

NEXCOM Fiscal 2010 Million-Dollar Vendor List

The Navy Exchange Service Command has reported that 235 vendors provided \$1 million or more in products and services to Navy exchanges worldwide during fiscal 2010. The following list of million-dollar vendors, ranked by fiscal 2010 dollar volume, compares ranking where possible with fiscal years 2009 and 2008. This list was compiled by rolling up

payments made to suppliers. In some cases, in which two or more divisions of a single company did more than \$1 million in business with NEXCOM, the divisions are listed individually and are marked with an asterisk (*). In others, sales from two or more divisions/subsidiaries have been combined into a single total.

FY10	FY09	FY08	VENDOR NAME	FY10 SALES
1	1	4	McLane Co. Inc.	\$111,115,280
2	3	1	Citgo Petroleum Corp.	81,625,755
3	5	8	Ingram Micro	75,681,935
4	13	43	Mansfield Oil Co.	75,650,423
5	4	3	Eurpac	55,655,548
6	25	22	Southern Counties Oil Co.	55,096,721
7	2	2	Buck Petroleum	42,584,240
8	7	5	Sony Corp.	40,650,529
9	—	—	Synnex Corp.	40,069,758
10	11	7	Tesoro Hawaii Corp.	39,521,572
11	6	10	Procter & Gamble Co.	39,198,615
12	10	12	Pioneer Distributors Inc.	35,070,369
13	14	31	Samsung Electronics Co. Ltd.	21,382,143
14	16	16	Diageo NA	20,589,740
15	12	9	Shell Oil Products USA*	17,824,431
16	8	42	Hess Corp.	16,461,182
17	19	15	Sharp Electronics	15,790,967
18	23	—	Singer Group Inc. Macy's East	15,504,496
19	18	17	Nike Inc.	15,222,391
20	17	11	The Coca-Cola Co.	15,202,255
21	22	24	Toshiba America Information Systems	14,842,561
22	27	18	Mobil Oil Guam, Inc.	13,949,546
23	20	21	Vanguard Industries	13,532,305
24	28	28	Ashley Furniture Co.	12,946,274
25	21	19	Pepsi-Cola*	12,929,077
26	24	23	Estée Lauder Inc.*	12,835,455
27	37	44	Liss Global Inc.	12,712,402
28	15	27	Nintendo of America Inc.	12,451,542
29	26	13	M.J. Soffe Co. Inc.	10,247,946
30	30	35	Panasonic Co.	8,716,895
31	31	30	Hanesbrands Inc.*	8,650,476
32	29	20	Coach Leatherwear	8,610,337
33	32	14	Philip Morris USA*	8,513,681
34	36	26	Whirlpool*	8,482,060
35	59	64	Canon USA Inc.	7,546,942
36	38	39	Frito-Lay*	7,233,791
37	44	66	WLXT (Wright and Lato Inc.)	7,082,061

FY10	FY09	FY08	VENDOR NAME	FY10 SALES
38	33	85	Dell Marketing, LP	\$6,993,405
39	54	53	Levi Strauss & Co.	6,988,083
40	34	34	Sears Contract Sales	6,957,762
41	45	45	Southern Wine & Spirits	6,883,073
42	39	40	Bose Corp.	6,826,260
43	46	47	Unilever	6,735,735
44	41	46	Bacardi USA	6,640,604
45	55	67	National Electronics Warranty	6,560,883
46	49	51	Brown-Forman Beverages Worldwide	6,299,541
47	50	60	Anheuser-Busch Companies Inc.	6,162,889
48	35	37	Fechheimer	6,127,231
49	40	79	Johnson & Johnson*	5,941,187
50	52	62	Nikon Inc.	5,881,426
51	53	50	Republic National Distributors Inc.	5,860,491
52	47	59	Pernod Ricard	5,842,156
53	42	32	Bates Shoe Co./ Wolverine	5,691,835
54	43	29	Quiksilver	5,580,068
55	63	58	New Balance Athletic Shoe	5,524,468
56	66	56	Quaker Food and Beverage Co.*	5,465,706
57	62	71	PMG International LLC	4,882,362
58	75	—	Firestone*	4,773,687
59	61	57	Associated Distributors Inc.	4,731,749
60	51	41	AT&T	4,728,326
61	113	—	Jim Beam Brands Co.	4,650,284
62	56	49	Sheralven Enterprises Ltd.	4,635,506
63	65	65	Vistar/VSA	4,566,564
64	104	—	O'Rourke Sales Company	4,524,731
65	71	68	Washington State Liquor Control Board	4,478,608
66	77	76	Coty Prestige	4,307,817
67	72	25	R.J. Reynolds Tobacco Co.	4,300,077
68	125	101	Skechers	4,149,765
69	95	130	The North Face	4,148,440

