

SECTION I - FY 2011 FPI SALES BY 4-DIGIT FSC CODE AND CUSTOMER
10/01/10 to 9/30/11

FSC Code	FSC Description & Customer/Agency	Sales
1430	Cable, Cord and Wire Assemblies	
	Department of Defense	\$3,575
2590	Miscellaneous Vehicular Components	
	Department of Defense	\$968,889
3920	Miscellaneous Material Handling Equipment	
	Department of Defense	\$49,050
3990	Miscellaneous Material Handling Equipment	
	Department of Defense	\$3,404,239
	Bureau of Prisons	32,573

		\$3,436,812
4240	Safety & Rescue Equipment	
	General Services Administration	\$426,613
	Department of Defense	4,104
	Other Agencies and Customers	1,381
	Bureau of Prisons	1,119
	Department of Veterans Affairs	835

		\$434,052
4460	Industrial Filters	
	Other Agencies and Customers	\$895,940
	Department of Defense	638,708
	Department of Veterans Affairs	554,844
	Bureau of Prisons	400,346
	Department of Commerce	177,037
	Social Security Administration	39,141
	Department of Justice	29,268
	Department of Homeland Security	21,718
	Department of Energy	18,229

	Department of Interior	13,958	
	Department of Transportation	12,581	
	Smithsonian Institution	5,303	
	Department of Treasury	4,832	
	Department of State	4,064	
	Environmental Protection Agency	1,638	
	National Archives & Records Administration	1,266	
	Department of Labor	277	
		-----	\$2,819,150
4935	Cable, Cord and Wire Assemblies		
	Department of Defense		\$34,250
5140	Tool Bags		
	General Services Administration	\$470,835	
	Other Agencies and Customers	6,586	
		-----	\$477,421
5340	Miscellaneous Hardware		
	General Services Administration	\$229,134	
	Department of Defense	36,475	
		-----	\$265,609
5660	Fencing, Fences, and Gates		
	Bureau of Prisons	\$597,342	
	Department of Interior	1,356	
	Department of Defense	487	
		-----	\$599,185
5670	Building Components, Pre-fabricated		
	Bureau of Prisons		\$1,644,367
5820	Radio Mounts		
	Department of Defense		\$637,339
5895	Miscellaneous Communications Equipment		

	Department of Defense		\$28,116,567
5930	Electrical Switch Assembly		
	Department of Defense		\$7,657
5935	Connectors, Electrical		
	Department of Defense		\$78,660
5965	Components for Speakers/Headsets/Microphones		
	Department of Defense		\$417,957
5995	Cable, Cord, and Wire Assemblies		
	Department of Defense		\$7,295,777
5999	Miscellaneous Electrical and Electronic Components		
	Department of Defense		\$4,368,453
6020	Cable, Cord and Wire Assemblies		
	Department of Defense		\$1,358,513
6110	Electrical Control Equipment		
	Department of Defense		\$304,345
6117	SolarHeating Systems Manufacturing		
	Department of Defense	\$206,964	
	Department of Homeland Security	44,275	
		-----	\$251,239
6145	Wires/Cables, Electrical		
	Department of Defense		\$1,412,980
6150	Miscellaneous Electrical Power/Distribution Equipment		

	Department of Defense	\$8,523,340	
	General Services Administration	240,198	
		-----	\$8,763,538
6160	Miscellaneous Battery Retaining Fixtures/Liners		
	Department of Defense		\$1,198,513
6230	Electric Portable Hand Lighting Equipment		
	Department of Defense	\$614,521	
	General Services Administration	69,986	
		-----	\$684,507
6532	Hospital/Surgical Clothing		
	Bureau of Prisons	\$40,396	
	Department of Defense	30,550	
		-----	\$70,946
6540	Optical Instruments/Equipment		
	Bureau of Prisons	\$790,156	
	Department of Defense	178,181	
	Department of Veterans Affairs	13,520	
	Department of Interior	11,502	
	Department of Homeland Security	8,676	
	Department of Health & Human Services	8,121	
	Department of Agriculture	5,545	
	Nuclear Regulatory Commission	3,096	
	Department of Treasury	1,957	
	Other Agencies and Customers	899	
	Department of Justice	875	
	Department of Labor	839	
	U.S. Postal Service	736	
	Environmental Protection Agency	703	
	General Services Administration	544	
	Department of Transportation	494	
	Department of Energy	158	
	Department of Commerce	94	
		-----	\$1,026,096
6645	Time Instruments		

