

## 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	\$2,898,587
003 97	Ancillary Repair and Alterations	\$1,813,015
003 100	Ancillary Supplies and/or Services -	\$4,233,803
371 001	Grounds and/or Cemetery Maintenance	\$10,482,457
371 002	Tree Planting/Trimming/Removal	\$3,978,797
371 003	Pest Control	\$4,385,244
541 001	Independent Elevator Inspection Services	\$1,705,731
541 099	Introduction of New Services	\$1,440,949
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$12,110,492
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$5,766,554
801 001	Surface Preparation and/or Application of Chemical Compounds	\$321,295
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$29,601,342
811 002	Complete Facilities Maintenance	\$285,547,069
811 003	Complete Facilities Management	\$14,519,727
811 004	Maintenance of Utility Systems	\$3,018,894
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$21,275,956
811 006	Facilities Maintenance and Management Consulting -	\$17,166,058
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$8,263
871 100	Ancillary Supplies and/or Services -	\$1,292,725
871 202	Energy Management Planning and Strategies	\$3,161,121
871 203	Training on Energy Management	\$470,190
871 204	Metering Services	\$2,523,123
871 205	Energy Program Support Services	\$870,076
871 206	Building Commissioning Services	\$7,044,929
871 207	Energy Audit Services	\$1,678,997
871 208	Resource Efficiency Management (REM) -	\$4,670,907
871 209	Innovations in Renewable Energy	\$936,672
871 210	Water Conservation	\$4,675,755
871 211	Energy Consulting Services -	\$804,345
871 299	Introduction of New Services	\$204,623