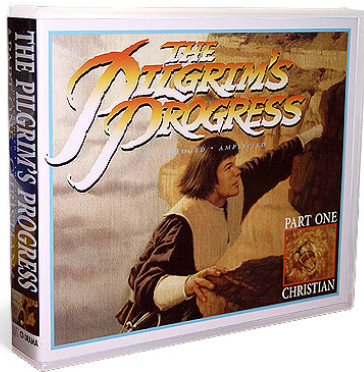




**Media Information**  
**Summer 2006**

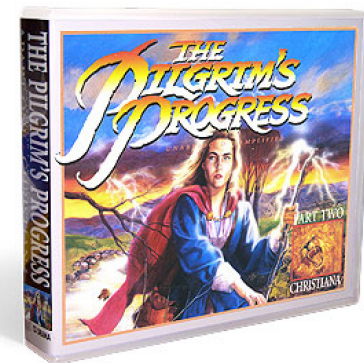
# Recently Released



## Pilgrim's Progress Audio - Part 1 - Christian

Now available on mp3 CD

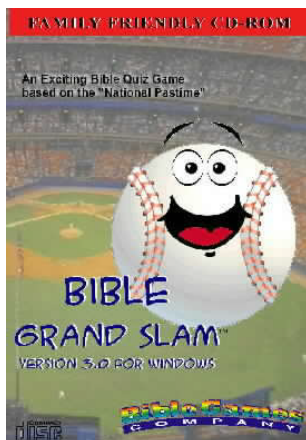
John Bunyan's classic story of Christian's journey from the City of Destruction to the Celestial City comes alive in this epic audio dramatization. Written over 300 years ago by a faithful street preacher, confined 12 years in a loathsome British prison for preaching without a license, Bunyan's Pilgrim's Progress has become a spiritual classic. It has been said no book except the Bible has been translated into as many languages. Features 77 actors, sound effects and music. Easy to understand Old English. Lifetime warranty. 6 one-hour CDs.



## Christiana - Pilgrim's Progress Audio - Part 2

Now available on mp3 CD

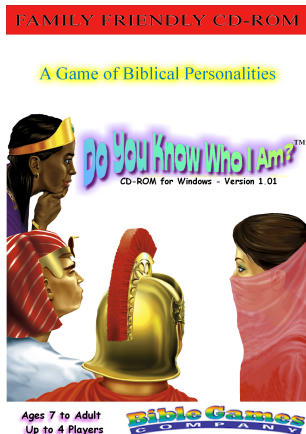
The journey continues, as the Pilgrim's wife, Christiana, disregards the ridicule of her neighbors and follows in her husband's footsteps towards the Celestial City. Now join the adventure in Part Two, adapted from Bunyan's own sequel. Featuring 58 actors, sound effects, and music. Easy to understand Old English. Lifetime warranty. 6 eighty-minute CDs.



## Bible Grand Slam Version 3.0 CD-ROM

New Updated version!

Sharpen your Bible batting skills with this exciting game of fun Bible learning in a cyber baseball park that's fun for the whole family. The questions are ranked with the single questions being the easiest and the home run questions being the most difficult. Includes special "Teacher Feature" - add your own questions for customized "lesson" play.



## Do You Know Who I Am? CD-ROM

Do You Know Who I Am? is a game that test how much the players really know about the various characters in the Bible. The game can be played by up to four human or computer players. Players guess the name of the described characters, and the sooner the player is able to offer the correct name, the more points received. Extra Feature: Enter your own Bible characters and clues for unlimited hours of fun.

# Business Facts



## Who are we??

Bible Games Company is a publisher and distributor of games and entertainment products to Christian bookstores and has achieved the reputation of "The Bible Game Experts". The company has been in business since 1959 and under current ownership since 1987 (incorporated in 1996, as a Division of VOZAR, Inc). Our products are in most Christian bookstores and are shipped to nearly all countries.

