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	$3,855,809
192 03	Fitness Center Management Services	$1,767,207
192 04	Personal Trainer and Aerobic/Cardio Class Leader/Instructor	$131,258
192 05	Fitness Center Equipment Maintenance	$31,435
192 06	Packaged Fitness Center	$106,337
192 08	Fitness equipment	$35,344,099
192 09	Turfs, Greens and Floors Galore	$2,823,860
192 19	Poolside	$391,148
192 33A	Camping and Hiking Equipment	$13,889,037
192 37B	Park and Recreational Tables, Benches, Outdoor Pool and Patio Furniture and Bleachers	$3,938,429
192 37I	Park and Playground Equipment	$3,499,790
192 41	Sounds of Music	$2,552,209
192 42	Child's Play	$3,626,807
192 45	Sports Clothing and Accessories	$4,952,672
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	$330,002
251 1	Wheel and Track Vehicles	$32,563,190
251 6	Utility Vehicle, Unlicensed, Off-Road, Automotive Design	$2,717,559
251 13	Mobile Homes, Travel Trailers with Ancillary Services	$204,821
251 22	Recreational Watercraft	$606,410
366 11	Signs -	$17,849,943
366 12	Safety Zone Products	$3,141,487
366 22	Trade Show Displays, Exhibit Systems and Related Products	$708,239
366 23	Flags, Banners, Pennants, and Related Products	$2,738,775
366 90	Ancillary Supplies and/or Services -	$4,222,666
366 99	Introduction of New Products/Services Relating to Signs and Safety Zone Products	$0
402 5	Awards	$2,275,267
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	$1,275,305
402 99	Introduction of New Products/Services related to Trophies, Awards, Presentations, Promotional Materials, Flags,	$0

Briefcases, and Carrying Cases