

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 03FAC are listed below

SIN #	SIN Title	Total Sales in \$
003 01	Smart Buildings Systems Integrator	\$696,189
003 97	Ancillary Repair and Alterations	\$14,083,666
003 100	Ancillary Supplies and/or Services -	\$11,971,125
371 001	Grounds and/or Cemetery Maintenance	\$8,357,612
371 002	Tree Planting/Trimming/Removal	\$10,724,037
371 003	Pest Control	\$4,431,786
541 001	Independent Elevator Inspection Services	\$839,180
541 099	Introduction of New Services	\$2,140,795
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$12,728,364
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$8,618,753
801 001	Surface Preparation and/or Application of Chemical Compounds	\$2,522,213
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$24,975,387
811 002	Complete Facilities Maintenance	\$239,360,061
811 003	Complete Facilities Management	\$34,148,677
811 004	Maintenance of Utility Systems	\$8,132,844
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$19,970,187
811 006	Facilities Maintenance and Management Consulting -	\$6,281,590
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$5,759,706
871 100	Ancillary Supplies and/or Services -	\$1,211,209
871 202	Energy Management Planning and Strategies	\$7,501,971
871 203	Training on Energy Management	\$819,686
871 204	Metering Services	\$11,388,369
871 205	Energy Program Support Services	\$2,210,719
871 206	Building Commissioning Services	\$13,266,723
871 207	Energy Audit Services	\$9,258,022
871 208	Resource Efficiency Management (REM) -	\$5,530,710
871 209	Innovations in Renewable Energy	\$2,527,458
871 210	Water Conservation	\$777,354
871 211	Energy Consulting Services -	\$433,347
871 299	Introduction of New Services	\$100,000