

MARKETING DEPARTMENT DISTRIBUTION LIST:

J. Cheney
G. Holmes
B. Sheffield
D. VanElderen
D. Wood

H. LaMontagne
J. Newlander
P. Pickham
E. Shirley
D. Smith
M. Taylor

R. Daly
W. Fielding
M. Ford
B. Fuller
M. Hally
D. Harper
P. McCarthy
R. Meyette
H. Mok
R. Moncrief
M. Pierce
L. Rains
J. Ray
R. Rowe
G. Stark
N. Stern
P. Takaichi
R. Wu

cc: R. Bersabe
D. DePriest
M. Fujihara
D. Macias
J. Sherman

**TIME WARNER INTERACTIVE
INTER-OFFICE MEMO**

TO: Distribution

August 4, 1994

FROM: Marketing

SUBJECT: COLLECTIONS

T-MEK is showing exceptional legs with 3 distributor samples...after 9-10 weeks it is still #1 in two locations and earnings are in the \$600-\$900 range. Our longevity test of 13 weeks in Sunnyvale Golfland was terminated this week after collecting over \$6000, with an average of \$470/week and ranking #1 or #2 throughout the entire test period.

PRIMAL RAGE is also proving to have strong longevity in the Showcase cabinet. After 9 weeks, it is now #2 behind Daytona, but has collected over \$5800, averaging \$648 during the 9 weeks. Two local 25" units are also showing strong collections. (Bowling location is #1 in week 6, earnings twice that of #2 video, MKII.) A second 25" unit was installed in a Q-Zar arcade on 7/25 and initial 4-day collection of \$154 would put it at #2 behind a newly installed Daytona. First full week available on 8/5 for this location.

Distributor samples of Rage are now underway, with initial 33" results matching our local results. All partial week data shows that we would be the #1 upright if we project for a full week. One 25" unit has been very mediocre for the first 5 days and we are checking into this further.

METAL MANIAX is in two locations, each collecting in a #3-4 capacity, and about \$200 short of expected earnings. In order to evaluate the earnings impact of the motion seats, we disabled the motion on one of these test units this past week.

COPS is #1 video for the second week in a row, collecting a strong \$746. The license agreement for this game has been signed this week!

ROAD RIOT'S REVENGE is doing well in one local bowling location, but dismal in a second arcade. We are evaluating this product as a universal driving kit. Within two weeks, we will have a final recommendation on this product.

Location: Sunnyvale Golfland

Location Profile: Large arcade with over 90 games.

Rank this week: 2

Rank last week: 1

Comments: T-MEK was removed from this location on 8-1 after over 13 weeks of consistent top earnings.

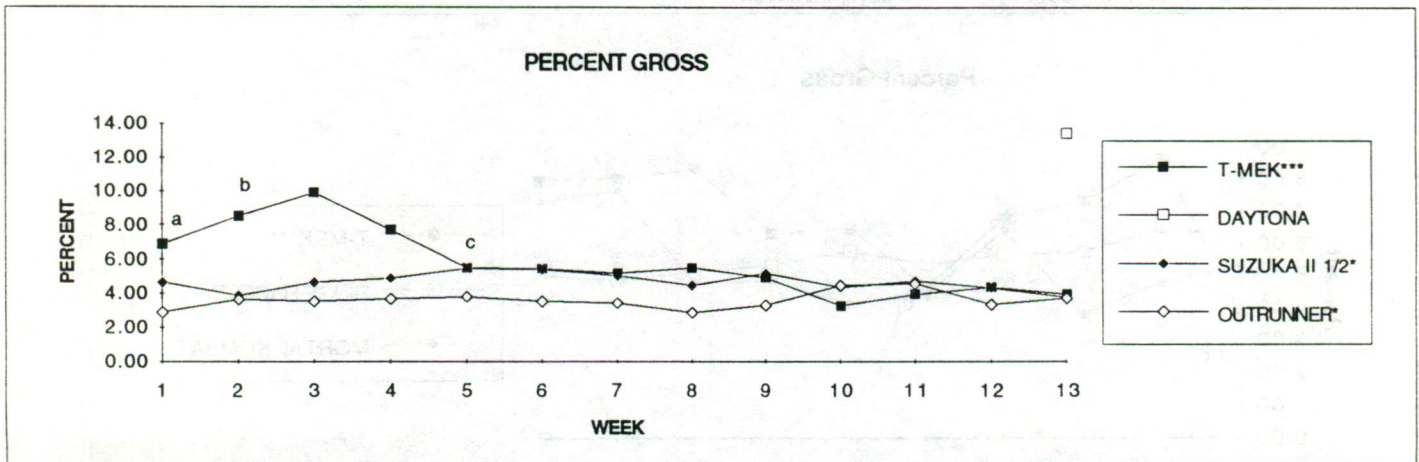
WEEK	5-May	12-May	19-May	26-May	2-Jun	9-Jun	16-Jun	23-Jun	30-Jun	7-Jul	14-Jul	21-Jul	28-Jul
T-MEK***	492 a	603 b	706	538	443 c	399	454	533	408	309	385	411	375
PRIMAL RAGE 33**										492	542		
DAYTONA****													1287
SUZUKA II 1/2*	332	273	332	340	442	395	439	431	430	413	461	410	359
OUTRUNNER*	207	257	252	257	307	259	300	275	275	421	447	315	352
SUZUKA II 2/2*	217	238		255	366	298	343	283	282	220	341	285	278
SF II CHAMP 1/3	255	346	359	332	318	358	269	250	249	228	199	250	247
SF II CHAMP 2/3	145	284	283	281	318	283	257	229	229	213	169	239	241
RUN & GUN*	326	235	172	233	233	221	228	310	309	210	224	180	241
MORTAL K. II 1/2*	181	215	206	183	200	174	0	176			198	195	233
AIR COMBAT**	311	388	362	315	303	217	263	335	334	265	247	280	223
VIRTUA FIGHTER 1/2*	216	350	303	289	442	333	365	326	326	218	263	243	210
DUNGEONS & DRAGONS	177	206	193	268	317	235	263	317	316	257	187	207	204
NBA JAM II 1/2*	206	191	202	180	183	199	221	198		206	178	193	
VIRTUA RACING*	243	300	304	303	307	263	252	195			147	163	
TOTAL	7171	7099	7139	6992	8102	7353	8788	9688	8357	9494	9789	9504	9542

*2 to start/2 to continue

****\$1.00 per play

** 3 to start/3 to continue

***3 to start/2 to continue



GAME: T-MEK

Location: JUST FOR FUN, CHICAGO AREA

Location Profile: Large mall arcade with over 85 games.

