

# AAFES Fiscal 2018 Million-Dollar Vendors

The following list, derived from information furnished by the Army & Air Force Exchange Service (AAFES), identifies 584 suppliers doing more than \$1 million in business with the exchange service in fiscal 2018.

The list includes fewer million-dollar companies than the fiscal 2017 list did; the club continues to be an exclusive one. Its membership list is an honor roll testifying to quality merchandise and sustained performance.

According to AAFES, dollar amounts shown reflect sales versus finance and accounting payments. Previous years' rankings shown here are based on data furnished in 2017 and 2016.

In the following list, sales generated by subsidiaries, bottlers, wholesalers and distributors of beverage producers have in general been rolled up into one sales figure, assigned to the producer.

In some cases in which two or more divisions of a single corporation did business with AAFES, sales from divisions and subsidiaries have been combined into a single total. In others, divisions are listed separately and are marked with an asterisk (\*). Not included on the list are government agencies with which AAFES does business.

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
1	1	1	Lykins Oil Co.	\$750,264,593
2	2	2	Sun Coast Resources Inc.	317,229,391
3	3	3	Ingram Micro Inc.	196,762,321
4	7	9	BP Products	111,286,130
5	4	4	Philip Morris Inc.*	104,027,436
6	6	6	R.J. Reynolds Tobacco Co.	100,771,304
7	5	5	InComm	98,603,729
8	10	8	Procter & Gamble Co.	96,321,700
9	9	13	Samsung Electronics	95,486,170
10	8	7	Eurpac Warehouse Sales*	86,384,654
11	11	9	PepsiCo¹	84,465,551
12	12	10	Diageo North America Inc.	84,362,726
13	13	11	Coca-Cola	78,682,347
14	14	12	New Age Electronics Inc.	75,419,179
15	15	15	Sony	58,218,053
16	18	14	U.S. Smokeless Tobacco*	53,047,397
17	16	16	Southern Glazer's Wine & Spirits	48,841,327
18	21	23	Ashley Furniture Ind.	47,171,348
19	19	17	Nike Inc.*	46,827,675
20	20	21	Global Military Marketing	46,651,632
21	17	19	RSR Wholesale South Inc.	45,957,760
22	22	18	Under Armour	40,968,150
23	25	27	Ira Green Inc.	39,764,685
24	23	24	Anheuser-Busch InBev	39,059,878
25	27	25	Brown-Forman	31,734,801
26	26	33	Bose Corp.	31,396,506
27	24	20	Michael Kors	30,967,330
28	28	28	Jim Beam Brands Co.	30,905,652

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
29	37	71	O'Rourke Sales Co.	\$28,670,567
30	30	30	Pernod Ricard	27,627,917
31	48	103	Nintendo of America	27,522,450
32	31	29	Vanguard Industries West Inc.	27,184,928
33	33	61	Mars Inc.	26,276,870
34	29	57	D&H Distributing Co.	26,237,242
35	34	40	Moët Hennessy USA Inc.*	25,914,453
36	32	36	Hanesbrands*	25,631,509
37	36	35	L'Oréal*	24,131,012
38	35	39	Hershey Chocolate USA	23,940,903
39	76	77	The North Face Inc.*	22,325,148
40	39	37	American Greetings	20,649,004
41	52	60	Sheralven Enterprises Ltd.	20,553,933
42	38	32	Molson Coors	20,515,382
43	56	59	Monster Beverage Co.	20,036,705
44	41	45	Unilever	19,624,646
45	40	38	Nestlé USA*	19,348,340
46	53	58	Red Bull North America Inc.	19,332,976
47	45	49	Johnson & Johnson CSC	19,010,431
48	42	41	Bacardi USA Inc.	18,647,959
49	43	42	Serta Inc.	18,411,449
50	51	55	New Customer Service Co.	18,048,567
51	44	46	E&J Gallo Winery	17,815,384
52	50	66	Levi Strauss	17,657,724
53	86	101	adidas	17,232,933
54	58	44	Take-Two Interactive	17,091,755
55	49	53	Link Snacks Inc.	16,855,420
56	59	63	American Snuff Co.*	16,640,445



