

FY 2019 FPI Market Share Report

FSC Code	FSC Code Description	FY 2019 FPI Sales	Estimated Total Gov't Buys	FY 19 FPI Mkt Share	FY 18 FPI Mkt Share	FY 17 FPI Mkt Share	FY 17- 19 Average
3990	Misc. Material Handling Equip	140,388	62,715,432	0.2%	0.1%	0.3%	0.2%
4240	Safety & Rescue Equipment	152,683	236,962,003	0.1%	0.0%	0.1%	0.1%
4460	Air Purification Equipment	4,866,842	26,998,149	18.0%	28.0%	23.3%	23.1%
5140	Tool/Hardware Boxes/Bags	399,851	6,449,510	6.2%	1.9%	3.4%	3.8%
5180	Sets, Kits, and Outfits of Hand Tools	23,574	122,025,184	0.0%	0.0%	0.0%	0.0%
5340	Hardware, Commercial	17,886	562,185,996	0.0%	0.0%	0.0%	0.0%
5820	Radio and Television Communication Equipment, Except	16,958	1,272,819,138	0.0%	0.0%	0.0%	0.0%
5895	Misc Communications Equip	1,685,640	3,250,028,303	0.1%	0.0%	0.2%	0.1%
5935	Connectors, Electrical	4,027	87,333,764	0.0%	0.0%	0.0%	0.0%
5975	Electrical Hardware and Supplies	810,612	129,410,717	0.6%	0.7%	2.5%	1.3%
5995	Cable/Cord Wire Assemblies	13,236,863	222,099,529	6.0%	5.1%	4.2%	5.1%
5999	Misc. Elec/Electronic Comp.	974,489	668,460,672	0.1%	0.1%	0.2%	0.2%
6150	Misc Elec Power/Distrib Equip	6,936,305	357,642,943	1.9%	0.7%	1.2%	1.3%
6160	Plastic Molded Products	72,023	10,778,783	0.7%	0.7%	0.0%	0.5%
6230	Elec Portable Lighting Equip	87,326	28,302,895	0.3%	0.3%	0.5%	0.4%
6540	Optical Instruments/Equip	1,762,800	78,243,880	2.3%	2.4%	2.3%	2.3%
6645	Time Instruments	1,043	12,909,367	0.0%	0.0%	0.0%	0.0%
6660	Meteorological Instruments	348,369	37,790,559	0.9%	0.8%	0.5%	0.7%
7105	Household Furniture	264,923	101,604,405	0.3%	0.3%	0.1%	0.2%
7110	Office Furniture	82,486,231	1,025,516,616	8.0%	9.9%	7.5%	8.5%
7125	Cabinets, Lockers & Shelving	8,712,197	38,055,238	22.9%	14.6%	13.2%	16.9%
7195	Misc. Furniture & Fixtures	371,942	71,596,851	0.5%	0.3%	0.2%	0.3%
7210	Household Furnishings	19,653,036	68,321,596	28.8%	15.4%	9.9%	18.0%
7230	Draperies, Awnings & Shades	764,132	7,231,122	10.6%	5.8%	3.9%	6.8%
7240	House/Comm Util Containers	56,866	6,881,247	0.8%	0.8%	1.6%	1.1%
7340	Cutlery and Flatware	130,794	4,148,748	3.2%	3.0%	7.6%	4.6%
7350	Tableware	383,574	8,072,109	4.8%	3.6%	8.3%	5.5%
7510	Office Supplies	4,865,003	568,077,091	0.9%	0.8%	0.8%	0.8%
7530	Stationery & Record Forms	1,129,954	96,251,164	1.2%	1.4%	1.2%	1.3%
7540	Standard Forms	1,725,849	17,504,721	9.9%	9.8%	10.3%	10.0%
7690	Misc. Printed Matter	372,983	230,712,609	0.2%	0.2%	0.2%	0.2%
8105	Bags & Sacks	1,435,609	39,011,371	3.7%	3.3%	1.0%	2.7%
8305	Textile Fabrics	954,889	121,599,852	0.8%	1.0%	1.1%	0.9%
8340	Tents & Tarpaulins	495,047	188,524,074	0.3%	0.3%	0.4%	0.3%
8405	Men's Outerwear	11,640,967	269,568,524	4.3%	5.5%	5.0%	4.9%
8410	Women's Outerwear	1,540,175	28,517,205	5.4%	2.7%	4.2%	4.1%
8415	Clothing, Special Purpose	63,298,909	1,272,230,511	5.0%	5.1%	5.5%	5.2%
8420	Men's Underwear & Nightwear	5,244,116	8,113,766	64.6%	26.4%	40.2%	43.8%
8440	Hosiery, Handwear, and Clothin Accessories, Men's	294,340	18,771,615	1.6%	2.3%	1.4%	1.7%
8455	Badges & Insignia	96,267	23,711,082	0.4%	0.6%	0.4%	0.5%
8465	Individual Equipment	152,064	290,075,187	0.1%	0.1%	0.0%	0.0%
8470	Armor, Personal	11,535,229	456,564,237	2.5%	3.7%	3.0%	3.1%
8910	Dairy Foods and Eggs	6,435,950	365,521,099	1.8%	1.6%	0.5%	1.3%
9905	Signs & Advertising Displays	4,966,987	420,055,270	1.2%	1.5%	5.2%	2.6%

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The below FSC's are Services and are not subject to the 20% Market Share limitations							
J025	Vehicle Comp Repair Svcs	151,042	43,183,492	0.3%	0.2%	0.0%	0.2%
J081	Maintenance, Repair, Rebuilding of Equipment	21,060	4,048,710	0.5%	0.0%	0.0%	0.2%
J084	Maintenance, Repair, Rebuilding of Equipment	3,000	5,622,936	0.1%	0.1%	0.2%	0.1%
J085	Toiletry Kitting Services	914,288	2,193,668	41.7%	21.8%	31.0%	31.5%
K023	Retrofitting Services	130,681,627	134,784,934	97.0%	100.3%	97.9%	98.4%
K054	Modification of Prefab. Buildings & Components	64,240,344	65,975,714	97.4%	98.9%	96.3%	97.5%
R604	Mail/Distribution	2,557,326	571,458,233	0.4%	0.4%	0.7%	0.5%
R699	Other Administrative Support Services	724,415	2,442,918,554	0.0%	0.0%	0.0%	0.0%
S209	Laundry Services	2,630,130	135,842,710	1.9%	1.8%	1.8%	1.9%
T011	Printing/Binding	2,227,875	29,469,435	7.6%	7.3%	7.0%	7.3%
T099	Misc Printing	3,671,764	162,495,628	2.3%	2.4%	1.8%	2.2%
		468,368,582	16,517,388,146	2.8%	0.0%	2.5%	1.8%

FPI Sales	468,368,582
Subcontracting Activities	11,708,356
Recycling Sales	17,062,519
Repatriation & PIE Sales	2,538,775
PIECP	2,781,259
Commercial Market Services	8,734,098
Product-Related Services	7,165,820
Raw Material/Sub-Assemblies	13,093,315
Total FY 2019 FPI Sales	<u>\$ 531,452,723</u>