Rank This Week: 1 Rank Last Week: 1

Comments: Number 1 after 10 weeks! This week it again beat a test unit of Revolution X.

WEEK	30-May	6-Jun	13-Jun	20-Jun	27-Jun	4-Jul	11-Jul	18-Jul	25-Jul	1-Aug
T-MEK***	273 ab	680	707	602 d	431 c	540	555	743	703	821
RIDGE RACER**	454	512	552	499	498	480	469	455	425	516
MORTAL KOMBAT II*	387	377	368	568	408	346	426	428	668	751
VIRTUA FIGHTERS*	429	349	476	402	429	351		424	516	479
MORTAL KOMBAT II*	386	283	332	436	335	271	255	315		
VIRTUA RACING	186	189	246	187			218	233	229	291
RAD MOBILE	155			183		252	208	209	214	
NBA JAM II	292	317	356	313	303	214	303		265	205
UNDER FIRE	212	198			229				219	253
TOTAL	7341	7878	9655	8864	9310	8359	8829	8947	8750	10316

*2 coins to start, 2 to continue

a-3.5 days

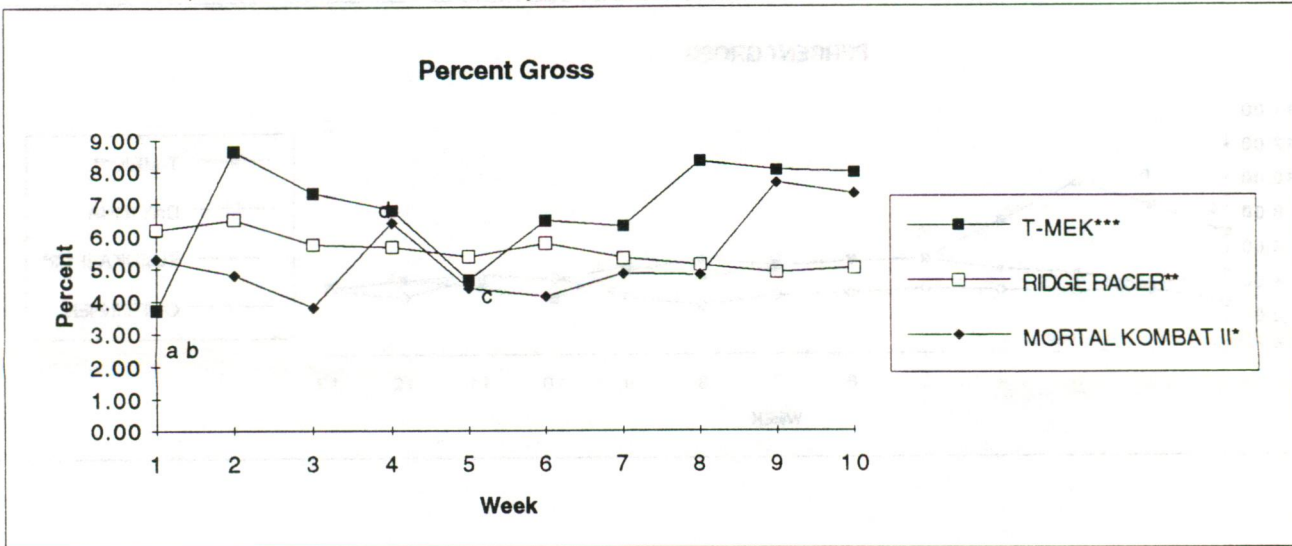
d-outearned Rev. X by \$20

**3 coins to start, 3 to continue

b-1 screen only

***3 coins to start, 2 to continue

c-5 days, CES loan



GAME: T-MEK DISTRIBUTOR SAMPLE

Location: FUN AND GAMES - WILLOWBROOK MALL, WAYNE, N.J.

Location Profile: Large mall arcade.

Rank This Week: 3

Rank Last Week: 2

Comments: After 8.5 weeks, T-MEK is #4 but against Daytona dn linked versions of other deluxe games.

WEEK	30-May	6-Jun	13-Jun	20-Jun	27-Jun	4-Jul	10-Jul	17-Jul	25-Jul	1-Aug
T-MEK*	656 a	1132	1033	851 c	1138	1082	926	959	908	859
DAYTONA (2 seater)**					1057 d	2727	2262	2675	2411	2511
FINAL LAP II (8 Player)						1685	1813	1713	2150	1708
SUZUKA 8 (4 PLAYER)	741	676	874	765	968	955	946	895	1017	980
FULL COURT FRENZY	851	863	958	885	929	1046	938	899	1027	905
REVOLUTION X 3 Player		1063 b	1444	1223	1334	1325	1074	978	887	853
VIRTUA FIGHTING	750	719	736	768	765	870	811	812	732	756
VIRTUA FIGHTING	719	705	735	664	747	766	758	812	669	703
VIRTUA FIGHTING	636	694				744	729	681	626	673
CYBERSLED*	703	579	621	585		709	632	682	497	525
RUN & GUN	625	550	742	642		790	765	613	770	
DUNGEONS & DRAGONS	891	751	686	573	675	635	569		438	
OUTRUNNERS		544	588	536						
TOTAL	5056	7732	7829	6956	7613	13334	12223	11719	12132	10473

