 1950's W/50%in		34	480	93	387	104
33 112807	National Geo 1940's W/50%in	SCHOOL	23	317	58	259	66
34 112807 Total	National Geo 1940's W/50%in		23	317	58	259	66
35 112808	National Geo 1980's W/50%in	SCHOOL	18	264	58	206	52
36 112808 Total	National Geo 1980's W/50%in		18	264	58	206	52
37 112808	National Geo 1950's W/50%in	SCHOOL	13	175	41	134	35
38 112808 Total	National Geo 1950's W/50%in		13	178	41	137	35
39 112810	National Geo 1910's W/50%in	SCHOOL	21	268	55	213	58
40 112810 Total	National Geo 1910's W/50%in		21	268	55	213	58
41 112811	National Geo 1884-1908 W/50%in	RETAIL	12	111	38	73	18
42 112811 Total	National Geo 1884-1908 W/50%in		12	111	38	73	18
43 112812	National Geo 1884-1908 W/50%in	SCHOOL	15	210	48	162	41
44 112812 Total	National Geo 1884-1908 W/50%in		15	210	48	162	41
45 112857	NGC Educational Supplies	RETAIL	3	222	-	222	88
46 112857	NGC Educational Supplies	RETAIL	3	188	-	188	47
47 112857	NGC Educational Supplies	SCHOOL	5	140	17	123	31
48 112857 Total	NGC Educational Supplies		11	550	17	533	166
49 112874	Nat Geo 100 Colchs Edt PE	RETAIL	(209)	(40,841)	(9,134)	(31,707)	(10,310)
50 112874	Nat Geo 100 Colchs Edt PE	RETAIL	28	4,488	838	3,650	1,115
51 112874	Nat Geo 100 Colchs Edt PE	DIRECT	-	(120)	-	(120)	(28)
52 112874	Nat Geo 100 Colchs Edt PE	DIRECT	45	6,835	1,588	4,247	1,012
53 112874	Nat Geo 100 Colchs Edt PE	DIRECT	54	4,288	2,051	2,237	582
54 112874	Nat Geo 100 Colchs Edt PE	RETAIL	(2)	(520)	(55)	(465)	(128)
55 112874	Nat Geo 100 Colchs Edt PE	RETAIL	-	(1,001)	-	(1,001)	(258)
56 112874	Nat Geo 100 Colchs Edt PE	RETAIL	1,822	415,010	58,718	356,292	103,758
57 112874 Total	Nat Geo 100 Colchs Edt PE		1,822	385,304	54,984	330,320	95,822
58 112874P	Nat Geographic 100yr Cbk Edn	RETAIL	(1)	(20)	(30)	(90)	(130)
59 112874P	Nat Geographic 100yr Cbk Edn	RETAIL	-	(385)	-	(385)	(224)
60 112874P	Nat Geographic 100yr Cbk Edn	RETAIL	20	3,772	805	2,967	843
61 112874P	Nat Geographic 100yr Cbk Edn	SCHOOL	1	180	31	149	37
62 112874P Total	Nat Geographic 100yr Cbk Edn		20	2,597	867	1,730	888
63 112874S	Nat Geographic 100yr Cbk Edn	RETAIL	522	81,002	15,404	65,598	15,261
64 112874S Total	Nat Geographic 100yr Cbk Edn		522	81,002	15,404	65,598	15,261
65 112900	National Geo 100 Years W/50%in	RETAIL	18	1,537	458	1,079	264
66 112900	National Geo 100 Years W/50%in	RETAIL	(51)	(3,528)	(788)	(2,740)	(682)

Mindscapes's Gross Profit and Royalty Paid to MGS

Schedule 7  
4th Quarter 1999

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	Cost (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
67 112900	National Geo 100 Years WWSM	RETAIL	918	35,151	22,160	12,992	8,780
68 112900	National Geo 100 Years WWSM	DIRECT	18	2,088	833	1,255	391
69 112900	National Geo 100 Years WWSM	DIRECT	34	4,822	1,788	3,034	781
70 112900	National Geo 100 Years WWSM	RETAIL	(8)	(1,222)	-	(1,222)	(305)
71 112900	National Geo 100 Years WWSM	RETAIL	-	(5,700)	-	(5,700)	(1,425)
72 112900	National Geo 100 Years WWSM	RETAIL	1,828	161,405	42,374	119,031	40,251
73 112900	National Geo 100 Years WWSM	SCHOOL	122	12,225	4,029	8,196	2,048
74 112900 Total	National Geo 100 Years WWSM		2,740	206,858	71,863	135,003	50,126
75 112911CSB	National Geo Complete '87	DIRECT	19	40	5	35	8
76 112911CSB	National Geo Complete '87	DIRECT	21	38	25	13	16
77 112911CSB	National Geo Complete '87	SCHOOL	2	20	2	17	4
78 112911CSB Total	National Geo Complete '88		42	143	33	110	30
79 112913	Complete Natl Geographic Dvd	RETAIL	50	689	689	-	-
80 112913	Complete Natl Geographic Dvd	DIRECT	49	5,188	532	4,656	1,281
81 112913	Complete Natl Geographic Dvd	DIRECT	141	8,770	1,804	6,966	1,717
82 112913	Complete Natl Geographic Dvd	RETAIL	(4)	(1,040)	(88)	(952)	(280)
83 112913	Complete Natl Geographic Dvd	RETAIL	533	68,727	7,888	60,839	17,432
84 112913	Complete Natl Geographic Dvd	SCHOOL	3	480	41	439	102
85 112913 Total	Complete Natl Geographic Dvd		772	84,751	11,883	72,868	20,372
86 113075CSB	1997 Update Ng Hybrid	DIRECT	3	-	-	-	-
87 113075CSB	1997 Update Ng Hybrid	RETAIL	(1)	(38)	-	(38)	(8)
88 113075CSB Total	1997 Update Ng Hybrid		2	(38)	-	(38)	(8)
89 113142	National Geo 100 Years	RETAIL	1	185	20	165	89
90 113142	National Geo 100 Years	RETAIL	5	755	130	625	184
91 113142	National Geo 100 Years	SCHOOL	68	8,584	1,782	6,802	1,835
92 113142 Total	National Geo 100 Years		74	10,467	1,917	8,550	2,101
93 113170	NATIONAL GEO 100 COL BOX CUSRV	DIRECT	15	190	190	-	-
94 113170	NATIONAL GEO 100 COL BOX CUSRV	RETAIL	(6)	(278)	(180)	(118)	(88)
95 113170	NATIONAL GEO 100 COL BOX CUSRV	SCHOOL	1	150	40	110	27
96 113170 Total	NATIONAL GEO 100 COL BOX CUSRV		10	162	70	92	(42)
97 1271125	Nat Geo Supplement Curriculum	RETAIL	28	1,113	-	1,113	270
98 1271125 Total	Nat Geo Supplement Curriculum		28	1,113	-	1,113	270
99 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	(5)	(783)	-	(783)	(183)
100 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	1	198	-	198	48
101 200328 Total	COMPLETE NATIONAL GEOGRAPHIC E		(4)	(585)	-	(585)	(135)
102 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	(110)	(785)	(728)	(57)	(157)
103 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	(180)	(3,435)	(1,039)	(2,445)	(671)
104 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	726	5,537	5,380	177	35
105 200480	THE COM NATIONAL GEO DEC 80880	RETAIL	1,882	30,474	13,983	16,491	4,122
106 200480 Total	THE COM NATIONAL GEO DEC 80880		2,048	31,743	17,550	14,183	3,130
107 200805	CNG 1970's Decade Set (E) WWS	RETAIL	(87)	(388)	-	(388)	(88)
108 200805	CNG 1970's Decade Set (E) WWS	RETAIL	(106)	(1,690)	-	(1,690)	(422)
109 200805	CNG 1970's Decade Set (E) WWS	RETAIL	2	25	10	15	3
110 200805	CNG 1970's Decade Set (E) WWS	RETAIL	174	3,038	803	2,234	300
111 200805 Total	CNG 1970's Decade Set (E) WWS		20	974	814	160	58
112 200807	CNG 1980's (E) Decade Set WWS/	RETAIL	(31)	(251)	-	(251)	(50)
113 200807	CNG 1980's (E) Decade Set WWS/	RETAIL	(52)	(836)	-	(836)	(216)
114 200807	CNG 1980's (E) Decade Set WWS/	RETAIL	8	71	53	18	4
115 200807	CNG 1980's (E) Decade Set WWS/	RETAIL	284	3,442	1,282	2,160	300
116 200807 Total	CNG 1980's (E) Decade Set WWS/		130	2,434	1,335	1,099	134
117 200831	CNG: 100 Years (E) WWSL 1/Mec	RETAIL	(148)	(13,915)	(8,280)	(7,225)	(3,878)
118 200832	CNG: 100 Years (E) WWSL 1/Mec	RETAIL	10	80	80	-	-
119 200832	CNG: 100 Years (E) WWSL 1/Mec	RETAIL	783	97,725	3,467	94,257	13,838
120 200832 Total	CNG: 100 Years (E) WWSL 1/Mec		645	44,290	(2,723)	47,012	10,181
121 200830-L	Complete NG 100 Yr LICENCE	RETAIL	(235)	(854)	-	(854)	(183)
122 200832-L	Complete NG 100 Yr LICENCE	RETAIL	200,078	181,787	-	181,787	32,883
123 200832-L Total	Complete NG 100 Yr LICENCE		199,843	180,933	-	180,933	32,161
124 200833	CNG: 1997 UPGRADE (E) COWWSL	RETAIL	38	180	43	117	23
125 200833	CNG: 1997 UPGRADE (E) COWWSL	RETAIL	3	260	-	260	70
126 200833 Total	CNG: 1997 UPGRADE (E) COWWSL		42	440	43	397	93
127 200834	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	(8)	(1,070)	-	(1,070)	(287)
128 200834	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	1	4	3	1	0
129 200834	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	25	4,375	-	4,375	1,244
130 200834 Total	COMPLETE NAT GEOG 100 YRS DVD		30	3,309	3	3,306	976
131 200713	CNG 100 Australian Coll Vols W	RETAIL	(1)	(115)	-	(115)	(29)
132 200713 Total	CNG 100 Australian Coll Vols W		(1)	(115)	-	(115)	(29)