Department of Defense	\$3,696	
Social Security Administration	2,171	
Bureau of Prisons	1,296	
Department of Justice	748	
Department of Transportation	363	
Department of Interior	310	
Department of Homeland Security	161	
Department of Agriculture	120	
Department of Health & Human Services	41	
National Aeronautics & Space Administration	41	
Other Agencies and Customers	38	
Department of Labor	38	

\$9,023

6660 Meteorological Instruments

Department of Commerce	\$314,173
Department of Defense	1,020

\$315,193

7105 Household Furniture

General Services Administration	\$1,453,732
Department of Defense	572,378
Bureau of Prisons	464,309
Other Agencies and Customers	378,796
Department of Homeland Security	19,732
Department of Justice	11,340
Department of Interior	8,067
Department of Transportation	3,782
Department of Health & Human Services	1,004
Department of Energy	888
National Aeronautics & Space Administration	546
Department of Agriculture	480

\$2,915,054 *

7110 Office Furniture

Department of Defense	\$66,830,186
Social Security Administration	30,910,110
Department of Justice	17,224,330
General Services Administration	11,635,347
Department of Homeland Security	6,008,726
Bureau of Prisons	5,592,639
Department of Agriculture	3,423,909
Department of Interior	2,728,463
Department of Transportation	2,245,329

Department of Health & Human Services	2,211,371	
Other Agencies and Customers	1,289,485	
Department of Commerce	1,204,577	
Department of Veterans Affairs	1,143,694	
Securities Exchange Commission	890,812	
Department of Labor	779,395	
Department of Treasury	535,295	
Department of Housing & Urban Development	310,885	
National Aeronautics & Space Administration	283,019	
U.S. Courts	233,351	
Department of State	87,270	
Environmental Protection Agency	76,678	
Office of Personnel Management	50,650	
Executive Office of the President	18,554	
Department of Energy	13,592	
Nuclear Regulatory Commission	4,019	
Department of Education	1,990	
Small Business Administration	1,597	

		\$155,735,273

7125 Cabinets, Lockers, Bins and Shelving

Department of Defense	\$23,818,689	
General Services Administration	3,264,376	
Bureau of Prisons	3,004,821	
Other Agencies and Customers	320,829	
Department of Justice	112,362	
Department of Interior	51,826	
Department of Homeland Security	49,097	
Department of Labor	32,501	
Department of Treasury	29,012	
Department of Veterans Affairs	24,182	
Social Security Administration	20,262	
Department of Agriculture	13,252	
Department of Transportation	6,168	
Environmental Protection Agency	1,990	
Securities Exchange Commission	957	
Department of Health & Human Services	817	
Department of Commerce	436	

		\$30,751,577

7195 Miscellaneous Furniture & Fixtures

Bureau of Prisons	\$2,131,216	
Department of Homeland Security	10,318	
Department of Defense	10,131	
Department of Transportation	618	
Department of Justice	548	

\$2,152,831

7210

Household Furnishings

Bureau of Prisons	\$6,558,950
General Services Administration	4,777,653
Department of Defense	2,807,578
Other Agencies and Customers	533,941
Department of Homeland Security	81,104
Department of Labor	73,380
Department of Interior	57,051
Department of Agriculture	20,065
Department of Veterans Affairs	14,556
Department of Justice	8,346
Department of Health & Human Services	3,065
Department of Treasury	1,824
Department of Transportation	458
Department of Commerce	200

\$14,938,171

7230

Draperies/Awnings/Shades

Department of Defense	\$957,735
Other Agencies and Customers	244,019
Department of Homeland Security	91,481
Department of Health & Human Services	25,208
Department of Veterans Affairs	1,716
Department of Agriculture	843

\$1,321,002

7240

Household/Commercial Containers

U.S. Postal Service	\$481,322
General Services Administration	194,653
Other Agencies and Customers	7,800
Department of Defense	927

\$684,702

7320

Kitchen Equipment and Appliances

Bureau of Prisons	\$70,165
Department of Defense	10,699
Department of Veterans Affairs	1,965
Department of Interior	1,697
Other Agencies and Customers	790

			\$85,316
7340	Plastic Cutlery & Flatware		
	Bureau of Prisons		\$491,744
7350	Plastic Tableware		
	Bureau of Prisons	\$286,548	
	Department of Defense	196	

			\$286,744
7510	Office Supplies		
	General Services Administration	\$4,048,914	
	Other Agencies and Customers	242,954	
	Bureau of Prisons	93,551	
	Department of Defense	9,120	
	Federal Retirement Thrift Investment Board	6,060	
	Department of Agriculture	58	
	Department of Justice	42	
	Department of Interior	21	
	Environmental Protection Agency	9	
	Department of Labor	9	
	Department of Homeland Security	7	
	U.S. Courts	6	
	Department of Veterans Affairs	6	
	Department of Treasury	5	
	Social Security Administration	4	