## Our Mission statement

Bible Games Company has been called to produce and market wholesome family products - emphasizing those that are Christ-centered, helping to teach Scripture and Biblical principles in an atmosphere of fun and fellowship.

## Our Goal

Bible Games Company distributes every quality Bible game available on the market. We will also add various children and entertainment products which we feel fit well into our product mix and business philosophy.

## Our Future

Games sell! Most games are not fads. Consumers want more games! These axioms are the basis of our future. The past has proven them to be true! Our growth will be based on expanding our published line of products and markets.

## Our Products

We currently have over \*\*\* products that range from our original Bible Quiz Cards and the best-selling card game AMEN to the very elaborate games like Missionary Conquest plus newly published titles: Bible Grand Slam Version 3.0 CD-ROM and Do You Know Who I Am? CD-ROM. Besides Christian board games and card games, we have a selection of activity books, puzzles, and Christian computer games.

## Our Customers

Our major market is the Christian booksellers market known as CBA. There are nearly 2,300 member stores plus 7,000 non-member stores including in-church stores and college bookstores.



## Who are we??

HARK!® is a mix of serious and not so serious audio and DVD products with the sole goal of presenting our God as he has announced Himself - Creator and Redeemer. The company has been in business since 1997 as a Division of VOZAR, Inc.

## Our Mission statement

HARK!® - like a loud cry in the silent night, our goal is to grab the attention of the world - helping individuals through audio and video works, to make an informed decision about Jesus Christ.

## Our Goal

HARK!® Products are carefully selected to guarantee that we sell only the VERY BEST in Christian home entertainment.

## Our Future

The market for entertainment products with family values is bigger than ever. From videos to DVDs, cassettes to CDs and MP3 CDs, HARK!® continues to evolve to fill the needs of families. Our line will continue to grow with Christian entertainment, biographical and historical titles.

## Our Products

From our flagship product Pilgrim's Progress Audio Drama to just released DVDs - you'll find excitement, laughter, a little romance, danger and Biblical truth!

## Our Customers

Our major market is the Christian booksellers market known as CBA. There are nearly 2,300 member stores plus 7,000 non-member stores including in-church stores and college bookstores.

# Biography

## *Ron & Jo Ann Vozar, Owners*

Jo Ann Vozar, along with her husband Ron, purchased Bible Games Company in 1987 as a part-time home-based business while their two daughters were in school. Jo Ann moved the company from Missouri to Ohio and oversaw the day-to-day operations. In the beginning, every Bible Quiz Card pack was lovingly collated, and as orders were received, Jo Ann even glued the boxes as part of the assembly process.



Jo Ann's business experience was primarily in retailing, having managed a health food store while in college. She left the work place for a number of years while she raised their two daughters and then home-schooled them until the third and fourth grade.

Jo Ann's strengths are in her customer contact and her personal pride in serving. She jokes that she was dragged, kicking and screaming, from her little eight product home-based business to overseeing a thriving Christian business that is making a significant impact in the market with a variety of outstanding Christian products. For the past several years, Jo Ann has managed the shipping and production departments and set a standard for customer satisfaction. She has a staff that performs many of the daily tasks she previously did alone at the kitchen table.

Since its purchase in 1987, Ron was the behind-the-scenes director of Bible Games Company -- doing the accounting, producing the catalog, and providing vision for the company. While working full-time, Ron was only able to squeeze a few hours a week in the evenings or on weekends for the company -- keeping his day hours dedicated to his "real" job.



Ron Vozar has had a full and multifaceted career in Christian publishing. He managed the shipping department for a Christian publisher after his discharge from the Air Force in 1979. From 1982 through 1984, he was the assistant manager at a small Christian bookstore in Indiana, and from 1984 through 1991, he managed the book and Bible departments at a large Christian bookstore in Ohio. It was during this time that Ron became aware of the opportunity to purchase Bible Games Company as a part-time business for Jo Ann. In 1991, Ron became a sales representative for Riverside/World, Oxford Bibles, et al. Known as "Mr. Bible", Ron served the stores in Ohio, Western Pennsylvania, and Western New York. In 1994 he resigned his position to work full time with Bible Games Company.

