

FY 2011 FPI Market Share Report

| FSC Code | FSC Code Description | FPI Sales FY 2011 | Estimated Total Government Buys | FY 2011 FPI Mkt Share |
|----------|--|-------------------|---------------------------------|-----------------------|
| 1430 | Guided Missile Systems, Complete | 3,575 | 91,708,838 | 0.0% |
| 2590 | Misc. Vehicular Comp | 968,889 | 660,364,552 | 0.1% |
| 3920 | Material Handling Equip. Non-Selfpropelled | 49,050 | 92,944,761 | 0.1% |
| 3990 | Misc. Material Handling Equip | 3,436,812 | 202,899,412 | 1.7% |
| 4240 | Safety & Rescue Equipment | 434,052 | 427,859,410 | 0.1% |
| 4460 | Air Purification Equipment | 2,819,150 | 17,877,966 | 15.8% |
| 4935 | Guided Missile Maintenance, Repair | 34,250 | 6,560,566 | 0.5% |
| 5140 | Tool/Hardware Boxes/Bags | 477,421 | 36,340,754 | 1.3% |
| 5340 | Miscellaneous Hardware | 265,609 | 447,538,726 | 0.1% |
| 5660 | Fencing, Fences and Gates | 599,185 | 34,057,174 | 1.8% |
| 5670 | Building Comp, Pre-Fab | 1,644,367 | 48,485,687 | 3.4% |
| 5820 | Radio Mounts | 637,339 | 1,105,900,497 | 0.1% |
| 5895 | Misc Communications Equip | 28,116,567 | 3,691,274,462 | 0.8% |
| 5930 | Electrical Switch Assemblies | 7,657 | 106,270,815 | 0.0% |
| 5935 | Connectors | 78,660 | 81,089,186 | 0.1% |
| 5965 | Components for Speakers/Headsets | 417,957 | 155,996,904 | 0.3% |
| 5995 | Cable/Cord Wire Assemblies | 7,295,777 | 275,348,409 | 2.6% |
| 5999 | Misc. Elec/Electronic Comp. | 4,368,453 | 762,992,183 | 0.6% |
| 6020 | Cable, Cord, and Wire Assemblies | 1,358,513 | 11,550,664 | 11.8% |
| 6110 | Electrical Control Equip | 304,345 | 136,135,924 | 0.2% |
| 6117 | Solar Panels | 251,239 | 18,661,765 | 1.3% |
| 6145 | Wire/Cable, Electrical | 1,412,980 | 71,349,822 | 2.0% |
| 6150 | Misc Elec Power/Distrib Equip | 8,763,538 | 329,563,538 | 2.7% |
| 6160 | Misc Battery Ret. Fixt/Liner | 1,198,513 | 14,693,250 | 8.2% |
| 6230 | Elec Portable Lighting Equip | 684,507 | 33,189,770 | 2.1% |

