

FY 2021 FPI Market Share Report

FSC Code	FSC Code Description	FY 2021 FPI Sales (\$K)	Estimated Total Gov't Buys (\$K)	FY 21 FPI Mkt Share	FY 20 FPI Mkt Share	FY 19 FPI Mkt Share	FY 19-21 Average
3990	Misc. Material Handling Equip	8	8,090,517	0.0%	0.0%	0.0%	0.0%
4240	Safety & Rescue Equipment	488	21,456,631	0.0%	0.1%	0.0%	0.0%
4460	Air Purification Equipment	4,836	2,883,460	0.2%	10.8%	0.0%	3.7%
5340	Hardware, Commercial	12	260,099,625	0.0%	0.0%	0.0%	0.0%
5820	Radio and Television Communication Equipment, Except Airborne	26	13,830,908	0.0%	0.0%	0.0%	0.0%
5935	Connectors, Electrical	5	107,335,007	0.0%	0.0%	0.0%	0.0%
5965	Headsets, Handsets, Microphones & Speakers	84	10,480,964	0.0%	0.6%	0.0%	0.2%
5975	Electrical Hardware and Supplies	60	29,419,004	0.0%	0.6%	0.0%	0.2%
5995	Cable/Cord Wire Assemblies	1,503	53,262,228	0.0%	1.1%	0.0%	0.4%
5999	Misc. Elec/Electronic Comp.	2,459	35,556,577	0.0%	0.1%	0.0%	0.0%
6150	Misc Elec Power/Distrib Equip	2,253	65,733,126	0.0%	2.3%	0.0%	0.8%
6230	Elec Portable Lighting Equip	49	8,507,457	0.0%	0.1%	0.0%	0.0%
6532	Hospital and Surgical Clothing and Related Special Purpose Items	228	4,365,763	0.0%	0.0%	0.0%	0.0%
6540	Optical Instruments/Equip	1,400	9,441,535	0.0%	2.9%	0.0%	1.0%
6660	Meteorological Instruments	349	2,703,839	0.0%	0.4%	0.0%	0.1%
7105	Household Furniture	417	7,083,385	0.0%	0.2%	0.0%	0.1%
7110	Office Furniture	78,839	59,937,873	0.1%	7.0%	0.0%	2.4%
7125	Cabinets, Lockers & Shelving	13,225	10,207,999	0.1%	20.4%	0.0%	6.8%
7195	Misc. Furniture & Fixtures	354	8,202,632	0.0%	0.2%	0.0%	0.1%
7210	Household Furnishings	10,456	4,238,666	0.2%	19.2%	0.0%	6.5%
7230	Draperies, Awnings & Shades	205	4,904,948	0.0%	9.1%	0.0%	3.0%
7240	House/Comm Util Containers	2	1,834,647	0.0%	0.5%	0.0%	0.2%
7340	Cutlery and Flatware	28	3,827,243	0.0%	1.9%	0.0%	0.6%
7350	Tableware	75	5,441,094	0.0%	3.0%	0.0%	1.0%
7510	Office Supplies	4,850	186,244,084	0.0%	1.2%	0.0%	0.4%
7530	Stationery & Record Forms	1,692	10,020,396	0.0%	1.2%	0.0%	0.4%
7540	Standard Forms	1,348	202,786	0.7%	9.2%	0.0%	3.3%
7690	Misc. Printed Matter	460	15,508,637	0.0%	0.1%	0.0%	0.0%
8105	Bags & Sacks	770	24,449,059	0.0%	1.0%	0.0%	0.3%
8305	Textile Fabrics	341	5,944,897	0.0%	0.7%	0.0%	0.2%
8340	Tents & Tarpaulins	350	3,086,005	0.0%	0.2%	0.0%	0.1%
8405	Men's Outerwear	13,825	5,255,701	0.3%	7.4%	0.0%	2.6%
8410	Women's Outerwear	1,254	1,597,109	0.1%	3.0%	0.0%	1.0%
8415	Clothing, Special Purpose	77,412	19,331,258	0.4%	5.3%	0.0%	1.9%
8420	Men's Underwear & Nightwear	2,773	179,366	1.5%	49.2%	0.2%	17.0%
8440	Hosiery, Handwear, and Clothing Accessories, Men's	10	638,946	0.0%	1.0%	0.0%	0.3%
8455	Badges & Insignia	90	4,726,817	0.0%	0.3%	0.0%	0.1%
8465	Individual Equipment	1,742	10,826,341	0.0%	0.1%	0.0%	0.0%
8470	Armor, Personal	1,521	3,304,624	0.0%	0.7%	0.0%	0.2%
8910	Dairy Foods and Eggs	5,657	10,339,108	0.1%	0.8%	0.0%	0.3%
8915	Fruits and Vegetables	415	17,337,138	0.0%	0.0%	0.0%	0.0%
8960	Beverages, Nonalcoholic	37	4,075,704	0.0%	0.0%	0.0%	0.0%
9905	Signs & Advertising Displays	3,510	31,939,521	0.0%	1.3%	0.0%	0.4%