

# **How Can I Grow in a Smaller Government Market?**

**The Federal Market Outlook for  
Schedule 51V**

**Date: March 22, 2011**



# Overview

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- ✔ A look back
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- ✔ 51V Market Conditions
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# A look Back...



# Projections from Last Year's Presentation

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- 👍 Insourcing will occur more intensively in the white collar workforce than in the blue collar O&M workforce.
- 👎 While the Administration plans to curtail non-security discretionary spending for three years beginning in FY11, this may not have as much an effect on CFMH sales, particularly hardware items.
- 👎 Operations and Management contract services will increase

# 51V - Market Snapshot



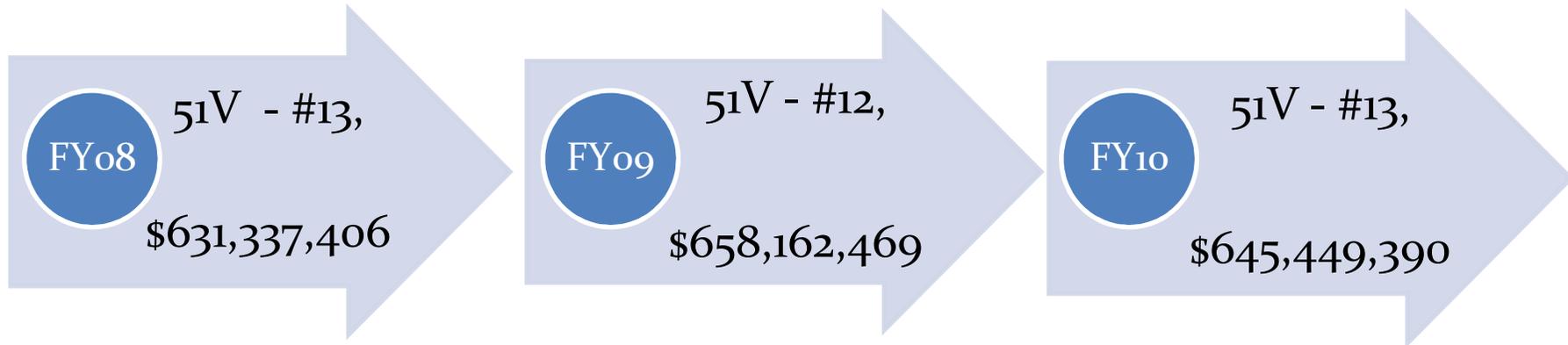
# Hardware Superstore Offerings Include:

- Appliance Department
  - (SINS: 639-001, 639-002, 639-003)
- Commercial Coatings, Adhesives, Sealants & Lubricants
  - (834-100, 834-500, 834-600, 834-700, 834-900)
- Hardware Store , Home Improvement, or MRO Department
  - (105-001, 105-002, 105-003)
- Industrial Machinery Department
  - (SINS: 577-002, 577-001, 577-005)
- Lawn & Garden Department
  - (341-100, 341-500, 341-800)
- Leasing & Rental Department
  - (SINS: 515-001, 515-002)
- Tools Department
  - (SINS: 612-209, 550-001, 600-001, 613-001)
- Ancillary Services & Accessories
  - (SINS: 051-100, 051-200, 616-001)



Note: SINS 639-003, 616-001 WERE REMOVED  
as of refresh 9/03/19/2010.

# Schedule Ranking



# Annual Changes FY2009 - FY2010

## Schedule 51V

- Overall Change:  2%



Change  
Amount:

- 12,713,079

# Top 20 - 51V Contract Holders

FY10 RANK	FY09 RANK	CONTRACT	COMPANY	TOTAL
1	1	GS06F0007J	W. W. GRAINGER, INC.	\$118,419,305
2	4	GS06F0010N	MSC INDUSTRIAL DIRECT CO., INC.	\$65,186,486
3	3	GS06F0006L	IDSC HOLDINGS LLC	\$43,270,425
4	2	GS06F0052N	HOME DEPOT U.S.A., INC.	\$41,519,301
5	5	GS06F0074M	J & L AMERICA, INC.	\$29,331,284
6	8	GS06F0032K	NOBLE SALES CO., INC.	\$26,767,016
7	6	GS07F7729C	PHILLIPS CORPORATION	\$24,829,640
8	7	GS06F0018L	KIPPER TOOL COMPANY	\$19,797,085
9	10	GS10F0004J	THE SHERWIN-WILLIAMS COMPANY	\$11,615,290
10	12	GS06F0027L	LAWSON PRODUCTS, INC.	\$10,996,929
11	9	GS06F0068R	UNITED RENTALS, INC.	\$10,971,832
12	11	GS21F0091H	INTIRION CORP	\$8,503,581
13	19	GS21F0087H	ABSOCOLD CORPORATION	\$8,482,252
14	17	GS06F0046N	COMPLETE PACKAGING & SHIPPING SU	\$8,338,919
15	14	GS06F0044M	NEWARK ELECTRONICS CORPORATION	\$8,179,634
16	24	GS21F0003U	GRAYBAR ELECTRIC COMPANY, INC	\$8,150,667
17	16	GS06F0083S	DEERE & COMPANY	\$7,563,309
18	44	GS06F0035M	OSC SOLUTIONS, INC.	\$7,353,743
19	13	GS21F0001K	CAPITOL SUPPLY, INC.	\$7,095,402
20	18	GS06F0004L	STATE INDUSTRIAL PRODUCTS CORPOR	\$6,297,070
<b>Top 20 Schedule 51 V Contractors' Market Share</b>				<b>\$472,669,170</b>
<b>Total Schedule 51 V Market Share</b>				<b>\$645,449,390</b>