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1999

Product SKU	Description	Channel	Units Sold	Net Receipts	COGS	Gross Profit	Royalty Earned
			(1)	(2)	(3)	(4)=(2)-(3)	(5)
133 20822	Nat Geo 40's & 50's Decade Set	RETAIL	(39)	(847)	-	(847)	(212)
134 20822 Total	Nat Geo 40's & 50's Decade Set		(39)	(847)	-	(847)	(212)
135 20823	The Complete NG 109 on CD Rom	RETAIL	237	17,491	-	17,491	4,378
136 20823 Total	The Complete NG 109 on CD Rom		237	17,491	-	17,491	4,378
137 20825	National Geographic 110 YrsDVD	RETAIL	48	5,034	-	5,034	1,258
138 20825 Total	National Geographic 110 YrsDVD		48	5,034	-	5,034	1,258
139 278244D	CNG 109 COLLECTORS EDITION AOL	OEM	3,800	140,000	87,300	52,800	28,250
140 278244D Total	CNG 109 COLLECTORS EDITION AOL		3,800	140,000	87,300	52,800	28,250
141 278586	NG DECADE BUNDLE 1970-1998 AOL	OEM	18,037	337,197	184,836	152,362	78,371
142 278586 Total	NG DECADE BUNDLE 1970-1998 AOL		18,037	337,197	184,836	152,362	78,371
143 3214110-800088	CD 3PER 8 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,816
144 3214110-800088 Total	CD 3PER 8 CPT NTNL GE		4,000	28,000	13,971	14,029	7,816
145 3214110-800089	CD 3PER 9 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,815
146 3214110-800089 Total	CD 3PER 9 CPT NTNL GE		4,000	28,000	13,971	14,029	7,815
147 3214110-800011	CD 3PER 10 CPT NTL GE	OEM	4,000	28,000	13,971	14,029	7,815
148 3214110-800011 Total	CD 3PER 10 CPT NTL GE		4,000	28,000	13,971	14,029	7,814
149 478309	NAT. GEO MULTI USER LICENSE	RETAIL	2	721	-	721	180
150 478309	NAT. GEO MULTI USER LICENSE	RETAIL	8	3,371	-	3,371	843
151 478309 Total	NAT. GEO MULTI USER LICENSE		10	4,093	-	4,093	1,023
152 478340	CNG 110 SCHOOL EDITION	RETAIL	34	1,241	1,267	(117)	310
153 478340	CNG 110 SCHOOL EDITION	RETAIL	4	640	148	492	180
154 478340	CNG 110 SCHOOL EDITION	SCHOOL	145	16,683	481	16,202	4,801
155 478340 Total	CNG 110 SCHOOL EDITION		183	18,564	1,886	16,678	4,921
156 CNG3744AB	The Complete National Geo:10	RETAIL	(50)	(1,350)	-	(1,350)	(338)
157 CNG3744AB	The Complete National Geo:10	RETAIL	100	288	-	288	83
158 CNG3744AB	The Complete National Geo:10	RETAIL	1,413	125,141	1,711	123,430	31,707
159 CNG3744AB	The Complete National Geo:10	RETAIL	25	2,382	-	2,382	606
160 CNG3744AB Total	The Complete National Geo:10		1,408	127,488	1,711	125,728	31,419
161 CNG3744AB	COMP NATL GEO 110 YRS COLL ED	RETAIL	89	5,217	1,997	3,219	1,304
162 CNG3744AB	COMP NATL GEO 110 YRS COLL ED	RETAIL	209	2,000	2,000	-	-
163 CNG3744AB	COMP NATL GEO 110 YRS COLL ED	RETAIL	12,700	1,145,829	404,104	742,719	248,706
164 CNG3744AB Total	COMP NATL GEO 110 YRS COLL ED		13,098	1,164,040	408,001	746,039	248,070
165 CND3811AE	COMP NATL GEO 110 YRS DVD	RETAIL	229	4,480	3,186	1,218	320
166 CND3811AE	COMP NATL GEO 110 YRS DVD	RETAIL	-	(5,148)	-	(5,148)	(1,029)
167 CND3811AE	COMP NATL GEO 110 YRS DVD	RETAIL	480	21,888	7,829	14,060	5,487
168 CND3811AE	COMP NATL GEO 110 YRS DVD	SCHOOL	10	1,270	127	1,144	288
169 CND3811AE Total	COMP NATL GEO 110 YRS DVD		719	22,478	11,130	11,343	5,853
170 CND3844AF	NATL GEO COMPLETE 109 YRS DVD	RETAIL	29	2,767	-	2,767	692
171 CND3844AF Total	NATL GEO COMPLETE 109 YRS DVD		29	2,767	-	2,767	692
172 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	RETAIL	21	1,415	680	818	354
173 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	RETAIL	641	24,361	4,371	20,078	5,820
174 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	DIRECT	-	(83)	-	(83)	(23)
175 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	DIRECT	294	21,785	4,488	17,380	4,338
176 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	DIRECT	883	88,941	28,205	58,736	14,884
177 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	OEM	3,000	210,000	80,079	123,921	61,861
178 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	RETAIL	18,780	1,402,701	480,488	922,212	323,883
179 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	SCHOOL	130	12,382	3,808	8,595	2,214
180 CNG3744AE Total	COMP NATL GEO 110 YRS RTL CD		20,810	1,839,074	577,677	1,261,457	414,177
181 CNG3744AEJ	COMP NATL GEO 110 YRS BUS CD	RETAIL	488	45,120	14,208	30,917	11,280
182 CNG3744AEJ Total	COMP NATL GEO 110 YRS BUS CD		488	45,120	14,208	30,917	11,280
183 CNG3744AEP	COMP NATL GEO 110 YRS COSTCO	RETAIL	1,524	143,256	43,788	99,467	35,814
184 CNG3744AEP Total	COMP NATL GEO 110 YRS COSTCO		1,524	143,256	43,788	99,467	35,814
185 CNG3744AES	COMP NATL GEO 110 YRS SAMS	RETAIL	16,378	1,410,827	481,807	929,020	352,857
186 CNG3744AES Total	COMP NATL GEO 110 YRS SAMS		16,378	1,410,827	481,807	929,020	352,857
187 CNG3744AF	COMPLETE NATL GEO 109 YRS FRC	RETAIL	20	414	640	(226)	103
188 CND3744AF Total	COMPLETE NATL GEO 109 YRS FRC		20	414	640	(226)	103
189 G27181	National Geographic:110 YEARS	RETAIL	818	84,886	8,667	48,328	13,748
190 G27181 Total	National Geographic:110 YEARS		818	84,886	8,667	48,328	13,748
191 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	(8)	(290)	87	(203)	(73)
192 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	315	2,538	445	2,483	823
193 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	3,385	8,732	4,828	4,818	1,204
194 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	ONLINE	-	10	-	10	2
195 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	(1)	(105)	(2)	(103)	(28)
196 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	238	877	347	530	106
197 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	SCHOOL	1	10	1	9	2
198 NGE1744AE Total	NATIONAL GEO 1998 UPDATE DIR		3,943	13,170	6,705	7,464	1,838

