



Schedule 51 V: Hardware Superstore

GSA Schedule 51 V has 402 contractors and had over \$140 million in sales last year. Year to date Schedule 51 V has done \$629 million dollars in sales. Given that agencies will most likely want to spend at least as much in procurement as last year in order to retain their budget for FY2015 planning, there should be about \$78 million worth of opportunities on the Schedule 51 V contract before the end of Quarter 4 of Fiscal Year 2014.

The chart below shows the top ten agencies purchasing off of Schedule 51 V, and the amount they spent in FY2013 and FY2014. The last column in the chart shows how much of FY2013 spend has been spent in FY2014 so far.

Agency	FY2013	FY2014	% YTD
Department of Defense	\$100,058,493	\$42,599,195	42.57%
Department of Veterans Affairs	\$13,560,465	\$5,139,763	37.90%
Department of Justice	\$6,735,683	\$2,365,514	35.12%
Department of the Interior	\$5,538,044	\$3,338,045	60.27%
Department of Homeland Security	\$5,138,704	\$2,669,175	51.94%
Department of Agriculture	\$2,085,594	\$1,581,887	75.85%
General Services Administration	\$1,471,467	\$1,527,878	103.83%
Department of State	\$1,966,981	\$776,916	39.50%
National Aeronautics and Space Administration	\$1,380,217	\$525,193	38.05%
Social Security Administration	\$410,500	\$713,489	173.81%

On average these ten agencies have already spent 65.89% of their FY2013 spending. The largest purchasing agency, Department of Defense, has only spent 42.57% leaving roughly \$57 million of potential opportunities for that agency alone.

Another important area to look at when review these agencies is what NAICS codes these opportunities are assigned to. Below shows the top five agencies from above with the top three NAICS codes.

Agency	NAICS Code	FY2013	FY2014	Total
DOD		\$100,058,493	\$42,599,195	-
	444130 - Hardware Stores	\$61,435,183	\$31,301,480	\$92,736,663
	333512 - Machine Tool (Metal Cutting Types) Manufacturing	\$8,787,446	\$1,652,153	\$10,439,598
	423710 - Hardware Merchant Wholesalers	\$5,131,334	\$2,009,722	\$7,141,056
VA		\$13,560,465	\$5,139,763	-
	444130 - Hardware Stores	\$6,731,386	\$2,888,253	\$9,619,639
	332510 - Hardware Manufacturing	\$719,798	\$600,187	\$1,319,984
	423710 - Hardware Merchant Wholesalers	\$1,108,031	\$207,295	\$1,315,326
DOJ		\$6,735,683	\$2,365,514	-
	444130 - Hardware Stores	\$3,092,996	\$860,775	\$3,953,771
	423710 - Hardware Merchant Wholesalers	\$932,103	\$365,384	\$1,297,488
	333922 - Conveyor And Conveying Equipment Manufacturing	\$550,140	\$51,214	\$601,354
DOI		\$5,538,044	\$3,338,045	-



444130 - Hardware Stores	\$2,698,184	\$1,707,003	\$4,405,187
333991 - Power Driven Handtool Manufacturing	\$503,570	\$238,679	\$742,249
532310 - General Rental Centers	\$282,689	\$280,838	\$563,528
DHS	\$5,138,704	\$2,669,175	-
444130 - Hardware Stores	\$2,152,115	\$988,247	\$3,140,362
423710 - Hardware Merchant Wholesalers	\$1,122,070	\$378,766	\$1,500,837
325510 - Paint And Coating Manufacturing	\$467,234	\$506,212	\$973,445

NAICS Codes 444130 - Hardware Stores appeared in the top three for all five of the agencies. NAICS 423710 - Hardware Merchant Wholesalers, appeared in the top three for four out of the five agencies. 325510 - Paint And Coating Manufacturing appeared in the top three for two out of the five agencies. NAICS Codes 444130 had the largest amount of cumulative spending over the past two fiscal years, placing in the top spot for all five agencies.

The graph below shows the percentage of FY2013 spending each NAICS code accounted for within the top five agencies.

Top NAICS Percent Spend for Top Agencies FY2013

