

FY 2015 FPI Market Share Report

FSC Code	FSC Code Description	FY 2015 FPI Sales	Estimated Total Gov't Buys	FY 15 FPI Mkt Share	FY 14 FPI Mkt Share	FY 13 FPI Mkt Share	FY 13-15 Average
2920	Engine Electrical System Components,	12,576	64,708,849	0.0%	0.2%	0.0%	0.1%
3920	Material Handling Equip. Non-Selfprope	79,226	88,026,627	0.1%	0.1%	0.1%	0.1%
3990	Misc. Material Handling Equip	1,581,427	147,857,799	1.1%	0.3%	0.8%	0.7%
4240	Safety & Rescue Equipment	210,522	266,535,911	0.1%	0.1%	0.1%	0.1%
4460	Air Purification Equipment	4,626,600	20,536,625	22.5%	15.4%	16.2%	18.1%
5140	Tool/Hardware Boxes/Bags	496,393	15,702,070	3.2%	2.0%	1.8%	2.3%
5340	Miscellaneous Hardware	46,231	460,709,504	0.0%	0.1%	0.0%	0.0%
5660	Fencing, Fences and Gates	6,000	25,575,740	0.0%	0.7%	0.2%	0.3%
5670	Building Comp, Pre-Fab	226,217	42,118,027	0.5%	0.8%	3.1%	1.5%
5895	Misc Communications Equip	3,223,955	2,854,183,394	0.1%	0.0%	0.9%	0.4%
5995	Cable/Cord Wire Assemblies	8,913,596	158,081,089	5.6%	4.6%	4.7%	5.0%
5999	Misc. Elec/Electronic Comp.	3,818,295	666,151,696	0.6%	0.2%	0.4%	0.4%
6110	Electrical Control Equip	55,771	124,414,658	0.0%	0.1%	0.9%	0.3%
6117	Solar Panels	1,034,839	6,135,887	16.9%	0.1%	1.7%	6.2%
6150	Misc Elec Power/Distrib Equip	5,660,764	267,969,370	2.1%	2.3%	1.4%	1.9%
6160	Misc Battery Ret. Fixt/Liner	109,178	6,491,728	1.7%	0.6%	0.6%	0.9%
6230	Elec Portable Lighting Equip	40,323	24,757,415	0.2%	0.1%	0.2%	0.2%
6540	Optical Instruments/Equip	1,755,411	60,313,438	2.9%	2.3%	2.7%	2.6%
6645	Time Instruments	6,343	7,845,247	0.1%	0.0%	0.1%	0.1%
6660	Meteorological Instruments	166,000	39,065,784	0.4%	1.7%	0.7%	0.9%
7105	Household Furniture	1,033,621	104,944,485	1.0%	1.5%	2.0%	1.5%
7110	Office Furniture	86,019,510	935,285,420	9.2%	9.0%	10.9%	9.7%
7125	Cabinets, Lockers & Shelving	12,837,056	73,777,766	17.4%	13.8%	17.0%	16.1%
7195	Misc. Furniture & Fixtures	600,556	133,760,691	0.4%	0.4%	1.7%	0.8%
7210	Household Furnishings	16,448,658	117,891,006	14.0%	8.8%	12.8%	11.8%
7230	Draperies, Awnings & Shades	773,668	15,902,404	4.9%	4.5%	6.5%	5.3%
7240	House/Comm Util Containers	42,244	6,688,799	0.6%	1.3%	1.3%	1.1%
7320	Kitchen Equip & Appliances	45,889	60,692,373	0.1%	0.1%	0.1%	0.1%
7340	Cutlery and Flatware	223,073	2,090,368	10.7%	3.8%	3.4%	6.0%
7350	Tableware	1,291,761	6,004,242	21.5%	19.0%	25.7%	22.0%
7510	Office Supplies	4,723,452	365,636,084	1.3%	0.7%	0.6%	0.9%
7530	Stationery & Record Forms	1,461,225	85,344,818	1.7%	1.6%	1.0%	1.4%
7540	Standard Forms	1,434,653	12,908,288	11.1%	12.7%	16.1%	13.3%
7690	Misc. Printed Matter	426,632	238,935,954	0.2%	0.2%	0.2%	0.2%
8105	Bags & Sacks	450,928	41,393,850	1.1%	1.6%	0.8%	1.2%
8305	Textile Fabrics	1,436,562	125,068,505	1.1%	1.4%	0.2%	0.9%
8340	Tents & Tarpaulins	264,458	32,743,015	0.8%	0.4%	0.5%	0.6%
8405	Men's Outerwear	16,009,497	245,279,846	6.5%	7.4%	5.5%	6.5%
8410	Women's Outerwear	1,944,062	53,422,829	3.6%	3.4%	2.9%	3.3%
8415	Clothing, Special Purpose	102,319,931	829,267,054	12.3%	9.4%	17.2%	13.0%
8420	Men's Underwear & Nightwear	3,550,895	16,305,064	21.8%	31.9%	15.3%	23.0%
8455	Badges & Insignia	55,042	22,456,753	0.2%	0.3%	0.1%	0.2%
8465	Individual Equipment	21,674	322,378,847	0.0%	0.0%	0.0%	0.0%
8470	Armor, Personal	19,322,496	341,600,026	5.7%	9.8%	6.8%	7.4%
8905	Meat, Poultry, and Fish	1,415,860	963,019,395	0.1%	0.0%	0.0%	0.0%
8910	Dairy Foods and Eggs	5,755,410	1,248,234,786	0.5%	0.0%	0.0%	0.2%
9520	Structural Shapes	13,543	28,525,528	0.0%	0.2%	1.1%	0.4%