Mindscope's Gross Profit and Royalty Paid to NGC

Schedule 7  
4th Quarter 1998

Product ID	Description	Channel	Units Sold (\$)	Net Receipts (\$)	COGS (\$)	Gross Profit (\$)	Royalty Expense (\$)
1 112671	Ng Complete 100yr Cdonlyhybrid	RETAIL	(1)	(100)	(20)	(100)	(20)
2 112671	Ng Complete 100yr Cdonlyhybrid	RETAIL	5,088	284,282	134,578	150,776	71,538
3 112671	Ng Complete 100yr Cdonlyhybrid	SCHOOL	10	878	265	711	178
4 112671 Total	Ng Complete 100yr Cdonlyhybrid		5,098	285,160	134,814	151,566	71,823
5 112680	Ng Photo Gal W850m	SCHOOL	28	210	82	148	37
6 112680 Total	Ng Photo Gal W850m		13	210	82	148	37
7 112767	National Geo 80's W850mrc Lg	SCHOOL	3	84	12	72	18
8 112767	National Geo 80's W850mrc Lg	SUBJIC	25,008	33,750	-	33,750	16,875
9 112767 Total	National Geo 80's W850mrc Lg		25,011	33,834	12	33,822	16,893
10 112763	National Geo 1997's W850m Sm	DIRECT	3	69	11	48	12
11 112763	National Geo 1997's W850m Sm	DIRECT	282	7,101	1,287	5,814	1,423
12 112763	National Geo 1997's W850m Sm	RETAIL	(8)	(9)	(2)	(3)	(8)
13 112763	National Geo 1997's W850m Sm	RETAIL	(7)	(78)	(4)	(68)	(17)
14 112763	National Geo 1997's W850m Sm	SCHOOL	28	263	86	267	67
15 112763	National Geo 1997's W850m Sm	SUBJIC	872	1,488	-	1,488	729
16 112763 Total	National Geo 1997's W850m Sm		1,548	2,987	1,289	2,928	2,244
17 112800	National Geo 1997's W850m	RETAIL	4,084	24,803	12,881	11,912	2,982
18 112800	National Geo 1997's W850m	SCHOOL	2	38	8	24	4
19 112800 Total	National Geo 1997's W850m		4,086	24,841	12,889	11,936	2,986
20 112804	National Geo 1970's W850m	DIRECT	2	11	3	7	3
21 112804	National Geo 1970's W850m	DIRECT	12	48	41	9	2
22 112804	National Geo 1970's W850m	DIRECT	21	289	71	218	66
23 112804 Total	National Geo 1970's W850m		35	348	116	234	71
24 112805	National Geo 1980's W850m	DIRECT	1	20	3	17	4
25 112805	National Geo 1980's W850m	DIRECT	14	184	40	144	36
26 112805	National Geo 1980's W850m	SCHOOL	14	194	40	154	38
27 112805 Total	National Geo 1980's W850m		29	398	83	315	78
28 112806	National Geo 1950's W850m	DIRECT	(1)	(20)	(2)	(27)	(7)
29 112806	National Geo 1950's W850m	DIRECT	1	10	3	7	3
30 112806	National Geo 1950's W850m	DIRECT	9	128	23	105	28
31 112806	National Geo 1950's W850m	DIRECT	24	332	82	270	67
32 112806 Total	National Geo 1950's W850m		33	480	88	392	106
33 112807	National Geo 1940's W850m	SCHOOL	23	317	58	261	66
34 112807 Total	National Geo 1940's W850m		23	317	58	261	66
35 112808	National Geo 1980's W850m	SCHOOL	18	284	58	208	52
36 112808 Total	National Geo 1980's W850m		18	284	58	208	52
37 112809	National Geo 1980's W850m	SCHOOL	13	178	41	136	35
38 112809 Total	National Geo 1980's W850m		13	178	41	136	35
39 112810	National Geo 1910's W850m	SCHOOL	21	288	58	234	58
40 112810 Total	National Geo 1910's W850m		21	288	58	234	58
41 112811	National Geo 1988-1989 W850m	RETAIL	12	111	38	78	18
42 112811 Total	National Geo 1988-1989 W850m		12	111	38	78	18
43 112812	National Geo 1988-1989 W850m	SCHOOL	15	210	48	164	41
44 112812 Total	National Geo 1988-1989 W850m		15	210	48	164	41
45 112887	NGC Educational Supplement	RETAIL	3	222	32	222	66
46 112887	NGC Educational Supplement	RETAIL	3	188	18	188	47
47 112887	NGC Educational Supplement	SCHOOL	3	140	17	123	31
48 112887 Total	NGC Educational Supplement		9	550	67	524	144
49 112874	Nat Geo 100 Collets Edt Pk	RETAIL	(200)	(40,841)	(8,134)	(34,708)	(10,240)
50 112874	Nat Geo 100 Collets Edt Pk	RETAIL	28	4,488	138	4,352	1,315
51 112874	Nat Geo 100 Collets Edt Pk	DIRECT	-	(130)	-	(130)	(20)
52 112874	Nat Geo 100 Collets Edt Pk	DIRECT	45	5,835	1,588	4,280	1,012
53 112874	Nat Geo 100 Collets Edt Pk	DIRECT	54	4,280	2,091	2,259	592
54 112874	Nat Geo 100 Collets Edt Pk	RETAIL	(2)	(520)	(55)	(481)	(128)
55 112874	Nat Geo 100 Collets Edt Pk	RETAIL	-	(1,001)	-	(1,001)	(288)
56 112874	Nat Geo 100 Collets Edt Pk	RETAIL	1,922	415,010	58,718	388,282	103,783
57 112874 Total	Nat Geo 100 Collets Edt Pk		1,839	388,904	58,884	371,040	95,822
58 112874P	Nat Geographic 100yr Clc Edn	RETAIL	(1)	(20)	(20)	(48)	(12)
59 112874P	Nat Geographic 100yr Clc Edn	RETAIL	-	(885)	-	(885)	(224)
60 112874P	Nat Geographic 100yr Clc Edn	RETAIL	20	3,772	805	2,967	845
61 112874P	Nat Geographic 100yr Clc Edn	SCHOOL	1	180	31	149	37
62 112874P Total	Nat Geographic 100yr Clc Edn		19	2,597	867	1,732	888
63 112874S	Nat Geographic 100yr Clc Ed	RETAIL	522	81,002	15,404	45,598	15,281
64 112874S Total	Nat Geographic 100yr Clc Ed		522	81,002	15,404	45,598	15,281
65 112900	National Geo 100 Years W850m	RETAIL	18	1,537	458	1,079	324
66 112900	National Geo 100 Years W850m	RETAIL	(51)	(4,528)	(788)	(2,740)	(827)

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1999

Product Code	Description	Channel	Units Sold	Net Receipts	COGS	Gross Profit	Royalty Earned
			(1)	(2)	(3)	(4)-(2)-(3)	(5)
67 112900	National Geo 100 Years WBSIn	RETAIL	519	35,181	23,160	12,022	8,350
68 112900	National Geo 100 Years WBSIn	DIRECT	16	2,058	535	1,523	361
69 112900	National Geo 100 Years WBSIn	DIRECT	54	4,822	1,798	3,124	781
70 112900	National Geo 100 Years WBSIn	RETAIL	(8)	(1,222)	-	(1,222)	(305)
71 112900	National Geo 100 Years WBSIn	RETAIL	-	(5,700)	-	(5,700)	(1,425)
72 112900	National Geo 100 Years WBSIn	RETAIL	1,825	161,405	42,374	119,031	40,851
73 112900	National Geo 100 Years WBSIn	SCHOOL	122	12,225	4,029	8,196	2,049
74 112900 Total	National Geo 100 Years WBSIn		2,740	206,658	71,563	135,095	50,126
75 112911CSB	National Geo Complete '97	DIRECT	19	40	5	35	8
76 112911CSB	National Geo Complete '97	DIRECT	21	38	25	13	16
77 112911CSB	National Geo Complete '97	SCHOOL	2	20	2	17	4
78 112911CSB Total	National Geo Complete '97		42	148	33	115	28
79 112913	Complete Natl Geographic Dvd	RETAIL	50	559	559	-	-
80 112913	Complete Natl Geographic Dvd	DIRECT	49	5,198	502	4,696	1,291
81 112913	Complete Natl Geographic Dvd	DIRECT	141	8,770	1,904	6,866	1,717
82 112913	Complete Natl Geographic Dvd	RETAIL	(4)	(1,040)	(80)	(960)	(263)
83 112913	Complete Natl Geographic Dvd	RETAIL	533	68,727	7,888	60,839	17,432
84 112913	Complete Natl Geographic Dvd	SCHOOL	3	480	41	439	102
85 112913 Total	Complete Natl Geographic Dvd		772	84,731	11,593	73,138	20,272
86 113075CSB	1997 Update Ng Hybrid	DIRECT	3	-	-	-	-
87 113075CSB	1997 Update Ng Hybrid	RETAIL	(1)	(30)	-	(30)	(8)
88 113075CSB Total	1997 Update Ng Hybrid		2	(30)	-	(30)	(8)
89 113142	National Geo 100 Years	RETAIL	1	159	29	130	39
90 113142	National Geo 100 Years	RETAIL	5	798	320	478	184
91 113142	National Geo 100 Years	SCHOOL	85	8,584	1,782	7,802	1,958
92 113142 Total	National Geo 100 Years		91	10,467	1,917	8,550	2,181
93 113170	NATIONAL GEO 100 COL BOX CUSRV	DIRECT	16	180	790	-	-
94 113170	NATIONAL GEO 100 COL BOX CUSRV	RETAIL	(6)	(278)	(168)	(110)	(68)
95 113170	NATIONAL GEO 100 COL BOX CUSRV	SCHOOL	1	150	40	110	37
96 113170 Total	NATIONAL GEO 100 COL BOX CUSRV		11	62	70	(8)	(43)
97 1271125	Nat Geo Supplement Curriculum	RETAIL	20	1,115	-	1,115	275
98 1271125 Total	Nat Geo Supplement Curriculum		20	1,115	-	1,115	275
99 200028	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	(5)	(730)	-	(730)	(183)
100 200028	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	1	168	-	168	48
101 200028 Total	COMPLETE NATIONAL GEOGRAPHIC E		(4)	(562)	-	(562)	(135)
102 200480	THE COM NATIONAL GEO DEC 2000	RETAIL	(110)	(783)	(728)	(55)	(157)
103 200480	THE COM NATIONAL GEO DEC 2000	RETAIL	(188)	(3,455)	(1,238)	(2,217)	(671)
104 200480	THE COM NATIONAL GEO DEC 2000	RETAIL	725	5,537	5,390	147	35
105 200480	THE COM NATIONAL GEO DEC 2000	RETAIL	1,882	33,474	13,983	19,491	4,722
106 200480 Total	THE COM NATIONAL GEO DEC 2000		2,048	31,743	17,560	14,183	3,130
107 200605	CNG 1970's Decade Set (E) WBS	RETAIL	(80)	(389)	-	(389)	(95)
108 200605	CNG 1970's Decade Set (E) WBS	RETAIL	(188)	(1,800)	-	(1,800)	(422)
109 200605	CNG 1970's Decade Set (E) WBS	RETAIL	2	25	10	15	3
110 200605	CNG 1970's Decade Set (E) WBS	RETAIL	174	3,036	503	2,533	509
111 200605 Total	CNG 1970's Decade Set (E) WBS		20	974	514	460	58
112 200607	CNG 1980's (E) Decade Set WBS/	RETAIL	(21)	(231)	-	(231)	(58)
113 200607	CNG 1980's (E) Decade Set WBS/	RETAIL	(52)	(536)	-	(536)	(131)
114 200607	CNG 1980's (E) Decade Set WBS/	RETAIL	8	71	53	18	4
115 200607	CNG 1980's (E) Decade Set WBS/	RETAIL	294	3,442	1,252	2,190	306
116 200607 Total	CNG 1980's (E) Decade Set WBS/		130	2,434	1,355	1,079	134
117 200631	CNG: 100 Years (E) WBS/ 1A/acc	RETAIL	(148)	(13,515)	(3,290)	(10,225)	(2,578)
118 200632	CNG: 100 Years (E) WBS/ 1A/acc	RETAIL	18	60	50	10	-
119 200632	CNG: 100 Years (E) WBS/ 1A/acc	RETAIL	783	97,725	3,457	94,268	13,939
120 200632 Total	CNG: 100 Years (E) WBS/ 1A/acc		643	44,309	(2,723)	47,032	10,181
121 200632-L	Complete NG 100 Yrs LICENCE	RETAIL	(235)	(864)	-	(864)	(193)
122 200632-L	Complete NG 100 Yrs LICENCE	RETAIL	290,075	191,767	-	191,767	62,853
123 200632-L Total	Complete NG 100 Yrs LICENCE		189,840	189,903	-	189,903	62,660
124 200633	CNG: 1997 UPGRADE (E) COMWBS/	RETAIL	30	180	43	117	23
125 200633	CNG: 1997 UPGRADE (E) COMWBS/	RETAIL	3	288	-	288	70
126 200633 Total	CNG: 1997 UPGRADE (E) COMWBS/		42	468	43	367	93
127 200634	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	(6)	(1,070)	-	(1,070)	(267)
128 200634	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	1	4	3	1	0
129 200634	COMPLETE NAT GEOG 100 YRS DVD	RETAIL	38	4,375	-	4,375	1,244
130 200634 Total	COMPLETE NAT GEOG 100 YRS DVD		30	3,809	3	3,806	976
131 200713	CNG 100 Australian Coll Vars W	RETAIL	(1)	(115)	-	(115)	(28)
132 200713 Total	CNG 100 Australian Coll Vars W		(1)	(115)	-	(115)	(28)