Source: WMG Analysis of Schedule Sales Query

# 51V – SIN \$ALES Analysis (1)

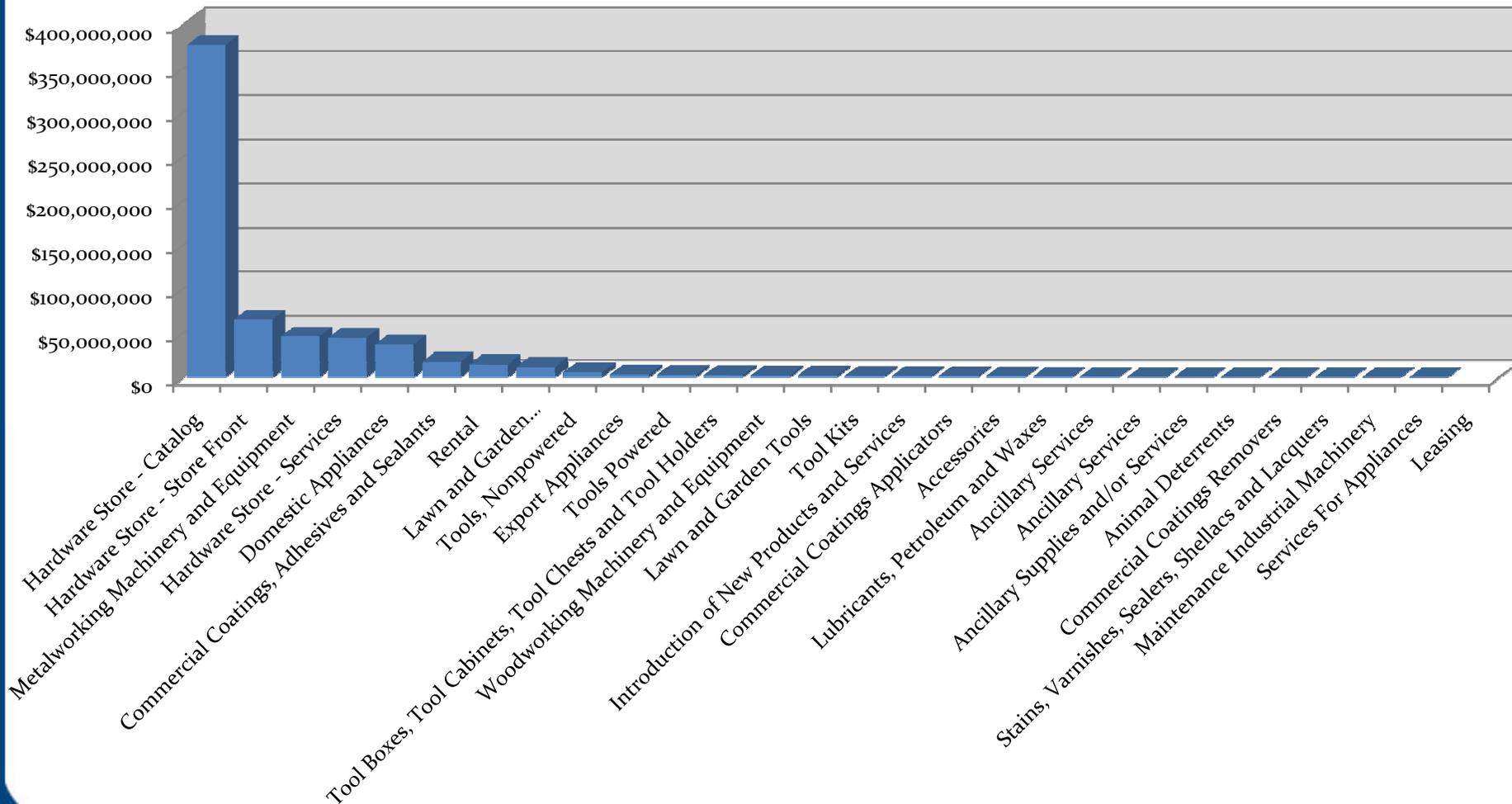
SIN	SIN Description	Number of Contractors Currently on Schedule	FY09	FY10	% Change
105 002	Hardware Store - Catalog	124	\$369,795,362	\$377,056,627	2%
105 001	Hardware Store - Store Front	53	\$84,192,351	\$65,443,059	-22%
577 005	Metalworking Machinery and Equipment	70	\$60,518,012	\$46,497,952	-23%
105 003	Hardware Store - Services	28	\$32,574,047	\$44,753,171	37%
639 001	Domestic Appliances	32	\$41,316,508	\$37,450,972	-9%
834 100	Commercial Coatings, Adhesives and Sealants	63	\$17,895,026	\$17,457,894	-2%
515 002	Rental	13	\$10,396,361	\$14,727,749	42%
341 100	Lawn and Garden Equipment, Machinery, Implements, and Products	19	\$13,712,561	\$11,937,603	-13%
613 001	Tools, Nonpowered	52	\$6,652,118	\$5,765,292	-13%
639 002	Export Appliances	8	\$4,260,334	\$3,527,867	-17%
550 001	Tools Powered	39	\$3,023,730	\$3,131,371	4%
600 001	Tool Boxes, Tool Cabinets, Tool Chests and Tool Holders	24	\$2,481,635	\$2,806,248	13%
577 001	Woodworking Machinery and Equipment	13	\$2,252,970	\$2,514,055	12%
341 800	Lawn and Garden Tools	5	\$20,611	\$2,471,274	11890%

# 51V – SIN \$ALES Analysis (2)

SIN	SIN Description	Number of Contractors Currently on Schedule	FY09	FY10	% Change
612 209	Tool Kits	25	\$1,647,980	\$2,002,390	22%
051 99	Introduction of New Products and Services	16	\$1,366,927	\$1,844,706	35%
834 700	Commercial Coatings Applicators	21	\$1,845,311	\$1,630,362	-12%
051 200	Accessories	46	\$1,059,435	\$1,389,873	31%
834 900	Lubricants, Petroleum and Waxes	20	\$652,082	\$920,159	41%
616 001	Ancillary Services	-	\$0	\$729,970	-
051 100	Ancillary Services	-	\$1,492,065	\$377,246	-75%
051 400	Ancillary Supplies and/or Services	14	\$0	\$269,493	-
341 500	Animal Deterrents	4	\$207,938	\$252,992	22%
834 600	Commercial Coatings Removers	14	\$500,135	\$174,186	-65%
834 500	Stains, Varnishes, Sealers, Shellacs and Lacquers	15	\$81,865	\$155,648	90%
577 002	Maintenance Industrial Machinery	7	\$23,206	\$95,255	310%
639 003	Services For Appliances	-	\$168,999	\$65,976	-61%
515 001	Leasing	3	\$24,900	\$0	-
<b>Grand Total</b>			<b>\$658,162,469</b>	<b>\$645,449,390</b>	<b>-2%</b>

Note: SIN 639-003, 616-001 WERE REMOVED as of refresh 03/19/2010.

# 51V – SIN \$ALES Analysis (GFY2010)



Source: WMG Analysis of SSQ data

# 51V SIN and NAICS Solicitation Match-up as of Refresh 10, Dated: March 01, 2011 (1)

SIN	SIN Description	NAICS
105 001	Hardware Store, Home Improvement Center, or MRO - Store Front	423710, 423830, 423840, 424930, 444110, 444130, 444190, 493110
105 002	Hardware Store, Home Improvement Center, or MRO - Catalog	423710, 423830, 423840, 424930, 444110, 444130, 444190, 493110
105 003	Hardware Store, Home Improvement Center, or MRO - Services	423710, 423830, 423840, 424930, 444110, 444130, 444190, 493110
834 100	Commercial Coatings, Adhesives and Sealants	324122, 324191, 324199, 325510, 325520, 325613, 339994, 424950, 424990
834 500	Stains, Varnishes, Sealers, Shellacs and Lacquers	324122, 324191, 324199, 325199, 325510, 325520, 325613, 339994, 424950, 424990
834 600	Commercial Coatings Removers	324122, 324191, 324199, 325199, 325510, 325520, 325613, 339994, 424950, 424990
834 700	Commercial Coatings Applicators	324122, 324191, 324199, 325199, 325510, 325520, 325613, 339994, 424950, 424990
834 900	Lubricants, Petroleum and Waxes	324122, 324191, 324199, 325199, 325510, 325520, 325613, 339994, 424950, 424990
639 001	Domestic Appliances	333411, 333412, 333414, 333415, 335211, 335221, 335221, 335222, 335224, 335228
639 002	Export Appliances	333411, 333412, 333414, 333415, 335211, 335221, 335222, 335224, 335228
550 001	Tools Powered	332212, 332213, 333512, 333513, 333514, 333991, 333992
600 001	Tool Boxes, Tool Cabinets, Tool Chests and Tool Holders	332212, 332213, 333512, 333513, 333514, 333991, 333992
612 209	Tool Kits	332212, 332213, 333512, 333513, 333514, 333991, 333992

