

**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

<b>SIN #</b>	<b>SIN Title</b>	<b>Total Sales in \$</b>
003 01	Smart Buildings Systems Integrator	\$1,213,764
003 97	Ancillary Repair and Alterations	\$8,489,897
003 100	Ancillary Supplies and/or Services -	\$6,648,175
371 001	Grounds and/or Cemetery Maintenance	\$11,332,452
371 002	Tree Planting/Trimming/Removal	\$8,474,653
371 003	Pest Control	\$6,480,395
541 001	Independent Elevator Inspection Services	\$1,265,399
541 099	Introduction of New Services	\$1,844,901
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$11,094,141
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$6,241,203
801 001	Surface Preparation and/or Application of Chemical Compounds	\$2,018,922
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$27,830,080
811 002	Complete Facilities Maintenance	\$260,800,039
811 003	Complete Facilities Management	\$36,298,538
811 004	Maintenance of Utility Systems	\$8,028,373
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$29,262,005
811 006	Facilities Maintenance and Management Consulting -	\$12,016,091
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$2,228,138
871 100	Ancillary Supplies and/or Services -	\$1,190,999
871 202	Energy Management Planning and Strategies	\$8,613,132
871 203	Training on Energy Management	\$992,225
871 204	Metering Services	\$5,502,769
871 205	Energy Program Support Services	\$1,410,175
871 206	Building Commissioning Services	\$18,176,215
871 207	Energy Audit Services	\$4,854,527
871 208	Resource Efficiency Management (REM) -	\$3,914,797
871 209	Innovations in Renewable Energy	\$27,549,392
871 210	Water Conservation	\$4,645,255
871 211	Energy Consulting Services -	\$395,658
871 299	Introduction of New Services	\$306,508