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule T  
4th Quarter 1999

Product ID	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
133 200222	Nat Geo 40's & 50's Decade Set	RETAIL	(55)	(647)	-	(647)	(212)
134 200222 Total	Nat Geo 40's & 50's Decade Set		(55)	(647)	-	(647)	(212)
135 200223	The Complete NG 100 on CD Rom	RETAIL	237	17,491	-	17,491	4,373
136 200223 Total	The Complete NG 100 on CD Rom		237	17,491	-	17,491	4,373
137 200225	National Geographic 110 Yrs DVD	RETAIL	46	5,034	-	5,034	1,258
138 200225 Total	National Geographic 110 Yrs DVD		46	5,034	-	5,034	1,258
139 278244D	CNG 100 COLLECTORS EDITION AOL	OEM	3,800	140,000	87,000	53,000	20,230
140 278244D Total	CNG 100 COLLECTORS EDITION AOL		3,800	140,000	87,000	53,000	20,230
141 278285	NG DECADE BUNDLE 1970-1998 AOL	OEM	18,037	537,197	184,000	353,197	78,571
142 278285 Total	NG DECADE BUNDLE 1970-1998 AOL		18,037	537,197	184,000	353,197	78,571
143 3214110-800008	CD 3PER 8 CPT NTL GE	OEM	4,000	28,000	13,571	14,429	7,815
144 3214110-800008 Total	CD 3PER 8 CPT NTL GE		4,000	28,000	13,571	14,429	7,815
145 3214110-800009	CD 3PER 9 CPT NTL GE	OEM	4,000	28,000	13,571	14,429	7,815
146 3214110-800009 Total	CD 3PER 9 CPT NTL GE		4,000	28,000	13,571	14,429	7,815
147 3214110-800011	CD 3PER 10 CPT NTL GE	OEM	4,000	28,001	13,571	14,430	7,815
148 3214110-800011 Total	CD 3PER 10 CPT NTL GE		4,000	28,001	13,571	14,430	7,815
149 478300	NAT. GEO MULTI USER LICENSE	RETAIL	2	721	-	721	180
150 478300	NAT. GEO MULTI USER LICENSE	RETAIL	4	3,371	-	3,371	843
151 478300 Total	NAT. GEO MULTI USER LICENSE		6	4,092	-	4,092	1,023
152 478340	CNG 110 SCHOOL EDITION	RETAIL	34	1,241	1,267	(26)	910
153 478340	CNG 110 SCHOOL EDITION	RETAIL	4	540	148	392	100
154 478340	CNG 110 SCHOOL EDITION	SCHOOL	145	16,683	481	16,202	4,801
155 478340 Total	CNG 110 SCHOOL EDITION		183	18,364	1,896	16,468	4,921
156 CNG3744AB	The Complete National Geo 110	RETAIL	(50)	(1,300)	-	(1,300)	(308)
157 CNG3744AB	The Complete National Geo 110	RETAIL	100	200	-	200	53
158 CNG3744AB	The Complete National Geo 110	RETAIL	1,413	128,141	1,711	126,430	31,707
159 CNG3744AB	The Complete National Geo 110	RETAIL	25	2,382	-	2,382	608
160 CNG3744AB Total	The Complete National Geo 110		1,488	130,623	1,711	128,912	32,418
161 CNG3744AE	COMP NATL GEO 110 YRS COLL ED	RETAIL	99	5,217	3,097	2,120	1,894
162 CNG3744AE	COMP NATL GEO 110 YRS COLL ED	RETAIL	200	2,000	2,000	-	-
163 CNG3744AE	COMP NATL GEO 110 YRS COLL ED	RETAIL	13,789	1,146,828	404,104	742,724	248,706
164 CNG3744AE Total	COMP NATL GEO 110 YRS COLL ED		13,988	1,154,045	408,001	746,044	250,700
165 CNG3811AE	COMP NATL GEO 110 YRS DVD	RETAIL	209	4,480	3,188	1,292	330
166 CNG3811AE	COMP NATL GEO 110 YRS DVD	RETAIL	-	(5,148)	-	(5,148)	(1,028)
167 CNG3811AE	COMP NATL GEO 110 YRS DVD	RETAIL	480	21,880	7,829	14,051	6,457
168 CNG3811AE	COMP NATL GEO 110 YRS DVD	SCHOOL	10	1,270	127	1,143	288
169 CNG3811AE Total	COMP NATL GEO 110 YRS DVD		710	22,470	11,134	11,336	6,083
170 CNG3844AF	NATL GEO COMPLETE 100 YRS DVD	RETAIL	23	2,787	-	2,787	692
171 CNG3844AF Total	NATL GEO COMPLETE 100 YRS DVD		23	2,787	-	2,787	692
172 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	RETAIL	21	1,415	600	815	364
173 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	RETAIL	641	34,351	4,271	30,080	3,820
174 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	DIRECT	-	(50)	-	(50)	(23)
175 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	DIRECT	234	21,788	4,488	17,300	4,338
176 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	DIRECT	883	88,541	28,205	60,336	14,824
177 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	OEM	3,000	210,000	80,070	129,930	61,961
178 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	RETAIL	13,789	1,146,731	400,488	746,243	323,903
179 CNG3744AE	COMP NATL GEO 110 YRS RTL CD	SCHOOL	100	12,342	5,830	6,512	2,214
180 CNG3744AE Total	COMP NATL GEO 110 YRS RTL CD		20,002	1,638,074	577,671	1,060,403	414,117
181 CNG3744AEJ	COMP NATL GEO 110 YRS BUS CD	RETAIL	480	45,130	14,203	30,927	11,280
182 CNG3744AEJ Total	COMP NATL GEO 110 YRS BUS CD		480	45,130	14,203	30,927	11,280
183 CNG3744AEP	COMP NATL GEO 110 YRS COSTCO	RETAIL	1,324	143,256	43,788	99,468	35,814
184 CNG3744AEP Total	COMP NATL GEO 110 YRS COSTCO		1,324	143,256	43,788	99,468	35,814
185 CNG3744AES	COMP NATL GEO 110 YRS SAMS	RETAIL	15,278	1,410,827	481,807	929,020	352,657
186 CNG3744AES Total	COMP NATL GEO 110 YRS SAMS		15,278	1,410,827	481,807	929,020	352,657
187 CNG3744AF	COMPLETE NATL GEO 100 YRS FRC	RETAIL	20	414	640	(226)	100
188 CNG3744AF Total	COMPLETE NATL GEO 100 YRS FRC		20	414	640	(226)	100
189 G27181	National Geographic 110 YEARS	RETAIL	816	64,885	6,667	58,218	12,748
190 G27181 Total	National Geographic 110 YEARS		816	64,885	6,667	58,218	12,748
191 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	(8)	(250)	(8)	(242)	(73)
192 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	315	2,838	445	2,493	623
193 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	3,385	4,732	4,828	(96)	1,204
194 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	ONLINE	-	10	-	10	2
195 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	(1)	(105)	(2)	(103)	(28)
196 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	239	877	347	530	106
197 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	SCHOOL	1	10	1	9	2
198 NGE1744AE Total	NATIONAL GEO 1998 UPDATE DIR		3,385	13,170	5,785	7,385	1,836

