

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 048 are listed below

| SIN # | SIN Title | Total Sales in \$ |
|--------------|--|--------------------------|
| 411 1 | Ground Transportation Services | \$33,104,962 |
| 411 2 | RENTAL SUPPLEMENTAL VEHICLE PROGRAM (RSVP): | \$55,975,660 |
| 411 3 | Transportation Consulting Services | \$1,314,198 |
| 411 4 | Transportation Service Providers - Motor Freight | \$0 |
| 411 5 | Transportation Service Providers - Water Freight | \$0 |
| 411 6 | Transportation Service Providers - Rail Freight | \$0 |
| 411 7 | Transportation Service Providers - Air Cargo / Freight | \$0 |
| 451 1 | EXPRESS SMALL PACKAGE AND EXPRESS HEAVYWEIGHT DELIVERY SERVICES | \$16,745,872 |
| 451 2 | GROUND SMALL PACKAGE DELIVERY SERVICES | \$164,052 |
| 451 3 | LOCAL COURIER DELIVERY SERVICES | \$7,114,935 |
| 451 99 | NEW SERVICES | \$5,415,153 |
| 653 1 | Relocation Service Package | \$71,048,368 |
| 653 3 | Relocation Software and Technology Tools | \$726,656 |
| 653 4 | Additional Services | \$2,772,240 |
| 653 5 | Agency Customization Services | \$7,677,678 |
| 653 7 | Move Management Services | \$14,716,624 |
| 653 9 | Long Term Lodging | \$21,066,817 |