

ATTACHMENT 8 – COVER SHEET

Vital Statistics

1. Pool offered:
2. Years in business:
3. Ownership structure:
4. Business size:
5. DUNS No.:
6. Annual revenue (total for most recent three fiscal years):
7. Total number of employees:
8. Total number of locations:
9. Website address:
10. Is your company publicly traded? If yes, what is the ticker symbol? _____

Socioeconomic Overview

10. Please indicate (with yes/no) whether your company is classified as:
 - Small Business (SB)
 - Small disadvantaged business (SDB)
 - 8a certified small business
 - HUBZone small business (HUBZ)
 - Woman-owned small business (WOSB)
 - Service-Disabled Veteran-Owned small business (SDVOSB)
 - Veteran-owned small business (VOSB)

Operations Overview

11. Does your company own distribution assets? If yes, please describe.
12. Does your company carry inventory? If yes, please list your inventory locations.
13. Please list the primary geographic areas served (cities/states/regions).
14. Please provide the number of current customers served annually.
15. Please provide the number of orders filled annually and the average number of lines on each order.
16. Please provide the dollar value of the average order.

Sales Overview

17. Total revenue percentage from:

- a. Federal Government _____%
- b. State Government _____%
- c. Local Government _____%

18. Please list the Government agencies you currently supply and the percentage of current revenues each agency represents.

19. Please list the 5 largest OEMs your company resells.

Company	% of 2012 Revenue

20. Please list your 3 primary competitors in MRO supplies.

Financial Overview

Please provide the following income statement data for Year 2012, or the most recent full year of reported financial performance:

Financial Data for Year _____	(\$M)	(% of Revenue)
Revenues		100%
Cost of goods sold		
Operating costs, including depreciation and amortization		
Operating income		
Interest expense		
Taxes		
Net income		