It was the combination of his vision and Jo Ann's ability to make it happen that got Bible Games Company on its feet and moving from its humble beginnings. Partnering with other small companies to bring new products to the market has fueled the organization's growth.

Ron and JoAnn broadened their customer base in 2002 with the introduction of an online store for consumers. The positive response lead to the opening of a retail store, Faith Outlet, in December of 2005. Located in downtown Fredericktown, Ohio, Faith Outlet stocks all the core products from Bible Games Company and Faith Outlet plus closeouts and overstocks, all at true discount prices.



Ron and Jo Ann met at McKeesport High School in Pennsylvania in 1973 and were married in September 1976, shortly after Ron entered the Air Force. The Vozars have two daughters, Kristy and Kelly. Both girls have degrees in Business Management and work full time at Bible Games Company.

# History

**1958:** Dwight and Elizabeth Jones introduced *Bible Flash Cards*, later retitled *Bible Quiz Cards*.

**1959:** Bible Games Company is founded to market the Jones' new product, *Bible Tittat Toe*.



**1960:** *66 Club Diplomas* developed to encourage Scripture memorization at the North Little Rock Baptist Church, of Little Rock, Arkansas, and published by Bible Games Company.

**1960 - 1987:** Products presented on a single page flyer.

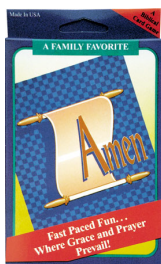
**1987:** The Jones retire and send out a dealer letter to liquidate Bible Games Company's inventory. Ron and Jo Ann Vozar respond to purchase and move the company to Ohio. Jo Ann runs it as a part-time home business, with daughters Kristy and Kelly.

**1987 - 1991:** Bible Games Company continues part-time but begins doubling sales and customer base each year. Some new distributed products added.

**1992:** Bible Games Company produces its first new product in 30 years, *Bible Quiz for Kids*. Jo Ann moves to full time and adds some part-time help. Catalog is a six page fold out, including nearly every Bible game available.

**1993:** Bible Games Company begins exclusive distribution arrangements for self published game creators. The catalog is now 16 pages, and the company exhibits at the Christian Booksellers Association International Convention, in Atlanta, for the first time.

**1994:** Ron Vozar joins the company full time after 11 years in Christian retailing and three years in Bible sales. Jo Ann happily turns reins over to specialize in production and shipping. The product line now includes electronic games, learning games, and comics. Bible Games Company introduces milk caps and publishes *AMEN*, which becomes its best-seller. The catalog has grown to 24 pages, and the staff has sprouted to six employees.



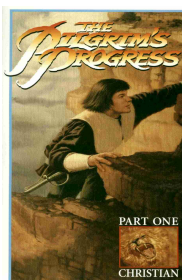
**1995:** *Bible Caps*™ rule the roost in sales. *The Game of Pilgrim's Progress* is introduced. The catalog is now 32 full color pages. The staff now numbers 14, including 12 college students.



**1996:** The new Biblical drawing game *Script-tionary* and Bible Games Company's first published electronic game, *Bible Grand Slam*™

for Windows CD-ROM, are published and released in October. *Script-tionary's* first print run sells out by Christmas.

**1997:** Bible Games Company's sister company HARK!® Entertainment is formed. The Bible Games Company and HARK!® Entertainment web site ([www.vozar.com](http://www.vozar.com)) goes online in November.



**1998:** Bible Games Company publishes *Bible Grand Slam Deluxe* CD ROM, *B.I.B.L.E.* and *Bible Quiz for Kids* Books 3 & 4. Dramatized audios on cassette *Pilgrim's Progress Part 1 - Christian, Christiana - Pilgrim's Progress Part 2*, and *He's Waiting for You - The Story of Mary Magdalene*

are acquired by HARK!® Entertainment and are republished with new packaging.