Camp Humphreys, South Korea

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
57	46	43	Estée Lauder Inc.*	\$16,572,496
58	112	124	S & K Sales Co.	16,484,564
59	64	74	Ruiz Food Products Inc.	15,769,616
60	55	51	Clinique Laboratories*	15,741,385
61	57	47	Belleville Shoe Mfg. Co.	15,187,060
62	65	65	ConAgra Foods	14,214,733
63	66	75	Mondelēz Global	13,620,726
64	78	97	New Balance Athletic	13,046,828
65	47	34	Vizio Inc.	12,960,081
66	60	62	ASICS America Corp.	12,921,529
67	73	130	G-III Apparel Group Ltd.	12,917,492
68	67	81	Sandpiper of California	12,707,307
69	63	67	Royal Textile Mills	12,586,151
70	75	88	Proximo Spirits Inc.	12,519,017
71	68	69	Johnson Brothers	12,492,978
72	91	108	Midea Group	12,414,512
73	62	72	C.R. McMullen Co. Inc.	12,261,688
74	70	73	Lancôme Inc.*	12,180,366
75	82	110	Columbia Sportswear Co.	11,868,082
76	71	68	KraftHeinz	11,488,598
77	183	160	General Mills Inc.	11,461,168
78	83	93	Tongfang Global Ltd.	11,400,468
79	108	128	Hunt Brothers Pizza LLC	11,300,670
80	85	119	Harman International Industries Inc.	11,159,016
81	80	92	Mercury Luggage Mfg. Co.	11,028,279
82	84	98	GoPro Inc.	10,659,408
83	61	48	ITG Brands	10,592,553
84	72	70	Goldring Gulf Distributing Co.	10,472,681
85	79	78	Yankee Candle Co.*	10,341,031



Barksdale AFB, La.

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
86	89	100	WestPoint Home	\$10,149,141
87	99	107	Singer Group Inc.	10,106,085
88	77	80	Hasbro Inc.	10,027,797
89	81	83	Kellogg Sales Co.	9,946,838
90	97	104	Constellation Wines U.S.	9,866,293
91	121	201	Fifth Generation Inc.	9,757,077
92	136	109	Keurig Dr Pepper	9,698,968
93	95	102	Conair Corp.	9,583,890
94	117	141	Brooks Sports Inc.	9,537,192
95	92	89	Wolverine Worldwide	9,535,069
96	98	123	Stanley Black & Decker*	9,529,640
97	94	111	MTD Products	9,322,102
98	88	79	William Carter Co.	9,133,158
99	90	76	Newell Brands*	9,037,673
100	87	87	S&D Coffee & Tea Inc.	9,022,759
101	104	84	Whirlpool Corp.*	8,785,756
102	105	114	S.C. Johnson & Son Inc.	8,720,918
103	100	95	Edgewell	8,650,509
104	74	85	Republic National Beverage	8,613,124
105	96	94	Bayer Corp./Agfa	8,497,570
106	69	56	Polo Ralph Lauren	8,472,246
107	231	250	Sound Distributor	8,463,411
108	101	91	Rocky Brands Inc.	8,408,984
109	124	126	Shiseido Cosmetics America*	8,348,853
110	113	168	Lucky Brand Dungarees	7,902,419
111	148	278	Bissell Inc.	7,861,263
112	103	96	Breakthru Beverage	7,852,019
113	107	112	3M	7,802,984
114	147	151	Garmin	7,656,023
115	133	495	YETI Coolers	7,449,582
116	106	139	Eagle Crest Inc.	7,428,623
117	54	64	Coty	7,172,976
118	126	146	Patron Spirits Co.	6,989,280
119	111	129	Campari America	6,985,035
120	122	127	Clorox Sales Co.	6,982,035
121	244	-	Coastal Pacific Food Distributors	6,760,424
122	119	125	Colgate-Palmolive Co.*	6,733,398
123	115	116	Sazerac North America	6,696,386
124	114	136	William Grant & Sons	6,635,278
125	125	150	GlaxoSmithKline	6,608,774



Clear Creek Shopping Center at Fort Hood, Texas

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
126	93	82	Fossil Inc.	\$6,536,694
127	120	115	Canon	6,441,574
128	131	157	J.C. Newman Cigar Co.	6,432,948
129	116	113	Skechers USA Inc.	6,301,442
130	141	144	Casio Inc.	6,238,499
131	134	137	Church & Dwight Co. Inc.	6,149,960
132	109	99	Coach Leatherware Co.	6,114,725
133	130	145	Converse Inc.*	6,011,352
134	137	178	Kuhl USA	5,942,000
135	129	131	5.11 Inc.	5,808,932
136	118	135	OSC Solutions Inc.	5,808,687
137	160	199	Life Safety International Inc.	5,769,506
138	161	185	Farstad Oil Inc.	5,749,456
139	127	120	Luxtotta Group*	5,739,489
140	135	142	Jasco Products	5,698,174
141	267	230	Elizabeth Arden	5,523,058
142	146	156	Mitchell Proffitt Co.	5,428,114
143	157	192	Heaven Hill Distilleries Inc.	5,300,630
144	142	138	Kimberly-Clark Corp.	5,237,653
145	128	118	Hawaiian Isles Dist. Ltd.	5,230,043
146	123	117	TNG	5,159,902
147	145	134	Oakley Inc.*	5,143,584
148	171	-	Master Hill Electric Wire & Cable Co. Ltd.	5,074,766
149	144	154	M.J. Soffe Co. Inc.	5,067,832
150	163	169	Altria Group*	5,064,901
151	159	189	Chattem Consumer Products	5,063,435
152	168	172	TWT Distributing Inc.	5,035,914
153	140	158	Gildan USA/Gold Toe Moretz	5,008,432
154	207	193	Dyson Inc.	5,007,452
155	138	133	CamelBak Products*	4,982,084
156	150	159	Atlantic Wine & Spirits	4,947,805
157	330	337	Libman Co.	4,928,833
158	149	148	Revlon	4,863,120
159	155	308	Steel Technologies LLC	4,855,817
160	224	121	Hisense USA Corp.	4,849,686
161	158	164	Central Garden & Pet	4,838,185
162	162	176	LNK International Inc.	4,818,909
163	174	207	Flying Circle Bag Co.	4,757,249
164	143	122	Lego Systems Inc.	4,737,064
165	165	173	Chanel Inc.	4,712,155

