

FY 2017 FPI Market Share Report

FSC Code	FSC Code Description	FY 2017 FPI Sales	Estimated Total Gov't Buys	FY 17 FPI Mkt Share	FY 16 FPI Mkt Share	FY 15 FPI Mkt Share	FY 15-17 Average
3920	Material Handling Equipment, Nonself-propelled	1,736	118,775,319	0.0%	0.0%	1.1%	0.4%
3990	Misc. Material Handling Equip	48,314	83,167,858	0.1%	0.0%	1.1%	0.4%
4240	Safety & Rescue Equipment	295,440	297,725,665	0.1%	0.1%	0.1%	0.1%
4460	Air Purification Equipment	4,179,495	20,983,180	19.9%	15.4%	22.5%	19.3%
5140	Tool/Hardware Boxes/Bags	437,865	12,926,612	3.4%	3.1%	3.2%	3.2%
5340	Hardware, Commercial	84,322	493,558,754	0.0%	0.0%	0.0%	0.0%
5660	Fencing, Fences and Gates	59,310	40,428,593	0.1%	0.2%	0.0%	0.1%
5820	Radio and Television Communication Equipment, Excep	41,694	961,671,998	0.0%	0.0%	1.1%	0.4%
5895	Misc Communications Equip	2,749,903	2,595,309,933	0.1%	0.1%	0.1%	0.1%
5935	Connectors, Electrical	7,852	98,233,490	0.0%	0.0%	1.1%	0.4%
5975	Electrical Hardware and Supplies	1,322,880	118,931,925	1.1%	0.0%	1.1%	0.7%
5995	Cable/Cord Wire Assemblies	7,713,348	176,960,007	4.4%	4.7%	5.6%	4.9%
5999	Misc. Elec/Electronic Comp.	21,654,565	627,492,718	3.5%	3.4%	0.6%	2.5%
6117	Solar Panels	77,378	13,675,471	0.6%	2.1%	16.9%	6.5%
6150	Misc Elec Power/Distrib Equip	4,030,246	357,680,587	1.1%	1.1%	2.1%	1.5%
6160	Plastic Molded Products	101,428	10,293,469	1.0%	1.1%	1.7%	1.3%
6230	Elec Portable Lighting Equip	167,082	16,167,842	1.0%	0.8%	0.2%	0.7%
6532	Hospital and Surgical Clothing and Related Special Purp	251,973	4,847,315	5.2%	0.0%	1.1%	2.1%
6540	Optical Instruments/Equip	1,916,895	81,642,478	2.3%	2.9%	2.9%	2.7%
6645	Time Instruments	6,319	13,450,322	0.0%	0.1%	0.1%	0.1%
6660	Meteorological Instruments	334,763	43,098,288	0.8%	1.2%	0.4%	0.8%
7105	Household Furniture	521,126	105,404,277	0.5%	0.4%	1.0%	0.6%
7110	Office Furniture	96,029,501	1,045,405,859	9.2%	9.9%	9.2%	9.4%
7125	Cabinets, Lockers & Shelving	15,545,393	74,431,568	20.9%	20.0%	17.4%	19.4%
7195	Misc. Furniture & Fixtures	62,764	120,739,093	0.1%	0.0%	0.4%	0.2%
7210	Household Furnishings	16,804,009	155,384,447	10.8%	13.4%	14.0%	12.7%
7230	Draperies, Awnings & Shades	614,366	17,241,238	3.6%	3.1%	4.9%	3.8%
7240	House/Comm Util Containers	58,401	4,890,379	1.2%	1.2%	0.6%	1.0%
7340	Cutlery and Flatware	127,455	2,286,159	5.6%	7.0%	10.7%	7.8%
7350	Tableware	522,576	9,303,152	5.6%	4.0%	21.5%	10.4%
7510	Office Supplies	4,780,007	637,687,853	0.7%	1.5%	1.3%	1.2%
7530	Stationery & Record Forms	1,076,361	76,082,305	1.4%	1.3%	1.7%	1.5%
7540	Standard Forms	1,958,257	14,858,299	13.2%	9.4%	11.1%	11.2%
7690	Misc. Printed Matter	323,503	239,358,658	0.1%	0.1%	0.2%	0.1%
8105	Bags & Sacks	631,779	43,607,688	1.4%	1.4%	1.1%	1.3%
8305	Textile Fabrics	306,000	111,831,488	0.3%	0.3%	1.1%	0.6%
8340	Tents & Tarpaulins	334,291	97,987,895	0.3%	0.6%	0.8%	0.6%
8405	Men's Outerwear	11,146,122	205,896,987	5.4%	4.4%	6.5%	5.4%
8410	Women's Outerwear	1,327,161	34,664,531	3.8%	2.0%	3.6%	3.2%
8415	Clothing, Special Purpose	61,068,275	1,091,294,616	5.6%	6.7%	12.3%	8.2%
8420	Men's Underwear & Nightwear	4,943,368	15,237,262	32.4%	27.7%	21.8%	27.3%
8440	Hosiery, Handwear, and Clothin Accessories, Men's	224,326	20,741,973	1.1%	0.8%	0.0%	0.6%
8455	Badges & Insignia	54,488	20,917,201	0.3%	0.2%	0.2%	0.2%
8465	Individual Equipment	221,970	254,658,730	0.1%	0.1%	0.0%	0.1%
8470	Armor, Personal	7,719,684	403,724,878	1.9%	1.7%	5.7%	3.1%
8910	Dairy Foods and Eggs	5,851,175	1,385,690,386	0.4%	0.5%	0.5%	0.5%
8915	Fruits and Vegetables	310,256	905,426,415	0.0%	0.0%	1.1%	0.4%
9520	Other Misc Fabricated Metal Products	6,660	27,459,545	0.0%	0.0%	0.0%	0.0%
9905	Signs & Advertising Displays	3,753,742	59,684,746	6.3%	1.2%	1.9%	3.1%

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The below FSC's are Services and are not subject to the 20% Market Share limitations							
D308	Data Processing Services	124,990	1,843,772,701	0.0%	0.0%	1.1%	0.4%
J084	Maintenance, Repair, Rebuilding of Equipment	11,617	5,505,314	0.2%	0.0%	1.1%	0.4%
J085	Toiletry Kitting Services	1,128,263	4,426,420	25.5%	20.8%	40.6%	29.0%
K023	Retrofitting Services	8,648,676	11,381,529	76.0%	59.6%	68.2%	67.9%
K054	Modification of Prefab. Buildings & Components	5,766,784	5,937,343	97.1%	98.6%	98.6%	98.1%
R604	Mail/Distribution	2,410,675	350,537,394	0.7%	0.4%	1.0%	0.7%
R699	Other Administrative Support Services	839,325	3,038,692,461	0.0%	0.0%	0.0%	0.0%
S209	Laundry Services	2,366,502	143,967,747	1.6%	1.7%	1.6%	1.7%
T011	Printing/Binding	1,701,794	27,942,309	6.1%	4.5%	4.6%	5.1%
T099	Misc Printing	2,559,494	143,453,048	1.8%	1.1%	4.0%	2.3%
		307,363,942	20,600,361,914	1.5%	1.8%	2.0%	1.8%

FPI Sales	307,363,942
Subcontracting Activities	17,379,487
Recycling Sales	11,075,415
Repatriation & PIE Sales	4,065,399
Commercial Market Services	7,475,626
Product-Related Services	30,158,855
Raw Material/Sub-Assemblies	464,950
Customer Vehicle Reimbursement	75,779,043
Total FY 2017 FPI Sales	\$ 453,762,717