**1999:** Bible Games Company releases *Bible Touchdown* CD-ROM, a football version of the best-selling *Bible Grand Slam Deluxe*. Both HARK!® Entertainment and Bible Games Company continue to grow and add products.

**2000:** *AMEN*™, our best selling card game, is made available on CD-ROM. *Bible Book Game*™ and *Bible Quiz for Kids*™ are repackaged.

**2001:** Bible Games Company produces two new CD-ROM games, *Nacah* and *Do You Know Who I Am?*. *Story Puzzles* are introduced at the CBA Convention in New Orleans.



**2002:** HARK® Entertainment introduces the *Agapeland Music for Kids* on CD. Bible Games Company's online catalog redesigned at [www.biblegamescompany.com](http://www.biblegamescompany.com).

**2003:** Dramatized audios *Pilgrim's Progress Part 1 - Christian* and *Christiana - Pilgrim's Progress Part 2* are released on CD.

**2004:** HARK® Entertainment begins distribution of DVDs. Retail division Faith Outlet is formed. Consumers can buy directly via [www.faithoutlet.com](http://www.faithoutlet.com)

**2005:** Two best-selling computer games are updated and released as *Bible Grand Slam Version 3.0* and *Do You Know Who I AM?* with new "DVD" style packaging. Catalogs are now designed and produced in house. Both Kristy and Kelly return to Bible Games Company to work full time. Faith Outlet opens a retail store in Fredericktown



Ohio.

**2006:** MP3 format Cds of the dramatized audios *Pilgrim's Progress Part 1 - Christian* and *Christiana - Pilgrim's Progress Part 2* are released.

# Best-Sellers

## Activity Books

Flip Pads (4 titles)  
 Yes & Know Inv Ink OT / NT  
 Bible Quiz for Kids (4 titles)  
 Magnetic Noah's Ark  
 Creation Coloring Book  
 Story of Jesus Color Book  
 Kids-A-Peel (2 titles)  
 Magnetic Farm  
 Magnetic House  
 God is Great Coloring Book

## Card Games

Bible Quiz Cards (6 levels)  
 AMEN  
 Dutch Blitz  
 Bible Book Game  
 Bible Quiz for Kids  
 Noah's Ark Pocket  
 Noah's Ark  
 Bible Challenge - Pocket  
 Bible Eights  
 Jonah Go Fish

## DVD/Videos

Amazing Book  
 Amazing Miracles  
 Music Machine  
 Amazing Children  
 Tabernacle  
 God's Outlaw (Wm. Tyndale)  
 Who Is Jesus?  
 Martin Luther  
 Tower of Babel  
 Dangerous Journey  
 John Wycliffe  
 Pilgrim's Progress

## Games

B I B L E (Bible Bingo)  
 Bible Trivia  
 Bibleopoly  
 Bible Trivia Portable  
 Bible Mad Gab  
 Bible Categories  
 Bible Scramble  
 Bible Blurt!  
 Bible Charades  
 Bible Baseball

## Kids Music

Fruit of the Spirit CD  
 God is My Friend CD  
 Story of the Little Tree CD  
 Sir Oliver's Song CD  
 All About Love CD  
 Nathaniel the Grublet CD  
 God Loves Fun CD  
 God is Great CD  
 I've Been Born Again CD  
 Majesty of God CD

## Audio Drama

Pilgrim's Progress Audio CD  
 Christian PP #2 Audio CD  
 Bible in Living Sound 5 pak CD  
 Lion, Witch & Wardrobe CD  
 Hiding Place CD  
 Bonhoeffer: Cost of Freedom  
 Anne of Green Gables CD  
 Little Women CD