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
166	272	451	Abbott Laboratories Inc.	\$4,702,005
167	266	-	MDV SpartanNash	4,632,200
168	197	251	Remy Cointreau USA	4,597,068
169	190	237	Blue Diamond Growers	4,567,399
170	184	205	J.M. Smucker Co.	4,539,759
171	110	106	Craftsman Tools*	4,490,374
172	265	187	Tactical Gear Distributors Inc.	4,485,606
173	156	143	California Sunshine	4,371,452
174	211	224	Rosy Blue Inc.	4,370,495
175	169	163	Bremen-Bowdon	4,333,332
176	205	246	Lifetime Brands Inc.	4,323,134
177	193	186	Norelco Consumer Products	4,315,735
178	164	140	Nautica Apparel*	4,276,551
179	206	218	Sunbeam Products*	4,257,591
180	182	327	Oberto Sausage Co.	4,246,138
181	185	195	Skullcandy Inc.	4,238,308
182	242	378	Sterilite Corp.	4,234,236
183	368	409	Wahl Clipper Corp.	4,223,683
184	186	190	Mid Valley Products*	4,207,173
185	191	183	Weatherford Cushion Co.	4,203,398
186	172	208	Gear for Sports*	4,176,240
187	166	210	Iovate Health Services	4,143,598
188	176	191	Gibson Overseas Inc.	4,134,442
189	173	166	Haddad Apparel Group Ltd.	4,133,107
190	213	279	TLJ Marketing and Sales	4,075,185
191	179	177	Doskocil Manufacturing Co.	4,021,019
192	209	243	Paradise Beverage/Hawaii Coffee	3,984,975
193	198	226	Destino Vero Designs	3,978,399
194	177	171	Nestlé Purina Petcare*	3,977,947
195	170	194	Sauder Woodworking Co.	3,977,607
196	188	182	Rankam (China) Manufacturing Co.	3,975,933
197	199	219	Deckers Outdoor Corp.	3,967,717
198	154	132	SharkNinja Sales Co.	3,957,827
199	208	206	Hamilton Beach	3,928,432
200	256	377	Sonos Inc.	3,915,310
201	189	285	Beaute Prestige International*	3,909,535
202	139	272	Henkel Corp.	3,813,515
203	187	181	Scotts-Miracle Gro	3,808,364