*3 coins to start, 3 to continue

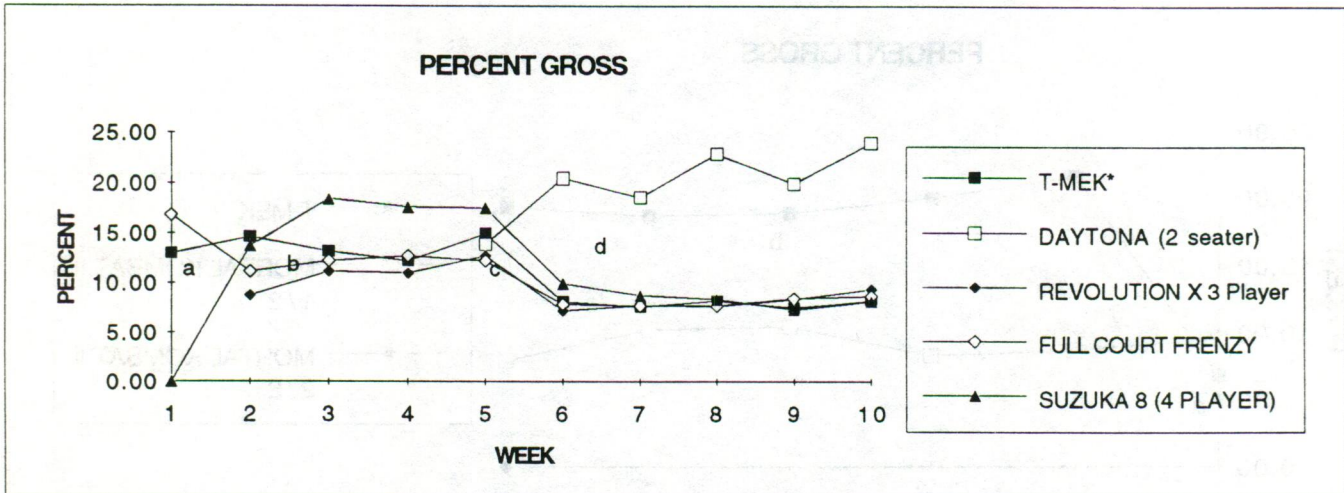
c-1 side down for 2 days with joystick failure

**\$1 per play

d-2.5 days

a-3.5 days

b-5 days



Location: Vista Ridge Mall

Location Profile: Mall theater arcade with over 25 pieces.

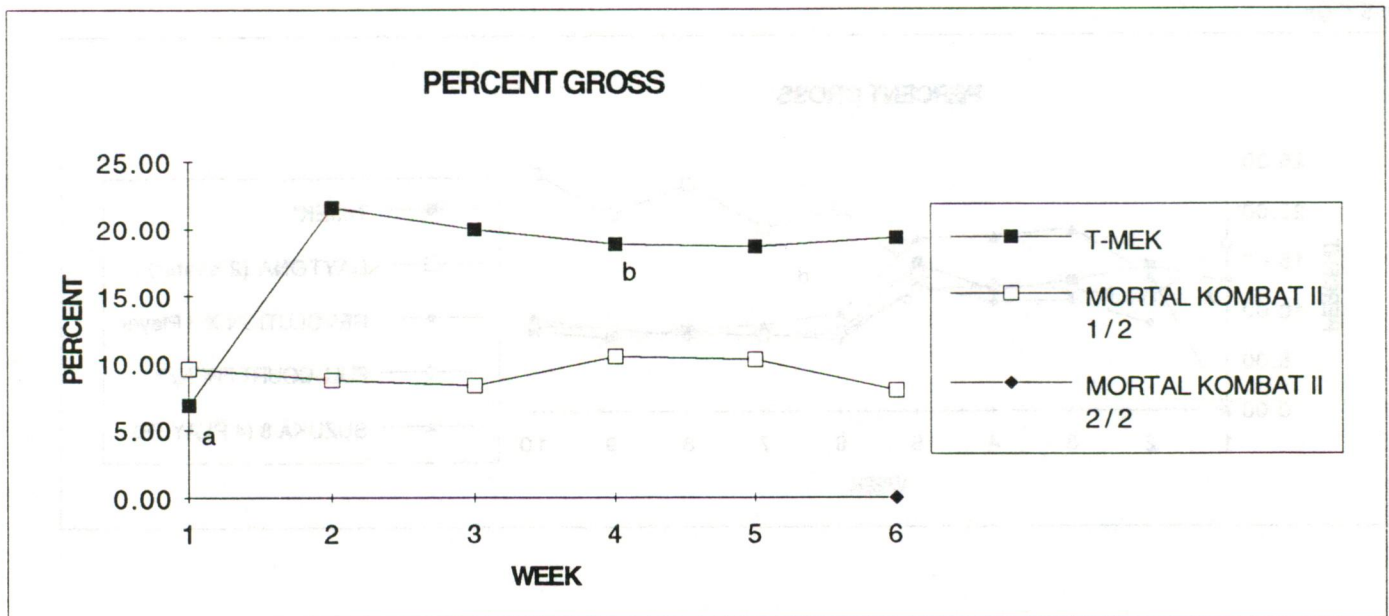
Rank This Week: 1

Comments: Excellent #1 earnings continue after 8.5 weeks.

WEEK	3-Jun	10-Jun	17-Jun	24-Jun	1-Jul	8-Jul	15-Jul	22-Jul	29-Jul
T-MEK	276 a	807	791	695 b	717	787	695	684	717
VIRTUA FIGHTER	523	438	428	395	360	397	362	357	340
MORTAL KOMBAT II 1/2	387	325	329	386	394	323	353	394	328
REVOLUTION X							480	381	322
MORTAL KOMBAT II 2/2	316	301	290	301	263	254	253	287	230
NBA JAM II	346	255	276	233	260	224	209	250	192
SUPER SF II TURBO	257	206	220	198	174	212	188	218	154
PUNISHER	140	139	132	126	132	148	138	167	125
INDY JONES PIN	192	123	91	127	144	180	150	145	124
SLUGFEST	145	129	117	118	143	142	133		
TOTAL	4048	3741	3965	3699	3854	4080	4257	4299	3979

a-2.5 week days

b-coinage setting incorrect 1 day, multiple credits were given per coin.



Location: Tilt, Houston Galleria

Location Profile: Large arcade with over 120 games.