			\$4,400,766
7520	Office Devices and Accessories		
	General Services Administration	\$58,957	
	Department of Defense	116	
	Social Security Administration	63	
	Department of Justice	42	
	Bureau of Prisons	22	

			\$59,200
7530	Stationery/Record Forms		
	U.S. Courts	\$454,770	
	Bureau of Prisons	289,118	
	Department of Justice	244,680	
	Department of Agriculture	113,664	
	General Services Administration	106,950	

Other Agencies and Customers	42,930	
Federal Retirement Thrift Investment Board	26,837	
Department of Defense	13,938	
Department of Homeland Security	5,090	
Social Security Administration	3,047	
Department of Interior	2,981	
Department of Veterans Affairs	1,229	
National Archives & Records Administration	1,206	
Department of Transportation	541	

		\$1,306,981

7540 Standard Forms

Other Agencies and Customers	\$651,774	
Bureau of Prisons	520,469	
General Services Administration	420,399	
Federal Retirement Thrift Investment Board	416,135	
Department of Justice	106,349	
Selective Service System	78,038	
U.S. Courts	70,522	
Department of Transportation	23,738	
Environmental Protection Agency	7,902	
Department of Defense	3,180	
Department of State	2,778	
Department of Veterans Affairs	2,310	
Department of Homeland Security	2,131	
Department of Interior	797	
Department of Health & Human Services	329	
Department of Agriculture	31	

		\$2,306,882

7690 Miscellaneous Printed Matter

Other Agencies and Customers	\$166,759	
Department of Agriculture	97,317	
Department of Justice	80,842	
Department of Interior	73,758	
Department of Defense	53,247	
Bureau of Prisons	44,570	
Department of Homeland Security	36,874	
U.S. Courts	16,211	
Department of Transportation	3,987	
Department of Commerce	1,248	
National Archives & Records Administration	255	
Social Security Administration	238	
Department of Housing & Urban Development	156	
Environmental Protection Agency	156	
General Services Administration	110	

			\$575,728
8105	Bags and Sacks		
	Department of Defense	\$882,238	
	Department of State	532,783	
	Bureau of Prisons	323,984	
	General Services Administration	91,329	
		-----	\$1,830,334
8305	Textile Fabrics		
	General Services Administration	\$340,186	
	Department of Defense	149,032	
	Department of Veterans Affairs	22,964	
	Bureau of Prisons	22,893	
	Other Agencies and Customers	3,180	
		-----	\$538,255
8340	Tents and Tarpaulins		
	General Services Administration	\$389,300	
	Other Agencies and Customers	5,040	
	Department of Defense	1,165	
		-----	\$395,505
8405	Outerwear, Men's		
	Department of Defense	\$9,830,062	
	Bureau of Prisons	19,789	
	Other Agencies and Customers	1,500	
		-----	\$9,851,351
8410	Women's Shirts		
	Department of Defense		\$1,476,535
8415	Clothing, Special Purpose		
	Department of Defense	\$87,472,606	
	Bureau of Prisons	7,016,128	
	General Services Administration	1,445,592	
	Department of Homeland Security	116,739	
	Department of Justice	51,017	

	Department of Agriculture	529	
	Other Agencies and Customers	31	
	Department of Education	27	
		-----	\$96,102,669
8420	Men's Underwear and Nightwear		
	Department of Defense	\$1,025,713	
	Bureau of Prisons	938,492	
		-----	\$1,964,205
8455	Badges and Insignia		
	Department of Homeland Security	\$33,477	
	Bureau of Prisons	8,775	
	Department of Interior	8,721	
	Department of Justice	7,551	
	Department of Defense	4,344	
	Social Security Administration	3,506	
	Department of Health & Human Services	1,748	
	Department of Agriculture	829	
	Other Agencies and Customers	468	
	Department of Veterans Affairs	248	
	Department of Transportation	214	
		-----	\$69,881
8465	Individual Equipment		
	Department of Defense	\$613,334	
	Bureau of Prisons	7,827	
	Department of Justice	14	
		-----	\$621,175
8470	Armor, Personal		
	Department of Defense	\$82,262,240	
	Department of Justice	431,780	
	Bureau of Prisons	151,493	
		-----	\$82,845,513
9520	Key Shields		
	Bureau of Prisons		\$3,800