Fort Hood, Texas

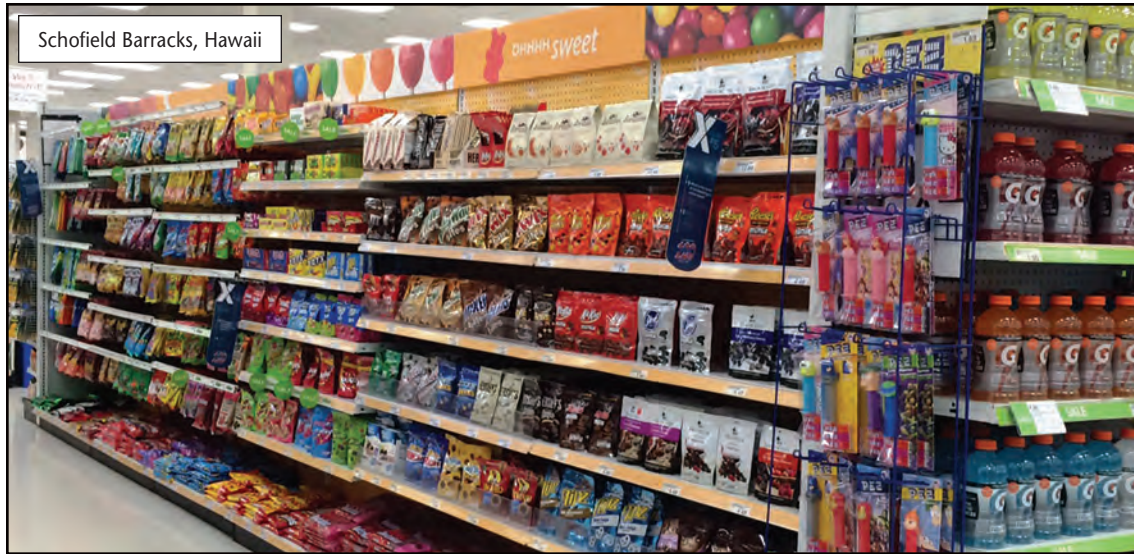


FY18	FY17	FY16	VENDOR NAME	FY18 SALES
204	181	175	Nature's Bounty/Rexall	\$3,808,163
205	175	165	Mattel	3,799,560
206	196	213	Maytex Mills Inc.	3,788,195
207	152	167	Acosta Military Sales	3,785,881
208	192	260	Raritan Pharmaceuticals	3,740,173
209	246	-	Emerson Healthcare	3,675,490
210	240	422	iRobot Corp.	3,650,299
211	300	227	Reynolds Consumer Products	3,601,971
212	204	184	Char-Broil	3,649,762
213	167	153	Vera Bradley Designs	3,621,637
214	314	513	Ferrero USA Inc.	3,591,187
215	201	254	Seirus Innovative Accessories	3,580,457
216	241	253	J. Terence Thompson Inc.	3,529,215
217	202	252	Courtyard Creations Inc.	3,521,315
218	229	238	Bond Manufacturing Co.	3,515,089
219	271	282	Vans Inc.*	3,492,181
220	203	220	Gerber Legendary Blades*	3,486,396
221	259	256	Weintraub Bros. & Co.	3,429,439
222	297	277	Almo Fulfillment Services	3,427,769
223	249	317	FGX International	3,389,363
224	236	270	Elite Brands	3,388,808
225	-	-	C-Life Group Ltd.	3,366,596
226	218	248	Pan Asia Sourcing Inc.	3,360,716
227	238	264	Byrrd Enterprises	3,351,427
228	232	229	World Kitchen Inc.	3,312,288
229	151	152	International Custom Element	3,303,162
230	319	-	Old Trapper Smoked Products	3,299,631
231	234	267	Campbell Soup Co.*2	3,294,559
232	210	263	J America Inc.	3,284,195
233	255	242	Nite Ize Inc.	3,272,738
234	217	244	Epson America Inc.	3,244,541
235	223	203	Living Essentials	3,237,647
236	227	212	Alexandre London	3,225,692
237	216	281	Proform Fitness Products	3,221,667
238	180	155	Liggett Vector Brands	3,211,308
239	245	379	S-L Distribution Co. Inc.*	3,209,164
240	289	509	Brahmin Leather Works	3,205,506
241	226	228	Jacques Moret Inc.	3,189,683
242	235	241	Rayovac Corp.*	3,178,781

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
243	328	333	Englewood Marketing Group	\$3,176,820
244	225	236	Dooney & Bourke Inc.	3,170,292
245	286	287	E.S. Sutton Inc.	3,154,091
246	274	295	Midas Chain Inc.	3,151,568
247	237	232	Randa Corp.	3,114,557
248	243	233	Jockey International Inc.	3,098,160
249	278	344	Pharmavite LLC	3,089,323
250	260	304	Fujian Jiamei Group	3,079,414
251	247	258	Vi-Jon Laboratories Inc.	3,068,404
252	291	276	Mendez & Co. Inc.	3,062,104
253	252	265	Master Lock Co.	3,031,634
254	308	372	Whitmor Inc.	3,019,358
255	239	289	Sanford Corp.*	3,013,938
256	153	149	Systems 2000 Inc.	2,992,612
257	261	262	Haggar Co.	2,992,391
258	253	464	Office Depot	2,989,188
259	228	211	Godiva Chocolatier Inc.	2,983,095
260	369	425	Kaz Inc.*	2,982,352
261	230	209	McCormick Distilling	2,962,208
262	195	179	SnakClub Inc.	2,958,509
263	269	303	Sayre Enterprises Inc.	2,923,765
264	132	147	Reckitt Benckiser Inc.	2,915,503
265	275	314	Sutter Home Winery Inc.	2,902,212
266	-	-	Han-Song Corp.	2,900,360
267	254	283	BIC Consumer Products	2,873,388
268	219	231	Bassett Furniture Industries	2,872,169
269	264	301	International Intimates	2,868,272
270	318	382	Puig USA Inc.	2,860,111
271	340	-	Poulan	2,846,270
272	292	335	Suashish Jewels Inc.	2,832,122
273	250	235	T-Fal Wearever*	2,808,780
274	495	-	San Antonio Winery Inc.	2,790,599
275	273	297	Mohawk Industries	2,785,167
276	194	202	Global Gold Inc.	2,780,593
277	265	280	Avery Products Corp.	2,759,186
278	279	349	Clarks of England Inc.	2,756,135
279	221	214	Coleman Co.*	2,754,164
280	290	240	Watson Group Inc.	2,753,947
281	281	352	Wiley X Eyewear	2,741,421
282	248	222	Renfro Corp.	2,738,385
283	303	376	J.L. Darling LLC	2,725,882