Rank This Week: 5

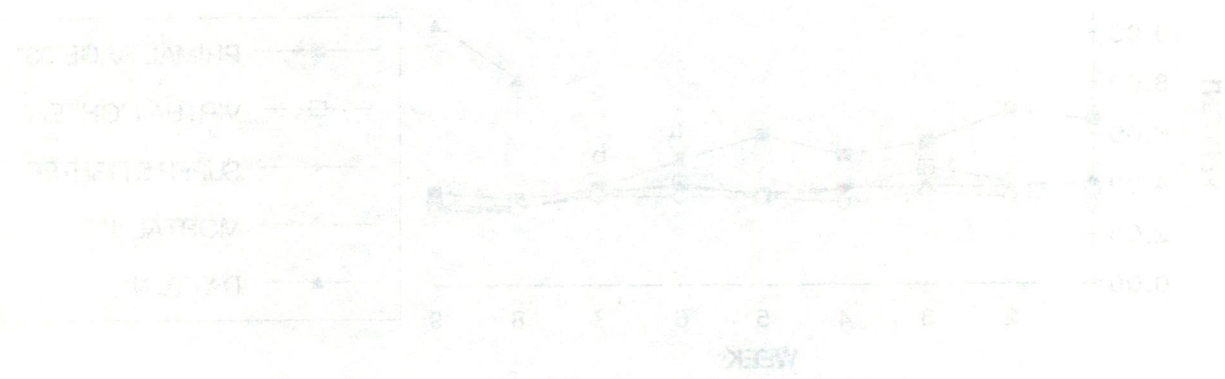
Rank Last Week: 6

Comments: In week 2, T-MEK is #5 against Daytona, Revolution X and linked deluxe units.

WEEK	26-Jul	1-Aug				
T-MEK	623	617				
DAYTONA TWIN	1203	1058				
SUZUKA 8 PLAYER	679	887				
VIRTUA RACER 4 PLAYER	895	858				
REVOLUTION X	865	696				
VIRTUA FIGHTER	518	517				
SF II TURBO	629	515				
VIRTUA FIGHTER	560	460				
MORTAL KOMBAT II	579	460				
MORTAL KOMBAT II	555	452				
TOP 10 TOTAL	6483	5903				

*3 tokens

**2 tokens to start, 2 to continue



GAME: PRIMAL RAGE SHOWCASE 33

Location: Milpitas Golfland

Location Profile: Large arcade and mini golf center.

Rank This Week: 2

Comments: Rage is holding very well after 9 weeks.

WEEK	2-Jun	9-Jun	16-Jun	23-Jun	30-Jun	7-Jul	14-Jul	21-Jul	28-Jul
PRIMAL RAGE 33 ^a	747	778	646	695	750	615 a	492 b	513	543
DAYTONA								1229	1506
VIRTUA FIGHTER*	438	462	529	504	450	501	457	474	463
MORTAL II*	368	394	416	438	443	433	452	463	437
MORTAL II*	366	364	396	424	414	411	427	424	430
SUP STREET FIGHT	469	436	447	517	463	482	484	445	425
VIRTUA RACING**	491	426	325	535	480	471	435	356	408
ALIENS 3	388	349	398	477	383	400	397	384	393
OUTRUNNERS**	357	319	459	578	488	390	374	346	375
REVOLUTION X								391	340
ALIEN VS. PRED.						431	389	359	316
RUN N GUN	235	259	301	246	260	260	288	230	282
AIR COMBAT***	290	287	274	317	291	295	333	239	273
NBA JAM II*	273	228	222	221	175	174			184
CYBERSLED**	464	458	517	520	480	469	417	379	
TOTAL	11433	11234	11333	13382	12573	12290	12610	14892	14397

