

Product Sales by Type in 1997**Competition [\$1,976,005]****Descent \$1,318,670**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Sporting Wheels Inc.	\$48,802	2
Psycho-Cycle	\$47,038	1
Crank Components	\$44,098	3
Blazing Saddles	\$41,158	4
Hooked on Helmets	\$39,982	2
Others	\$1,097,593	3

Mozzie \$452,709

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Rowdy Rims Company	\$15,659	5
On The Edge Cyclery	\$14,615	1
Platou Sport	\$13,919	4
Crazy Wheels	\$13,832	6
Rockshocks for Jocks	\$13,571	4
Others	\$381,114	3

Endorphin \$204,626

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Folk och fä HB	\$9,898	2
Belgium Bike Co.	\$7,919	3
SAB Mountain	\$7,199	2
Tienda de Bicicletas El Pardo	\$6,929	3
Cycle City Rome	\$6,839	2
Others	\$165,842	3

Product Sales by Type in 1997**Mountain [\$495,540]****SlickRock \$185,897**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Pedals Inc.	\$9,102	2
Cycles and Sports	\$8,413	2
Canal City Cycle	\$8,146	4
Benny - The Spokes Person	\$6,884	4
Blazing Saddles	\$6,807	0
Others	\$146,545	3

Rapel \$161,854

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Spokes	\$7,678	4
Road Runners Paradise	\$6,190	2
Hercules Mountain Bikes	\$5,278	2
To The Limit Biking Co.	\$4,799	4
The Biker's Path	\$4,679	1
Others	\$133,231	3

Nicros \$147,790

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Hercules Mountain Bikes	\$5,541	3
Bikes for Tykes	\$4,288	2
Changing Gears	\$4,206	4
Rough Terrain	\$3,958	3
Tienda de Bicicletas El Pardo	\$3,958	4
Others	\$125,838	3

Product Sales by Type in 1997**Hybrid [\$265,533]****Romeo \$169,466**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Blazing Saddles	\$9,988	5
Belgium Bike Co.	\$6,659	3
Bikes for Tykes	\$6,284	4
Our Wheels Follow Us Everyw	\$5,826	1
SAB Mountain	\$5,785	3
Others	\$134,924	3

Wheeler \$96,066

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Belgium Bike Co.	\$7,396	7
To The Limit Biking Co.	\$5,399	3
Fahrkraft Räder	\$4,697	6
Mad Mountain Bikes	\$3,779	2
Spokes	\$3,779	2
Others	\$71,017	3

Product Sales by Type in 1997**Kids [\$51,696]****Mini Nicros \$27,128**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Rockshocks for Jocks	\$1,973	3
To The Limit Biking Co.	\$1,409	4
Blazing Saddles	\$1,127	2
Crazy Wheels	\$1,127	2
Belgium Bike Co.	\$1,071	6
Others	\$20,420	3

Micro Nicros \$24,568

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Mountain Madmen Bicycles	\$1,920	7
Bike Shop from Mars	\$1,646	2
Blazing Bikes	\$1,372	1
Biking's It Industries	\$1,344	2
On The Edge Cyclery	\$1,097	1
Others	\$17,188	3

Product Sales by Type in 1997**Helmets [\$49,985]****Triumph Vertigo Helmet \$23,651**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Fulcrum Cycles	\$809	6
Cyclopath	\$755	4
Extreme Cycling	\$695	3
Crank Components	\$695	3
Belgium Bike Co.	\$690	5
Others	\$20,008	3

Triumph Pro Helmet \$13,999

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Crazy Wheels	\$704	5
Bikes, Bikes, and More Bikes	\$499	2
Rough Terrain	\$461	6
Spokes	\$457	1
Platou Sport	\$415	5
Others	\$11,464	3

Xtreme Adult Helmet \$9,690

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Our Wheels Follow Us Everyw	\$407	3
Canal City Cycle	\$339	3
Psycho-Cycle	\$271	3
Sporting Wheels Inc.	\$271	1
Tyred Out	\$271	3
Others	\$8,131	2

Xtreme Youth Helmet \$2,644

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Crank Components	\$236	1
Rockshocks for Jocks	\$232	2
Cyclopath	\$203	1

Product Sales by Type in 1997

Crazy Wheels	\$170	4
Clean Air Transportation Co.	\$102	0
Others	\$1,702	2

Product Sales by Type in 1997**Gloves [\$12,166]****Active Outdoors Lycra Glove \$4,922**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Changing Gears	\$195	5
To The Limit Biking Co.	\$145	3
Alley Cat Cycles	\$132	3
Bikes and Trikes	\$132	1
Pedals Inc.	\$132	4
Others	\$4,186	2

Active Outdoors Crochet Glove \$3,563

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
To The Limit Biking Co.	\$145	2
Folk och fä HB	\$116	1
Rough Terrain	\$116	2
Spokes for Folks	\$115	1
Alley Cat Cycles	\$102	5
Others	\$2,970	3

InFlux Lycra Glove \$1,948

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Warsaw Sports, Inc.	\$124	2
Psycho-Cycle	\$121	3
Bikes and Trikes	\$93	2
Rockshocks for Jocks	\$88	2
Blazing Saddles	\$86	8
Others	\$1,436	4

InFlux Crochet Glove \$1,732

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Cycles and Sports	\$108	4
Rough Terrain	\$92	1
Tandem Cycle	\$81	4

Product Sales by Type in 1997

Bikes, Bikes, and More Bikes	\$68	3
Blazing Saddles	\$68	1
Others	\$1,316	3

Product Sales by Type in 1997**Saddles [\$10,206]****Vesper Gelflex Ladies \$1,310**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Making Tracks	\$211	3
Hooked on Helmets	\$108	2
Wheels Inc.	\$108	2
Rocky Roadsters	\$103	7
Blazing Saddles	\$97	0
Others	\$684	3

