

Product Sales by Type in 1996**Competition [\$147,106]****Descent \$77,759**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Piccolo	\$14,699	3
Cyclopath	\$14,111	0
Trail Blazer's Place	\$11,759	6
Bikes, Bikes, and More Bikes	\$8,820	0
SAB Mountain	\$8,820	1
Others	\$19,550	0

Mozzie \$57,154

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Tienda de Bicicletas El Pardo	\$10,439	3
Deals on Wheels	\$6,698	4
Canal City Cycle	\$5,220	6
Spokes for Folks	\$5,220	6
Whistler Rentals	\$5,220	6
Others	\$24,358	6

Endorphin \$12,193

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Cycle City Rome	\$4,229	3
Insane Cycle	\$2,565	7
Changing Gears	\$1,800	2
Platou Sport	\$1,800	3
BBS Pty	\$900	4
Others	\$900	6

Product Sales by Type in 1996**Mountain [\$60,766]****SlickRock \$28,758**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Whistler Rentals	\$2,945	0
C-Gate Cycle Shoppe	\$2,295	3
Pedal Pusher Bikes Inc.	\$2,295	9
The Bike Cellar	\$2,295	2
Cyclopath	\$2,180	3
Others	\$16,750	3

Rapel \$18,450

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Bike-A-Holics Anonymous	\$1,440	7
Piccolo	\$1,440	2
Tandem Cycle	\$1,440	1
The Bike Cellar	\$1,440	2
Biking's It Industries	\$1,368	2
Others	\$11,324	4

Nicros \$13,557

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
BBS Pty	\$1,979	3
Cycle City Rome	\$1,649	3
Bikes for Tykes	\$990	1
Pathfinders	\$990	13
The Biker's Path	\$990	2
Others	\$6,960	2

Product Sales by Type in 1996**Hybrid [\$32,588]****Romeo \$19,685**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Spokes 'N Wheels Ltd.	\$3,995	4
Folk och fä HB	\$3,329	5
To The Limit Biking Co.	\$2,497	0
Trail Blazer's Place	\$2,497	2
Tandem Cycle	\$2,372	1
Others	\$4,994	3

Wheeler \$12,902

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Benny - The Spokes Person	\$1,620	5
Cycle City Rome	\$1,620	9
Poser Cycles	\$1,620	2
Trail Blazer's Place	\$1,620	2
Extreme Cycling	\$1,080	0
Others	\$5,345	4

Product Sales by Type in 1996**Kids [\$9,832]****Mini Nicos****\$5,524**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Canal City Cycle	\$846	4
Deals on Wheels	\$846	7
Pedals Inc.	\$846	4
Cyclopath	\$761	0
Blazing Saddles	\$564	9
Others	\$1,663	5

Micro Nicos**\$4,307**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Bikes and Trikes	\$823	0
Fulcrum Cycles	\$823	1
Whistler Rentals	\$741	0
Cycle City Rome	\$549	1
Cycles and Sports	\$549	1
Others	\$823	1

Product Sales by Type in 1996**Helmets [\$6,157]****Triumph Vertigo Helmet \$3,091**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Cycle City Rome	\$270	2
Cyclist's Trail Co.	\$259	1
Warsaw Sports, Inc.	\$253	3
Bike Shop from Mars	\$162	2
Bike-A-Holics Anonymous	\$162	5
Others	\$1,986	2

Triumph Pro Helmet \$1,860

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Pedals Inc.	\$197	4
Blazing Saddles	\$168	5
Bikes, Bikes, and More Bikes	\$126	0
Fulcrum Cycles	\$126	1
Furia	\$126	0
Others	\$1,119	4

Xtreme Adult Helmet \$768

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Extreme Cycling	\$164	5
Folk och fä HB	\$136	3
Benny - The Spokes Person	\$102	5
Deals on Wheels	\$102	0
Mad Mountain Bikes	\$68	0
Others	\$197	1

Xtreme Youth Helmet \$437

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Bill's Bikes	\$102	5
Canal City Cycle	\$102	7
Coastal Line Bikes	\$102	1

Product Sales by Type in 1996

Bikes for Tykes	\$64	4
On The Edge Cyclery	\$34	6
Others	\$34	2

Product Sales by Type in 1996**Gloves [\$1,615]****Active Outdoors Lycra Glove \$675**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Spokes	\$83	4
Biking's It Industries	\$66	1
Poser Cycles	\$66	1
Tienda de Bicicletas El Pardo	\$50	5
Wheels and Stuff	\$50	1
Others	\$361	3

Active Outdoors Crochet Glove \$516

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Spokes for Folks	\$102	5
Cycle City Rome	\$44	3
Has Been Bikes (consignment)	\$44	1
To The Limit Biking Co.	\$44	8
City Cyclists	\$41	12
Others	\$244	3

InFlux Lycra Glove \$370

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Wheels Inc.	\$78	1
Bike Shop from Mars	\$47	9
Folk och fä HB	\$47	1
Spokes 'N Wheels Ltd.	\$47	0
Rad Bikes	\$44	4
Others	\$109	4

InFlux Crochet Glove \$54

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
BBS Pty	\$41	2
Paris Mountain Sports	\$14	2

Product Sales by Type in 1996**Saddles [\$751]****Vesper Gelflex ATB \$180**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Has Been Bikes (consignment	\$72	1
Tyred Out	\$72	0
Feel Great Bikes Inc.	\$36	0

Xtreme Gellite Ladies \$118

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Bikes for Tykes	\$71	4
Blazing Bikes	\$47	1

Xtreme Gellite Mens \$118

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Deals on Wheels	\$71	4
Biking's It Industries	\$24	2
Cyclist's Trail Co.	\$24	0

Xtreme Anatomic Mens \$102

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Extreme Cycling	\$44	0
Road Runners Paradise	\$29	9
The Biker's Path	\$29	2

Roadster Micro Mtn \$72

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Extreme Cycling	\$27	4
Mountain Madmen Bicycles	\$27	4
Canal City Cycle	\$18	6

Xtreme Anatomic Ladies \$56

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Warsaw Sports, Inc.	\$41	3
Poser Cycles	\$15	2

Vesper Comfort Ladies \$47

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
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Product Sales by Type in 1996

Extreme Cycling	\$47	1
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Vesper Gelflex Ladies \$36

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Feel Great Bikes Inc.	\$36	4

Vesper Comfort ATB \$24

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Benny - The Spokes Person	\$24	5

Product Sales by Type in 1996**Locks [\$578]****Guardian Mini Lock \$325**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
BBS Pty	\$66	2
Has Been Bikes (consignment	\$66	0
Insane Cycle	\$66	7
Off the Mountaing Biking	\$66	2
Pedals Inc.	\$62	5

Xtreme Mtn Lock \$92

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Pathfinders	\$36	13
Bike-A-Holics Anonymous	\$32	9
Mountain View Sport	\$24	0

Guardian ATB Lock \$39

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
C-Gate Cycle Shoppe	\$39	3

Xtreme Rhino Lock \$39

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
The Bike Cellar	\$30	2
Piccolo	\$9	2

Guardian "U" Lock \$35

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
C-Gate Cycle Shoppe	\$35	0

Guardian Chain Lock \$27

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
City Cyclists	\$9	2
Paris Mountain Sports	\$9	2
Sporting Wheels Inc.	\$9	0

Guardian XL "U" Lock \$20

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Evora Family Sports	\$20	1