

FY 2005 FPI Market Share Report

FSC Code	FSC Code Description	FPI Sales FY 2005	Estimated Total Government Buys	FY 2005 FPI Mkt Share
1005	Current Carrying Wiring Device	\$198,206	\$1,421,679,910	0.0%
1055	Launchers, Rockets & Pyrotechnics	31,858	60,201,071	0.1%
1430	Guide Missile Rem. Cntrl Syst	222,321	60,812,192	0.4%
1680	Misc Aircraft Access/Comp	29,325	2,052,099,007	0.0%
2590	Misc. Vehicular Comp	4,834,905	162,330,890	3.0%
2920	Engine Elec Syst Comp, no-Air	164,869	64,219,768	0.3%
3920	Mat. Hand Equip, non-self Prop	20,250,583	69,063,619	29.3%
3990	Misc. Material Handling Equip	1,485,147	361,955,253	0.4%
4010	Chain & Wire Rope	13,182	25,264,568	0.1%
4240	Safety & Rescue Equipment	519,029	241,876,110	0.2%
4460	Air Purification Equipment	1,010,631	12,328,192	8.2%
4920	Aircraft Maint/Spec Equip	169,573	497,606,065	0.0%
4935	Guide Missile Maint/Spec Equip	89,024	16,097,796	0.6%
5140	Tool/Hardware Boxes/Bags	386,943	17,624,747	2.2%
5340	Miscellaneous Hardware	2,248,497	466,263,890	0.5%
5660	Fencing, Fences and Gates	681,028	43,347,442	1.6%
5670	Building Comp, Pre-Fab	2,274,334	79,643,062	2.9%
5820	Radio Mounts	3,720,721	1,805,066,189	0.2%
5895	Misc Communications Equip	14,698,286	2,647,231,120	0.6%
5935	Connectors	2,277,750	99,392,907	2.3%

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5965	Headset/Microphone/Speaker	24,593,646	149,580,951	16.4%
5975	Electrical Hardware	26,820,705	201,454,953	13.3%
5985	Antennas & Related Equip	8,247,150	388,136,829	2.1%
5995	Cable/Cord Wire Assemblies	53,706,405	214,653,369	25.0%
5996	Amplifiers	958,256	121,254,427	0.8%
5998	Elec Assem of Misc Hardware	1,001,606	785,841,861	0.1%
5999	Misc. Elec/Electronic Comp.	2,514,898	924,498,796	0.3%
6020	Fiber Optic Cable Assem	13,463,235	19,638,500	68.6%
6110	Electrical Control Equip	1,864,136	98,441,857	1.9%
6130	Converters, Electrical, Non-rotating	299,093	176,263,858	0.2%
6135	Battery Components	1,291,366	107,258,026	1.2%
6140	Batteries, Rechargeable	790,248	131,065,072	0.6%
6145	Wire/Cable, Electrical	10,846,064	79,060,825	13.7%
6150	Misc Elec Power/Distrib Equip	39,796,147	271,002,246	14.7%
6160	Misc Battery Ret. Fixt/Liner	1,081,426	8,288,442	13.0%
6230	Elec Portable Lighting Equip	21,699,394	61,814,390	35.1%
6532	Hospital/Surgical Clothing	299,370	3,498,263	8.6%
6540	Optical Instruments/Equip	1,085,520	81,465,688	1.3%
6625	Electrical & Elect. Measure. & Test Ec	10,366	542,692,086	0.0%
6645	Time Instruments	31,148	14,427,385	0.2%
6660	Meteorological Instruments	317,656	56,045,384	0.6%

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7105	Household Furniture	8,615,078	194,518,501	4.4%
7110	Office Furniture	138,472,665	1,324,306,289	10.5%
7125	Cabinets, Lockers & Shelving	12,522,752	160,242,061	7.8%
7195	Misc. Furniture & Fixtures	4,295,495	115,245,558	3.7%
7210	Household Furnishings	22,646,792	102,869,712	22.0%
7230	Draperies, Awnings & Shades	1,010,411	22,446,917	4.5%
7240	House/Comm Util Containers	155,205	7,012,193	2.2%
7310	Food Cooking/Serving Equip	9,680	164,816,792	0.0%
7320	Kitchen Equip & Appliances	62,963	86,277,921	0.1%
7510	Office Supplies	4,850,650	1,226,040,471	0.4%
7520	Office Devices/Accessories	287,538	64,062,343	0.4%
7530	Stationery & Record Forms	1,814,805	159,647,299	1.1%
7540	Standard Forms	3,779,341	37,298,751	10.1%
7690	Misc. Printed Matter	863,149	342,579,446	0.3%
8105	Bags & Sacks	753,777	105,682,614	0.7%
8305	Textile Fabrics	700,007	18,236,029	3.8%
8340	Tents & Tarpaulins	1,700,612	365,886,655	0.5%
8405	Men's Outerwear	2,827,743	226,584,226	1.2%
8410	Women's Outerwear	228,856	62,007,179	0.4%
8415	Clothing, Special Purpose	94,097,499	1,378,627,706	6.8%
8420	Men's Underwear & Nightwear	333,385	36,412,678	0.9%

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8455	Badges & Insignia	51,856	37,240,017	0.1%
8465	Individual Equipment	4,234,572	391,500,353	1.1%
8470	Armor, Personal	33,603,359	841,813,963	4.0%
9905	Signs & Advertising Displays	7,105,556	115,098,989	6.2%
D303	Data Entry Services	21,125	110,866,750	0.0%
D308	Programming Services	13,943	793,112,177	0.0%
D311	Data Conversion Services	50,149	130,100,047	0.0%
D312	Scanning Services	51,928	25,141,340	0.2%
J023	Ground Vehicle Repair Svcs	6,085,953	880,585,772	0.7%
J025	Vehicle Comp Repair Svcs	2,779,720	42,407,340	6.6%
J028	Engine/Turbine Repair Svcs	5,923,793	169,506,748	3.5%
J039	Forklift Repair Services	4,055,289	45,965,731	8.8%
J051	Kit Assembly Services	3,768,718	10,595,444	35.6%
J058	Radio Carrier Modification	19,501,782	1,606,049,334	1.2%
J081	Bag Repair Services	4,967,454	6,789,541	73.2%
J084	Equipment Assembly Services	92,564	3,363,499	2.8%
J085	Toiletry Kitting Services	1,071,875	1,218,969	87.9%
K023	Retrofitting Services	6,633,858	57,719,398	11.5%
K058	Modification of Comm Equip	826,161	66,750,051	1.2%
R604	Mail/Distribution	1,623,105	205,278,677	0.8%
S209	Laundry Services	3,698,226	94,542,662	3.9%

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T011	Printing/Binding	1,027,354	38,132,386	2.7%
T099	Misc Printing	1,332,735	183,419,880	0.7%
TOTALS		\$674,573,525	\$26,698,487,415	2.5%

Subcontracting	\$9,886,422
Recycling	\$9,105,419
Commercial Market Services	\$1,941,034
Product-Related Services	\$5,700,545
Raw Material/Sub-Assemblies	\$6,415,283
Central Office Adjustment	(\$1,930,585)
Customer Vehicle Reimbursement	59,704,724
Total FY 2005 FPI Sales	\$765,396,367