## 51V SIN and NAICS Solicitation Match-up as of Refresh 10, Dated: March 01, 2011 (2)

SIN	SIN Description	NAICS
613 001	Tools, Nonpowered	332212, 332213, 333512, 333512, 333514, 333991, 333992
341 100	Lawn and Garden Equipment, Machinery, Implements, and Products	325320, 333111, 333112, 424930, 444210, 444220
341 500	Animal Deterrents	325320, 333111, 333112, 444210, 444220
341 800	Lawn and Garden Tools	325320, 333111, 333112, 444210, 444220
577 001	Woodworking Machinery and Equipment	332439, 332710, 333210, 333512, 333513, 333514, 333515, 333516, 333518, 423830
577 002	Maintenance Industrial Machinery	332439, 332710, 333210, 333512, 333513, 333514, 333515, 333516, 333518
577 005	Metalworking Machinery and Equipment	332439, 332710, 333210, 333512, 333513, 333514, 333515, 333516, 333518, 423830
515 001	Leasing	532310, 532490
515 002	Rental	532310, 532490
051 99	Introduction of New Products and Services	324122, 324191, 324199, 325199, 325320, 325510, 325520, 325613, 332212, 332213, 332439, 332710, 333111, 333112, 333210, 333411, 333412, 333414, 333415, 333512, 333513, 333514, 333515, 333516, 333518, 333991, 333992, 335211, 335221, 335222, 335224, 335228, 339994, 423710, 423830, 423840, 424950, 424990, 444110, 444130, 444190, 444210, 444220, 493110, 532310, 532490, 541990
051 100	Ancillary Services	541990
051 200	Accessories	324122, 324191, 324199, 325199, 325320, 325510, 325520, 325613, 332212, 332213, 332439, 332710, 333111, 333112, 333210, 333411, 333412, 333414, 333415, 333512, 333513, 333513, 333515, 333516, 333518, 333991, 333992, 335211, 335221, 335222, 335224, 335228, 339994, 423710, 423830, 423840, 424950, 424990, 444110, 444130, 444190, 444210, 444220, 493110, 532310, 532490
051 400	Ancillary Supplies and/or Services	324122

# 51v NAICS Government Market Overview



# 51V NAICS Government Market Methodology

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- This report includes an analysis of the **sales by NAICS, top purchasing agencies, top contractors, top contracting offices, top places of performance, top NAICS by top customer, and agency small business set-asides** for Hardware Superstore based on North American Industry Classification System (NAICS) codes.
- Data contained in FPDS reflects reported government spending for prime contract actions above \$25,000.
- **FY2010 FPDS data is approximately 90% reported by agencies at this time. SSQ data for FY10 is complete.**

# Government-wide Sales by 51V NAICS Codes (1)

RANK	NAICS CODE	NAICS CODE DESCRIPTION	TOTAL
1	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$12,812,042,790
2	493110	GENERAL WAREHOUSING AND STORAGE	\$343,486,530
3	423830	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$225,001,056
4	333415	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$223,230,770
5	332439	OTHER METAL CONTAINER MANUFACTURING	\$198,458,439
6	332212	HAND AND EDGE TOOL MANUFACTURING	\$169,550,646
7	532490	OTHER COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING	\$137,180,614
8	444130	HARDWARE STORES	\$97,284,326
9	333512	MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING	\$91,170,079
10	423840	INDUSTRIAL SUPPLIES MERCHANT WHOLESALERS	\$67,622,068
11	339994	BROOM, BRUSH, AND MOP MANUFACTURING	\$67,506,167
12	332710	MACHINE SHOPS	\$62,097,276
13	325510	PAINT AND COATING MANUFACTURING	\$56,968,784
14	333513	MACHINE TOOL (METAL FORMING TYPES) MANUFACTURING	\$55,183,505
15	333411	AIR PURIFICATION EQUIPMENT MANUFACTURING	\$43,578,584
16	333414	HEATING EQUIPMENT (EXCEPT WARM AIR FURNACES) MANUFACTURING	\$34,435,798
17	325520	ADHESIVE MANUFACTURING	\$32,685,342
18	444190	OTHER BUILDING MATERIAL DEALERS	\$31,808,122
19	424990	OTHER MISCELLANEOUS NONDURABLE GOODS MERCHANT WHOLESALERS	\$28,759,600
20	423710	HARDWARE MERCHANT WHOLESALERS	\$24,083,386
22	333922	CONVEYOR AND CONVEYING EQUIPMENT MANUFACTURING	\$21,091,914
23	324191	PETROLEUM LUBRICATING OIL AND GREASE MANUFACTURING	\$19,771,034
24	333992	WELDING AND SOLDERING EQUIPMENT MANUFACTURING	\$18,226,529
25	333111	FARM MACHINERY AND EQUIPMENT MANUFACTURING	\$13,360,523

# Government-wide Sales by 51V NAICS Codes (2)

RANK	NAICS CODE	NAICS CODE DESCRIPTION	TOTAL
26	324122	ASPHALT SHINGLE AND COATING MATERIALS MANUFACTURING	\$12,180,492
27	333518	OTHER METALWORKING MACHINERY MANUFACTURING	\$12,068,705
28	424950	PAINT, VARNISH, AND SUPPLIES MERCHANT WHOLESALERS	\$10,668,379
29	333514	SPECIAL DIE AND TOOL, DIE SET, JIG, AND FIXTURE MANUFACTURING	\$10,326,919
30	333991	POWER-DRIVEN HANDTOOL MANUFACTURING	\$10,119,193
31	332211	CUTLERY AND FLATWARE (EXCEPT PRECIOUS) MANUFACTURING	\$9,366,060
32	325199	ALL OTHER BASIC ORGANIC CHEMICAL MANUFACTURING	\$9,320,907
33	325320	PESTICIDE AND OTHER AGRICULTURAL CHEMICAL MANUFACTURING	\$8,847,287
34	333412	INDUSTRIAL AND COMMERCIAL FAN AND BLOWER MANUFACTURING	\$8,583,213
35	335222	HOUSEHOLD REFRIGERATOR AND HOME FREEZER MANUFACTURING	\$5,979,330
36	332214	KITCHEN UTENSIL, POT, AND PAN MANUFACTURING	\$5,695,320
37	444110	HOME CENTERS	\$5,009,378
38	332213	SAW BLADE AND HANDSAW MANUFACTURING	\$4,570,799
39	532310	GENERAL RENTAL CENTERS	\$4,561,220
40	335221	HOUSEHOLD COOKING APPLIANCE MANUFACTURING	\$4,537,947
41	335224	HOUSEHOLD LAUNDRY EQUIPMENT MANUFACTURING	\$3,295,236
42	444220	NURSERY, GARDEN CENTER, AND FARM SUPPLY STORES	\$2,458,235
43	333516	ROLLING MILL MACHINERY AND EQUIPMENT MANUFACTURING	\$2,294,806
44	444210	OUTDOOR POWER EQUIPMENT STORES	\$2,294,068
45	424930	FLOWER, NURSERY STOCK, AND FLORISTS' SUPPLIES MERCHANT WHOLESALERS	\$415,920
46	325613	SURFACE ACTIVE AGENT MANUFACTURING	\$402,843
47	324199	ALL OTHER PETROLEUM AND COAL PRODUCTS MANUFACTURING	\$39,077
<b>51v NAICS GRAND TOTAL</b>			<b>\$15,007,619,214</b>