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
284	212	338	Stack-On Products Co.	\$2,725,850
285	361	320	Boston Beer Co.	2,714,624
286	282	274	Hill's Pet Nutrition*	2,704,161
287	214	247	Bernard Chau Inc.	2,703,764
288	346	411	BCS Apparel	2,665,989
289	332	356	Christian Dior Perfumes*	2,650,593
290	376	-	Briggs & Stratton	2,650,001
291	359	345	Samsonite Corp.	2,647,781
292	301	312	YMI Jeans Inc.	2,638,010
293	276	296	Mamiye Group LLC	2,631,004
294	317	391	Berkshire Blanket Inc.	2,620,418
295	257	259	Western Digital Corp.	2,619,444
296	329	346	Diamour Inc.	2,617,272
297	283	328	Annin & Co.	2,583,014
298	284	310	Exxon Mobil Corp.	2,571,861
299	315	288	Eye Safety Systems Inc.	2,569,217
300	280	268	Vista Outdoor/Bell Sports*	2,546,242
301	200	198	Eveready Battery Co.*	2,544,996
302	309	291	Weber-Stephen Products Co.	2,527,470
303	344	217	Nine West	2,507,931
304	268	216	Wine Group Ltd.	2,497,372
305	322	394	Haribo	2,496,439
306	306	225	Fruit of the Loom	2,469,474
307	295	431	Dane-Elec. Corp.	2,456,214
308	288	284	Timex Corp.	2,452,841
309	377	434	Interparfums	2,451,405
310	355	473	Gerhard Denecke	2,437,802
311	299	332	Home Products Intl. Inc.	2,429,916
312	293	294	Blue Rhino Corp.	2,403,744
313	215	196	Firestar Diamond Inc.	2,385,132
314	333	315	Arrow Shirt Co.	2,370,253
315	305	331	Ranir LLC	2,368,821
316	443	319	Citizen Watch Co.	2,364,922
317	453	-	Champion Jogbra	2,347,738
318	470	-	Traeger Pellet Grills	2,333,214
319	383	223	Poof! Apparel Corp.	2,329,542
320	307	358	CloudIX Clothing LLC	2,327,102
321	294	302	Columbia Distributing	2,321,940
322	419	516	Euroitaly Inc.	2,319,422
323	334	340	Dafeng Heniemo Home Textile	2,303,260





FY18	FY17	FY16	VENDOR NAME	FY18 SALES
324	325	343	McKee Foods Corp.	\$2,300,848
325	347	383	Pilot Corp. of America	2,268,719
326	352	257	Wilton Industries Inc.	2,267,258
327	345	313	L. Perrigo Co.	2,251,717
328	343	336	ITW Global Brands	2,250,585
329	302	538	Grafiche Vianello SRL	2,237,853
330	387	-	Benchmade Knife Co. Inc.	2,228,590
331	296	318	Smashbox Beauty Cosmetics*	2,227,835
332	336	370	Top Flight Inc.	2,227,483
333	312	361	Amrapur Overseas	2,212,287
334	311	341	Russell Stover Candies	2,208,296
335	321	321	Heineken	2,201,149
336	351	387	Perfetti Van Melle USA	2,201,074
337	258	239	Aramis and Designer Fragrances*	2,196,196
338	385	-	Mizco International Inc.	2,192,108
339	382	438	Gerson & Gerson	2,185,045
340	380	448	Holden Worldwide Corp.	2,173,094
341	356	-	KHQ Investment LLC	2,168,869
342	251	255	Clif Bar & Co.	2,162,745
343	326	392	Everstar Merchandise Co.	2,157,699
344	335	402	Thread Collective Inc.	2,156,686
345	389	322	Amer Sports	2,155,467
346	331	290	J&A Marketing	2,146,362
347	324	354	Pacific Cycle LLC	2,138,263
348	508	512	Implus Footcare LLC	2,131,997
349	350	323	Dreamgear LLC	2,125,894
350	337	368	Luggage America Inc.	2,121,108
351	270	415	Group III International Ltd.	2,117,527
352	391	-	Edrington	2,104,208
353	421	-	Central Kitchen	2,096,916
354	348	357	Williamson-Dickie Mfg.	2,088,036
355	313	515	Krispy Kreme Doughnuts	2,066,299
356	357	350	Trophy Nut Co.	2,064,782
357	412	334	Kate Spade & Co.	2,042,090
358	397	188	Arizona Beverage Co. LLC	2,013,421
359	327	293	Acco Brands	2,013,225
360	341	353	Milestone AV Technologies	2,007,153
361	374	307	Trident Ltd.	2,005,645

