

FY 2020 FPI Market Share Report

FSC Code	FSC Code Description	FY 2020 FPI Sales (\$K)	Estimated Total Gov't Buys (\$K)	FY 20 FPI Mkt Share	FY 19 FPI Mkt Share	FY 18 FPI Mkt Share	FY 18-20 Average
3990	Misc. Material Handling Equip	37	173,373	0.0%	0.0%	0.0%	0.0%
4240	Safety & Rescue Equipment	293	471,558	0.1%	0.0%	0.0%	0.0%
4460	Air Purification Equipment	3,814	35,434	10.8%	0.0%	0.0%	3.6%
5140	Tool/Hardware Boxes/Bags	230	8,427	2.7%	0.0%	0.0%	0.9%
5340	Hardware, Commercial	14	484,445	0.0%	0.0%	0.0%	0.0%
5820	Radio and Television Communication Equipment, Except	25	1,755,649	0.0%	0.0%	0.0%	0.0%
5895	Misc Communications Equip	172	3,685,619	0.0%	0.0%	0.0%	0.0%
5935	Connectors, Electrical	7	75,753	0.0%	0.0%	0.0%	0.0%
5965	Headsets, Handsets, Microphones & Speakers	359	62,456	0.6%	0.0%	0.0%	0.2%
5975	Electrical Hardware and Supplies	1,220	214,362	0.6%	0.0%	0.0%	0.2%
5995	Cable/Cord Wire Assemblies	2,903	267,603	1.1%	0.0%	0.0%	0.4%
5999	Misc. Elec/Electronic Comp.	369	530,274	0.1%	0.0%	0.0%	0.0%
6150	Misc Elec Power/Distrib Equip	8,548	377,324	2.3%	0.0%	0.0%	0.8%
6230	Elec Portable Lighting Equip	31	32,853	0.1%	0.0%	0.0%	0.0%
6532	Hospital and Surgical Clothing and Related Special Purp	167	1,496,828	0.0%	0.0%	0.0%	0.0%
6540	Optical Instruments/Equip	1,395	47,781	2.9%	0.0%	0.0%	1.0%
6660	Meteorological Instruments	236	56,149	0.4%	0.0%	0.0%	0.1%
6920	Armament Training Devices	227	96,330	0.2%	0.0%	0.0%	0.1%
7105	Household Furniture	138	84,343	0.2%	0.0%	0.0%	0.1%
7110	Office Furniture	67,252	967,104	7.0%	0.0%	0.0%	2.3%
7125	Cabinets, Lockers & Shelving	9,050	44,454	20.4%	0.0%	0.0%	6.8%
7195	Misc. Furniture & Fixtures	352	154,135	0.2%	0.0%	0.0%	0.1%
7210	Household Furnishings	16,129	84,065	19.2%	0.0%	0.0%	6.4%
7230	Draperies, Awnings & Shades	566	6,240	9.1%	0.0%	0.0%	3.0%
7240	House/Comm Util Containers	26	5,742	0.5%	0.0%	0.0%	0.2%
7340	Cutlery and Flatware	65	3,423	1.9%	0.0%	0.0%	0.6%
7350	Tableware	184	6,201	3.0%	0.0%	0.0%	1.0%
7510	Office Supplies	4,384	365,469	1.2%	0.0%	0.0%	0.4%
7530	Stationery & Record Forms	1,074	112,948	1.0%	0.0%	0.0%	0.3%
7540	Standard Forms	1,341	17,310	7.7%	0.0%	0.0%	2.6%
7690	Misc. Printed Matter	248	445,551	0.1%	0.0%	0.0%	0.0%
8105	Bags & Sacks	442	44,631	1.0%	0.0%	0.0%	0.3%
8305	Textile Fabrics	938	127,921	0.7%	0.0%	0.0%	0.2%
8340	Tents & Tarpaulins	434	237,239	0.2%	0.0%	0.0%	0.1%
8405	Men's Outerwear	17,800	240,675	7.4%	0.0%	0.0%	2.5%
8410	Women's Outerwear	1,058	34,837	3.0%	0.0%	0.0%	1.0%
8415	Clothing, Special Purpose	66,981	1,268,761	5.3%	0.0%	0.0%	1.8%
8420	Men's Underwear & Nightwear	3,665	7,446	49.2%	0.2%	0.0%	16.5%
8440	Hosiery, Handwear, and Clothin Accessories, Men's	199	19,051	1.0%	0.0%	0.0%	0.3%
8455	Badges & Insignia	75	21,686	0.3%	0.0%	0.0%	0.1%
8465	Individual Equipment	312	389,948	0.1%	0.0%	0.0%	0.0%
8470	Armor, Personal	2,381	353,029	0.7%	0.0%	0.0%	0.2%
8910	Dairy Foods and Eggs	7,671	1,011,491	0.8%	0.0%	0.0%	0.3%
9905	Signs & Advertising Displays	2,889	227,710	1.3%	0.0%	0.0%	0.4%

FSC Code	FSC Code Description	FY 2020 FPI Sales (\$K)	Estimated Total Gov't Buys (\$K)	FY 20 FPI Mkt Share	FY 19 FPI Mkt Share	FY 18 FPI Mkt Share	FY 18-20 Average
<b>The below FSC's are Services and are not subject to the 20% Market Share limitations</b>							
J085	Toiletry Kitting Services	1,196	1,374	87.0%	41.7%	21.8%	<b>50.2%</b>
K023	Retrofitting Services	75,821	77,858	97.4%	97.0%	100.3%	<b>98.2%</b>
K054	Modification of Prefab. Buildings & Components	3,212	3,264	98.4%	97.4%	98.9%	<b>98.2%</b>
R604	Mail/Distribution	1,931	702,073	0.3%	0.4%	0.4%	<b>0.4%</b>
R699	Other Administrative Support Services	726	2,475,634	0.0%	0.0%	0.0%	<b>0.0%</b>
S209	Laundry Services	2,016	136,966	1.5%	1.9%	1.8%	<b>1.7%</b>
T011	Printing/Binding	1,223	32,705	3.7%	7.6%	7.3%	<b>6.2%</b>
T099	Misc Printing	7,273	194,060	3.7%	2.3%	2.4%	<b>2.8%</b>

FPI Products & Services Sales	319,099
Subcontracting Activities	5,126
Recycling Sales	17,473
Repatriation	1,200
PIECP	1,392
Commercial Market Services	5,374
COVID-19 Personal Protective Equipment	179
Product-Related Services	70
Raw Material/Sub-Assemblies	13,312
Total FY 2020 FPI Sales (\$K)	<u>\$ 363,224</u>