

## 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	\$993,667
003 97	Ancillary Repair and Alterations	\$12,390,960
003 100	Ancillary Supplies and/or Services -	\$2,017,530
371 001	Grounds and/or Cemetery Maintenance	\$6,864,406
371 002	Tree Planting/Trimming/Removal	\$6,373,014
371 003	Pest Control	\$5,641,578
541 001	Independent Elevator Inspection Services	\$944,821
541 099	Introduction of New Services	\$1,232,516
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$10,077,097
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$6,357,281
801 001	Surface Preparation and/or Application of Chemical Compounds	\$1,894,988
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$26,044,702
811 002	Complete Facilities Maintenance	\$266,943,704
811 003	Complete Facilities Management	\$21,370,701
811 004	Maintenance of Utility Systems	\$19,630,292
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$25,439,205
811 006	Facilities Maintenance and Management Consulting -	\$10,214,520
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$2,921,786
871 100	Ancillary Supplies and/or Services -	\$1,216,456
871 202	Energy Management Planning and Strategies	\$5,491,052
871 203	Training on Energy Management	\$921,394
871 204	Metering Services	\$7,581,239
871 205	Energy Program Support Services	\$3,135,346
871 206	Building Commissioning Services	\$14,197,571
871 207	Energy Audit Services	\$3,432,062
871 208	Resource Efficiency Management (REM) -	\$12,114,147
871 209	Innovations in Renewable Energy	\$8,898,833
871 210	Water Conservation	\$1,062,925
871 211	Energy Consulting Services -	\$843,149
871 299	Introduction of New Services	\$120,000