

## FY 2018 FPI Market Share Report

FSC Code	FSC Code Description	FY 2018 FPI Sales	Estimated Total Gov't Buys	FY 18 FPI Mkt Share	FY 17 FPI Mkt Share	FY 16 FPI Mkt Share	FY 16- 18 Average
3920	Material Handling Equipment, Nonself-propelled	124,713	112,443,949	0.1%	0.1%	0.0%	0.1%
3990	Misc. Material Handling Equip	209,195	100,776,255	0.2%	0.3%	0.0%	0.2%
4240	Safety & Rescue Equipment	238,135	360,117,764	0.1%	0.1%	0.1%	0.1%
4460	Air Purification Equipment	5,091,497	17,613,212	28.9%	23.3%	15.4%	22.5%
5140	Tool/Hardware Boxes/Bags	433,858	21,550,031	2.0%	3.4%	3.1%	2.8%
5340	Hardware, Commercial	224,277	548,880,880	0.0%	0.0%	0.0%	0.0%
5820	Radio and Television Communication Equipment, Except	47,896	1,356,948,858	0.0%	0.0%	0.0%	0.0%
5895	Misc Communications Equip	5,673,003	3,487,154,246	0.2%	0.2%	0.1%	0.2%
5935	Connectors, Electrical	4,442	116,675,218	0.0%	0.0%	0.0%	0.0%
5965	Headsets, Handsets, Microphones & Speakers	422,090	119,261,832	0.2%	0.2%	0.1%	0.2%
5975	Electrical Hardware and Supplies	3,056,616	123,366,845	2.5%	2.5%	0.0%	1.7%
5995	Cable/Cord Wire Assemblies	7,478,884	251,810,752	3.0%	4.2%	4.7%	4.0%
5999	Misc. Elec/Electronic Comp.	1,460,044	720,173,265	0.2%	0.2%	3.4%	1.3%
6150	Misc Elec Power/Distrib Equip	4,345,841	1,043,503,323	0.4%	1.2%	1.1%	0.9%
6230	Elec Portable Lighting Equip	75,696	28,967,277	0.3%	0.5%	0.8%	0.5%
6540	Optical Instruments/Equip	1,910,309	74,976,755	2.5%	2.3%	2.9%	2.6%
6645	Time Instruments	2,107	8,748,729	0.0%	0.0%	0.1%	0.0%
6660	Meteorological Instruments	224,280	43,893,452	0.5%	0.5%	1.2%	0.7%
7105	Household Furniture	130,605	101,159,820	0.1%	0.1%	0.4%	0.2%
7110	Office Furniture	76,498,811	823,093,816	9.3%	7.5%	9.9%	8.9%
7125	Cabinets, Lockers & Shelving	8,944,473	59,878,003	14.9%	13.2%	20.0%	16.0%
7195	Misc. Furniture & Fixtures	189,655	123,242,862	0.2%	0.2%	0.0%	0.1%
7210	Household Furnishings	15,252,355	122,857,820	12.4%	9.9%	13.4%	11.9%
7230	Draperies, Awnings & Shades	681,602	13,133,290	5.2%	3.9%	3.1%	4.1%
7240	House/Comm Util Containers	76,244	6,716,750	1.1%	1.6%	1.2%	1.3%
7340	Cutlery and Flatware	177,872	4,348,773	4.1%	7.6%	7.0%	6.2%
7350	Tableware	790,006	11,072,722	7.1%	8.3%	4.0%	6.5%
7510	Office Supplies	4,999,397	605,266,140	0.8%	0.8%	1.5%	1.0%
7530	Stationery & Record Forms	935,939	81,997,547	1.1%	1.2%	1.3%	1.2%
7540	Standard Forms	1,479,541	17,383,038	8.5%	10.3%	9.4%	9.4%
7690	Misc. Printed Matter	386,889	226,681,461	0.2%	0.2%	0.1%	0.2%
8105	Bags & Sacks	412,931	42,208,201	1.0%	1.0%	1.4%	1.1%
8305	Textile Fabrics	1,192,274	96,491,701	1.2%	1.1%	0.3%	0.9%
8340	Tents & Tarpaulins	374,314	152,042,253	0.2%	0.4%	0.6%	0.4%
8405	Men's Outerwear	10,162,669	211,522,949	4.8%	5.0%	4.4%	4.7%
8410	Women's Outerwear	1,451,222	57,740,861	2.5%	4.2%	2.0%	2.9%
8415	Clothing, Special Purpose	60,135,499	1,244,699,137	4.8%	5.5%	6.7%	5.7%
8420	Men's Underwear & Nightwear	6,925,234	21,521,025	32.2%	40.2%	27.7%	33.4%
8440	Hosiery, Handwear, and Clothin Accessories, Men's	282,553	12,742,894	2.2%	1.4%	0.8%	1.5%
8455	Badges & Insignia	83,967	16,227,093	0.5%	0.4%	0.2%	0.4%
8465	Individual Equipment	86,539	266,721,310	0.0%	0.0%	0.1%	0.1%
8470	Armor, Personal	12,288,896	310,396,141	4.0%	3.0%	1.7%	2.9%
8910	Dairy Foods and Eggs	6,559,755	404,200,726	1.6%	0.5%	0.5%	0.9%
8960	Beverages, Nonalcoholic	22,913	109,405,409	0.0%	0.0%	0.0%	0.0%
9905	Signs & Advertising Displays	3,045,959	340,147,310	0.9%	5.2%	1.2%	2.4%

FSC Code	FSC Code Description	FY 2018 FPI Sales	Estimated Total Gov't Buys	FY 18 FPI Mkt Share	FY 17 FPI Mkt Share	FY 16 FPI Mkt Share	FY 16-18 Average
<b>The below FSC's are Services and are not subject to the 20% Market Share limitations</b>							
J039	Maintenance and Repair of Materials Equipment	38,400	109,619,960	0.0%	0.0%	0.0%	0.0%
J061	Maint, Repair and Rebuilding of Equipment:	11,877	117,365,319	0.0%	0.0%	0.0%	0.0%
J085	Toiletry Kitting Services	1,483,044	4,757,315	31.2%	31.0%	20.8%	27.7%
K023	Retrofitting Services	126,346,380	125,960,213	100.3%	97.9%	59.6%	85.9%
K054	Modification of Prefab. Buildings & Components	4,478,911	5,215,897	85.9%	96.3%	98.6%	93.6%
K058	Communication Equipment Modification Services	128,907	284,205,045	0.0%	0.1%	0.0%	0.0%
R604	Mail/Distribution	2,405,253	613,699,775	0.4%	0.7%	0.4%	0.5%
S209	Laundry Services	2,623,091	143,571,720	1.8%	1.8%	1.7%	1.8%
T011	Printing/Binding	1,980,105	30,343,020	6.5%	7.0%	4.5%	6.0%
T099	Misc Printing	2,586,938	150,098,038	1.7%	1.8%	1.1%	1.5%
		386,673,901	15,604,597,998	2.5%	2.5%	1.8%	2.3%

FPI Sales	386,673,901
Subcontracting Activities	7,915,781
Recycling Sales	15,694,005
Repatriation & PIE Sales	5,751,237
Commercial Market Services	7,039,514
Product-Related Services	58,986,518
Raw Material/Sub-Assemblies	20,776,794
Total FY 2017 FPI Sales	<u>\$ 502,837,750</u>