9905	Signs, Ad Displays and I.D. Plates		
	Department of Defense	\$1,773,077	
	Department of Interior	1,003,207	
	Department of Agriculture	756,901	
	Bureau of Prisons	753,783	
	General Services Administration	701,206	
	Department of Transportation	636,331	
	Department of Veterans Affairs	306,719	
	Other Agencies and Customers	269,113	
	Department of Justice	216,194	
	Department of Homeland Security	208,957	
	Department of Treasury	110,063	
	Government Printing Office	76,008	
	Department of Energy	39,637	
	Department of Commerce	38,653	
	Social Security Administration	14,453	
	National Aeronautics & Space Administration	12,627	
	U.S. Courts	11,588	
	Department of Labor	6,176	
	Securities Exchange Commission	6,090	
	U.S. Postal Service	5,621	
	Department of Health & Human Services	5,291	
	Department of Education	2,896	
	Nuclear Regulatory Commission	2,140	
	Department of Housing & Urban Development	1,252	
	Department of State	1,121	
	Smithsonian Institution	375	
	Executive Office of the President	225	
	Agency for International Development	0	
		-----	\$6,959,704
D308	Drawing Conversion Services		
	Department of Interior	\$35,829	
	Department of Defense	6,447	
		-----	\$42,276
D311	Data Conversion, Records		
	Bureau of Prisons		\$36,820
D312	Data Conversion, Image-Pages		
	Department of Defense		\$5,807

H359	Electronics Testing Laboratories		
	Other Agencies and Customers		\$73,338
J023	Vehicular Repair Services		
	Department of Defense	\$977,397	
	Bureau of Prisons	102,329	
	Department of Homeland Security	66,228	
		-----	\$1,145,954
J025	Vehicular Component Repair Services		
	Department of Defense		\$605,776
J039	Material Handling Equipment Repair Services		
	Department of Defense		\$201,350
J081	Textile Repair/Modification Services		
	U.S. Postal Service	\$165,077	
	Bureau of Prisons	29,608	
	Department of Defense	22,482	
	Other Agencies and Customers	10,485	
		-----	\$227,652
J084	Equipment Assembly Services		
	Department of Defense		\$200
J085	Toiletry Kitting Services		
	Bureau of Prisons	\$158,336	
	Department of Homeland Security	2,698	
		-----	\$161,034
K023	Retrofitting Services		
	Department of Homeland Security	\$16,290,892	
	Department of Defense	3,893,512	
	General Services Administration	974,853	

	Department of Agriculture	354,288	
	Department of Interior	168,305	
	Bureau of Prisons	67,159	
	Department of Justice	11,509	
		-----	\$21,760,518
K054	Modification of Prefabricated Metal Buildings & Components		
	Department of Defense		\$3,875,183
K058	Communication Equipment Modification Services		
	Department of Defense		\$288,723
R604	Distribution Services		
	Bureau of Prisons	\$2,925,505	
	Department of Agriculture	6,914	
	Department of Labor	1,530	
	Department of Defense	383	
		-----	\$2,934,332
R699	Other Administrative Support Services		
	Department of Homeland Security	\$1,404,185	
	Department of Justice	60,116	
		-----	\$1,464,301
S209	Laundry Services		
	Department of Defense	\$2,312,521	
	Bureau of Prisons	20,411	
		-----	\$2,332,932
T011	Printing & Binding Services		
	Federal Retirement Thrift Investment Board	\$814,040	
	Environmental Protection Agency	389,016	
	Department of Transportation	150,362	
	Department of Defense	134,502	
	Bureau of Prisons	115,597	
	U.S. Courts	16,014	
	Other Agencies and Customers	8,348	

		-----	\$1,627,879
T099	Miscellaneous Printing Services		
	Department of Defense	\$3,011,915	
	Department of Homeland Security	647,223	
	Department of Justice	645,482	
	Bureau of Prisons	382,137	
	Department of Agriculture	43,598	
	Department of Veterans Affairs	36,204	
	General Services Administration	19,082	
	Department of Interior	14,522	
	Nuclear Regulatory Commission	6,237	
	Department of Labor	2,172	
	Other Agencies and Customers	1,244	
	Social Security Administration	759	
	U.S. Courts	233	
		-----	\$4,810,808
Product-related Services & Other			
Support Services	Various Customers		\$4,063,763
Raw Materials Sub-assemblies	Various Customers		\$2,137,114
	Central Office Adjustment		\$118,741
	Total FPI Sales to Gov't Agencies		\$535,635,062
	Subcontracting Activities		\$41,974,517
	Recycling Sales		15,276,431
	Commercial Market Services		7,247,122
	Customer Vehicle Reimbursement		145,290,298
	Total FPI Sales for FY 2011	Subtotal	\$745,423,430

* FPI provides products in FSC 7105 through a partnership with a private vendor. The sales figure shown above for FSC 7105 reflects the amount of FPI sales, and does not reflect any price adjustments made by the private vendor.