FSC Code	FSC Code Description	FY 2015 FPI Sales	Estimated Total Gov't Buys	FY 15 FPI Mkt Share	FY 14 FPI Mkt Share	FY 13 FPI Mkt Share	FY 13-15 Average
9905	Signs & Advertising Displays	6,229,217	335,898,797	1.9%	8.6%	3.2%	4.5%
J025	Vehicle Comp Repair Svcs	16,255	79,085,073	0.0%	1.6%	1.2%	0.9%
J039	Maintenance and Repair of Materials H	75,500	92,377,156	0.1%	0.0%	0.0%	0.0%
J061	Maintenance and Repair of Power Distri	27,512	66,434,224	0.0%	0.0%	0.0%	0.0%
J081	Bag Repair Services	407,873	10,549,101	3.9%	0.8%	0.2%	1.6%
J085	Toiletry Kitting Services	977,064	2,407,752	40.6%	53.4%	74.5%	56.2%
K023	Retrofitting Services	10,719,293	15,714,741	68.2%	33.2%	26.3%	42.6%
K054	Modification of Prefab. Buildings & Com	5,725,810	5,805,736	98.6%	82.8%	98.7%	93.4%
R604	Mail/Distribution	3,672,764	353,651,724	1.0%	0.8%	0.7%	0.8%
R699	Other Administrative Support Services	772,002	2,290,374,731	0.0%	0.0%	0.0%	0.0%
S209	Laundry Services	2,044,074	128,292,819	1.6%	1.7%	1.7%	1.7%
T011	Printing/Binding	1,524,131	33,012,873	4.6%	2.2%	2.9%	3.2%
T099	Misc Printing	7,366,482	186,330,984	4.0%	4.1%	5.4%	4.5%
		351,550,001	15,376,674,767	2.3%	2.0%	2.3%	2.2%

FPI Sales	351,550,001
Subcontracting	8,721,056
Recycling	17,227,493
Repatriation & PIE Sales	5,657,610
Commercial Market Services	4,298,795
Product-Related Services	23,631,552
Raw Material/Sub-Assemblies	3,891,393
Customer Vehicle Reimbursement	56,921,830
Total FY 2015 FPI Sales	\$ 471,899,731