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| 6532 | Hospital/Surgical Clothing | 70,946 | 10,503,578 | 0.7% |
| 6540 | Optical Instruments/Equip | 1,026,096 | 93,580,196 | 1.1% |
| 6645 | Time Instruments | 9,023 | 7,577,444 | 0.1% |
| 6660 | Meteorological Instruments | 315,193 | 113,052,035 | 0.3% |
| 7105 | Household Furniture | 2,915,054 | 200,612,591 | 1.5% |
| 7110 | Office Furniture | 155,735,273 | 1,668,883,885 | 9.3% |
| 7125 | Cabinets, Lockers & Shelving | 30,751,577 | 169,565,359 | 18.1% |
| 7195 | Misc. Furniture & Fixtures | 2,152,831 | 172,682,381 | 1.2% |
| 7210 | Household Furnishings | 14,938,171 | 346,818,796 | 4.3% |
| 7230 | Draperies, Awnings & Shades | 1,321,002 | 41,782,716 | 3.2% |
| 7240 | House/Comm Util Containers | 684,702 | 6,620,702 | 10.3% |
| 7320 | Kitchen Equip & Appliances | 85,316 | 117,945,036 | 0.1% |
| 7340 | Cutlery and Flatware | 491,744 | 17,133,744 | 2.9% |
| 7350 | Tableware | 286,744 | 19,380,804 | 1.5% |
| 7510 | Office Supplies | 4,400,766 | 1,538,289,339 | 0.3% |
| 7520 | Office Devices/Accessories | 59,200 | 102,566,779 | 0.1% |
| 7530 | Stationery & Record Forms | 1,306,981 | 48,002,431 | 2.7% |
| 7540 | Standard Forms | 2,306,882 | 7,373,152 | 31.3% |
| 7690 | Misc. Printed Matter | 575,728 | 149,172,441 | 0.4% |
| 8105 | Bags & Sacks | 1,830,334 | 136,821,280 | 1.3% |
| 8305 | Textile Fabrics | 538,255 | 169,312,381 | 0.3% |
| 8340 | Tents & Tarpaulins | 395,505 | 137,795,505 | 0.3% |
| 8405 | Men's Outerwear | 9,851,351 | 289,800,193 | 3.4% |
| 8410 | Women's Outerwear | 1,476,535 | 22,521,377 | 6.6% |
| 8415 | Clothing, Special Purpose | 96,102,669 | 1,628,786,880 | 5.9% |
| 8420 | Men's Underwear & Nightwear | 1,964,205 | 27,425,773 | 7.2% |
| 8455 | Badges & Insignia | 69,881 | 40,462,948 | 0.2% |
| 8465 | Individual Equipment | 621,175 | 708,379,070 | 0.1% |
| 8470 | Armor, Personal | 82,845,513 | 819,980,271 | 10.1% |
| 9520 | Structural Shapes | 3,800 | 18,014,326 | 0.0% |
| 9905 | Signs & Advertising Displays | 6,959,704 | 175,616,994 | 4.0% |

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| D308 | Programming Services | 42,276 | 1,205,094,908 | 0.0% |
| D311 | Data Conversion, Records | 36,820 | 182,055,557 | 0.0% |
| D312 | Scanning Services | 5,807 | 43,097,596 | 0.0% |
| H359 | Electronic Testing Laboratories | 73,338 | 518,826,180 | 0.0% |
| J023 | Ground Vehicle Repair Svcs | 1,145,954 | 7,556,480 | 15.2% |
| J025 | Vehicle Comp Repair Svcs | 605,776 | 38,300,513 | 1.6% |
| J039 | Forklift Repair Services | 201,350 | 86,190,824 | 0.2% |
| J081 | Bag Repair Services | 227,652 | 14,301,336 | 1.6% |
| J084 | Equipment Assembly Services | 200 | 1,908,200 | 0.0% |
| J085 | Toiletry Kitting Services | 161,034 | 5,148,534 | 3.1% |
| K023 | Retrofitting Services | 21,760,518 | 24,884,729 | 87.4% |
| K054 | Mod. Of Prefab. Metal Buildings & Comp. | 3,875,183 | 392,783,604 | 1.0% |
| K058 | Modification of Comm Equip | 288,723 | 58,720,302 | 0.5% |
| R604 | Mail/Distribution | 2,934,332 | 396,448,732 | 0.7% |
| R699 | Other Administrative Support Services | 1,464,301 | 2,969,464,301 | 0.0% |
| S209 | Laundry Services | 2,332,932 | 130,431,879 | 1.8% |
| T011 | Printing/Binding | 1,627,879 | 42,316,459 | 3.8% |
| T099 | Misc Printing | 4,810,808 | 217,365,270 | 2.2% |
| | | ===== | ===== | |
| | | \$529,315,444 | \$24,202,010,846 | 2.2% |
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|--------------------------------|---------------|
| FPI Sales | 529,315,444 |
| Subcontracting | 41,974,517 |
| Recycling | 15,276,431 |
| Commercial Market Services | 7,247,122 |
| Product-Related Services | 4,063,763 |
| Raw Material/Sub-Assemblies | 2,137,114 |
| Central Office Adjustment | 118,741 |
| Customer Vehicle Reimbursement | 145,290,298 |
| ===== | |
| Total FY 2011 FPI Sales | \$745,423,430 |
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