Monthly Market Brief: Saguaro Fence & Perimeter LLC

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The analyst read. Obligations in your codes have cooled sharply since the fiscal-year-end push: $4.43M in September 2025 fell to $214K in June and $20K so far in July. That is normal seasonality, not a shrinking market, and it is the part of the cycle where positioning work pays. The January 2026 spike to $6.10M confirms the second buying wave that follows appropriations, which means the next real window opens in roughly 60 days as FY2026 year-end funds are committed. The more actionable signal is in the census: DLA Troop Support is now the dominant office across four of your five NAICS codes, running 34 awards under 332618 at a median of 3 offers and 23 under 331221 at a median of 1.5. You do not currently sell to DLA. Meanwhile 16 contracts in your codes expire within 90 days, so the quiet period on the spending chart is exactly when the next twelve months of awards are being scoped.

Market pulse (obligations by month)

Month	Obligated $
2025-08	$3,485,274
2025-09	$4,429,011
2025-10	$1,487,152
2025-11	$1,579,685
2025-12	$858,915
2026-01	$6,095,944
2026-02	$735,637
2026-03	$2,364,778
2026-04	$139,540
2026-05	$1,439,461
2026-06	$214,485
2026-07	$19,984

FY-end surge outlook

No offices cleared the surge gates this month.

Competition census snapshot

NAICS	Office	Awards	Median offers
332618	DLA TROOP SUPPORT	34	3.0
331221	DLA TROOP SUPPORT	23	1.5
331222	DLA TROOP SUPPORT	20	2.0

NAICS	Office	Awards	Median offers
332999	DLA TROOP SUPPORT	10	n/r
238990	FA8201 AFSC OL H PZIO	9	n/r

Competitor movers

Competitor	Awards	Obligated $	Top offices
AMERICAN POSTS LLC	27	$9,795,125	DLA TROOP SUPPORT
ALLIED TUBE & CONDUIT CORPORATION	30	$5,444,930	DLA TROOP SUPPORT; FMC FORT WORTH
A.M.S. NETWORK, LLC	11	$4,591,952	DLA TROOP SUPPORT
KNIGHT CONST. & SUPPLY, INC	1	$3,857,861	US ARMY ENGINEER DISTRICT WALLA WAL
DOLIVEIRA SYSTEMS LLC	1	$2,486,467	PBS R11 SPECIAL PROGRAMS DIVISION WHITE HOUSE BRANCH

Recompete horizon

16 contracts in your codes expire within 90 days. The full 12-month calendar arrives in your recompete deliverable.

Recommended actions for next month:

- **Open a DLA Troop Support lane.** It is the top office in four of your five census rows and the thinnest on 331221 at a median of 1.5 offers. Start with a DIBBS registration review so their solicitations reach you at all.
- **Work the 16 contracts expiring inside 90 days now, not at expiry.** The quiet pre-solicitation window is where a requirement can still be shaped, and the spending lull means contracting officers have time to take the call.
- **Prepare for the September surge.** Last year September obligations were $4.43M, more than 20 times the current monthly run rate. Capability statements, pricing, and crew availability should be in place before the last week of August, not during it.

Value figures are current total award value including multi-year IDIQ/BPA ceilings. Obligated figures are dollars actually obligated in the covered fiscal years. The two are different scopes and are never directly comparable.