FY10	FY09	FY08	VENDOR NAME	FY10 SALES
70	57	55	Moët Hennessy USA, Inc.*	\$4,093,461
71	68	63	American Greetings Corp.	4,082,831
72	69	69	Fossil Inc.	3,884,652
73	48	54	JVC Company of America	3,805,635
74	73	72	Chesbay Distributing Co.	3,713,091
75	83	152	L'Oréal	3,702,097
76	67	70	U.S. Oil Trading LLC	3,630,697
77	84	—	Resort Interiors	3,588,448
78	79	114	Hasbro Toy Co.	3,574,345
79	96	112	Oakley Inc.	3,556,446
80	74	84	Hoffman Beverage Co.	3,496,485
81	149	170	Western Digital Technologies	3,492,876
82	86	98	Colgate-Palmolive Co.	3,470,763
83	76	82	Simmons Co.	3,451,103
84	70	81	Kimberly-Clark Corp.	3,386,924
85	93	119	Goodyear Tire and Rubber Co.	3,342,794
86	132	181	Crest Beverage Co. Inc.	3,298,205
87	64	73	Electronic Arts (EA Nederland)	3,252,407
88	101	123	Columbia Sportswear Co.	3,215,434
89	89	153	Source Interlink Distribution	3,205,066
90	88	89	Paradise Beverage	2,988,559
91	82	92	adidas America	2,955,171
92	78	80	Neptune Garment Co.	2,915,093
93	81	88	Yankee Candle Co.	2,910,583
94	85	97	ASICS America Corp.	2,839,208
95	155	160	Fuji Photo Films USA Inc.	2,638,622
96	90	102	Under Armour Inc.	2,626,362
97	105	133	Hawaiian Isles Distributors	2,455,802
98	99	100	Nautica	2,454,076
99	94	—	Electrolux Major Appliances	2,444,185
100	103	83	Tache Jewelry	2,409,169
101	108	137	Polo Menswear	2,375,426
102	102	99	Supervalu	2,303,603
103	127	120	Dyson, Inc.	2,298,867

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FY10	FY09	FY08	VENDOR NAME	FY10 SALES
104	—	—	Bare Escentuals Beauty, Inc.	\$2,198,629
105	118	193	Columbia Distributing Co.	2,189,111
106	112	158	Clorox Co.	2,154,605
107	192	161	Mattel Inc.	2,151,842
108	121	104	William Carter	2,101,963
109	92	149	Schering-Plough	2,071,032
110	117	125	Champion Brands	2,058,028
111	—	—	Michael Kors USA	2,052,994
112	133	219	Movado	2,049,567
113	162	129	Casio Inc., USA	2,046,107
114	184	—	Sun Products	2,034,214
115	91	174	General Nutrition Center	2,022,859
116	164	93	Kraft Foods*	2,022,663
117	116	135	Better Brands	2,007,300
118	120	115	Jarden Consumer Solutions	1,996,297
119	111	117	North Florida Sales	1,964,415
120	143	126	Sysco Food Services	1,951,512
121	142	154	3M	1,935,824
122	97	94	Birite Foodservice	1,933,613
123	122	131	Goldring-Gulf Dist. Co. of Florida*	1,925,156
124	110	107	Commerce LLC	1,920,839
125	144	127	KitchenAid*	1,919,133
126	124	168	Luxotica Eyewear/Ray Ban	1,913,785
127	195	103	Kids Headquarters	1,910,354
128	100	74	Garmin International Inc.	1,903,292
129	128	—	Beverages, Foods & Service Ind.*	1,892,798
130	223	—	M. Block and Sons, Inc.	1,875,051
131	87	90	D&H Distributors	1,863,379
132	107	118	S.C. Johnson	1,848,643
133	115	142	Conair Corp.	1,822,225
134	129	116	Eveready Battery Co.*	1,806,550
135	—	—	Guess	1,798,513
136	60	48	U.S. Smokeless Tobacco Brands*	1,798,461
137	148	110	Nestlé USA	1,795,990
138	114	207	Tommy Hilfiger	1,778,834
139	106	194	GlaxoSmithKline	1,771,010
140	—	—	NAPA Auto Parts	1,769,499
141	141	136	Rubbermaid	1,766,339
142	146	175	Vera Bradley	1,761,639
143	58	38	Apparel Brands, Inc.	1,758,878
144	134	235	Timex Corp.	1,758,217
145	138	172	Fisher Price	1,740,246
146	137	164	Elizabeth Arden	1,739,245
147	151	159	Bridgestone/Firestone	1,736,992
148	123	124	Michelin North America Inc.	1,709,370