## Top 20 Purchasing Agencies by 51V NAICS Codes

RANK	AGENCY	TOTAL
1	DEPARTMENT OF THE ARMY	\$3,546,330,981
2	DEPARTMENT OF ENERGY	\$3,120,407,990
3	DEPARTMENT OF THE AIR FORCE	\$2,505,218,246
4	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$1,978,998,625
5	DEPARTMENT OF THE NAVY	\$785,538,152
6	DEFENSE THREAT REDUCTION AGENCY (DTRA)	\$424,200,909
7	DEFENSE LOGISTICS AGENCY	\$376,980,883
8	BUREAU OF CUSTOMS AND BORDER PROTECTION	\$346,173,801
9	FEDERAL ACQUISITION SERVICE	\$236,389,242
10	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$191,497,855
11	FEDERAL AVIATION ADMINISTRATION	\$177,422,892
12	CENTERS FOR MEDICARE AND MEDICAID SERVICES	\$164,027,297
13	CENTERS FOR DISEASE CONTROL	\$138,355,497
14	SUBSTANCE ABUSE AND MENTAL HEALTH SERVICES ADMINISTRATION	\$86,245,991
15	VETERANS AFFAIRS, DEPARTMENT OF	\$79,511,568
16	DEPARTMENT OF STATE	\$78,101,499
17	NATIONAL INSTITUTES OF HEALTH	\$67,459,042
18	DEPARTMENTAL OFFICES	\$57,954,220
19	NATIONAL SCIENCE FOUNDATION	\$40,320,629
20	FOREST SERVICE	\$39,119,385
<b>Top 20 Purchasing Agencies Total</b>		<b>\$14,440,254,704</b>
<b>51V NAICS Grand Total</b>		<b>\$15,007,619,214</b>

# Top 20 Contractors by 51V NAICS Codes

RANK	COMPANY	TOTAL
1	OAK RIDGE ASSOCIATED UNIVERSITIES INCORPORATED	\$1,786,982,520
2	BROOKHAVEN SCIENCE ASSOCIATES, LLC	\$1,291,322,706
3	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	\$1,171,218,076
4	ARMY FLEET SUPPORT, LLC	\$644,214,186
5	THE MITRE CORPORATION	\$636,991,971
6	JOHN SNOW, INC. (JSI)	\$409,905,219
7	BOEING	\$362,466,225
8	INSTITUTE FOR DEFENSE ANALYSES	\$224,097,760
9	L-3 SERVICES, INC.	\$213,141,421
10	MPRI, INC.	\$185,802,872
11	CHEMONICS INTERNATIONAL INC.	\$171,973,100
12	SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$160,067,640
13	PRATT AND WHITNEY ROCKETDYNE INCORPORATED	\$159,079,097
14	LOCKHEED MARTIN	\$158,269,955
15	ASSOCIATES IN RURAL DEVELOPMENT, INC. (ARD)	\$143,169,936
16	RAYTHEON TECHNICAL SERVICES CO	\$135,764,313
17	NORTHROP GRUMMAN INFORMATION TECHNOLOGY, INC	\$124,686,409
18	MANAGEMENT SCIENCES FOR HEALTH	\$117,573,581
19	CREATIVE ASSOCIATES INTERNATIONAL, INC.	\$110,661,825
20	RAND CORPORATION	\$97,940,145
<b>Top 20 Contractors Total</b>		<b>\$8,207,388,811</b>
<b>51V NAICS Grand Total</b>		<b>\$15,007,619,214</b>

Note: No Top Contractors on Schedule 51v

## Top 20 Contracting Office Locations by 51V NAICS Codes

RANK	CONTRACTING OFFICE	AGENCY	TOTAL
1	AGENCY FOR INTERNATIONAL DEVELOPMENT	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$1,978,998,625
2	FA8721 ESC PKE	DEPT OF THE AIR FORCE	\$1,873,616,406
3	IDAHO OPERATIONS OFFICE	ENERGY, DEPARTMENT OF	\$1,470,038,582
4	CHICAGO SERVICE CENTER (OFFICE OF SCIENCE)	ENERGY, DEPARTMENT OF	\$1,291,728,218
5	W0H9 US ARMY AVN & MISSILES CMD	DEPT OF THE ARMY	\$673,082,287
6	W4MM USA JOINT MUNITIONS CMD	DEPT OF THE ARMY	\$475,261,176
7	DEFENSE THREAT REDUCTION AGENCY	DEFENSE THREAT REDUCTION AGENCY (DTRA)	\$424,200,909
8	W6QM CONTRAC CTR OF EXCELL	DEPT OF THE ARMY	\$348,602,412
9	XR W6EC PEO STRI ORLANDO	DEPT OF THE ARMY	\$345,323,751
10	SBI ACQUISITION OFFICE	BUREAU OF CUSTOMS AND BORDER PROTECTION	\$337,158,131
11	OAK RIDGE OFFICE (OFFICE OF SCIENCE)	ENERGY, DEPARTMENT OF	\$323,537,816
12	W6QK RDECOM CONTR CTR	DEPT OF THE ARMY	\$223,735,084
13	DEFENSE SUPPLY CENTER PHILADELPHIA	DEFENSE LOGISTICS AGENCY	\$181,590,264
14	COMMANDER	DEPT OF THE NAVY	\$180,467,894
15	DEPT OF TRANS/FEDERAL AVIATION ADMIN	FEDERAL AVIATION ADMINISTRATION	\$177,422,892
16	W4PZ USA MED RSCH ACQUIS ACT	DEPT OF THE ARMY	\$172,040,565
17	MARSHALL SPACE FLIGHT CENTER	NASA	\$164,077,454
18	DEPT OF HHS/CENTERS FOR DISEASE CONTROL	CENTERS FOR DISEASE CONTROL	\$137,740,525
19	W4GG TACOM ROCK ISLAND	DEPT OF THE ARMY	\$136,595,102
20	NAVAL AIR SYSTEMS COMMAND	DEPT OF THE NAVY	\$128,974,726
<b>Top 20 Contracting Office Locations Total</b>			<b>\$11,044,192,819</b>
<b>51V NAICS Grand Total</b>			<b>\$15,007,619,214</b>

## Top 20 Places of Performance by 51V NAICS Codes

RANK	CITY	STATE	TOTAL
1	IDAHO FALLS	ID	\$1,468,739,901
2	UPTON	NY	\$1,291,322,706
3	LEXINGTON	MA	\$855,814,315
4	WASHINGTON	DC	\$672,704,557
5	HANSCOM AFB	MA	\$656,707,108
6	FORT RUCKER	AL	\$644,905,051
7	ARLINGTON	VA	\$387,226,621
8	BEDFORD	MA	\$356,403,385
9	SAN DIEGO	CA	\$333,985,930
10	OAK RIDGE	TN	\$323,376,984
11	BOSTON	MA	\$314,136,645
12	RESTON	VA	\$195,840,306
13	FORT BELVOIR	VA	\$179,248,477
14	ORLANDO	FL	\$162,125,180
15	CANOGA PARK	CA	\$159,079,097
16	MC LEAN	VA	\$143,253,033
17	FALLS CHURCH	VA	\$138,848,507
18	TUCSON	AZ	\$122,404,693
19	FAIRFAX	VA	\$95,785,405
20	SAINT LOUIS	MO	\$95,224,527
<b>Top 20 Places of Performance</b>			<b>\$8,597,132,428</b>
<b>51V NAICS Grand Total</b>			<b>\$15,007,619,214</b>