## Puzzles

Last Supper 1,000 pc  
 Head of Christ  
 Miracles of Jesus  
 I Am With You  
 Great Events of the Bible  
 I Am The Way  
 Tree of Life  
 Peaceful Dwelling  
 World of Dogs  
 Lion of Judah

## Software

Complete Bible Mini-CD-Rom  
 Bible Grand Slam  
 WordSearch Studio Bible  
 Crossword Studio Bible  
 Christian Clip Art Mini-CD-Rom  
 Bible Time Fun NT Mini-CD-Rom  
 Bible Time Fun OT Mini-CD-Rom  
 Christian Clip Art 2 Mini-CD-Rom  
 Do You Know Who I Am?  
 Bible Touchdown

## Wipe-Off Charts

Me & My Job - David  
 Me & My Job - Noah  
 Me & My Job - Jonah  
 Me & My Prayers - Noah  
 Me & My Prayers - Jesus Kids  
 My & My Job - Miriam  
 Me & My Prayers - Daniel  
 Me & My Job - Dinosaurs  
 Me & My Job - Kitten  
 Me & My job - Clowns  
 Me & My Job - Balloons  
 Me & My Job - 3 Bears

# Alternatives

## Secular

20 Questions  
 Authors  
 Baseball  
 Bingo  
 Blurt  
 Brain Quest  
 Bridge  
 Candyland  
 Charades  
 Chutes & Ladders  
 Concentration  
 Crazy Eights  
 Dominoes  
 Fish  
 I Spy  
 Mad Gab  
 Monopoly

## Christian

Choose Your Clues  
 Action Heroes, Bible Authors  
 Bible Baseball  
 B.I.B.L.E., My First Bible Bingo  
 Bible Blurt, Bible Blurt Pocket  
 Bible Quiz Masters  
 CrossPower  
 Bible Land, Little Angels,  
 Bible Brainstorm, Bible Charades  
 Kid's Ten Commandments,  
 Noah's Rainbow Race  
 My First Noah's Memory Match,  
 Rain Day Matching Game,  
 Bible Memory, VT Flip Find  
 Bible Super Seven, Fruit of the Spirit  
 My First Bible Dominoes  
 Go Tell It On The Mountain,  
 Jonah Go Fish, VT Jonah Fish'n  
 Who Do You See?  
 Bible Mad Gab, Bible Mad Gab Pock  
 Bibleopoly, Missionary Conquest

## Secular

Old Maid  
 Phase 10  
 Pinochle  
 Racko  
 Risk  
 Rook  
 Rummy  
 Scattegories  
 TriBond  
 Trivial Pursuit  
 Ungame  
 Uno

## Christian

Bible Old Man, Noah's Ark Pocket  
 VT Get Rid of Fib  
 Kingdom  
 CrossPower  
 Bible Action Cards, Bible Book  
 Game, Bible Bonanza  
 Missionary Conquest  
 CrossPower  
 Bible Rummy, My 1st Action Heroes  
 Action Bible 1, Action Bible 2  
 Bible Categories  
 Bible Tribond  
 Bible Baffle, Bible Challenge,  
 Bible Trivia, Bible Trivia Portable,  
 Kids Bible Challenge, Miracles &  
 Pitfalls, Young Readers, Bible  
 Challenge Pocket  
 Lifestories - Christian, Ungame,  
 Bible Talk (NT & OT), Ungame  
 Pocket (6 Titles)  
 Amen

# Faith Outlet

Faith Outlet is a unique shop recently opened in Fredericktown, Ohio. It's not a Christian bookstore -



not really a Christian supply store in the normal sense of that type of store. "It's more of a Family ministry store" says owner Ron Vozar who, with his wife JoAnn, opened the store in December just in time for the local 'Christmas Walk'.

Vozar goes on to explain, "Faith Outlet is meant to supply 'tools' for families to help them take their faith even into their leisure times. Christians often compartmentalize their lives. They go to church, read good books during their personal devotional times, however, when they play, it really isn't much different than anyone else in the world. Faith Outlet is hoping to change that!"