FY10	FY09	FY08	VENDOR NAME	FY10 SALES
149	119	113	Reliable Churchill LLP	\$1,663,182
150	205	202	Calvin Klein	1,653,385
151	171	121	Jockey International Inc.	1,647,909
152	179	134	Nine West Group	1,618,921
153	181	141	Coby Electronics Corp.	1,582,279
154	98	163	E&J Gallo Winery	1,571,200
155	126	146	Premier Beverages Co.	1,557,046
156	176	166	Hamilton Beach Brands Inc.	1,544,478
157	157	—	Golden State Foods	1,530,591
158	—	—	Mercury Luggage Mfg. Co.	1,524,432
159	182	216	Coaster of America	1,522,019
160	—	236	Reebok International	1,521,578
161	213	233	LVMH Watch & Jewelry*	1,517,088
162	197	203	Brooks Brothers, Inc.	1,514,997
163	—	—	Mercury Retail Services	1,508,617
164	145	180	Bissell Inc.	1,505,207
165	130	169	Reckitt Benckiser	1,498,882
166	131	143	Burleigh Point Ltd./Billabong	1,495,549
167	—	—	CTL/Nexus Electronics	1,489,323
168	150	140	Jimlar Corp.	1,477,122
169	152	206	Church & Dwight Co., Inc.	1,471,216
170	175	186	Shiseido International	1,470,668
171	160	187	General Electric	1,465,927
172	198	196	Revlon	1,449,235
173	216	—	Gear For Sports*	1,442,925
174	135	151	Belkin International Inc.	1,433,445
175	136	87	M&M/Mars*	1,425,432
176	158	173	MillerCoors	1,417,757
177	153	—	Progressive Furniture Inc.	1,417,320
178	187	145	Husqvarna Outdoor	1,397,486
179	190	—	Weber-Stephen Products Co.	1,385,116
180	163	189	Dr Pepper Snapple Group	1,381,979
181	169	184	See's Candies, Inc.	1,380,434
182	173	95	Hershey Chocolate USA	1,376,163
183	140	128	Timberland Co.	1,370,444
184	178	231	Wyeth Consumer Healthcare	1,363,922
185	174	182	Norelco Consumer Products	1,346,599
186	161	132	O'Neill Sportswear	1,346,226
187	177	188	Lewis Bear Co.	1,333,028
188	183	190	Vans	1,327,006
189	—	—	Schick, A Division of Energizer*	1,317,816
190	—	—	Philosophy/S&K	1,313,867
191	—	—	Aramis Inc.*	1,310,670

FY10	FY09	FY08	VENDOR NAME	FY10 SALES
192	170	165	McCormick Distilling Co. Inc.	\$1,300,368
193	168	211	Gerber	1,294,985
194	147	109	Dooney & Bourke Inc.	1,290,225
195	139	195	Franklin Corp.	1,288,102
196	201	105	Sara Lee	1,275,457
197	172	162	Johnson Brothers	1,269,914
198	—	—	Pennzoil/SOPUS*	1,263,600
199	—	111	B.H. Multi Com Corp.	1,259,022
200	188	167	Hill's Pet Nutrition	1,258,619
201	—	—	Nakjima USA, Inc.	1,258,474
202	—	224	E. Gluck	1,250,495
203	156	122	Lacoste	1,249,964
204	202	228	Planet Gold	1,242,437
205	165	150	Kingform	1,221,617
206	—	—	BSN Inc./Bio-Engineered Supply	1,210,600
207	—	—	Maidenform Inc.	1,199,894
208	191	199	Chanel Inc.	1,197,312
209	—	—	Leegin Leather	1,189,528
210	194	—	CamelBak Products LLC	1,188,620
211	—	—	Relco Military Sales Inc.	1,188,213
212	199	—	Zheng Zhang USA Inc.	1,174,789
213	200	—	Crown Distribution Co. Inc.	1,163,750
214	186	197	Pro Feet Inc.	1,159,069
215	—	230	Samsonite LLC	1,146,929
216	219	210	Colorado Box Beef Co.	1,146,812
217	166	209	Dial Corp.	1,146,795
218	—	—	Aurafin Corp.	1,144,167
219	159	198	Playtex Products Inc.*	1,120,672
220	—	—	Georgia-Pacific	1,108,348
221	218	—	Sanford Corp.	1,107,607
222	—	—	Living Essentials	1,104,248
223	185	178	FTD, Inc.	1,103,716
224	—	—	jWIN Electronics Corp.	1,096,032
225	—	—	John Lenore & Co.	1,088,291
226	—	—	W.C. Bradley Charbroil	1,081,787
227	—	147	Andin International	1,068,818
228	180	—	Pacific Cycle	1,064,992
229	—	—	Corinthian Inc.	1,053,444
230	204	215	Totes Isotoner Corp.	1,039,929
231	217	—	Top Flight	1,032,092
232	206	234	Euro-Pro Operating LLC	1,021,465
233	—	201	The Hoover Co.	1,021,423
234	—	—	Dive Oahu Inc.	1,014,743
235	—	—	Citizen Watch Co. Inc.	1,012,721

The NEXCOM Million Dollar Vendor List is based on payments made by NEXCOM to vendors and suppliers. Some companies that accrued more than \$1 million in business during 2010 with NEXCOM do not appear on the list, because sales are made through brokers or distributors.

Source: NEXCOM

Numbers rounded off to nearest dollar.

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