

B-FSS-96 ESTIMATED SALES (NOV 1997)

The "Estimated Sales" column of the Schedule of Items shows (1) a twelve-month reading of purchases in dollars or purchases in units as reported by the previous Contractor(s), or (2) estimates of the anticipated dollar volume where the item is new. The absence of a figure indicates that neither reports of previous purchases nor estimates of sales are available.

The SINS for schedule number 078 are listed below

SIN #	SIN Title	Total Sales in \$
192 02	Sporting Goods Equipment and Supplies	\$3,209,217
192 03	Fitness Center Management Services	\$346,878
192 04	Personal Trainer and Aerobic/Cardio Class Leader/Instructor	\$106,694
192 05	Fitness Center Equipment Maintenance	\$19,331
192 06	Packaged Fitness Center	\$139,083
192 08	Fitness equipment	\$38,773,700
192 09	Turfs, Greens and Floors Galore	\$3,562,632
192 19	Poolside	\$861,638
192 33A	Camping and Hiking Equipment	\$16,803,493
192 37B	Park and Recreational Tables, Benches, Outdoor Pool and Patio Furniture and Bleachers	\$3,542,442
192 37I	Park and Playground Equipment	\$6,078,342
192 41	Sounds of Music	\$4,596,495
192 42	Child's Play	\$4,497,871
192 45	Sports Clothing and Accessories	\$4,190,980
192 99	Introduction of New Products/Services relating to Athletic Clothing, Recreational Equipment, and Musical Instruments	\$0
192 99A	Introduction of New Products and Services Relating to Park and Outdoor Recreational Equipment and Wheel and Track Vehicles	\$125,121
251 1	Wheel and Track Vehicles	\$33,051,390
251 6	Utility Vehicle, Unlicensed, Off-Road, Automotive Design	\$1,031,818
251 13	Mobile Homes, Travel Trailers with Ancillary Services	\$143,139
251 22	Recreational Watercraft	\$373,794
366 11	Signs -	\$18,658,752
366 12	Safety Zone Products	\$3,841,828
366 22	Trade Show Displays, Exhibit Systems and Related Products	\$601,372
366 23	Flags, Banners, Pennants, and Related Products	\$3,105,945
366 90	Ancillary Supplies and/or Services -	\$3,211,028
366 99	Introduction of New Products/Services Relating to Signs and Safety Zone Products	\$0
402 5	Awards	\$2,775,846
402 7	Pens & Writing Implements, Rulers, Tape Measures, Magnets, Stress Indicators, Key Tags, Key Rings, Luggage Tags, Pocket Tools, Ice Scrapers, Mugs, Glassware, Plates and Bowls suitable for Engraving, Imprintable Planners, Portfolios, Calculators, Briefcases, Carrying Cases, Bags and Accessories, Imprintable Computer Accessories, including Mouse Pads and Wrists Rests	\$1,009,965
402 99	Introduction of New Products/Services related to Trophies, Awards, Presentations, Promotional Materials, Flags,	\$2,614

Briefcases, and Carrying Cases