## What's it worth?

JoAnn adds, "We think one of the greatest features of Faith Outlet are our prices. When you compare you will find that Faith Outlet is offering the type of value that you would expect to find in an outlet center. But the value isn't just the price; the spiritual value far outweighs the price you pay for these items."

"Faith Outlet offers a great variety of kids items all at outlet prices," says Kristy Vozar. "We offer the type of items that our family would want to find and at prices that helps even the tightest budget!" She points to the selection of children books, stickers, stuffed animals and puppets, coloring books and more - most priced at 15 - 75% off the suggested retail price.

## A Brief History

Ron calls the shop - "Faith Outlet - The Store" - explaining that the effort actually started as a website first - FaithOutlet.com. From the website they have been serving Christian believers all over the world. However, friends in the local area asked about actually having a place where they could 'touch' the products before they bought them - which is why the Vozar's



opened 'Faith Outlet - The Store'. He goes on to explain that even the website was an answer to consumers who wanted to buy things from Vozar's wholesale distribution company - Bible Games Company. The concept of Faith Outlet began as the outlet store for Bible Games Company - but has expanded even beyond BGC's 500 or so product line. Ron says that consumer input helped spark the creation of Faith Outlet and will be essential for its growth and development.



## It Takes a Family

Faith Outlet is a real family affair itself. While it is managed by Kristy on a day to day basis; you will find mom and dad (JoAnn and Ron) in there from time to



time, too. Kelly Vozar, Kristy's younger sister, is the accountant for the family businesses and also helps maintain the website while overseeing the mail order portion of the business. When asked about her working at the store Kelly laughs and says, "I helped with the initial setup back in December before Kristy moved back to Ohio.

I like working behind the scenes, so taking the telephone and web orders - then shipping them keeps me busy enough!"

## We Need Each Other

Ron shares their goal for Faith Outlet, "Our hope is that local churches will support the shop knowing that we provide material that they won't normally find in their local bookstore - at least in the variety or at the value we offer. We present churches and families a local resource with often a better selection than anything you may find even in the big city or on the internet. You also have the security of knowing who you're buying from, not to mention being able to examine the products before purchasing them! Whether you shop Faith Outlet - The Store or FaithOutlet.com, you will find quality Bible based products that are family friendly and at great prices to help you stretch the family budget.



# Suggested Questions

Ron and JoAnn Vozar are available for telephone/email interviews for print or on-air.

Ron and JoAnn Vozar  
Phone: 740-694-8042 / ron@vozar.com



1. What is Bible Games Company?
2. What is the history of Bible Games Company?
3. How has the Bible game industry changed?
4. When some people think of Bible games, they think Bible Trivia is all there is. How wrong are they?
5. What are the hottest Bible games on the market now?
6. Why are Bible games so popular?
7. A number of your products are alternatives to secular games, are all secular games bad or inappropriate for Christians?
8. Do Bible games really make a difference?
9. What is the future of Bible Games Company?



1. What is HARK!?
2. Why the name HARK!?
3. Why did you decide to create HARK!?
4. Do Christian entertainment products really make a difference?
5. The Pilgrim's Progress Dramatized Audio on cassette was HARK!'s flagship product. How has that product evolved as technology has changed?
6. Is Pilgrim's Progress still relevant for today?
7. Have you found that customers only want the latest and greatest or are the old favorites still strong sellers?
8. What are the future plans for HARK!?



1. What is Faith Outlet.com?
2. Why the name Faith Outlet?
3. Why did you decide to begin selling your products online to consumers instead of just to retailers?
4. Faith Outlet "the store" opened in Fredericktown, Ohio in December of 2005, how has that experience been?
5. What products does Faith Outlet carry?
6. What do you see for the future of Faith Outlet?

## General Questions

1. What should parents look for when buying entertainment products for their families?
2. Are there products for every age group or just adults?
3. Are Christian entertainment products more expensive than secular ones?



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