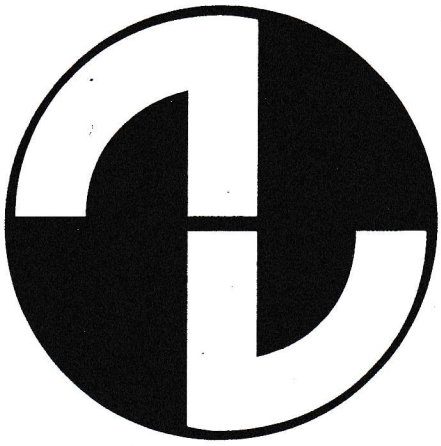


INTERNATIONAL HANDBOOK

AUDIO PLUS VIDEO INTERNATIONAL INC.

235 Pegasus Avenue
Northvale, New Jersey 07647
201/767.3800
FAX 201/784.2769

Forward

To Our Valued Clients,

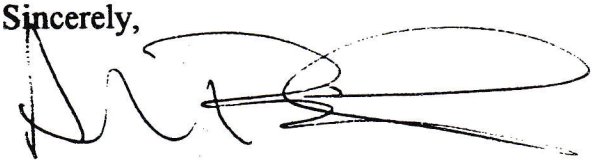
As many of you know distributing video around the world can be complicated. Our industry is constantly being bombarded with one improvement after another. We hear daily about progress in everything from new kinds of tape formats to improvements in standards converter technology. Not only is it imperative to know what is current, we are also obligated to remain knowledgeable about older technologies that are still in demand.

Here at APVI we realize that this information can be confusing or even overwhelming. This general lack of concise information and our desire to help educate and advise those who work with us, has compelled us to produce this reference manual. We wanted to compile what we consider to be the basic information you would need to succeed in distributing your programs. Of course, it was not possible to define every need or anticipate every question. but we feel the information on the following pages will be useful to both experience and novice distributors.

Because the industry continues to change at such a remarkable pace, we will occasionally be updating our information to reflect new technologies and improvements. We will make these updates available as they are generated. We also welcome your comments and criticisms. Please let us know if you think we omitted something vital or you disagree with something we stated.

We encourage you to use the **HANDBOOK** as a guide. Keep it in a convenient place and feel free to make copies for your own co-workers or clients. Of course, if you do not find what you are looking for or the information appears complicated, we remain only a phone call away. As always, we hope you will rely on us as a source for all your video needs and look forward to your complete satisfaction with our services.

Sincerely,



Anthony M. Beswick
Vice President/General Manager