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
362	349	325	Tri-Cities Beverage Corp.	\$2,000,371
363	405	393	G&W Industries Inc.	1,977,671
364	372	367	KitchenAid Inc.*	1,975,480
365	363	364	E. Gluck Corp.	1,972,530
366	233	180	Nikon Inc.	1,970,130
367	354	381	Jefferies Socks LLC	1,966,385
368	404	475	LVMH*	1,964,121
369	366	404	Pacific World Corp.	1,953,069
370	388	459	Medtech Products Inc.	1,947,262
371	304	487	Alex and Ani LLC	1,937,809
372	298	273	Swedish Match	1,931,328
373	407	521	Pumpelly Oil Co. LLC	1,931,011
374	362	443	Bumble Bee Foods	1,925,956
375	339	374	Paris Presents Inc.	1,919,024
376	364	401	Hollander Sleep Products	1,907,349
377	415	441	Reef*	1,898,186
378	396	501	Just Play Ltd.	1,897,716
379	384	428	Action Embroidery Corp.	1,889,955
380	287	161	Maurice Sporting Goods	1,885,011
381	424	479	Nautilus	1,864,879
382	399	299	VF Corp.*	1,864,492
383	394	430	Kao USA Inc.	1,854,697
384	481	435	Jaclyn Inc.	1,851,384
385	392	369	Caleres Inc.	1,850,867
386	410	446	Esso Deutschland GmbH	1,840,056
387	393	561	HoMedics Inc.	1,825,296
388	430	511	IVC Industries Inc.	1,824,592
389	320	298	Cove Shoe Co.	1,809,024
390	358	389	Meyer Corp.	1,802,627
391	417	483	Champion Custom Products*	1,801,610
392	428	375	Thermos LLC	1,798,099
393	390	396	Chitech Industries II Ltd.	1,786,640
394	544	595	Leisure Merchandising Co.	1,783,900
395	433	494	Sunny Marketing Systems	1,761,741
396	603	559	Unique Designs Inc.	1,758,871
397	437	-	Dart Container Corp.	1,751,892
398	418	449	Beiersdorf Inc.	1,750,487
399	444	580	United Souvenir & Apparel	1,727,273
400	375	424	Timberland Co.*	1,699,944
401	373	380	Cascades Tissue Group	1,685,785

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
402	367	324	Fisher-Price Brands	\$1,647,538
403	463	493	Ballester Hermanos Inc.	1,641,939
404	436	420	Sakar International Inc.	1,627,117
405	426	578	Jay Gems Inc.	1,626,710
406	442	517	Spin Master Ltd.	1,626,397
407	435	395	Destileria Serrales Inc.	1,623,195
408	482	470	Intex Recreation Corp.	1,613,466
409	386	371	Phillips Distilling Company	1,609,751
410	427	351	Vtech Electronics	1,599,595
411	413	388	Goldstar Jewellery LLC	1,593,934
412	414	-	Armored Autogroup Sales	1,590,819
413	398	355	Oshkosh B'Gosh Inc.	1,590,122
414	519	-	Birkenstock USA LP	1,587,432
415	365	330	FSI Fort Lauderdale Inc.	1,583,752
416	408	414	Califashions	1,569,721
417	400	385	Totes Istoner Corp.	1,560,560
418	370	390	Wiselink Industrial	1,560,270
419	492	537	D.G. Yuengling & Son Inc.	1,557,818
420	409	407	BioLab Inc.	1,554,749
421	462	543	SDI Technologies Inc.	1,552,460
422	516	524	Safilo Group	1,530,779
423	455	625	Graco Children's Products*	1,530,081
424	468	497	Revere Mills International Group	1,529,727
425	456	408	Pabst Brewing Co.	1,529,651
426	411	-	Empire Distributors of North Carolina Inc.	1,525,227
427	480	465	Gemmy Industries Hong Kong	1,507,843
428	423	598	Kimber Manufacturing	1,495,947
429	491	-	Eagle Sales	1,492,604
430	478	-	Hong Kong HelloTech	1,491,927
431	441	437	Mast-Jaegermesister U.S.	1,487,519
432	445	579	Markwins International	1,491,389
433	486	456	B. Fernandez Inc.	1,486,202
434	501	489	Helen of Troy*	1,482,347
435	434	399	Lewis Bear Co.	1,478,867
436	446	461	Raine Inc.	1,476,424
437	432	423	Georgia-Pacific Corp.	1,459,523
438	353	269	ICP Transaction	1,457,141
439	532	616	IDD Inc.	1,454,117
440	537	568	World and Main LLC	1,446,178
441	-	-	GN Audio	1,433,975
442	451	467	Marine View Beverage	1,429,571
443	323	347	Toms Shoes	1,427,895
444	473	-	Spring Industries Inc.	1,424,560
445	464	488	U.S. Cotton LLC	1,414,504
446	450	452	Sol Savransky Diamonds	1,410,420
447	448	466	Coastal Pet Products Inc.	1,406,361
448	510	558	Dorel Juvenile Group	1,405,197
449	406	286	PNY Electronics Inc.	1,397,918
450	458	468	Merrick Engineering Inc.	1,395,495
451	439	583	Alfred Dunner Inc.	1,394,969
452	457	544	National Industries For the Blind (NIB)	1,393,233
453	420	360	Vincent Camuto LLC	1,388,078
454	474	359	Novartis Consumer Health/Alcon Labs Inc.	1,387,099