# Top 10 Customers/NAICS by 51v NAICS Codes (1)

AGENCY	NAICS DESCRIPTION	TOTAL
<b>DEPT OF</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$2,893,854,050
<b>THE ARMY</b>	HAND AND EDGE TOOL MANUFACTURING	\$134,614,671
	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$88,244,490
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$72,648,728
	OTHER COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING	\$46,339,188
	OTHER METAL CONTAINER MANUFACTURING	\$36,485,494
	MACHINE TOOL (METAL FORMING TYPES) MANUFACTURING	\$34,954,942
	HARDWARE STORES	\$33,034,371
	MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING	\$28,852,617
	MACHINE SHOPS	\$24,861,298
<b>GRAND TOTAL</b>		<b>\$3,393,889,847</b>
AGENCY	NAICS DESCRIPTION	TOTAL
<b>DEPT OF</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$3,114,792,860
<b>ENERGY</b>	GENERAL WAREHOUSING AND STORAGE	\$2,860,200
	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$1,772,552
	HARDWARE STORES	\$278,684
	OTHER BUILDING MATERIAL DEALERS	\$186,473
	FARM MACHINERY AND EQUIPMENT MANUFACTURING	\$122,735
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$111,869
	OTHER COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING	\$64,590
	HARDWARE MERCHANT WHOLESALERS	\$39,686
	INDUSTRIAL SUPPLIES MERCHANT WHOLESALERS	\$27,322
<b>GRAND TOTAL</b>		<b>\$3,120,256,970</b>

# Top 10 Customers/NAICS by 51v NAICS Codes (2)

AGENCY	NAICS DESCRIPTION	TOTAL
<b>DEPT OF</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$2,281,903,514
<b>THE AIR FORCE</b>	GENERAL WAREHOUSING AND STORAGE	\$53,858,629
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$47,998,648
	HARDWARE STORES	\$35,567,045
	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$16,881,268
	MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING	\$12,770,795
	OTHER BUILDING MATERIAL DEALERS	\$6,659,109
	MACHINE TOOL (METAL FORMING TYPES) MANUFACTURING	\$6,544,553
	HEATING EQUIPMENT (EXCEPT WARM AIR FURNACES) MANUFACTURING	\$5,633,779
	CONVEYOR AND CONVEYING EQUIPMENT MANUFACTURING	\$4,540,737
<b>GRAND TOTAL</b>		<b>\$2,472,358,076</b>
AGENCY	NAICS DESCRIPTION	TOTAL
<b>AGENCY FOR</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$1,962,774,225
<b>INTERNATIONAL</b>	GENERAL WAREHOUSING AND STORAGE	\$13,832,903
<b>DEVELOPMENT</b>	KITCHEN UTENSIL, POT, AND PAN MANUFACTURING	\$994,142
	HARDWARE MERCHANT WHOLESALERS	\$852,211
	HARDWARE STORES	\$122,809
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$116,766
	GENERAL RENTAL CENTERS	\$107,695
	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$91,559
	OTHER COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING	\$59,302
	AIR PURIFICATION EQUIPMENT MANUFACTURING	\$13,258
<b>GRAND TOTAL</b>		<b>\$1,978,964,869</b>

# Top 10 Customers/NAICS by 51v NAICS Codes (3)

AGENCY	NAICS DESCRIPTION	TOTAL
<b>DEPT OF</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$438,222,399
<b>THE NAVY</b>	OTHER COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING	\$71,241,905
	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$51,459,013
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$33,916,298
	MACHINE SHOPS	\$25,935,792
	INDUSTRIAL SUPPLIES MERCHANT WHOLESALERS	\$25,905,655
	OTHER METAL CONTAINER MANUFACTURING	\$25,250,409
	MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING	\$19,841,905
	PETROLEUM LUBRICATING OIL AND GREASE MANUFACTURING	\$15,044,687
	HARDWARE STORES	\$11,092,057
<b>GRAND TOTAL</b>		<b>\$717,910,121</b>
AGENCY	NAICS DESCRIPTION	TOTAL
<b>DEFENSE</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$424,023,770
<b>THREAT</b>	OUTDOOR POWER EQUIPMENT STORES	\$161,133
<b>REDUCTION</b>	INDUSTRIAL SUPPLIES MERCHANT WHOLESALERS	\$8,055
<b>AGENCY</b>	OTHER METAL CONTAINER MANUFACTURING	\$7,950
<b>GRAND TOTAL</b>		<b>\$424,200,909</b>

# Top 10 Customers/NAICS by 51v NAICS Codes (4)

AGENCY	NAICS DESCRIPTION	TOTAL
DEFENSE	OTHER METAL CONTAINER MANUFACTURING	\$123,674,408
LOGISTICS	GENERAL WAREHOUSING AND STORAGE	\$98,217,007
AGENCY	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$29,017,837
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$23,824,783
	INDUSTRIAL SUPPLIES MERCHANT WHOLESALERS	\$21,871,122
	MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING	\$17,217,394
	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$11,170,873
	AIR PURIFICATION EQUIPMENT MANUFACTURING	\$8,047,031
	WELDING AND SOLDERING EQUIPMENT MANUFACTURING	\$6,910,595
	HEATING EQUIPMENT (EXCEPT WARM AIR FURNACES) MANUFACTURING	\$6,607,749
<b>GRAND TOTAL</b>		<b>\$346,558,799</b>
AGENCY	NAICS DESCRIPTION	TOTAL
BUREAU OF CUSTOMS AND BORDER PROTECTION	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$344,081,608
	HARDWARE STORES	\$782,540
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$684,099
	GENERAL WAREHOUSING AND STORAGE	\$86,890
	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$84,740
	OTHER METAL CONTAINER MANUFACTURING	\$79,381
	OTHER BUILDING MATERIAL DEALERS	\$49,948
	PESTICIDE AND OTHER AGRICULTURAL CHEMICAL MANUFACTURING	\$46,502
	INDUSTRIAL AND COMMERCIAL FAN AND BLOWER MANUFACTURING	\$43,484
	HEATING EQUIPMENT (EXCEPT WARM AIR FURNACES) MANUFACTURING	\$43,397
<b>GRAND TOTAL</b>		<b>\$345,982,588</b>