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1999

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
1 112671	Ng Complete 108yr Cdonlyhybrid	RETAIL	(1)	\$ (128)	\$ (28)	\$ (102)	\$ (32)
2 112671	Ng Complete 108yr Cdonlyhybrid	RETAIL	5,088	285,380	134,578	150,775	71,538
3 112671	Ng Complete 108yr Cdonlyhybrid	SCHOOL	10	978	265	711	178
4 112671 Total	Ng Complete 108yr Cdonlyhybrid		5,095	286,198	134,814	151,385	71,483
5 112680	Ng Photo Gal W/95/m	SCHOOL	13	210	62	148	37
6 112680 Total	Ng Photo Gal W/95/m		13	210	62	148	37
7 112757	National Geo 90's W/95/mac Lg	SCHOOL	3	84	12	72	18
8 112757	National Geo 90's W/95/mac Lg	SUBLIC	25,000	33,750	-	33,750	18,875
9 112757 Total	National Geo 90's W/95/mac Lg		25,003	33,834	12	33,822	18,893
10 112753	National Geo 1990's W/95/m Sm	DIRECT	3	58	11	48	12
11 112753	National Geo 1990's W/95/m Sm	DIRECT	350	7,101	1,287	5,814	1,459
12 112753	National Geo 1990's W/95/m Sm	RETAIL	(2)	(3)	(2)	(2)	(0)
13 112753	National Geo 1990's W/95/m Sm	RETAIL	(1)	(70)	(4)	(66)	(17)
14 112753	National Geo 1990's W/95/m Sm	SCHOOL	28	383	98	285	67
15 112753	National Geo 1990's W/95/m Sm	SUBLIC	672	1,458	-	1,458	729
16 112753 Total	National Geo 1990's W/95/m Sm		1,048	8,907	1,388	7,520	2,244
17 112803	National Geo 1980's W/95/m	RETAIL	4,094	24,805	12,691	11,812	2,382
18 112803	National Geo 1980's W/95/m	SCHOOL	2	30	6	24	6
19 112803 Total	National Geo 1980's W/95/m		4,096	24,833	12,698	11,938	2,388
20 112804	National Geo 1970's W/95/m	DIRECT	2	11	3	7	2
21 112804	National Geo 1970's W/95/m	DIRECT	12	48	41	9	2
22 112804	National Geo 1970's W/95/m	DIRECT	21	289	71	218	55
23 112804 Total	National Geo 1970's W/95/m		35	349	115	234	59
24 112805	National Geo 1980's W/95/m	DIRECT	1	20	3	17	4
25 112805	National Geo 1980's W/95/m	DIRECT	14	184	40	144	36
26 112805	National Geo 1980's W/95/m	SCHOOL	14	194	40	154	39
27 112805 Total	National Geo 1980's W/95/m		29	399	83	315	79
28 112806	National Geo 1950's W/95/m	DIRECT	(1)	(30)	(3)	(27)	(7)
29 112806	National Geo 1950's W/95/m	DIRECT	1	10	3	7	2
30 112806	National Geo 1950's W/95/m	DIRECT	9	128	23	105	28
31 112806	National Geo 1950's W/95/m	DIRECT	24	332	62	270	67
32 112806 Total	National Geo 1950's W/95/m		33	440	85	355	89
33 112807	National Geo 1940's W/95/m	SCHOOL	23	317	58	259	65
34 112807 Total	National Geo 1940's W/95/m		23	317	58	259	65
35 112808	National Geo 1930's W/95/m	SCHOOL	19	284	58	226	62
36 112808 Total	National Geo 1930's W/95/m		19	284	58	226	62
37 112809	National Geo 1920's W/95/m	SCHOOL	13	179	41	138	35
38 112809 Total	National Geo 1920's W/95/m		13	179	41	138	35
39 112810	National Geo 1910's W/95/m	SCHOOL	21	289	55	234	58
40 112810 Total	National Geo 1910's W/95/m		21	289	55	234	58
41 112811	National Geo 1888-1909 W/95/m	RETAIL	12	111	36	75	15
42 112811 Total	National Geo 1888-1909 W/95/m		12	111	36	75	15
43 112812	National Geo 1888-1909 W/95/m	SCHOOL	15	210	48	164	41
44 112812 Total	National Geo 1888-1909 W/95/m		15	210	48	164	41
45 112867	NGC: Educational Supplement	RETAIL	5	222	-	222	58
46 112867	NGC: Educational Supplement	RETAIL	3	189	-	189	47
47 112867	NGC: Educational Supplement	SCHOOL	5	140	17	123	31
48 112867 Total	NGC: Educational Supplement		13	551	17	534	134
49 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	(208)	(40,841)	(6,138)	(34,703)	(10,210)
50 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	28	4,459	828	3,633	1,115
51 112874	Nat Geo 109 Collectrs Edt Rd	DIRECT	-	(120)	-	(120)	(30)
52 112874	Nat Geo 109 Collectrs Edt Rd	DIRECT	45	5,835	1,588	4,050	1,012
53 112874	Nat Geo 109 Collectrs Edt Rd	DIRECT	54	4,280	2,031	2,250	582
54 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	(2)	(520)	(59)	(461)	(130)
55 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	-	(1,001)	-	(1,001)	(250)
56 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	1,922	415,010	58,718	356,292	103,733
57 112874 Total	Nat Geo 109 Collectrs Edt Rd		1,839	386,904	54,984	331,940	95,822
58 112874P	Natl Geogrphe 109yr Cfic Edtn	RETAIL	(1)	(520)	(30)	(490)	(130)
59 112874P	Natl Geogrphe 109yr Cfic Edtn	RETAIL	-	(895)	-	(895)	(224)
60 112874P	Natl Geogrphe 109yr Cfic Edtn	RETAIL	30	3,772	885	2,887	943
61 112874P	Natl Geogrphe 109yr Cfic Edtn	SCHOOL	1	180	31	149	37
62 112874P Total	Natl Geogrphe 109yr Cfic Edtn		30	2,937	887	1,850	628
63 112874S	Natnl Geogrphe 109yr Cfic Edt	RETAIL	522	61,002	15,404	45,598	15,251
64 112874S Total	Natnl Geogrphe 109yr Cfic Edt		522	61,002	15,404	45,598	15,251
65 112900	National Geo 109 Years W/95/m	RETAIL	18	1,537	458	1,079	384
66 112900	National Geo 109 Years W/95/m	RETAIL	(31)	(3,529)	(789)	(2,740)	(882)

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1999

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
67 112900	National Geo 109 Years W/95/m	RETAIL	910	35,181	23,160	12,002	8,790
68 112900	National Geo 109 Years W/95/m	DIRECT	16	2,056	533	1,523	381
69 112900	National Geo 109 Years W/95/m	DIRECT	54	4,922	1,798	3,124	781
70 112900	National Geo 109 Years W/95/m	RETAIL	(6)	(1,222)	-	(1,222)	(305)
71 112900	National Geo 109 Years W/95/m	RETAIL	-	(5,700)	-	(5,700)	(1,425)
72 112900	National Geo 109 Years W/95/m	RETAIL	1,665	161,405	42,374	119,031	40,351
73 112900	National Geo 109 Years W/95/m	SCHOOL	122	12,225	4,029	8,196	2,049
74 112900 Total	National Geo 109 Years W/95/m		2,748	206,858	71,563	135,293	50,124
75 112911CSB	National Geo Complete '97	DIRECT	19	40	5	35	9
76 112911CSB	National Geo Complete '97	DIRECT	21	88	26	63	16
77 112911CSB	National Geo Complete '97	SCHOOL	2	20	2	17	4
78 112911CSB Total	National Geo Complete '98		42	148	33	115	29
79 112913	Complete Natl Geogrpnc Dvd	RETAIL	50	659	659	-	-
80 112913	Complete Natl Geogrpnc Dvd	DIRECT	49	6,186	682	5,524	1,381
81 112913	Complete Natl Geogrpnc Dvd	DIRECT	141	8,770	1,904	6,866	1,717
82 112913	Complete Natl Geogrpnc Dvd	RETAIL	(4)	(1,040)	(59)	(981)	(250)
83 112913	Complete Natl Geogrpnc Dvd	RETAIL	533	69,727	7,888	61,838	17,432
84 112913	Complete Natl Geogrpnc Dvd	SCHOOL	3	450	41	409	102
85 112913 Total	Complete Natl Geogrpnc Dvd		772	84,751	11,093	73,658	20,372
86 113075CSB	1997 Update Ng Hybrid	DIRECT	3	-	-	-	-
87 113075CSB	1997 Update Ng Hybrid	RETAIL	(1)	(30)	-	(30)	(6)
88 113075CSB Total	1997 Update Ng Hybrid		2	(30)	-	(30)	(6)
89 113142	National Geo 109 Years	RETAIL	1	155	28	129	39
90 113142	National Geo 109 Years	RETAIL	5	738	130	608	184
91 113142	National Geo 109 Years	SCHOOL	68	9,584	1,762	7,823	1,958
92 113142 Total	National Geo 109 Years		74	10,487	1,917	8,570	2,181
93 113170	NATIONAL GEO 109 COL BOX CUSRV	DIRECT	16	190	190	-	-
94 113170	NATIONAL GEO 109 COL BOX CUSRV	RETAIL	(4)	(278)	(160)	(118)	(69)
95 113170	NATIONAL GEO 109 COL BOX CUSRV	SCHOOL	1	150	40	110	27
96 113170 Total	NATIONAL GEO 109 COL BOX CUSRV		13	62	70	(8)	(42)
97 1271128	Nat Geo Supplement Curriculum	RETAIL	26	1,113	-	1,113	278
98 1271128 Total	Nat Geo Supplement Curriculum		26	1,113	-	1,113	278
99 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	(5)	(733)	-	(733)	(163)
100 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	1	198	-	198	49
101 200328 Total	COMPLETE NATIONAL GEOGRAPHIC E		(4)	(535)	-	(535)	(114)
102 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	(116)	(783)	(720)	(57)	(157)
103 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	(168)	(3,435)	(1,039)	(2,446)	(871)
104 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	726	5,537	5,380	177	35
105 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	1,602	30,474	13,985	16,489	4,122
106 200480 Total	THE COM NATIONAL GEO DEC 80&90		2,048	31,743	17,520	14,163	3,130
107 200605	CNG 1970's Decade Set (E) W95	RETAIL	(50)	(389)	-	(389)	(80)
108 200605	CNG 1970's Decade Set (E) W95	RETAIL	(106)	(1,890)	-	(1,890)	(422)
109 200605	CNG 1970's Decade Set (E) W95	RETAIL	2	25	10	15	3
110 200605	CNG 1970's Decade Set (E) W95	RETAIL	174	3,038	803	2,234	559
111 200605 Total	CNG 1970's Decade Set (E) W95		20	974	814	160	58
112 200607	CNG 1980's (E) Decade Set W95/	RETAIL	(31)	(251)	-	(251)	(50)
113 200607	CNG 1980's (E) Decade Set W95/	RETAIL	(52)	(836)	-	(836)	(210)
114 200607	CNG 1980's (E) Decade Set W95/	RETAIL	9	71	53	19	4
115 200607	CNG 1980's (E) Decade Set W95/	RETAIL	204	3,442	1,882	1,560	380
116 200607 Total	CNG 1980's (E) Decade Set W95/		130	2,424	1,935	489	134
117 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	(146)	(13,515)	(8,290)	(7,225)	(3,379)
118 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	10	80	80	-	-
119 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	703	57,725	3,487	54,237	13,589
120 200632 Total	CNG: 109 Years (E) W95/3.1/Mac		565	44,289	(2,723)	47,012	10,181
121 200632-L	Complete NG 109 Yrs LICENCE	RETAIL	(235)	(964)	-	(964)	(193)
122 200632-L	Complete NG 109 Yrs LICENCE	RETAIL	200,075	161,767	-	161,767	32,353
123 200632-L Total	Complete NG 109 Yrs LICENCE		199,840	160,803	-	160,803	32,161
124 200633	CNG: 1997 UPGRADE (E) COW95/3.	RETAIL	39	160	43	117	23
125 200633	CNG: 1997 UPGRADE (E) COW95/3.	RETAIL	3	280	-	280	70
126 200633 Total	CNG: 1997 UPGRADE (E) COW95/3.		42	440	43	397	93
127 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	(9)	(1,070)	-	(1,070)	(267)
128 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	1	4	3	1	0
129 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	38	4,975	-	4,975	1,244
130 200654 Total	COMPLETE NAT GEOG 109 YRS DVD		30	3,909	3	3,908	976
131 200713	CNG 108 Australian Coll Vers W	RETAIL	(1)	(115)	-	(115)	(29)
132 200713 Total	CNG 108 Australian Coll Vers W		(1)	(115)	-	(115)	(29)



Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1998

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
133 200822	Nat Geo 40's & 50's Decade Set	RETAIL	(55)	(847)		(847)	(212)
134 200822 Total	Nat Geo 40's & 50's Decade Set		(55)	(847)	-	(847)	(212)
135 200823	The Complete NG 109 on CD Rom	RETAIL	237	17,491		17,491	4,373
136 200823 Total	The Complete NG 109 on CD Rom		237	17,491	-	17,491	4,373
137 200865	National Geographic 110 YrsDVD	RETAIL	48	5,034		5,034	1,259
138 200865 Total	National Geographic 110 YrsDVD		48	5,034	-	5,034	1,259
139 278244D	CNG 109 COLLECTORS EDITION AOL	OEM	3,500	140,000	87,500	52,500	26,250
140 278244D Total	CNG 109 COLLECTORS EDITION AOL		3,500	140,000	87,500	52,500	26,250
141 278585	NG DECADE BUNDLE 1970-1998 AOL	OEM	16,057	337,197	184,858	152,542	78,271
142 278585 Total	NG DECADE BUNDLE 1970-1998 AOL		16,057	337,197	184,858	152,542	78,271
143 3214110-500008	CD 3/PER 8 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,015
144 3214110-500008 Total	CD 3/PER 8 CPT NTNL GE		4,000	28,000	13,971	14,029	7,015
145 3214110-500009	CD 3/PER 9 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,015
146 3214110-500009 Total	CD 3/PER 9 CPT NTNL GE		4,000	28,000	13,971	14,029	7,015
147 3214110-500011	CD 3/PER 10 CPT NTL GE	OEM	4,000	28,001	13,971	14,030	7,015
148 3214110-500011 Total	CD 3/PER 10 CPT NTL GE		4,000	28,001	13,971	14,030	7,015
149 478309	NAT. GEO MULTI USER LICENSE	RETAIL	2	721	-	721	180
150 478309	NAT. GEO MULTI USER LICENSE	RETAIL	8	3,371	-	3,371	843
151 478309 Total	NAT. GEO MULTI USER LICENSE		10	4,093	-	4,093	1,023
152 478340	CNG 110 SCHOOL EDITION	RETAIL	34	1,241	1,257	(17)	310
153 478340	CNG 110 SCHOOL EDITION	RETAIL	4	640	148	492	180
154 478340	CNG 110 SCHOOL EDITION	SCHOOL	145	16,683	481	16,202	4,051
155 478340 Total	CNG 110 SCHOOL EDITION		183	18,564	1,886	16,678	4,521
156 CNC3744AB	The Complete National Geo:110	RETAIL	(50)	(1,350)	-	(1,350)	(338)
157 CNC3744AB	The Complete National Geo:110	RETAIL	100	286	-	286	53
158 CNC3744AB	The Complete National Geo:110	RETAIL	1,413	126,141	1,711	124,430	31,107
159 CNC3744AB	The Complete National Geo:110	RETAIL	25	2,582		2,582	696
160 CNC3744AB Total	The Complete National Geo:110		1,458	127,439	1,711	125,728	31,419
161 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	80	5,217	1,997	3,319	1,304
162 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	200	2,000	2,000	-	-
163 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	12,780	1,146,823	404,104	742,719	288,706
164 CNC3744AE Total	COMP NATNL GEO 110 YRS COLL ED		13,040	1,154,040	408,001	746,039	288,010
165 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	220	4,480	3,165	1,315	329
166 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	-	(5,148)	-	(5,148)	(1,029)
167 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	480	21,888	7,829	14,040	5,457
168 CND3811AE	COMP NATNL GEO 110 YRS DVD	SCHOOL	10	1,270	127	1,144	288
169 CND3811AE Total	COMP NATNL GEO 110 YRS DVD		710	22,479	11,120	11,353	5,053
170 CND3844AF	NATL GEO.COMPLETE 109 YRS DVD	RETAIL	23	2,767		2,767	892
171 CND3844AF Total	NATL GEO.COMPLETE 109 YRS DVD		23	2,767	-	2,767	892
172 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	21	1,415	589	815	364
173 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	641	24,351	4,271	20,079	5,020
174 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	-	(83)	-	(83)	(23)
175 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	234	21,768	4,468	17,300	4,325
176 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	983	86,541	28,205	58,336	14,594
177 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	OEM	3,000	210,000	86,078	123,921	61,961
178 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	15,790	1,302,731	450,488	852,242	325,883
179 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	SCHOOL	150	12,382	3,506	8,876	2,214
180 CNG3744AE Total	COMP NATNL GEO 110 YRS RTL CD		20,819	1,859,074	577,817	1,081,457	414,117
181 CNG3744AEJ	COMP NATNL GEO 110 YRS BJS CD	RETAIL	480	45,120	14,208	30,917	11,280
182 CNG3744AEJ Total	COMP NATNL GEO 110 YRS BJS CD		480	45,120	14,208	30,917	11,280
183 CNG3744AEP	COMP NATNL GEO 110 YRS COSTCO	RETAIL	1,524	143,256	43,768	99,487	35,814
184 CNG3744AEP Total	COMP NATNL GEO 110 YRS COSTCO		1,524	143,256	43,768	99,487	35,814
185 CNG3744AES	COMP NATNL GEO 110 YRS SAMS	RETAIL	16,278	1,410,627	481,807	928,820	352,657
186 CNG3744AES Total	COMP NATNL GEO 110 YRS SAMS		16,278	1,410,627	481,807	928,820	352,657
187 CNG3744AF	COMPLETE NATL GEO 100 YRS FRC	RETAIL	20	414	640	(226)	103
188 CNG3744AF Total	COMPLETE NATL GEO 100 YRS FRC		20	414	640	(226)	103
189 G27181	National Geographic:110 YEARS	RETAIL	516	54,995	6,667	48,328	13,749
190 G27181 Total	National Geographic:110 YEARS		516	54,995	6,667	48,328	13,749
191 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	(8)	(290)	(8)	(290)	(73)
192 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	315	2,938	445	2,493	623
193 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	3,395	9,739	4,923	4,816	1,204
194 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	ONLINE	-	10	-	10	2
195 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	(1)	(105)	(2)	(103)	(28)
196 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	239	877	347	530	108
197 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	SCHOOL	1	10	1	9	2
198 NGE1744AE Total	NATIONAL GEO 1998 UPDATE DIR		3,943	13,170	5,705	7,464	1,839