Click on outlined listings to link to company website.

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
455	477	508	Waterpik Technologies	\$1,379,489
456	402	416	Eillien's Candies Inc.	1,378,636
457	531	555	Parfums Givenchy Inc.*	1,373,441
458	-	-	Bot Home Automation	1,373,245
459	360	-	America's Power Source	1,372,703
460	431	386	MAC Cosmetics*	1,368,073
461	465	384	Vita-Mix Corp.	1,367,937
462	467	436	Crown Distributors LLC	1,362,206
463	484	545	Leatherman Tool Group	1,360,865
464	-	-	J&F Co. Ltd.	1,358,196
465	461	491	Fox River Mills Inc.	1,350,586
466	425	429	Western Sales Trading Co.	1,341,101
467	518	553	Olympic Eagle Distributing	1,340,700
468	515	570	FreshOne LLC	1,337,042
469	310	170	D&S Cable Industries	1,335,889
470	506	-	Prestone Products Corp.	1,330,821
471	469	445	Movado Watch Group	1,329,292
472	488	462	Fiskars*	1,327,345
473	472	481	Farouk Systems	1,324,646
474	490	576	General Nutrition Centers (GNC)	1,320,141
475	-	-	Turtle Beach Corp.	1,312,685
476	460	463	Gerber Childrenswear	1,309,655
477	541	-	Setton International Foods	1,306,793
478	-	-	Great Giant Fibre Garment Co. Ltd.	1,301,321
479	-	-	Double Insight Inc.	1,300,813
480	475	522	Origins Natural*	1,296,194
481	438	413	Brighton Collectibles	1,292,338
482	459	458	Travelpro USA International	1,290,000
483	429	432	Darwood Manufacturing Co.	1,288,454
484	496	535	TKO Evolution Apparel	1,279,336
485	507	474	Hartz Mountain Corp.	1,277,025
486	523	520	La Jolla Sport USA Inc.	1,270,685
487	371	311	Dari Farms Ice Cream Co.	1,269,581
488	-	-	E. Mishan and Sons Inc.	1,267,907
489	535	-	Coloron Jewelry Manufacturing LLC	1,264,932
490	-	-	Harris Paints Corp.	1,261,758
491	500	-	Ole Smoky Distillery	1,259,821
492	466	460	Charles David of California	1,259,596
493	546	-	Z-Line Designs	1,257,272
494	520	498	Pennzoil/Quaker State	1,250,480
495	584	-	Deva Concepts LLC	1,249,661
496	395	326	Danner Shoe Co.	1,248,639
497	494	534	EyeKing	1,245,647
498	567	-	JCL Urashimaya Co. Ltd.	1,233,255
499	493	363	Gateway Military LLC*	1,224,422
500	548	586	Jade Apparel Inc.	1,223,418
501	583	-	Hybrid Apparel	1,217,126
502	522	506	Bentex Group Inc.	1,210,756
503	502	514	Fulton Industries Inc.	1,210,169
504	521	539	McNett Corp.	1,209,545
505	517	-	Luai A Al Abdul	1,209,462
506	-	-	Qalo Inc.	1,207,112
507	-	-	Design Go Inc.	1,200,019
508	379	329	Younique Clothing	1,198,189