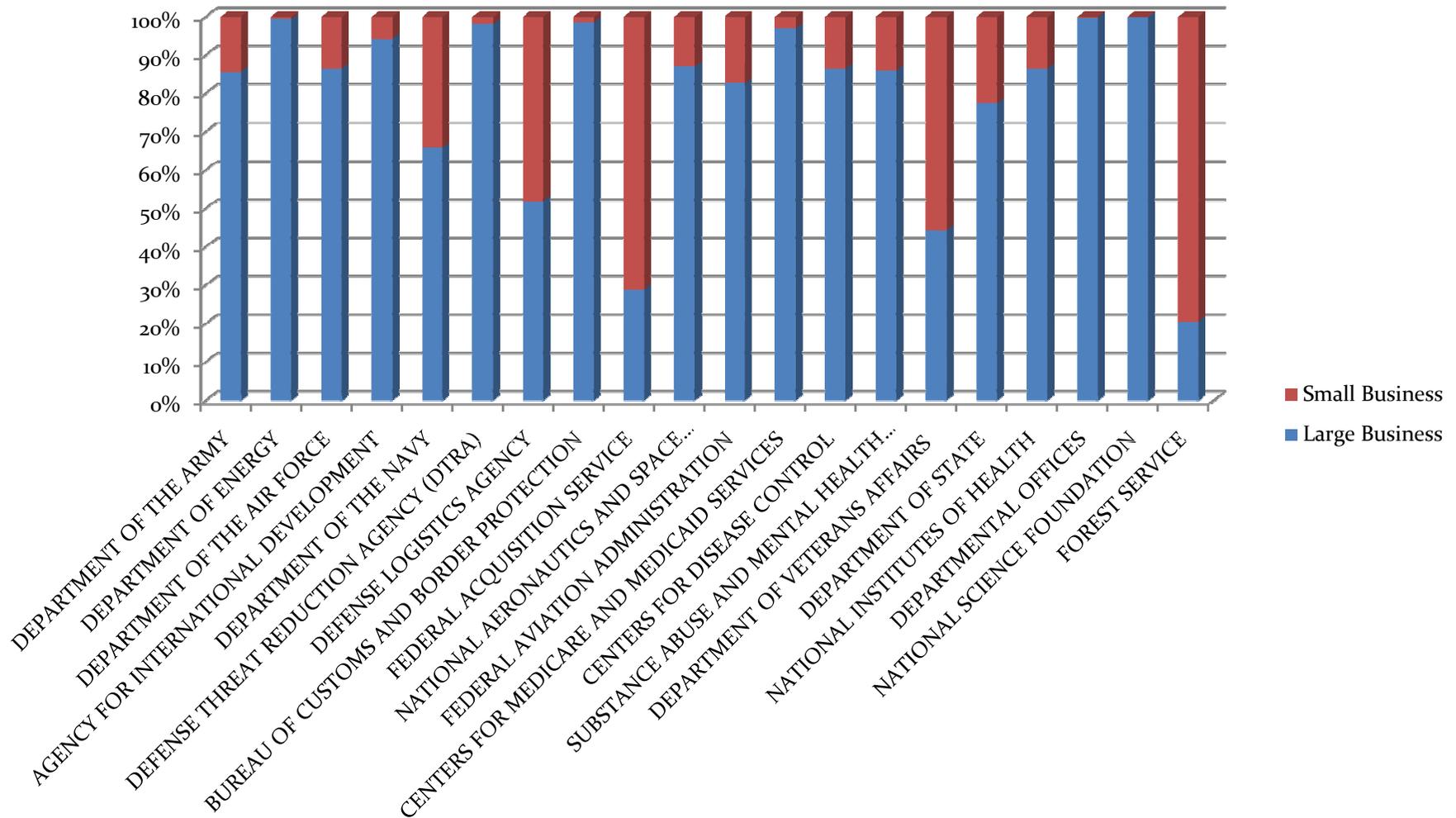
# Top 10 Customers/NAICS by 51v NAICS Codes (5)

AGENCY	NAICS DESCRIPTION	TOTAL
<b>FEDERAL</b>	BROOM, BRUSH, AND MOP MANUFACTURING	\$61,884,809
<b>ACQUISITION</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$50,373,184
<b>SERVICE</b>	PAINT AND COATING MANUFACTURING	\$30,999,223
	ADHESIVE MANUFACTURING	\$26,847,186
	HAND AND EDGE TOOL MANUFACTURING	\$23,906,111
	HARDWARE STORES	\$12,893,009
	GENERAL WAREHOUSING AND STORAGE	\$12,754,770
	SAW BLADE AND HANDSAW MANUFACTURING	\$3,412,834
	OTHER METAL CONTAINER MANUFACTURING	\$2,353,840
	KITCHEN UTENSIL, POT, AND PAN MANUFACTURING	\$1,694,172
<b>GRAND TOTAL</b>		<b>\$227,119,139</b>
AGENCY	NAICS DESCRIPTION	TOTAL
<b>NASA</b>	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$167,915,083
	GENERAL WAREHOUSING AND STORAGE	\$8,093,930
	MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING	\$5,701,853
	MACHINE SHOPS	\$5,236,462
	INDUSTRIAL MACHINERY AND EQUIPMENT MERCHANT WHOLESALERS	\$1,892,006
	MACHINE TOOL (METAL FORMING TYPES) MANUFACTURING	\$567,005
	INDUSTRIAL SUPPLIES MERCHANT WHOLESALERS	\$404,179
	WELDING AND SOLDERING EQUIPMENT MANUFACTURING	\$334,150
	AIR-CONDITIONING AND WARM AIR HEATING EQUIPMENT AND COMMERCIAL AND INDUSTRIAL REFRIGERATION EQUIPMENT MANUFACTURING	\$304,715
	OTHER COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING	\$199,494
<b>GRAND TOTAL</b>		<b>\$190,648,876</b>

## Small Business Revenue by Top 20 Agencies using 51v NAICS Codes

RANK	AGENCY	SMALL BUSINESS	OTHER THAN SMALL BUSINESS	TOTAL
1	DEPARTMENT OF THE ARMY	\$512,728,244	\$3,033,602,737	\$3,546,330,981
2	DEPARTMENT OF ENERGY	\$17,600,032	\$3,102,807,958	\$3,120,407,990
3	DEPARTMENT OF THE AIR FORCE	\$342,195,845	\$2,163,022,402	\$2,505,218,246
4	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$114,181,240	\$1,864,817,385	\$1,978,998,625
5	DEPARTMENT OF THE NAVY	\$268,997,139	\$516,541,014	\$785,538,152
6	DEFENSE THREAT REDUCTION AGENCY (DTRA)	\$8,046,761	\$416,154,148	\$424,200,909
7	DEFENSE LOGISTICS AGENCY	\$181,204,258	\$195,776,625	\$376,980,883
8	BUREAU OF CUSTOMS AND BORDER PROTECTION	\$4,770,095	\$341,403,706	\$346,173,801
9	FEDERAL ACQUISITION SERVICE	\$168,195,520	\$68,193,722	\$236,389,242
10	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$25,036,667	\$166,461,188	\$191,497,855
11	FEDERAL AVIATION ADMINISTRATION	\$30,658,310	\$146,764,582	\$177,422,892
12	CENTERS FOR MEDICARE AND MEDICAID SERVICES	\$5,108,258	\$158,919,039	\$164,027,297
13	CENTERS FOR DISEASE CONTROL	\$18,861,498	\$119,493,999	\$138,355,497
14	SUBSTANCE ABUSE AND MENTAL HEALTH SERVICES ADMINISTRATION	\$12,137,899	\$74,108,092	\$86,245,991
15	DEPARTMENT OF VETERANS AFFAIRS	\$44,344,631	\$35,166,938	\$79,511,568
16	DEPARTMENT OF STATE	\$17,638,042	\$60,463,457	\$78,101,499
17	NATIONAL INSTITUTES OF HEALTH	\$9,195,243	\$58,263,799	\$67,459,042
18	DEPARTMENTAL OFFICES	\$143,000	\$57,811,220	\$57,954,220
19	NATIONAL SCIENCE FOUNDATION	\$3,995	\$40,316,634	\$40,320,629
20	FOREST SERVICE	\$31,077,743	\$8,041,642	\$39,119,385
<b>GRAND TOTAL</b>		<b>\$1,812,124,421</b>	<b>\$12,628,130,284</b>	<b>\$14,440,254,704</b>

