

Project Number:

SALES DATA

Information on sales of your ERIP technology is essential to our assessment of the assistance provided by ERIP. Information on sales of your company helps us understand the relationship between technical development and the growth of small business.

Direct sales: Direct sales are sales of the ERIP technology that are taking place out of your company.

Indirect sales: If other organizations that are not your customers are selling the ERIP technology, these sales are indirect sales. For example, this would include sales by a licensee or a company that has purchased the technology.

Please make any appropriate additions or changes to the table below.

| First year of sales of the ERIP technology: | | | | |
|---|----------------------|--|---|--|
| Year of sales | SALES CATEGORY | | | |
| | Number of units sold | Direct Sales of the ERIP technology to end users or distributors —(\$)— | Indirect Sales of the ERIP technology —(\$)— | Gross Sales of your company across all product lines —(\$)— |
| 1980 | | | | |
| 1981 | | | | |
| 1982 | | | | |
| 1983 | | | | |
| 1984 | | | | |
| 1985 | | | | |
| 1986 | | | | |
| 1987 | | | | |
| 1988 | | | | |
| 1989 | | | | |
| 1990 | | | | |
| 1991 | | | | |
| 1992 | | | | |

Has your ERIP technology been sold outside of the U.S.? YES NO

If yes, please estimate your total foreign sales to date. \$ _____

(These sales should also be included in the above table.)