Vesper Gelflex ATB \$1,219

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Piccolo	\$180	3
Biking's It Industries	\$139	8
Making Tracks	\$108	7
Off the Mountaing Biking	\$108	0
Psycho-Cycle	\$108	0
Others	\$576	4

Vesper Comfort Ladies \$1,210

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Paris Mountain Sports	\$94	7
Blazing Bikes	\$71	0
Changing Gears	\$71	3
Clean Air Transportation Co.	\$71	1
Hooked on Helmets	\$71	0
Others	\$834	2

Xtreme Gellite Ladies \$1,052

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
City Cyclists	\$71	1
Pedals Inc.	\$71	1
Platou Sport	\$71	0

Product Sales by Type in 1997

Rowdy Rims Company	\$71	3
Spokes 'N Wheels Ltd.	\$71	0
Others	\$699	3

Vesper Comfort ATB \$932

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Folk och fä HB	\$94	3
Biking's It Industries	\$71	1
Cyclist's Trail Co.	\$71	0
SAB Mountain	\$71	0
Tienda de Bicicletas El Pardo	\$71	0
Others	\$556	3

Xtreme Anatomic Ladies \$841

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Biking's It Industries	\$73	6
Trail Blazer's Place	\$73	2
Poser Cycles	\$58	3
Rowdy Rims Company	\$58	0
Clean Air Transportation Co.	\$44	11
Others	\$537	3

Xtreme Anatomic Mens \$784

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Tyred Out	\$58	8
Making Tracks	\$54	1
Blazing Bikes	\$44	8
Canal City Cycle	\$44	12
Folk och fä HB	\$44	3
Others	\$542	5

Xtreme Wide MTB \$713

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Whistler Rentals	\$126	1

Product Sales by Type in 1997

Psycho-Cycle	\$68	3
Bike Shop from Mars	\$44	8
Blazing Bikes	\$44	0
Clean Air Transportation Co.	\$44	11
Others	\$388	4

Xtreme Gellite Mens **\$674**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
To The Limit Biking Co.	\$94	6
Backpedal Cycle Shop	\$71	7
Cyclist's Trail Co.	\$71	0
Fahrkraft Räder	\$71	2
Hercules Mountain Bikes	\$71	0
Others	\$298	2

Roadster Jr BMX **\$560**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Paris Mountain Sports	\$82	2
Cyclist's Trail Co.	\$36	1
Off the Mountaing Biking	\$36	2
Pedal Pusher Bikes Inc.	\$36	5
Pedals Inc.	\$36	3
Others	\$334	2

Roadster Mini Mtn **\$493**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Bike-A-Holics Anonymous	\$45	2
Corporate Cycle	\$45	3
Down Under Bikes	\$45	3
Hooked on Helmets	\$45	2
Spokes for Folks	\$45	2
Others	\$268	3

Product Sales by Type in 1997

Roadster Micro Mtn

\$419

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Rockshocks for Jocks	\$35	2
Bikes and Trikes	\$27	3
Bikes, Bikes, and More Bikes	\$27	4
Centre Poirot	\$27	0
Psycho-Cycle	\$27	2
Others	\$276	2

Product Sales by Type in 1997**Locks [\$5,954]****Xtreme Titan Lock \$1,171**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Alley Cat Cycles	\$114	0
Has Been Bikes (consignment)	\$114	1
Pedal Pusher Bikes Inc.	\$114	1
Picadilly Cycle	\$114	2
To The Limit Biking Co.	\$114	3
Others	\$603	1

Guardian XL "U" Lock \$1,104

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
BBS Pty	\$60	2
Deals on Wheels	\$60	0
Fahrkraft Räder	\$60	6
Insane Cycle	\$60	11
Magazzini	\$60	4
Others	\$806	4

Guardian Mini Lock \$826

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
City Cyclists	\$66	0
Dhaka Bike Store	\$66	2
Feel Great Bikes Inc.	\$66	1
Has Been Bikes (consignment)	\$66	5
Hooked on Helmets	\$66	7
Others	\$497	3

Guardian ATB Lock \$783

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
C-Gate Cycle Shoppe	\$66	3
Cyclopath	\$66	0
Mike's Bikes	\$66	0

Product Sales by Type in 1997

Pedal Pusher Bikes Inc.	\$66	3
Psycho-Cycle	\$66	1
Others	\$454	2

Guardian "U" Lock **\$764**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
To The Limit Biking Co.	\$68	5
Barry's Bikes	\$53	0
Bikes, Bikes, and More Bikes	\$53	0
City Cyclists	\$53	6
Warsaw Sports, Inc.	\$53	1
Others	\$486	3

Xtreme Mtn Lock **\$707**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Cyclist's Trail Co.	\$46	7
Bikes, Bikes, and More Bikes	\$36	2
Corporate Cycle	\$36	4
Cycles and Sports	\$36	0
France Sports	\$36	0
Others	\$518	2

Xtreme Rhino Lock **\$348**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
Crazy Wheels	\$70	4
The Biker's Path	\$50	2
Bikes, Bikes, and More Bikes	\$30	0
Hooked on Helmets	\$30	0
SAB Mountain	\$28	7
Others	\$140	3

Guardian Chain Lock **\$251**

<u>Customer</u>	<u>Revenue</u>	<u>Days to Ship</u>
The Biker's Path	\$33	2

Product Sales by Type in 1997

Our Wheels Follow Us Everyv	\$23	5
Wheels Inc.	\$22	3
Bike Shop from Mars	\$18	0
SAB Mountain	\$17	1
Others	\$138	3