## Small Business Percentage by Top 20 Agencies using 51V NAICS Codes (FY10)



# Service Disabled Veteran Owned Revenue by Top 20 Agencies using 51v NAICS Codes

RANK	AGENCY	SERVICE DISABLED VETERAN OWNED	OTHER THAN SERVICE DISABLED VETERAN OWNED	TOTAL
1	DEPARTMENT OF THE ARMY	\$109,615,960	\$3,436,715,021	\$3,546,330,981
2	DEPARTMENT OF ENERGY	\$2,030,252	\$3,118,377,738	\$3,120,407,990
3	DEPARTMENT OF THE AIR FORCE	\$19,489,265	\$2,485,728,981	\$2,505,218,246
4	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$511,670	\$1,978,486,955	\$1,978,998,625
5	DEPARTMENT OF THE NAVY	\$17,657,271	\$767,880,881	\$785,538,152
6	DEFENSE THREAT REDUCTION AGENCY (DTRA)	\$0	\$424,200,909	\$424,200,909
7	DEFENSE LOGISTICS AGENCY	\$4,852,233	\$372,128,651	\$376,980,883
8	BUREAU OF CUSTOMS AND BORDER PROTECTION	\$1,680,149	\$344,493,652	\$346,173,801
9	FEDERAL ACQUISITION SERVICE	\$3,774,806	\$232,614,436	\$236,389,242
10	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$177,197	\$191,320,658	\$191,497,855
11	FEDERAL AVIATION ADMINISTRATION	\$202,788	\$177,220,104	\$177,422,892
12	CENTERS FOR MEDICARE AND MEDICAID SERVICES	\$0	\$164,027,297	\$164,027,297
13	CENTERS FOR DISEASE CONTROL	\$347,256	\$138,008,241	\$138,355,497
14	SUBSTANCE ABUSE AND MENTAL HEALTH SERVICES ADMINISTRATION	\$0	\$86,245,991	\$86,245,991
15	DEPARTMENT OF VETERANS AFFAIRS	\$6,281,422	\$73,230,147	\$79,511,568
16	DEPARTMENT OF STATE	\$359,923	\$77,741,576	\$78,101,499
17	NATIONAL INSTITUTES OF HEALTH	\$119,582	\$67,339,460	\$67,459,042
18	DEPARTMENTAL OFFICES	\$0	\$57,954,220	\$57,954,220
19	NATIONAL SCIENCE FOUNDATION	\$0	\$40,320,629	\$40,320,629
20	FOREST SERVICE	\$235,635	\$38,883,750	\$39,119,385
	<b>GRAND TOTAL</b>	<b>\$167,335,409</b>	<b>\$14,272,919,295</b>	<b>\$14,440,254,704</b>

## HUB ZONE Revenue by Top 20 Agencies using 51v NAICS Codes

RANK	AGENCY	SBA CERTIFIED HUB ZONE	OTHER THAN SBA CERTIFIED HUB ZONE	TOTAL
1	DEPARTMENT OF THE ARMY	\$45,688,033	\$3,500,642,948	\$3,546,330,981
2	DEPARTMENT OF ENERGY	\$667,668	\$3,119,740,322	\$3,120,407,990
3	DEPARTMENT OF THE AIR FORCE	\$41,168,421	\$2,464,049,826	\$2,505,218,246
4	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$39,223	\$1,978,959,402	\$1,978,998,625
5	DEPARTMENT OF THE NAVY	\$21,910,776	\$763,627,377	\$785,538,152
6	DEFENSE THREAT REDUCTION AGENCY (DTRA)	\$7,950	\$424,192,959	\$424,200,909
7	DEFENSE LOGISTICS AGENCY	\$10,479,098	\$366,501,785	\$376,980,883
8	BUREAU OF CUSTOMS AND BORDER PROTECTION	\$84,753	\$346,089,048	\$346,173,801
9	FEDERAL ACQUISITION SERVICE	\$3,668,582	\$232,720,660	\$236,389,242
10	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$96,881	\$191,400,974	\$191,497,855
11	FEDERAL AVIATION ADMINISTRATION	\$4,664,588	\$172,758,304	\$177,422,892
12	CENTERS FOR MEDICARE AND MEDICAID SERVICES	\$0	\$164,027,297	\$164,027,297
13	CENTERS FOR DISEASE CONTROL	\$3,215,407	\$135,140,090	\$138,355,497
14	SUBSTANCE ABUSE AND MENTAL HEALTH SERVICES ADMINISTRATION	\$2,968,480	\$83,277,511	\$86,245,991
15	DEPARTMENT OF VETERANS AFFAIRS	\$1,244,936	\$78,266,632	\$79,511,568
16	DEPARTMENT OF STATE	\$11,804,978	\$66,296,521	\$78,101,499
17	NATIONAL INSTITUTES OF HEALTH	\$29,862	\$67,429,180	\$67,459,042
18	DEPARTMENTAL OFFICES	\$0	\$57,954,220	\$57,954,220
19	NATIONAL SCIENCE FOUNDATION	\$0	\$40,320,629	\$40,320,629
20	FOREST SERVICE	\$905,748	\$38,213,636	\$39,119,385
<b>GRAND TOTAL</b>		<b>\$148,645,382</b>	<b>\$14,291,609,322</b>	<b>\$14,440,254,704</b>

## Woman Owned Revenue by Top 20 Agencies using 51v NAICS Codes

RANK	AGENCY	WOMAN OWNED	OTHER THAN WOMAN OWNED	TOTAL
1	DEPARTMENT OF THE ARMY	\$246,932,281	\$3,299,398,700	\$3,546,330,981
2	DEPARTMENT OF ENERGY	\$9,735,549	\$3,110,672,442	\$3,120,407,990
3	DEPARTMENT OF THE AIR FORCE	\$48,496,180	\$2,456,722,066	\$2,505,218,246
4	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$160,688,526	\$1,818,310,098	\$1,978,998,625
5	DEPARTMENT OF THE NAVY	\$37,877,395	\$747,660,757	\$785,538,152
6	DEFENSE THREAT REDUCTION AGENCY (DTRA)	\$7,950	\$424,192,959	\$424,200,909
7	DEFENSE LOGISTICS AGENCY	\$20,601,225	\$356,379,659	\$376,980,883
8	BUREAU OF CUSTOMS AND BORDER PROTECTION	\$571,622	\$345,602,179	\$346,173,801
9	FEDERAL ACQUISITION SERVICE	\$36,065,007	\$200,324,234	\$236,389,242
10	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$12,505,387	\$178,992,468	\$191,497,855
11	FEDERAL AVIATION ADMINISTRATION	\$4,218,992	\$173,203,900	\$177,422,892
12	CENTERS FOR MEDICARE AND MEDICAID SERVICES	\$3,293,876	\$160,733,421	\$164,027,297
13	CENTERS FOR DISEASE CONTROL	\$2,985,020	\$135,370,477	\$138,355,497
14	SUBSTANCE ABUSE AND MENTAL HEALTH SERVICES ADMINISTRATION	\$23,694,081	\$62,551,910	\$86,245,991
15	DEPARTMENT OF VETERANS AFFAIRS	\$3,512,880	\$75,998,688	\$79,511,568
16	DEPARTMENT OF STATE	\$2,174,860	\$75,926,639	\$78,101,499
17	NATIONAL INSTITUTES OF HEALTH	\$5,384,254	\$62,074,788	\$67,459,042
18	DEPARTMENTAL OFFICES	\$0	\$57,954,220	\$57,954,220
19	NATIONAL SCIENCE FOUNDATION	\$0	\$40,320,629	\$40,320,629
20	FOREST SERVICE	\$3,383,721	\$35,735,664	\$39,119,385
<b>GRAND TOTAL</b>		<b>\$622,128,806</b>	<b>\$13,818,125,899</b>	<b>\$14,440,254,704</b>