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1998

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
133 200822	Nat Geo 40's & 50's Decade Set	RETAIL	(55)	(847)		(847)	(212)
134 200822 Total	Nat Geo 40's & 50's Decade Set		(55)	(847)		(847)	(212)
135 200823	The Complete NG 109 on CD Rom	RETAIL	237	17,491		17,491	4,373
136 200823 Total	The Complete NG 109 on CD Rom		237	17,491		17,491	4,373
137 200865	National Geographic 110 YrsDVD	RETAIL	46	5,034		5,034	1,259
138 200865 Total	National Geographic 110 YrsDVD		46	5,034		5,034	1,259
139 278244D	CNG 109 COLLECTORS EDITION AOL	OEM	3,500	140,000	87,500	52,500	26,250
140 278244D Total	CNG 109 COLLECTORS EDITION AOL		3,500	140,000	87,500	52,500	26,250
141 278585	NG DECADE BUNDLE 1970-1998 AOL	OEM	16,057	337,197	184,898	152,542	76,271
142 278585 Total	NG DECADE BUNDLE 1970-1998 AOL		16,057	337,197	184,898	152,542	76,271
143 3214110-500008	CD 3/PER 8 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,015
144 3214110-500008 Total	CD 3/PER 8 CPT NTNL GE		4,000	28,000	13,971	14,029	7,015
145 3214110-500009	CD 3/PER 9 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,015
146 3214110-500009 Total	CD 3/PER 9 CPT NTNL GE		4,000	28,000	13,971	14,029	7,015
147 3214110-500011	CD 3/PER 10 CPT NTL GE	OEM	4,000	28,001	13,971	14,030	7,015
148 3214110-500011 Total	CD 3/PER 10 CPT NTL GE		4,000	28,001	13,971	14,030	7,015
149 478309	NAT. GEO MULTI USER LICENSE	RETAIL	2	721		721	180
150 478309	NAT. GEO MULTI USER LICENSE	RETAIL	8	3,371		3,371	843
151 478309 Total	NAT. GEO MULTI USER LICENSE		10	4,093		4,093	1,023
152 478340	CNG 110 SCHOOL EDITION	RETAIL	34	1,241	1,257	(17)	310
153 478340	CNG 110 SCHOOL EDITION	RETAIL	4	640	148	492	180
154 478340	CNG 110 SCHOOL EDITION	SCHOOL	145	16,683	481	16,202	4,051
155 478340 Total	CNG 110 SCHOOL EDITION		183	18,564	1,886	16,678	4,521
156 CNC3744AB	The Complete National Geo:110	RETAIL	(50)	(1,350)		(1,350)	(338)
157 CNC3744AB	The Complete National Geo:110	RETAIL	100	266		266	53
158 CNC3744AB	The Complete National Geo:110	RETAIL	1,418	126,141	1,711	124,430	31,107
159 CNC3744AB	The Complete National Geo:110	RETAIL	25	2,382		2,382	596
160 CNC3744AB Total	The Complete National Geo:110		1,488	127,439	1,711	125,728	31,418
161 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	80	5,217	1,897	3,319	1,304
162 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	200	2,000	2,000		
163 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	12,780	1,146,823	404,104	742,719	286,706
164 CNC3744AE Total	COMP NATNL GEO 110 YRS COLL ED		13,040	1,154,040	408,001	746,039	288,010
165 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	220	4,480	3,165	1,315	329
166 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	-	(5,148)		(5,148)	(1,028)
167 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	480	21,869	7,829	14,040	5,467
168 CND3811AE	COMP NATNL GEO 110 YRS DVD	SCHOOL	10	1,270	127	1,144	288
169 CND3811AE Total	COMP NATNL GEO 110 YRS DVD		710	22,479	11,120	11,359	5,953
170 CND3844AF	NATL GEO.COMPLETE 109 YRS DVD	RETAIL	23	2,767		2,767	892
171 CND3844AF Total	NATL GEO.COMPLETE 109 YRS DVD		23	2,767		2,767	892
172 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	21	1,415	589	815	354
173 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	641	24,351	4,271	20,079	5,020
174 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	-	(83)		(83)	(23)
175 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	234	21,768	4,468	17,300	4,325
176 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	983	86,541	28,206	58,335	14,584
177 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	OEM	3,000	210,000	86,079	123,921	61,961
178 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	15,790	1,302,731	450,488	852,242	325,883
179 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	SCHOOL	150	12,362	3,506	8,855	2,214
180 CNG3744AE Total	COMP NATNL GEO 110 YRS RTL CD		20,819	1,859,074	577,617	1,081,457	414,117
181 CNG3744AEJ	COMP NATNL GEO 110 YRS BJS CD	RETAIL	480	45,120	14,203	30,917	11,280
182 CNG3744AEJ Total	COMP NATNL GEO 110 YRS BJS CD		480	45,120	14,203	30,917	11,280
183 CNG3744AEP	COMP NATNL GEO 110 YRS COSTCO	RETAIL	1,524	143,256	43,769	99,487	35,814
184 CNG3744AEP Total	COMP NATNL GEO 110 YRS COSTCO		1,524	143,256	43,769	99,487	35,814
185 CNG3744AES	COMP NATNL GEO 110 YRS SAMS	RETAIL	16,276	1,410,627	481,607	929,020	352,657
186 CNG3744AES Total	COMP NATNL GEO 110 YRS SAMS		16,276	1,410,627	481,607	929,020	352,657
187 CNG3744AF	COMPLETE NATL GEO 100 YRS FRC	RETAIL	20	414	640	(226)	103
188 CNG3744AF Total	COMPLETE NATL GEO 100 YRS FRC		20	414	640	(226)	103
189 G27181	National Geographic:110 YEARS	RETAIL	516	54,895	6,667	48,228	13,749
190 G27181 Total	National Geographic:110 YEARS		516	54,895	6,667	48,228	13,749
191 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	(8)	(299)	(9)	(290)	(73)
192 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	315	2,938	445	2,493	623
193 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	3,395	9,739	4,923	4,816	1,204
194 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	ONLINE	-	10		10	2
195 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	(1)	(105)	(2)	(103)	(28)
196 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	239	877	347	530	108
197 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	SCHOOL	1	10	1	9	2
198 NGE1744AE Total	NATIONAL GEO 1998 UPDATE DIR		3,943	13,170	5,705	7,464	1,839

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1999

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
1 112671	Ng Complete 108yr Cdonlyhybrid	RETAIL	(1)	\$ (128)	\$ (28)	\$ (102)	\$ (32)
2 112671	Ng Complete 108yr Cdonlyhybrid	RETAIL	5,088	285,350	134,578	150,775	71,535
3 112671	Ng Complete 108yr Cdonlyhybrid	SCHOOL	10	978	265	711	178
4 112671 Total	Ng Complete 108yr Cdonlyhybrid		5,095	286,198	134,814	151,385	71,463
5 112680	Ng Photo Gal W/95/m	SCHOOL	13	210	62	148	37
6 112680 Total	Ng Photo Gal W/95/m		13	210	62	148	37
7 112757	National Geo 90's W/95/mac Lg	SCHOOL	3	84	12	72	18
8 112757	National Geo 90's W/95/mac Lg	SUBLIC	25,000	33,750	-	33,750	16,875
9 112757 Total	National Geo 90's W/95/mac Lg		25,003	33,834	12	33,822	16,893
10 112763	National Geo 1990's W/95/m Sm	DIRECT	3	58	11	48	12
11 112763	National Geo 1990's W/95/m Sm	DIRECT	350	7,101	1,287	5,814	1,453
12 112763	National Geo 1990's W/95/m Sm	RETAIL	(2)	(3)	(2)	(2)	(7)
13 112763	National Geo 1990's W/95/m Sm	RETAIL	(1)	(70)	(4)	(66)	(17)
14 112763	National Geo 1990's W/95/m Sm	SCHOOL	28	363	86	267	67
15 112763	National Geo 1990's W/95/m Sm	SUBLIC	672	1,458	-	1,458	729
16 112763 Total	National Geo 1990's W/95/m Sm		1,048	8,907	1,388	7,520	2,244
17 112803	National Geo 1980's W/95/m	RETAIL	4,094	24,603	12,691	11,912	2,382
18 112803	National Geo 1980's W/95/m	SCHOOL	2	30	6	24	6
19 112803 Total	National Geo 1980's W/95/m		4,096	24,633	12,698	11,938	2,388
20 112804	National Geo 1970's W/95/m	DIRECT	2	11	3	7	2
21 112804	National Geo 1970's W/95/m	DIRECT	12	49	41	9	2
22 112804	National Geo 1970's W/95/m	DIRECT	21	289	71	218	55
23 112804 Total	National Geo 1970's W/95/m		35	349	115	234	59
24 112805	National Geo 1980's W/95/m	DIRECT	1	20	3	17	4
25 112805	National Geo 1980's W/95/m	DIRECT	14	184	40	144	36
26 112805	National Geo 1980's W/95/m	SCHOOL	14	194	40	154	39
27 112805 Total	National Geo 1980's W/95/m		29	398	83	315	79
28 112806	National Geo 1950's W/95/m	DIRECT	(1)	(30)	(3)	(27)	(7)
29 112806	National Geo 1950's W/95/m	DIRECT	1	10	3	7	2
30 112806	National Geo 1950's W/95/m	DIRECT	9	128	23	105	26
31 112806	National Geo 1950's W/95/m	DIRECT	24	332	62	270	67
32 112806 Total	National Geo 1950's W/95/m		33	440	85	355	89
33 112807	National Geo 1940's W/95/m	SCHOOL	23	317	58	261	65
34 112807 Total	National Geo 1940's W/95/m		23	317	58	261	65
35 112808	National Geo 1930's W/95/m	SCHOOL	10	284	56	208	62
36 112808 Total	National Geo 1930's W/95/m		10	284	56	208	62
37 112809	National Geo 1920's W/95/m	SCHOOL	13	179	41	138	35
38 112809 Total	National Geo 1920's W/95/m		13	179	41	138	35
39 112810	National Geo 1910's W/95/m	SCHOOL	21	289	55	234	58
40 112810 Total	National Geo 1910's W/95/m		21	289	55	234	58
41 112811	National Geo 1888-1909 W/95/m	RETAIL	12	111	36	75	18
42 112811 Total	National Geo 1888-1909 W/95/m		12	111	36	75	18
43 112812	National Geo 1888-1909 W/95/m	SCHOOL	15	210	48	164	41
44 112812 Total	National Geo 1888-1909 W/95/m		15	210	48	164	41
45 112867	NGC: Educational Supplement	RETAIL	5	222	-	222	58
46 112867	NGC: Educational Supplement	RETAIL	3	188	-	188	47
47 112867	NGC: Educational Supplement	SCHOOL	5	140	17	123	31
48 112867 Total	NGC: Educational Supplement		13	551	17	534	134
49 112874	Nat Geo 108 Collectrs Edt Rtl	RETAIL	(208)	(40,841)	(6,138)	(34,703)	(10,210)
50 112874	Nat Geo 109 Collectrs Edt Rtl	RETAIL	28	4,458	828	3,633	1,115
51 112874	Nat Geo 108 Collectrs Edt Rtl	DIRECT	-	(120)	-	(120)	(30)
52 112874	Nat Geo 108 Collectrs Edt Rtl	DIRECT	45	5,635	1,586	4,050	1,012
53 112874	Nat Geo 108 Collectrs Edt Rtl	DIRECT	54	4,280	2,031	2,250	582
54 112874	Nat Geo 108 Collectrs Edt Rtl	RETAIL	(2)	(520)	(59)	(461)	(130)
55 112874	Nat Geo 109 Collectrs Edt Rtl	RETAIL	-	(1,001)	-	(1,001)	(250)
56 112874	Nat Geo 109 Collectrs Edt Rtl	RETAIL	1,922	415,010	58,718	356,292	103,753
57 112874 Total	Nat Geo 108 Collectrs Edt Rtl		1,838	386,904	54,964	331,940	95,822
58 112874P	Natl Geogrphc 109yr Ctc Edtn	RETAIL	(1)	(520)	(30)	(490)	(130)
59 112874P	Natl Geogrphc 109yr Ctc Edtn	RETAIL	-	(895)	-	(895)	(224)
60 112874P	Natl Geogrphc 109yr Ctc Edtn	RETAIL	30	3,772	885	2,887	843
61 112874P	Natl Geogrphc 109yr Ctc Edtn	SCHOOL	1	180	31	148	37
62 112874P Total	Natl Geogrphc 109yr Ctc Edtn		30	2,537	887	1,650	628
63 112874S	Natlnl Geogrphc 109yr Ctc Edt	RETAIL	522	61,002	15,404	45,598	15,251
64 112874S Total	Natlnl Geogrphc 109yr Ctc Edt		522	61,002	15,404	45,598	15,251
65 112900	National Geo 109 Years W/95/m	RETAIL	18	1,537	458	1,078	384
66 112900	National Geo 109 Years W/95/m	RETAIL	(31)	(3,529)	(789)	(2,740)	(682)