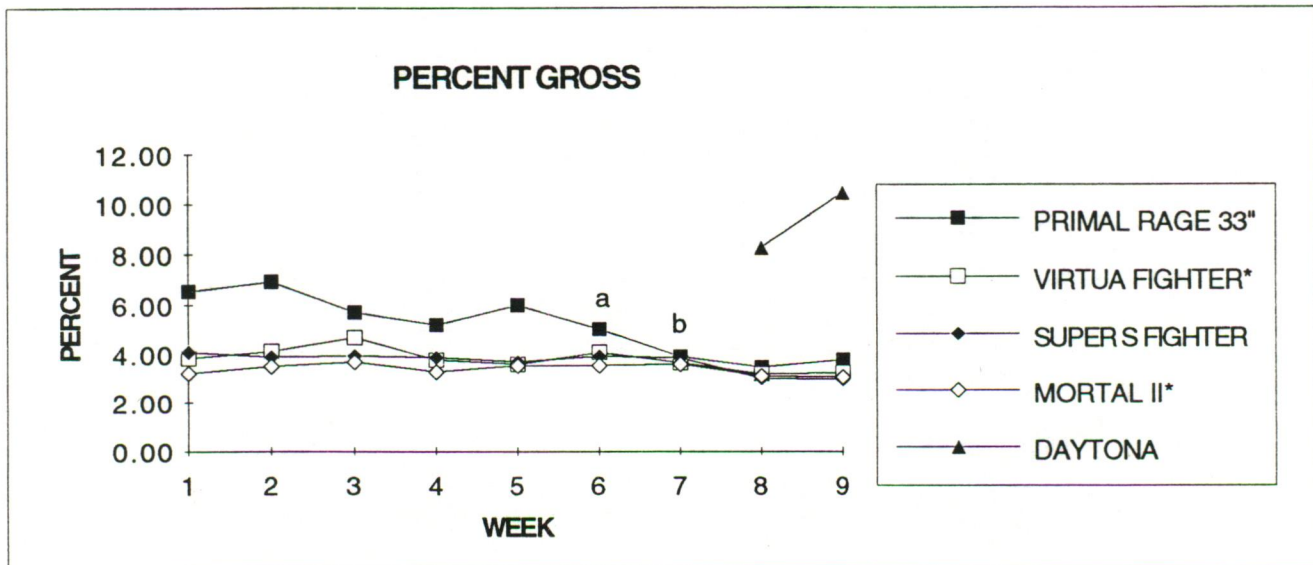
*2 coins to start, 1 to continue

a-down 1/2 day

**2 coins

b-joystick down 2 days

***3 coins to start, 2 to continue



GAME: PRIMAL RAGE - 25" FAMILY CABINET

Location: Saratoga Lanes

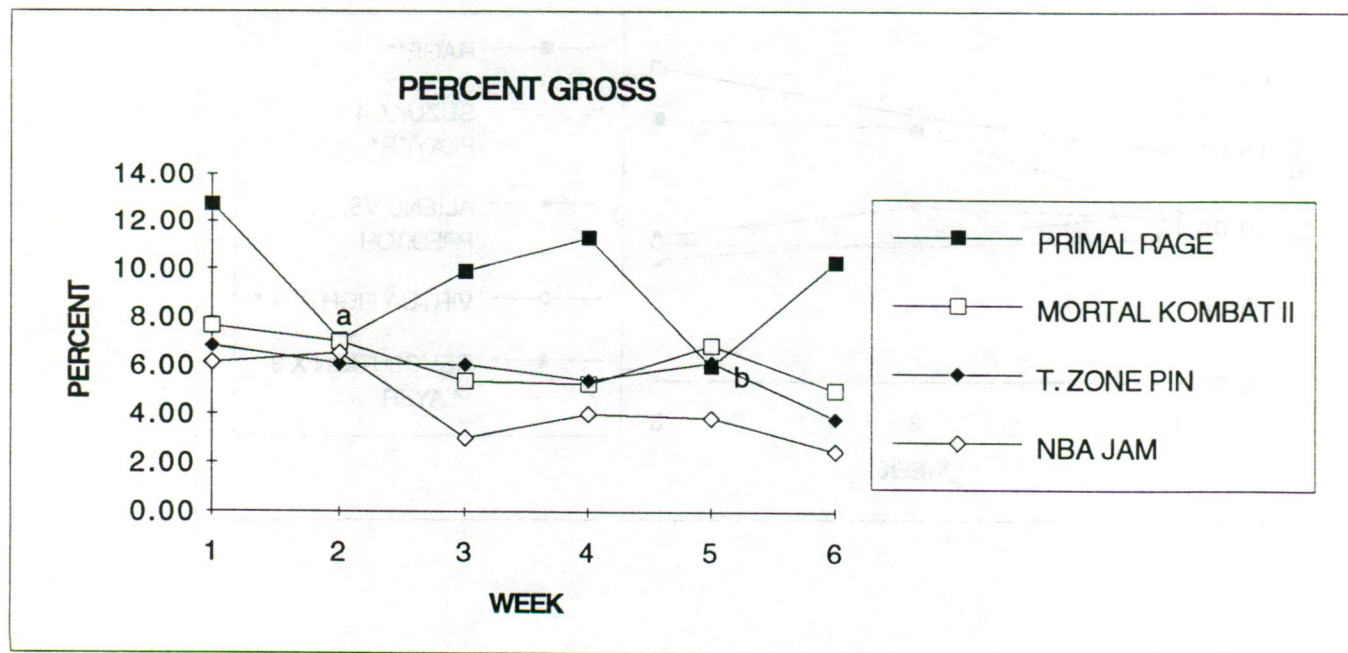
Location Profile: Bowling center game room with 4 pool tables, 6 pins and approx. 14 videos.

Rank this week: 1 Rank last week: 2

Comments: After 6 weeks, this 25" unit is #1, doubling MKII earnings.

WEEK	23-Jun	30-Jun	7-Jul	14-Jul	21-Jul	28-Jul
PRIMAL RAGE	297	146 a	218	259	150 b	221
POOL TABLE	187	158	163	195	173	206
JUDGE DREDD PIN	102	121	113	100	189	126
LETHAL ENFORCER	64	12	54	106	131	114
MORTAL KOMBAT II	178	145	118	120	172	107
VIRTUA RACING	103	0	208	117	109	92
T. ZONE PIN	159	126	133	124	154	82
NBA JAM	143	135	66	92	97	53
NEO GEO	48	48	20	19	37	39
TOTAL	2336	2074	2200	2290	2511	2146

a-down 2 days (Sunday and Monday)
 b-down 2.5 days on weekend



Location: Tilt, San Mateo Fashion Island

Location Profile: Large arcade with over 120 games.

Rank This Week: 2

Rank Last Week: 2

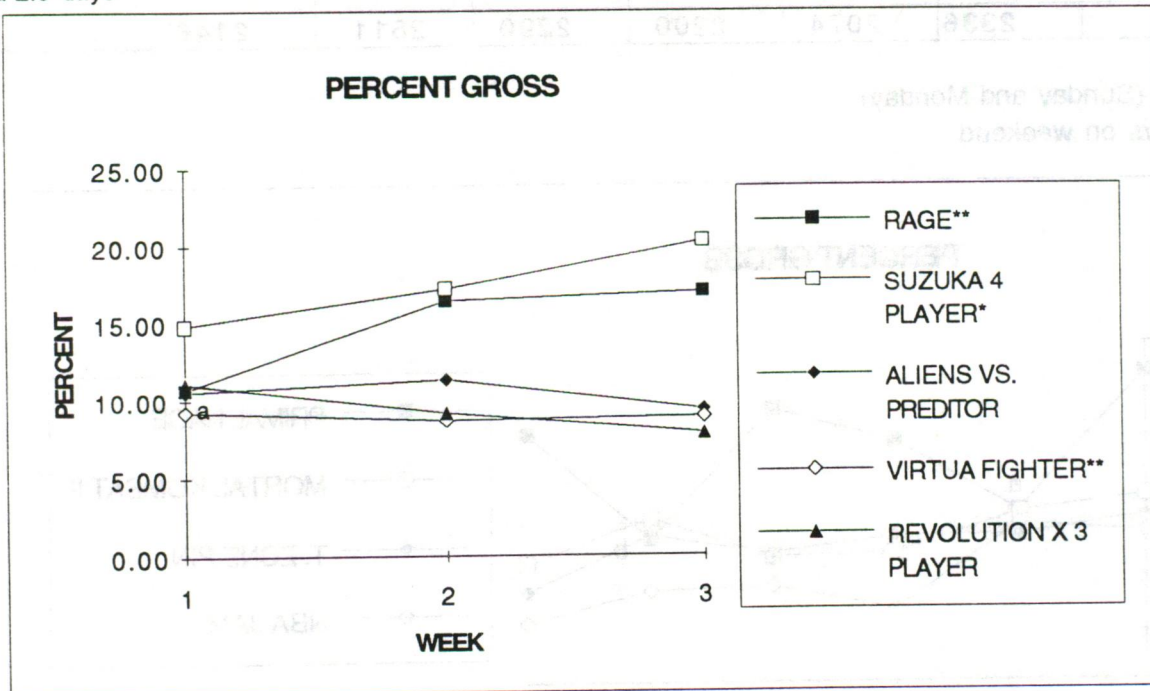
Comments:

WEEK	4-Jul	11-Jul	18-Jul	25-Jul	1-Aug
RAGE**			348 a	586	586
SUZUKA 4 PLAYER*	494	498	483	592	701
VIRTUA RACING 4 PLAYER*	501	588	385	432	428
ALIENS VS. PREDITOR	311	368	344	390	323
VIRTUA FIGHTER**	393	352	302	299	307
VIRTUA FIGHTER**	291	345	278	280	294
OUTRUNNER*	253	314	235	297	272
REVOLUTION X 3 PLAYER	517	382	361	315	271
LUCKY & WILD	225	254	272	270	271
SUPER SF 8 PLAYER	225	236	245		
TOP 10 TOTAL	3210	3337	3253	3441	3453

*3 tokens

**2 tokens to start, 2 to continue

a-2.5 days



GAME: PRIMAL RAGE 33" DISTRIUBOR SAMPLE

Location: Game City, Dallas

Location Profile:

Rank This Week:

Rank Last Week:

Comments: First 6 days looks good for this distributor unit.

WEEK

31-Jul

PRIMAL RAGE	222 a							
DAYTONA	364							
VIRTUA RACING	227							
FULL COURT FRENZY	150							
MORTAL KOMBAT II	140							
VIRTUA RACING	121							
TOTAL GROSS	7338							

a-6 days, installed 7-26

GAME: PRIMAL RAGE 33" DISTRIBUTOR CONFIDENTIAL

8/4/94

Location: Broadway Arcade, NY

Location Profile: Large downtown arcade.

Rank This Week:

Rank Last Week:

Comments:

<u>WEEK</u>	<u>24-Jul</u>	<u>31-Jul</u>					
PRIMAL RAGE		848	a				
DAYTONA TWIN****	2541	2370					
VIRTUA FIGHTER	974	855					
RUN & GUN	885	835					
VIRTUA FIGHTER	898	821					
OUTRUNNER***	688	710					
REVOLUTION X*	689	627					
MORTAL KOMBAT II**	500	521					
LETHAL ENFORCER II**	559	492					
LETHAL ENFORCER**		461					
NBA JAM II	513	458					
TOTAL	N/A	12900					

All game coinage set at 2/2 except where noted

*1 coin

***3 coins

**2 coins to start, 1 to continue

****\$1

a-6 days

GAME: METAL MANIAX

Location: Emerald Hills Golfland

Location Profile: Large arcade/mini golf

Rank This Week: 4

Rank Last Week: N/A

Comments: After 4 weeks, Metal is the #4 game. The motion on the seats was disabled on 7-29 to measure affect on earnings.

<u>WEEK</u>	<u>7-Jul</u>	<u>14-Jul</u>	<u>21-Jul</u>	<u>28-Jul</u>
METAL MANIAX***	310 a	410	445 b	427
DAYTONA TWIN****	1179	1196	1276	1183
JURASSIC PARK**	597	563	691	655
RIDGE RACER***	543	519	529	526
VIRTUA FIGHTING**			402	388
ALIENS VS. PRED. 50**	383	388	378	371
VIRTUA RACING**	320	325	383	356
REVOLUTION X**	478	369	400	344
RUN & GUN*	308	310	383	272
LETHAL II*	238	221	172	165
TOTAL	10037	9538	11304	10623

*2 coins to start, 1 to continue

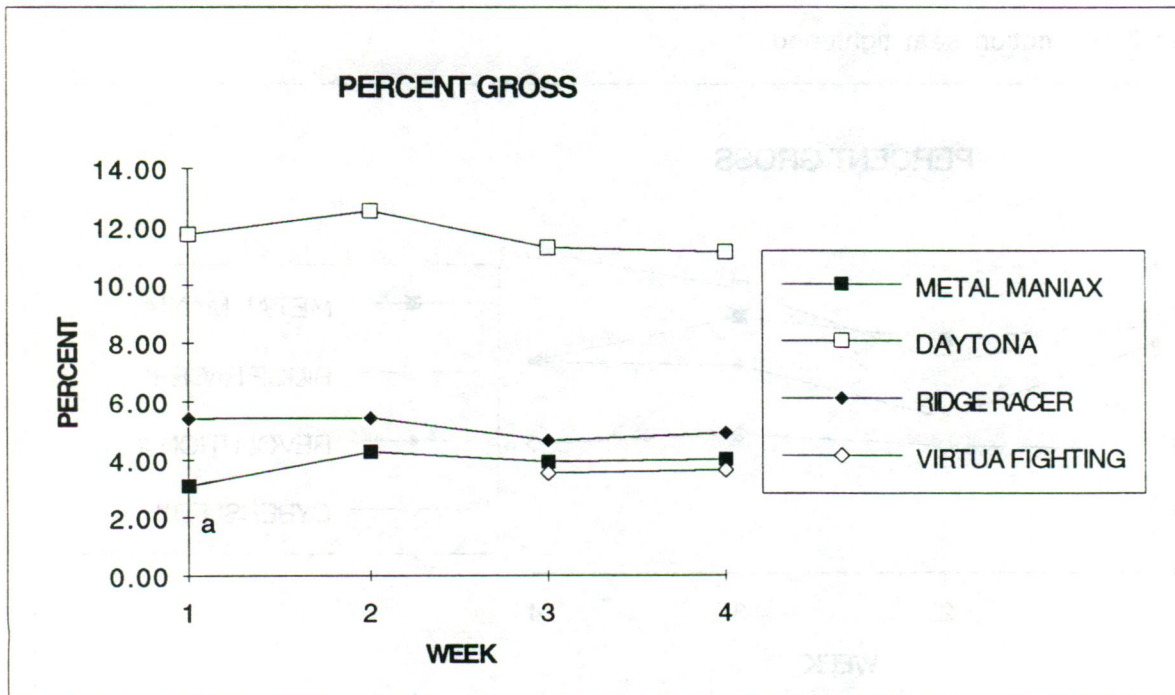
a-4.5 days

**2 coins to start, 2 to continue

b-down 1.5 days with loose connector

***3 coins to start, 2 to continue

****3 coins



Location: Playland Arcade, Pleasant Hill

Note: All games below are set on 2 coins to start, 1 to continue, except where noted.

