

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	\$4,033,285
192 03	Fitness Center Management Services	\$1,109,648
192 04	Personal Trainer and Aerobic/Cardio Class Leader/Instructor	\$158,884
192 05	Fitness Center Equipment Maintenance	\$13,099
192 06	Packaged Fitness Center	\$390,390
192 08	Fitness equipment	\$35,187,681
192 09	Turfs, Greens and Floors Galore	\$2,096,917
192 19	Poolside	\$471,485
192 33A	Camping and Hiking Equipment	\$15,196,489
192 37B	Park and Recreational Tables, Benches, Outdoor Pool and Patio Furniture and Bleachers	\$2,756,833
192 37I	Park and Playground Equipment	\$3,774,817
192 41	Sounds of Music	\$3,157,765
192 42	Child's Play	\$3,574,353
192 45	Sports Clothing and Accessories	\$3,797,978
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	\$122,294
251 1	Wheel and Track Vehicles	\$29,719,349
251 6	Utility Vehicle, Unlicensed, Off-Road, Automotive Design	\$689,745
251 13	Mobile Homes, Travel Trailers with Ancillary Services	\$225,897
251 22	Recreational Watercraft	\$233,644
366 11	Signs -	\$20,446,809
366 12	Safety Zone Products	\$3,760,920
366 22	Trade Show Displays, Exhibit Systems and Related Products	\$595,995
366 23	Flags, Banners, Pennants, and Related Products	\$2,678,958
366 90	Ancillary Supplies and/or Services -	\$4,950,717
366 99	Introduction of New Products/Services Relating to Signs and Safety Zone Products	\$0
402 5	Awards	\$3,215,115
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	\$1,239,962
402 99	Introduction of New Products/Services related to Trophies, Awards, Presentations, Promotional Materials, Flags,	\$0

Briefcases, and Carrying Cases