SECTION II - FY 2011 FPI SALES BY 4-DIGIT SIC INDUSTRY CODE
10/01/10 to 9/30/11

SIC Industry	SIC Industry Description	Sales	% of Total
2211	Broadwoven Fabrics, Cotton	\$1,853,608	0.25%
2321	Men's & Boys' Shirts, Except Work	4,749,207	0.64%
2322	Men's & Boys' Underwear & Nightwear	3,560,328	0.48%
2326	Men's & Boys' Work Clothing	51,057,991	6.85%
2329	Men's & Boys' Clothing, N.E.C.	33,748,268	4.53%
2331	Women's Shirts	1,476,535	0.20%
2381	Cotton Work Gloves	5,465	0.00%
2391	Curtains & Drapes	1,321,002	0.18%
2392	Housefurnishings	4,278,941	0.57%
2393	Textile Bags	3,515,204	0.47%
2394	Canvas & Related Products	884,627	0.12%
2396	Automotive & Apparel Trimmings	4,810,808	0.65%
2399	Textile Products, N.E.C.	375,633	0.05%
2499	Wood Products, N.E.C.	59,200	0.01%
2514	Metal Household Furniture	2,915,054	0.39%
2515	Mattresses & Foundations	9,343,877	1.25%
2521	Wood Office Furniture	35,312,976	4.74%
2522	Non-Wood Office Furniture	120,422,297	16.15%
2542	Office/Store Fixtures, Non-Wood	28,796,873	3.86%
2599	Furniture & Fixtures, N.E.C.	387,201	0.05%
2752	Commercial Printing, Lithographic	8,167,218	1.10%
2759	Commercial Printing, N.E.C.	152,011	0.02%
2761	Manifold Business Forms	1,899,007	0.25%
3089	Plastic Products, N.E.C.	1,977,001	0.27%
3151	Leather Gloves & Mittens	1,452,588	0.19%
3429	Hardware, N.E.C.	229,134	0.03%
3433	Solar Heating Systems Manufacturing	251,239	0.03%
3442	Metal Doors & Frames	1,644,367	0.22%
3444	Sheet Metal Work	1,899,996	0.25%
3446	Architectural Metal Work	5,391,516	0.72%
3448	Prefabricated Metal Buildings and Components	3,875,183	0.52%
3469	Metal Stampings, N.E.C.	195,580	0.03%
3479	Coating & Engraving	69,881	0.01%
3496	Miscellaneous Fabricated Wire Products	599,185	0.08%
3499	Fabricated Metal Products, N.E.C.	1,217,405	0.16%
3564	Industrial Filters	2,819,150	0.38%
3613	Power Distribution Products	19,741	0.00%
3643	Current Carrying Wiring Devices	48,273,758	6.48%
3648	Lighting Equipment, N.E.C.	684,507	0.09%
3663	Radio/TV Communications, Equipment	899,247	0.12%
3678	Electronic Connectors	78,660	0.01%
3672	Miscellaneous Electronic Components	4,245,680	0.57%
3679	Electronic Components, N.E.C.	122,773	0.02%
3842	Orthopedic/Prosthetic/Surgical Equipment	95,779,239	12.85%
3851	Ophthalmic Goods	1,460,148	0.20%
3873	Time Measuring Instruments	\$9,023	0.00%

3993	Signs & Advertising Displays	5,746,099	0.77%
7218	Laundry Services	2,332,932	0.31%
7371	Drawing Conversion Programming	42,276	0.01%
7374	Data Conversion Scanning	5,807	0.00%
7379	Document Conversion	36,820	0.00%
7389	Miscellaneous Business Services, N.E.C.	4,559,867	0.61%
7532	Customizing Vehicle Services	21,760,518	2.92%
7538	Vehicular Repair Services	1,145,954	0.15%
7539	Auto Repair Services, N.E.C.	605,776	0.08%
7699	Miscellaneous Repair Services, N.E.C.	717,725	0.10%
8734	Electronics Testing Laboratories	73,338	0.01%
	Product-Related Services & Other Support Services	4,063,763	0.55%
	Raw Mat'ls & Sub-Assemblies	2,137,114	0.29%
	Central Office Adjustment	118,741	0.02%
	Total FPI Sales to Gov't Agencies	\$535,635,062	71.86%
	Subcontracting Activities	41,974,517	5.63%
	Recycling Sales	15,276,431	2.05%
	Commercial Market Services	7,247,122	0.97%
	Customer Vehicle Reimbursement	145,290,298	19.49%

	Total FPI Sales for FY 2011	\$745,423,430	100.00%