

# Chapters 21&22

R C K V H R M E V E G R C A L J M V Z Y P M P D  
 K S P T J V D Z C E O L A O P Z M Q D J U D W R  
 N F T A S X X D K G U B L O S A B U F N R Z W O  
 O U X E C O U X L V C O H A F T S N E X H O L P  
 I Z V O K E X C L U S I V E I R S G H R N S P S  
 T X D A G R P U A P S A C M E R S Y A Y R B Y H  
 U J Q L I J A U O T H J P L P E T T R E G T Y I  
 B V I X D P X M N W Y J A S L H R S L K I O N P  
 I B W E N T P E N J Y S A E B O J I U S A O T P  
 R R Y X H H G A Z G E L C U M C A E N D I D N E  
 T O D L T A P O Y L I T D D P T J E N T N S K R  
 S D C A C Y Z G O S I E N S E G T B U K Y I S S  
 I U E R E T K H V V Q A R R Y N L B O M S M A G  
 D A G O R K W F E V K X W O I M I M X J Q E X F  
 F S M N I C F C F C A J Q W F R Y J C G S Q T B  
 O P L X D T P S I A B H S P T S G Q L R N B C N  
 S Q R P N C Z R Q E S R W S K Q S R E K O R B G  
 L C K N I E B P D K E Y I J C Y C M I S T Y W V  
 E S E F X R I H U C N D O D Z F U A X F L Y M K  
 N D F D B I O H U A G D F C A S K X B Q M M J E  
 N Z R J D D S D P A V S Z M N N D R A V K C U I  
 A G U R N B O M H W I J J O X K D N Z W A I R F  
 H V J T B R O E A R P X C J A C K R O B B E R S  
 C C O O P C L T K E T A I L I N G L H L N P Q Z

Channels of distribution  
 Distribution  
 Wholesalers  
 Exclusive  
 Retailers  
 Indirect  
 Agents

Brick and Mortar  
 Dropshippers  
 Industrial  
 Intensity  
 Selective  
 Brokers  
 Direct

Foreign Markets  
 Jackrobbers  
 Consumers  
 Producers  
 Etailing  
 Company  
 Costs