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7  
4th Quarter 1999

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
67 112900	National Geo 109 Years W/95/m	RETAIL	910	35,161	23,160	12,002	8,790
68 112900	National Geo 109 Years W/95/m	DIRECT	16	2,056	533	1,523	381
69 112900	National Geo 109 Years W/95/m	DIRECT	54	4,922	1,798	3,124	781
70 112900	National Geo 109 Years W/95/m	RETAIL	(6)	(1,222)		(1,222)	(305)
71 112900	National Geo 109 Years W/95/m	RETAIL	-	(5,700)		(5,700)	(1,426)
72 112900	National Geo 109 Years W/95/m	RETAIL	1,665	161,405	42,374	119,031	40,351
73 112900	National Geo 109 Years W/95/m	SCHOOL	122	12,225	4,029	8,196	2,049
74 112900 Total	National Geo 109 Years W/95/m		2,748	206,856	71,563	135,293	50,124
75 112911CSB	National Geo Complete '97	DIRECT	19	40	5	35	9
76 112911CSB	National Geo Complete '97	DIRECT	21	88	26	63	16
77 112911CSB	National Geo Complete '97	SCHOOL	2	20	2	17	4
78 112911CSB Total	National Geo Complete '98		42	148	33	115	29
79 112913	Complete Natl Geograhic Dvd	RETAIL	50	659	659	-	-
80 112913	Complete Natl Geograhic Dvd	DIRECT	49	6,186	682	5,524	1,381
81 112913	Complete Natl Geograhic Dvd	DIRECT	141	8,770	1,904	6,866	1,717
82 112913	Complete Natl Geograhic Dvd	RETAIL	(4)	(1,040)	(59)	(981)	(280)
83 112913	Complete Natl Geograhic Dvd	RETAIL	533	69,727	7,888	61,838	17,432
84 112913	Complete Natl Geograhic Dvd	SCHOOL	3	450	41	409	102
85 112913 Total	Complete Natl Geograhic Dvd		772	84,751	11,093	73,658	20,372
86 113075CSB	1997 Update Ng Hybrid	DIRECT	3	-	-	-	-
87 113075CSB	1997 Update Ng Hybrid	RETAIL	(1)	(30)		(30)	(8)
88 113075CSB Total	1997 Update Ng Hybrid		2	(30)		(30)	(8)
89 113142	National Geo 109 Years	RETAIL	1	155	28	129	39
90 113142	National Geo 109 Years	RETAIL	5	738	130	608	184
91 113142	National Geo 109 Years	SCHOOL	68	9,584	1,762	7,823	1,958
92 113142 Total	National Geo 109 Years		74	10,487	1,917	8,570	2,181
93 113170	NATIONAL GEO 109 COL BOX CUSRV	DIRECT	16	190	190	-	-
94 113170	NATIONAL GEO 109 COL BOX CUSRV	RETAIL	(4)	(278)	(160)	(118)	(69)
95 113170	NATIONAL GEO 109 COL BOX CUSRV	SCHOOL	1	150	40	110	27
96 113170 Total	NATIONAL GEO 109 COL BOX CUSRV		13	62	70	(8)	(42)
97 1271128	Nat Geo Supplement Curriculum	RETAIL	28	1,113		1,113	278
98 1271128 Total	Nat Geo Supplement Curriculum		28	1,113		1,113	278
99 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	(5)	(733)		(733)	(183)
100 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	1	198		198	49
101 200328 Total	COMPLETE NATIONAL GEOGRAPHIC E		(4)	(536)		(536)	(134)
102 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	(118)	(763)	(720)	(57)	(157)
103 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	(166)	(3,485)	(1,039)	(2,446)	(671)
104 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	726	5,537	5,360	177	35
105 200480	THE COM NATIONAL GEO DEC 80&90	RETAIL	1,602	30,474	13,985	16,489	4,122
106 200480 Total	THE COM NATIONAL GEO DEC 80&90		2,048	31,743	17,580	14,163	3,130
107 200605	CNG 1970's Decade Set (E) W95	RETAIL	(50)	(389)		(389)	(80)
108 200605	CNG 1970's Decade Set (E) W95	RETAIL	(106)	(1,890)		(1,890)	(422)
109 200605	CNG 1970's Decade Set (E) W95	RETAIL	2	25	10	15	3
110 200605	CNG 1970's Decade Set (E) W95	RETAIL	174	3,038	803	2,234	569
111 200605 Total	CNG 1970's Decade Set (E) W95		20	974	814	160	59
112 200607	CNG 1980's (E) Decade Set W95/	RETAIL	(31)	(251)		(251)	(50)
113 200607	CNG 1980's (E) Decade Set W95/	RETAIL	(52)	(836)		(836)	(210)
114 200607	CNG 1980's (E) Decade Set W95/	RETAIL	9	71	53	19	4
115 200607	CNG 1980's (E) Decade Set W95/	RETAIL	204	3,442	1,882	1,560	390
116 200607 Total	CNG 1980's (E) Decade Set W95/		130	2,424	1,935	489	134
117 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	(148)	(13,515)	(6,290)	(7,225)	(3,379)
118 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	10	80	80	-	-
119 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	703	57,725	3,487	54,237	13,539
120 200632 Total	CNG: 109 Years (E) W95/3.1/Mac		565	44,289	(2,723)	47,012	10,161
121 200632-L	Complete NG 109 Yrs LICENCE	RETAIL	(235)	(964)		(964)	(193)
122 200632-L	Complete NG 109 Yrs LICENCE	RETAIL	200,073	161,767		161,767	32,353
123 200632-L Total	Complete NG 109 Yrs LICENCE		199,840	160,803		160,803	32,161
124 200633	CNG: 1997 UPGRADE (E) CDW95/3.	RETAIL	39	180	43	117	23
125 200633	CNG: 1997 UPGRADE (E) CDW95/3.	RETAIL	3	280		280	70
126 200633 Total	CNG: 1997 UPGRADE (E) CDW95/3.		42	440	43	397	93
127 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	(9)	(1,070)		(1,070)	(267)
128 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	1	4	3	1	0
129 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	38	4,975		4,975	1,244
130 200654 Total	COMPLETE NAT GEOG 109 YRS DVD		30	3,909	3	3,908	976
131 200713	CNG 108 Australian Coll Vers W	RETAIL	(1)	(115)		(115)	(29)
132 200713 Total	CNG 108 Australian Coll Vers W		(1)	(115)		(115)	(29)