

FY 2007 FPI Market Share Report

FSC Code	FSC Code Description	FPI Sales FY 2007	Estimated Total Government Buys	FY 2007 FPI Mkt Share
1005	Current Carrying Wiring DeviceCurrent Carrying Wiring Device	\$351,031	\$1,398,038,702	0.0%
1055	Launchers, Rockets & Pyrotechnics	17,918	58,586,983	0.0%
1430	Guide Missile Rem. Cntrl Syst	11,779	63,382,540	0.0%
1680	Misc Aircraft Access/Comp	32,755	3,078,042,101	0.0%
2590	Misc. Vehicular Comp	1,168,874	532,694,952	0.2%
2920	Engine Elec Syst Comp, no-Air	231,369	65,580,824	0.4%
3920	Mat. Hand Equip, non-self Prop	47,025	116,776,205	0.0%
3990	Misc. Material Handling Equip	352,716	251,570,120	0.1%
4010	Chain & Wire Rope	5,460	30,355,701	0.0%
4240	Safety & Rescue Equipment	650,764	553,668,654	0.1%
4460	Air Purification Equipment	1,774,442	36,294,136	4.9%
5140	Tool/Hardware Boxes/Bags	394,056	48,468,887	0.8%
5340	Miscellaneous Hardware	745,359	414,151,754	0.2%
5660	Fencing, Fences and Gates	590,429	67,724,622	0.9%
5670	Building Comp, Pre-Fab	172,249	51,857,620	0.3%
5820	Radio Mounts	4,834,132	1,372,097,792	0.4%
5855	Cable , Cord and Wire Assemblies	17,833	2,181,318,784	0.0%
5895	Misc Communications Equip	76,761,820	3,231,732,370	2.4%
5930	Electrical Switch Assemblies	42,843	260,839,787	0.0%
5935	Connectors	813,101	94,011,693	0.9%
5961	Rectifier Lines	55,538	145,350,615	0.0%
5965	Headset/Microphone/Speaker	10,947,417	366,643,718	3.0%
5975	Electrical Hardware	37,311,034	160,063,850	23.3%
5985	Antennas & Related Equip	484,600	313,149,138	0.2%
5995	Cable/Cord Wire Assemblies	42,843,288	299,560,589	14.3%
5998	Elec Assem of Misc Hardware	53,153	414,442,521	0.0%
5999	Misc. Elec/Electronic Comp.	2,622,674	915,769,946	0.3%
6110	Electrical Control Equip	1,449,400	112,336,831	1.3%
6130	Converters, Electrical, Non-rotating	142,978	148,207,218	0.1%
6145	Wire/Cable, Electrical	2,831,120	93,835,597	3.0%

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6150	Misc Elec Power/Distrib Equip	17,494,323	236,428,095	7.4%
6160	Misc Battery Ret. Fixt/Liner	1,293,497	11,733,228	11.0%
6230	Elec Portable Lighting Equip	1,003,719	52,590,572	1.9%
6532	Hospital/Surgical Clothing	48,499	12,771,610	0.4%
6540	Optical Instruments/Equip	882,719	391,965,969	0.2%
6625	Electrical & Elect. Measure. & Test Equip.	5,186	697,755,798	0.0%
6645	Time Instruments	26,208	17,173,066	0.2%
6660	Meteorological Instruments	320,051	46,916,757	0.7%
7105	Household Furniture	10,282,026	169,660,189	6.1%
7110	Office Furniture	116,013,599	1,399,719,522	8.3%
7125	Cabinets, Lockers & Shelving	10,989,296	118,323,501	9.3%
7195	Misc. Furniture & Fixtures	1,233,608	155,935,052	0.8%
7210	Household Furnishings	21,849,367	231,138,005	9.5%
7230	Draperies, Awnings & Shades	608,428	67,857,544	0.9%
7240	House/Comm Util Containers	251,829	7,117,353	3.5%
7320	Kitchen Equip & Appliances	29,541	100,320,603	0.0%
7340	Cutlery and Flatware	126,024	17,266,442	0.7%
7350	Tableware	383,610	22,181,052	1.7%
7510	Office Supplies	3,661,033	1,847,619,976	0.2%
7520	Office Devices/Accessories	111,025	60,400,954	0.2%
7530	Stationery & Record Forms	1,756,788	161,374,706	1.1%
7540	Standard Forms	3,987,289	16,817,075	23.7%
7690	Misc. Printed Matter	803,181	383,540,324	0.2%
8105	Bags & Sacks	1,147,259	140,320,270	0.8%
8305	Textile Fabrics	192,683	116,734,833	0.2%
8340	Tents & Tarpaulins	343,086	337,140,134	0.1%
8405	Men's Outerwear	4,871,343	306,567,151	1.6%
8410	Women's Outerwear	1,334,304	67,730,915	2.0%
8415	Clothing, Special Purpose	103,229,251	1,478,578,510	7.0%
8420	Men's Underwear & Nightwear	423,085	13,874,063	3.0%
8455	Badges & Insignia	105,734	44,796,658	0.2%
8465	Individual Equipment	2,793,036	566,096,471	0.5%
8470	Armor, Personal	57,085,021	1,516,508,830	3.8%
9905	Signs & Advertising Displays	4,640,812	293,219,483	1.6%

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D303	Data Entry Services	3,793	195,492,912	0.0%
D308	Programming Services	20,515	708,690,956	0.0%
D311	Data Conversion, Records	25	145,250,347	0.0%
D312	Scanning Services	228	34,162,153	0.0%
J023	Ground Vehicle Repair Svcs	22,621,386	1,078,567,008	2.1%
J025	Vehicle Comp Repair Svcs	2,845,676	42,201,166	6.7%
J028	Engine/Turbine Repair Svcs	1,758,526	586,953,446	0.3%
J039	Forklift Repair Services	1,499,678	45,658,284	3.3%
J058	Radio Carrier Modification	68,967,409	2,636,413,672	2.6%
J081	Bag Repair Services	2,459,438	12,318,876	20.0%
J084	Equipment Assembly Services	43,330	607,491	7.1%
J085	Toiletry Kitting Services	781,061	1,282,542	60.9%
K023	Retrofitting Services	16,542,372	95,145,540	17.4%
K058	Modification of Comm Equip	596,914	35,282,801	1.7%
R604	Mail/Distribution	667,785	180,392,736	0.4%
R699	Other Administrative Support Services	1,294,960	2,237,993,304	0.1%
S209	Laundry Services	2,593,014	111,816,415	2.3%
T011	Printing/Binding	1,464,093	57,689,626	2.5%
T099	Misc Printing	1,318,373	180,501,083	0.7%
		682,562,193	36,371,149,316	1.9%

+ - The "Non-Reporting Agencies" For FSC 7105 Reflects a Buying Pattern of 5% of the FPDC Data.

! - Represents "Government-Derived Market" of Federal personnel receiving annual clothing allowances. The total "Govt-derived market" is estimated at \$93 million. Approximately 55% goes into FSC 8405, 20% into FSC 8410 and 25% into FSC 8415.

- The "Non-Reporting Agencies" for FSC's 7530, 7540, 7690, T011, T099 reflects Government Printing Office data.

FPI Sales	682,562,193
Subcontracting	31,706,841
Recycling	11,183,395
Commercial Market Services	13,519,463
Product-Related Services	1,531,788
Raw Material/Sub-Assemblies	4,089,438
Central Office Adjustment	(608,438)
Customer Vehicle Reimbursement	108,739,554
Total FY 2006 FPI Sales	\$852,724,234