

## 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	\$2,117,828
003 97	Ancillary Repair and Alterations	\$1,855,872
003 100	Ancillary Supplies and/or Services -	\$9,047,896
03FAC 500	Order-Level Materials (OLMs)	\$94,645
371 001	Grounds and/or Cemetery Maintenance	\$4,008,708
371 002	Tree Planting/Trimming/Removal	\$1,283,111
371 003	Pest Control	\$2,698,745
541 001	Independent Elevator Inspection Services	\$519,693
541 099	Introduction of New Services	\$1,462,190
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$7,982,029
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$4,652,107
801 001	Surface Preparation and/or Application of Chemical Compounds	\$655,357
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$13,479,515
811 002	Complete Facilities Maintenance	\$208,011,002
811 003	Complete Facilities Management	\$8,530,853
811 004	Maintenance of Utility Systems	\$5,481,851
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$14,854,001
811 006	Facilities Maintenance and Management Consulting -	\$13,069,290
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$0
871 100	Ancillary Supplies and/or Services -	\$591,474
871 202	Energy Management Planning and Strategies	\$1,287,925
871 203	Training on Energy Management	\$179,912
871 204	Metering Services	\$2,190,362
871 205	Energy Program Support Services	\$510,286
871 206	Building Commissioning Services	\$4,088,230
871 207	Energy Audit Services	\$169,486
871 208	Resource Efficiency Management (REM) -	\$1,558,094
871 209	Innovations in Renewable Energy	\$127,601
871 210	Water Conservation	\$4,295,908
871 211	Energy Consulting Services	\$160,383
871 299	Introduction of New Services	\$6,000