

**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  | \$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                |