Location Profile: Large arcade which has just undergone major remodeling. It has been closed for 3 months and just re-opened on July 1.

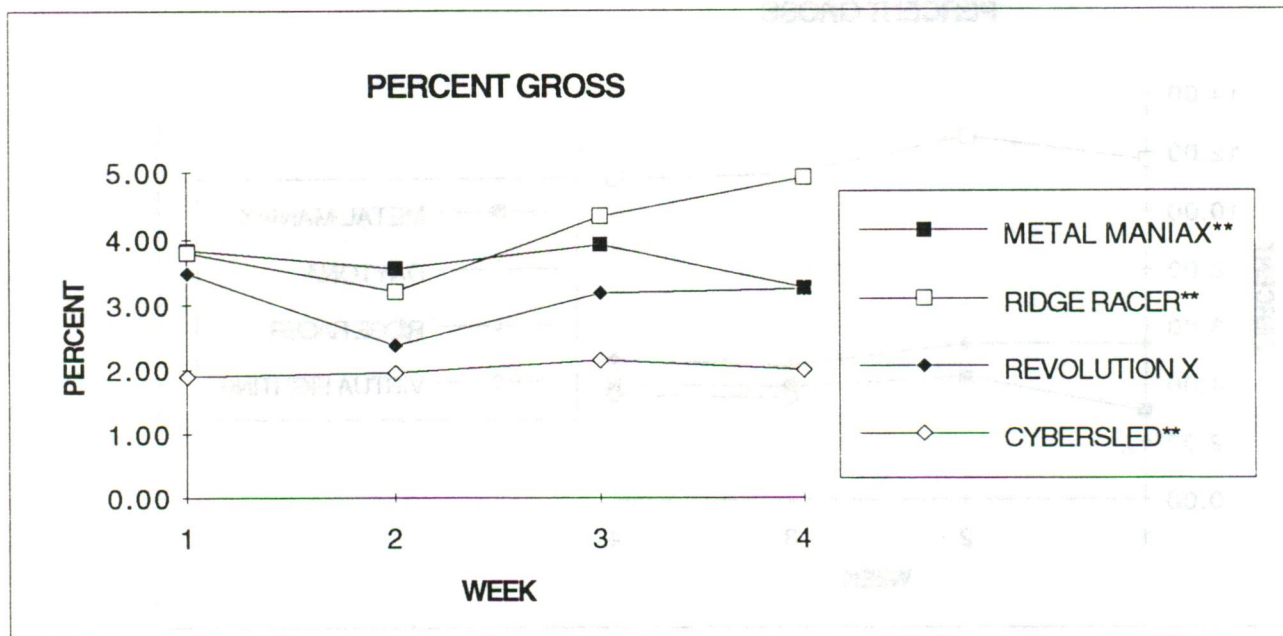
Comments: Metal Maniax is the #3 game after 4 weeks. It was relocated on 7-18 next to a newly installed Daytona.

WEEK	7-Jul	14-Jul	21-Jul	28-Jul
METAL MANIAX**	350	415	342 a	310
DAYTONA			883	833
RIDGE RACER**	347	375	379	468
VIRTUA FIGHTER	318	276	278	308
SUPER S.F. TURBO	347	310	238	297
REVOLUTION X	304	337	257	289
OUTRUNNERS**	177	220	224	276
RUN N GUN	234	270	263	266
CYBERSLED**	140	187	261	255
ALIEN VS. PREDATOR	253	264	247	211
MORTAL KOMBAT II	173	228	187	189
VIRTUA RACING**	169	178	162	138
NBA JAM II	121	156	162	136
TOTAL	9132	11690	8743	9533

*2 coins to start, 1 to continue

**2 coins

a-game updated 7-15, motion seat tightened



GAME: COPS

Location: Malibu Castle, Redwood City

Location Profile: Large family entertainment center arcade

Rank This Week: 1

Rank Last Week: 2

Comments: Number 1 game in week 2.

WEEK 3-Jul 10-Jul 17-Jul 24-Jul 31-Jul

COPS****			257 a	716	746		
SUZUKA***	649	747	723	718	694		
SUZUKA***	638	722	707	683	693		
VIRTUA RACING***	594	615	690	571	612		
VIR FIGHTING**	375	436	451	405	443		
CYBERSLED***	433	382	487	415	409		
REVOLUTION X**	207	498	431	575	387		
ROAD RIOT***	683	383	453	388	367		
X-MEN	381	348	447	378	358		
LETHAL ENFORCER	400	336	419	345	324		
NBA JAM	287	286	281	254	282		
TITLE FIGHT	290	268	316	268	271		
M KOMBAT II**	263	280	260	246	234		
M KOMBAT II**	255	276	228	221			
TOTAL*	5455	5577	6150	6183	5820		

