

## FY 2016 FPI Market Share Report

FSC Code	FSC Code Description	FY 2016 FPI Sales	Estimated Total Gov't Buys	FY 16 FPI Mkt Share	FY 15 FPI Mkt Share	FY 14 FPI Mkt Share	FY 14-16 Average
3990	Misc. Material Handling Equip	187,820	105,890,850	0.2%	1.1%	0.8%	0.7%
4240	Safety & Rescue Equipment	116,648	270,054,051	0.0%	0.1%	0.1%	0.1%
4460	Air Purification Equipment	3,579,893	26,611,120	13.5%	22.5%	16.2%	17.4%
4935	Cable, Cord, and Wire Assemblies	43,635	2,288,639	1.9%	0.0%	0.0%	0.6%
5140	Tool/Hardware Boxes/Bags	348,666	14,200,562	2.5%	3.2%	1.8%	2.5%
5340	Hardware, Commercial	31,290	551,414,486	0.0%	0.0%	0.0%	0.0%
5660	Fencing, Fences and Gates	148,846	27,205,625	0.5%	0.0%	0.2%	0.2%
5670	Building Comp, Pre-Fab	137,098	54,687,287	0.3%	0.5%	3.1%	1.3%
5895	Misc Communications Equip	1,798,989	2,536,509,493	0.1%	0.1%	0.9%	0.4%
5965	Headsets, Handsets, Microphones & Speakers	119,186	2,536,509,493	0.1%	0.0%	0.0%	0.4%
5995	Cable/Cord Wire Assemblies	8,014,206	164,402,555	4.9%	5.6%	4.7%	5.1%
5999	Misc. Elec/Electronic Comp.	5,205,348	622,187,789	0.8%	0.6%	0.4%	0.6%
6110	Electrical Control Equip	18,332	157,544,164	0.0%	0.0%	0.9%	0.3%
6117	Solar Panels	312,648	4,007,425	7.8%	16.9%	1.7%	8.8%
6150	Misc Elec Power/Distrib Equip	3,905,352	353,001,100	1.1%	2.1%	1.4%	1.5%
6160	Plastic Molded Products	99,246	9,327,499	1.1%	1.7%	0.6%	1.1%
6230	Elec Portable Lighting Equip	22,547	20,445,374	0.1%	0.2%	0.2%	0.2%
6540	Optical Instruments/Equip	1,770,834	66,829,068	2.6%	2.9%	2.7%	2.7%
6645	Time Instruments	3,285	7,933,349	0.0%	0.1%	0.1%	0.1%
6660	Meteorological Instruments	320,649	28,638,563	1.1%	0.4%	0.7%	0.7%
7105	Household Furniture	641,413	125,465,900	0.5%	1.0%	2.0%	1.2%
7110	Office Furniture	105,297,160	981,854,632	10.7%	9.2%	10.9%	10.3%
7125	Cabinets, Lockers & Shelving	11,561,733	73,705,004	15.7%	17.4%	17.0%	16.7%
7195	Misc. Furniture & Fixtures	25,123	129,847,380	0.0%	0.4%	1.7%	0.7%
7210	Household Furnishings	17,371,523	126,257,847	13.8%	14.0%	12.8%	13.5%
7230	Draperies, Awnings & Shades	631,901	19,719,878	3.2%	4.9%	6.5%	4.9%
7240	House/Comm Util Containers	95,015	5,070,119	1.9%	0.6%	1.3%	1.3%
7320	Kitchen Equip & Appliances	51,105	62,175,464	0.1%	0.1%	0.1%	0.1%
7340	Cutlery and Flatware	143,427	1,834,640	7.8%	10.7%	3.4%	7.3%
7350	Tableware	955,371	13,498,199	7.1%	21.5%	25.7%	18.1%
7510	Office Supplies	3,400,254	325,631,573	1.0%	1.3%	0.6%	1.0%
7530	Stationery & Record Forms	3,146,159	82,338,416	3.8%	1.7%	1.0%	2.2%
7540	Standard Forms	1,951,167	20,860,223	9.4%	11.1%	16.1%	12.2%