# 51V - Market Conditions



# Top 5 - 51V Growth SINS (GFY2009 – GFY2010)

SIN	SIN DESCRIPTION	FY10 Total	Growth Amt.
105 003	Hardware Store – Services	\$44,753,171	\$12, 179,124
105 002	Hardware Store- Catalog	\$377,056,627	\$7,261,265
341 800	Lawn and Garden Tools	\$2,471,274	\$2,450,663
515 002	Rental	\$14,727,749	\$4,331,388
051 99	Introduction of new products and Services	\$1,844,706	\$477,779
	Grand Total	\$440,853,527	\$26,700,219

# Top 5 – 51V SIN Changes (GFY2009 – GFY2010)

SIN	SIN DESCRIPTION	FY10 Total	Change Amount
105 001	Hardware Store, Home Improvement Center – Store Front	\$65,443,059	- \$18,749,292
577 005	Metalworking Machinery and Equipment	\$46,497,952	- \$14,020,060
639 001	Domestic Appliances	\$37,450,972	- \$3,865,536
341 100	Lawn and Garden Equipment, Machinery, and Products	\$11,937,603	- \$1,744,958
639 002	Export Appliances	\$3,527,867	- \$732,467
	Grand Total	\$164,857,453	- \$39,112,313

•Source: GSA Marketing team

# GSA's Sustainability impact on Schedule 51V



# GSA: Strategically Sustainable

GSA will eliminate its impact on the natural environment and use its government-wide influence to reduce the environmental impact on the federal government.

~ GSA Sustainability Plan

Source: [gsa.gov](http://gsa.gov)

# Schedule 51V Goes Green

- The goal of EO 13514 is "to establish an integrated strategy towards sustainability in the Federal Government and to make reduction of greenhouse gas emissions (GHG) a priority for Federal agencies."
  - Requires that 95 percent of all new contract actions be designated as “green” products and/or services through certification guidelines established by governmental agencies.

Source: [www.gsa.gov](http://www.gsa.gov) – Sustainable Solutions

# Schedule 51V Goes Green

- 51V, Refresh 10, dated March 1, 2011 requires that new products under SINS 639 001, 639 002 105 001, and 105 002 be designated as “green” products. The initial focus of this effort will be on the following product groups as they apply to the 51V categories:

## Appliances

- Clothes Washers
- Dehumidifiers
- Dishwashers
- Freezers
- Refrigerators
- Room Air Cleaners and Purifiers
- Water Coolers

## Heating & Cooling

- Central Air Conditioning
- Room Air Conditioning
- Room Air Cleaners & Purifiers

## Plumbing

- Gas Condensing
- Heat Pump Water Heater
- High Efficiency Gas Storage Water heater
- Solar Water Heater
- Whole Home Gas Tankless

Source: [www.gsa.gov](http://www.gsa.gov) - Greening of Schedule 51V and HSS Marketing.

# Long Term Goals...

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- GSA's zero carbon footprint
- DOE's Zero-Net Energy Commercial Building Initiative to make commercial buildings capable of generating as much energy as they consume by 2025
- Continued emphasis of sustainable responsibility placed on contractors in RFP process
- Minimization of consumption of energy, water and materials.
- RFP's requiring proof of contractors' sustainability credentials
- Sustainable communities to become more common

Source: [www.gsa.gov](http://www.gsa.gov) – Sustainable Solutions

# Looking Ahead

## Upcoming 51v Market Opportunities



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# Early Stage

# 51V Market Opportunities...

## Early Stage

- **Operation of the US Army Accession Distribution Center (ADC) located at Fort Knox, Kentucky**
- The contractor shall manage the flow of materials, both into and out of specific storage locations, from receiving to Quality Control. In addition to managing the warehouse space owned by the Government, the contractor shall furnish, operate, and maintain 10,000 additional square feet of warehouse space at a location within 50 miles of the ADC, Fort Knox, KY
- Estimated Due Date: June 2011 Estimated Value: Unavailable
- Solicitation Number: W9124D-10033115 POC: Karen Keys 502.624.6853

## Early Stage

- **Circulating Fan**
- The Defense Logistics Agency has issued a Sources Sought for a Circulating Fan. The possible contract will be under a long-term indefinite quantity type contract featuring fixed-pricing with economic price adjustments. The contract base period may be for a term of one year or two years. Further, it may contain an option or options to extend the term of the contract with the maximum length of the contract being five years.
- Estimated Due Date: June 2011 Estimated Value: Unavailable
- Solicitation Number: FanCirculating POC: Jessica Shaeffer (JessicaShaeffer@dla.mil)

# 51V Market Opportunities...

## Early Stage

- **Medical Facilities Construction**

- The U.S. Army Corps of Engineers - USACE Savannah District has a requirement for Medical Facilities Construction. According to the Sources Sought notice, the estimated value of this requirement is between \$500,000 and \$65 million. Contractors classified as NAICS code 236220 under small business standard \$33.5 million qualify for this opportunity.
- Estimated Due Date: June 2011
- Solicitation Number: W912HN11Z0005

Estimated Value: \$65,000,000

POC: Amy Braun 912.652.5900

# Pre-RFP

# 51V Market Opportunities...

## Pre-RFP

- **O&M Post and Housing Facilities Functions for the Directorate of Installation Support III**
- Services required but are not limited to maintenance, repair, minor construction, woodworking, fencing insulation, flooring, and roofing. The NAICS code is 561210 with a size standard of \$35 Million.
- Estimated Due Date: April 2011
- Solicitation Number: W9124A10R0010
- Estimated Value: \$50,000,000
- POC: Lynn Warner 520.533.1517

## Pre- RFP

- **General Warehouse and Storage Support Services**
- The Fleet and Industrial Supply Center Norfolk (FISCN), Contracting Department, Norfolk VA intends to negotiate a 100 percent small business, Firm Fixed-Price contract for the FISCN warehouse that is located at the Naval Support Activity Annapolis, Annapolis, Maryland for general warehouse and storage support services.
- Estimated Due Date: May 2011
- Solicitation Number: N0018911T0075
- Estimated Value: Unavailable
- POC: Tamara Horton 757.443.1448

# 51V Market Opportunities...

## Pre- RFP

- **Auto Sustainment Maintenance Module**

- A sources Sought has been issued for Auto Sustainment Maintenance Module used for Maintenance and repair of automotive systems. The contract is expected to be full and open competition. The type of contract may be a firm fixed price requirements contract.
- Estimated Due Date: April 2011 Estimated Value: Unavailable
- Solicitation Number: W56HZV11R0183 POC: Charlie Jackson 586.282.5888

## Pre- RFP

- **Design-Build/Design-bid-Build Service Disabled Veteran Owned Small Business Multiple Award Construction, Various Locations, State of Hawaii**

- The various locations include but not limited to Navy, Marine Corps, Air Force, and miscellaneous Federal and other facilities. The work includes services necessary to perform new construction, but is not limited to labor, supervision, tools, materials, equipment.
- Estimated Due Date: May 2011 Estimated Value: \$95,000,000
- Solicitation Number: N6247811R4026 POC: Lilian Quintanilla 808..471.9183

Questions?



**Bill Gormley**  
**President and CEO**

[www.washmg.com](http://www.washmg.com)