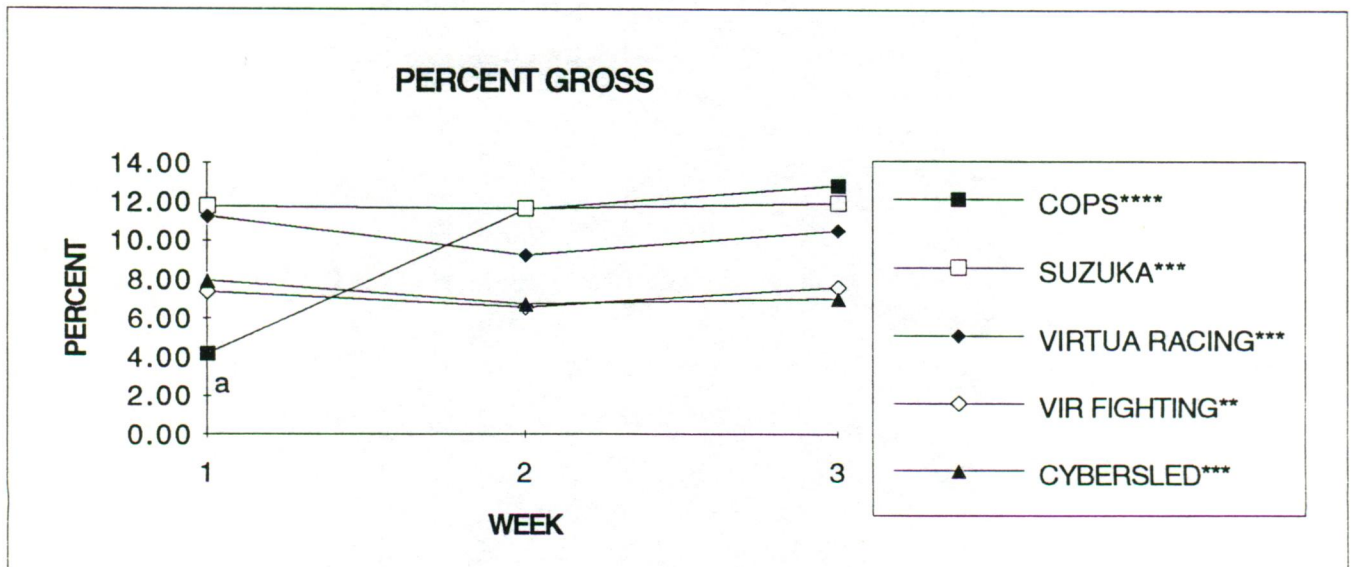
*Based on top videos only

***3 coins to start, 3 to continue

**2 coins to start, 2 to continue

****3 coins to start, 2 to continue

a-3 days, game installed morning of 7-15



GAME: REVENGE RALLY UR COMPANY CONFIDENTIAL

8/3/94

Location: Mission Lanes, Milpitas

Location Profile: Bowling alley game room with 10 videos, 3 pins, an air hockey table and jukebox.

Rank This Week:

Rank Last Week:

Comments:

<u>WEEK</u>	<u>22-Jul</u>	<u>29-Jul</u>					
REVENGE RALLY*	150	156					
OFF ROAD	83	89					
OUT RUN	81	40					
SF CHAMP	90	50					
LETHAL ENFORCER	148	140					
NBA JAM	95	80					
MORTAL KOMBAT	212	230					
NEO GEO	78	86					
TMNT PIN	36	46					
LETHAL WEAPON 3 PIN	108	138					
JUDGE DREDD PIN	104	101					
TOTAL	1328	1457					



GAME: REVENGE RALLY

Location: Game Zone

Location Profile: Arcade with mini golf, go-carts and 80+ games (32 video and 45 redemption)

Rank This Week: Rank Last Week:

Comments:

WEEK 3-Jul 10-Jul 17-Jul 24-Jul 21-Jul

REVENGE RALLY UR			23 a		43	
VIRTUA FIGHTER	374	322	377		340	
VIRTUA RACING 1/2	371	399	419		353	
SUZUKA 8 2/2	333	346	344		314	
VIRTUA RACING 2/2	311	289	319		306	
MORTAL KOMBAT II 1/2	259	248	247		277	
NBA JAM II	247	244	227		158	
LUCKY & WILD*	219	169	259		250	
DUNGEONS & DRAGONS	213	136	173		149	
LETHAL ENFORCERS II	209	161	226		192	
SUZUKA 8 1/2	172	238	308		268	
DRUG WARS	149	106	117		130	
TOTAL	4781	4567	4683		4251	

All games are 2 coins to start, 2 to continue unless noted.

*2 coins to start, 1 to continue

**3 coins to start, 2 to continue

a-3 days, installed 7-15 a.m.

GAME PERFORMANCE

Location: [illegible]

Personnel: [illegible]

Task: [illegible]

Game	10:00	10:30	11:00	11:30
Game 1	100	100	100	100
Game 2	100	100	100	100
Game 3	100	100	100	100
Game 4	100	100	100	100
Game 5	100	100	100	100
Game 6	100	100	100	100
Game 7	100	100	100	100
Game 8	100	100	100	100
Game 9	100	100	100	100
Game 10	100	100	100	100
Game 11	100	100	100	100
Game 12	100	100	100	100
Game 13	100	100	100	100
Game 14	100	100	100	100
Game 15	100	100	100	100
Game 16	100	100	100	100
Game 17	100	100	100	100
Game 18	100	100	100	100
Game 19	100	100	100	100
Game 20	100	100	100	100
Game 21	100	100	100	100
Game 22	100	100	100	100
Game 23	100	100	100	100
Game 24	100	100	100	100
Game 25	100	100	100	100
Game 26	100	100	100	100
Game 27	100	100	100	100
Game 28	100	100	100	100
Game 29	100	100	100	100
Game 30	100	100	100	100
Game 31	100	100	100	100
Game 32	100	100	100	100
Game 33	100	100	100	100
Game 34	100	100	100	100
Game 35	100	100	100	100
Game 36	100	100	100	100
Game 37	100	100	100	100
Game 38	100	100	100	100
Game 39	100	100	100	100
Game 40	100	100	100	100
Game 41	100	100	100	100
Game 42	100	100	100	100
Game 43	100	100	100	100
Game 44	100	100	100	100
Game 45	100	100	100	100
Game 46	100	100	100	100
Game 47	100	100	100	100
Game 48	100	100	100	100
Game 49	100	100	100	100
Game 50	100	100	100	100

All games are to start 2 to continue
 15 - 10 min to start 1 to continue
 15 - 10 min to start 2 to continue
 15 - 10 min to start 3 to continue