7690	Misc. Printed Matter	427,941	244,289,450	0.2%	0.2%	0.2%	0.2%
8105	Bags & Sacks	823,098	44,194,834	1.9%	1.1%	0.8%	1.3%
8115	Boxes, Cartons and Crates	3,639	23,338,301	0.0%	0.0%	0.0%	0.0%
8305	Textile Fabrics	333,576	116,780,069	0.3%	1.1%	0.2%	0.6%
8340	Tents & Tarpaulins	270,729	58,561,618	0.5%	0.8%	0.5%	0.6%
8405	Men's Outerwear	12,932,125	256,016,244	5.1%	6.5%	5.5%	5.7%
8410	Women's Outerwear	2,468,958	67,326,442	3.7%	3.6%	2.9%	3.4%
8415	Clothing, Special Purpose	93,571,586	894,136,375	10.5%	12.3%	17.2%	13.3%
8420	Men's Underwear & Nightwear	3,310,502	16,209,437	20.4%	21.8%	15.3%	19.2%
8440	Hosiery, Handwear, and Clothin Accessories, Men's	8,324	27,861,225	0.0%	0.0%	0.0%	0.0%
8455	Badges & Insignia	62,001	24,137,475	0.3%	0.2%	0.1%	0.2%
8465	Individual Equipment	139,988	168,586,225	0.1%	0.0%	0.0%	0.0%
8470	Armor, Personal	30,570,829	470,579,665	6.5%	5.7%	6.8%	6.3%
8910	Dairy Foods and Eggs	5,665,095	1,132,665,127	0.5%	0.5%	0.0%	0.3%
9520	Other Misc Fabricated Metal Products	9,000	41,171,945	0.0%	0.0%	1.1%	0.4%
9905	Signs & Advertising Displays	4,514,182	305,369,728	1.5%	1.9%	3.2%	2.2%
J025	Vehicle Comp Repair Svcs	170,000	78,630,289	0.2%	0.0%	1.2%	0.5%
J039	Maintenance and Repair of Materials Equipment	220,000	92,603,996	0.2%	0.1%	0.0%	0.1%
J071	Maintenance, Repair, Rebuilding of Equipment - Furn	8,160	4,735,879	0.2%	0.0%	0.0%	0.1%
J085	Toiletry Kitting Services	1,059,580	5,344,726	19.8%	40.6%	74.5%	45.0%
K023	Retrofitting Services	8,040,705	13,901,278	57.8%	68.2%	26.3%	50.8%
K054	Modification of Prefab. Buildings & Components	3,672,248	3,754,853	97.8%	98.6%	98.7%	98.4%
K058	Communication Equipment Modification Services	418,504	90,934,127	0.5%	0.0%	1.0%	0.5%
R604	Mail/Distribution	3,457,690	571,448,207	0.6%	1.0%	0.7%	0.8%

FSC Code	FSC Code Description	FY 2016 FPI Sales	Estimated Total Gov't Buys	FY 16 FPI Mkt Share	FY 15 FPI Mkt Share	FY 14 FPI Mkt Share	FY 14-16 Average
R699	Other Administrative Support Services	746,298	2,284,783,354	0.0%	0.0%	0.0%	0.0%
S209	Laundry Services	2,263,784	135,662,192	1.7%	1.6%	1.7%	1.6%
T011	Printing/Binding	852,853	36,602,604	2.3%	4.6%	2.9%	3.3%
T099	Misc Printing	18,352,215	248,083,379	7.4%	4.0%	5.4%	5.6%
		365,829,483	16,985,856,807	2.2%	2.0%	2.3%	2.2%

FPI Sales	365,829,483
Subcontracting	14,964,110
Recycling	12,664,051
Repatriation & PIE Sales	7,310,394
Commercial Market Services	6,890,669
Product-Related Services	15,795,378
Raw Material/Sub-Assemblies	5,943,791
Customer Vehicle Reimbursement	69,006,929
Total FY 2016 FPI Sales	<u>\$ 498,404,804</u>