

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 05105 are listed below

SIN #	SIN Title	Total Sales in \$
051 99	Introduction of New Products and Services:	\$135,257
051 300	Inventory Bin Management, Technical Support and Training:	\$0
051 400	Ancillary Supplies and/or Services	\$273,748
105 001	Hardware Store, Home Improvement Center, or MRO - Store Front	\$21,747,732
105 002	Hardware Store, Home Improvement Center, or MRO - Catalog	\$284,228,595
105 003	HARDWARE STORE, HOME IMPROVEMENT CENTER, OR MRO - SERVICES	\$124,615,207
341 100	LAWN AND GARDEN EQUIPMENT, MACHINERY, IMPLEMENTS, TOOLS , PRODUCTS AND ACCESSORIES	\$8,969,789
341 500	PEST AND ANIMAL DETERRENTS AND ACCESSORIES	\$503,562
515 001	Leasing:	\$0
515 002	Rental	\$24,200,698
577 001	INDUSTRIAL MACHINERY AND EQUIPMENT (INCLUDING WOODWORKING, AND METALWORKING MACHINERY), MAINTENANCE, ACCESSORIES AND RELATED SERVICES	\$2,112,743
613 001	TOOLS (POWERED AND NON-POWERED), TOOL KITS , TOOL BOXES AND ACCESSORIES	\$10,308,676
639 001	Domestic Appliances -	\$16,704,944
639 002	Export Appliances	\$1,238,721
834 100	COMMERCIAL COATINGS, REMOVERS, ADHESIVES, SEALANTS, STAINS, VARNISHES, SHELLACS, LACQUERS, APPLICATORS, ACCESSORIES AND RELATED SERVICES	\$9,736,715
834 900	Lubricants, Petroleum and Waxes:	\$1,418,130