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
509	571	-	E.T. Browne Drug Co. Inc.	\$1,195,991
510	381	442	Footwear Unlimited Inc.	1,193,884
511	-	-	Pelican Products Inc.	1,193,694
512	-	-	Mechanix Wear Inc.	1,190,059
513	552	565	WearFirst Sportswear	1,189,525
514	-	-	Cyber Power Systems Inc.	1,188,035
515	511	418	Enesco LLC	1,182,090
516	401	-	Weyco Group	1,178,908
517	589	-	TX Systems Inc.	1,178,558
518	483	505	Promotion In Motion Inc.	1,173,710
519	576	572	V. Suarez & Co. Inc.	1,169,001
520	536	554	China Best Garment Co. Ltd.	1,165,082
521	-	-	Hangzhou Joy Kie	1,164,017
522	582	-	Western Glove Works	1,158,811
523	538	562	LePages Inc.	1,155,568
524	526	574	Swan Products LLC	1,153,833
525	-	-	simplehuman LLC	1,149,798
526	539	471	Zak Designs Inc.	1,148,469
527	497	-	Kenneth Gray	1,147,784
528	533	594	Palm Bay International	1,147,099
529	564	596	Easter Unlimited Inc.	1,146,142
530	593	-	Lamo Sheepskin Inc.	1,142,453
531	573	-	Agave Loco LLC	1,142,173
532	403	417	Griffin Technology Corp.	1,138,637
533	-	-	Delta Enterprise Corp.	1,137,231
534	-	-	Performance Designed Products LLC	1,135,448
535	555	593	BAK Apparel	1,130,482
536	524	523	Georgia Crown Distributing	1,129,770
537	598	604	Chinese Laundry Lifestyle	1,123,697
538	553	607	Silver Eagle Distributors LP	1,118,949
539	-	-	Lifeworks Technology Group	1,117,643
540	560	600	NAPA Auto Parts	1,114,492
541	542	623	PL Developments Inc.	1,114,376
542	514	482	Supreme Beverage Co. Inc.	1,110,208
543	610	-	Zebra Pen Corp.	1,103,757
544	570	-	Swat Fame Inc.	1,102,279
545	588	-	Lolly Toggs Ltd.	1,090,011
546	512	454	Brother International Corp.	1,089,574
547	608	608	Disaronno International	1,083,940
548	568	536	K&L Distributors Inc.	1,073,058

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
549	594	627	Ben E. Keith Co.	\$1,068,556
550	581	577	Roshe Power Ltd.	1,068,537
551	504	496	Service Distributing Inc.	1,064,814
552	454	444	Crayola LLC	1,061,761
553	-	-	Cole Haan*	1,059,337
554	-	582	Shedrain Corp.	1,058,386
555	540	485	Base4 Group	1,057,067
556	-	-	U.S. Nonwovens Corp.	1,055,346
557	503	-	Byer California	1,052,505
558	577	-	PAJ Inc.	1,051,496
559	562	581	Closetmaid Corp.	1,051,356
560	422	496	Bay Valley Foods LLC	1,051,344
561	547	592	Luxco Inc.	1,049,073
562	-	-	Candle-lite Co.	1,045,354
563	-	-	Jacmel Jewelry Inc.	1,043,077
564	611	-	Fontem U.S. Inc.	1,039,984
565	595	-	Evolution Design Lab	1,038,333
566	525	587	Just Born Inc.	1,037,108
567	513	-	Schwan's Food Service	1,033,207
568	599	-	Storck USA LP	1,033,034
569	549	507	Quiksilver	1,028,979
570	-	-	Treasury Wine Estates	1,028,097
571	587	-	Lift Off Distribution LLC	1,027,642
572	-	-	Stonewall Kitchen LLC	1,023,111
573	596	-	Delicato Vineyards	1,021,576
574	529	590	American Marketing Enterprises	1,021,037
575	-	-	American Exchange Time	1,020,268
576	578	-	Nissin Foods USA Co. Inc.	1,018,496
577	-	-	Bollinger Industries Inc.	1,014,356
578	556	-	Unionbay Sportswear Ltd.	1,013,460
579	-	-	Streamlight Inc.	1,012,728
580	-	597	Joe Benbasset Inc.	1,011,843
581	499	519	Parlux Fragrances Inc.	1,004,849
582	-	-	Blistex Inc.	1,004,308
583	591	-	MJJ Brilliant Jewelers Inc.	1,001,603
584	590	-	Petzl America	1,000,582

<sup>1</sup> PepsiCo total includes payments of \$33,012,731 to Frito-Lay Inc., \$15,356,769 to The Quaker Oats Co. and \$23,126,802 to Pepsi-Cola. Comparative rankings for prior years are constructed based on payments to PepsiCo companies during those years.  
<sup>2</sup> Campbell Soup Co. total includes sales of Pepperidge Farm Inc.  
 Numbers rounded off to nearest dollar. Source: AAFES

