

# Fiscal 2018 Retail Sales by Department

DEPARTMENT	FISCAL 2018 SALES	% OF 2018 SALES	FISCAL 2017 SALES	% OF 2017 SALES	CHANGE '18 VS. '17
Automotive	\$29,308,328	0.51%	\$30,924,541	0.52%	-5.23%
Automotive Labor	1,749,870	0.03%	1,885,750	0.03%	-7.21%
Beer/Ale	197,440,222	3.43%	197,656,126	3.29%	-0.11%
Beverages (Including Sodas)	236,709,001	4.11%	234,594,975	3.91%	0.90%
Books/Magazines	9,824,721	0.17%	13,949,180	0.23%	-29.57%
Boys' Wear	17,646,190	0.31%	19,959,709	0.33%	-11.59%
CDs and DVDs	196,205	0.00%	13,485,748	0.22%	-98.55%
Computer Hardware	208,396,434	3.62%	255,078,118	4.25%	-18.30%
Computer Software	50,020,586	0.87%	57,921,935	0.96%	-13.64%
Cosmetics/Fragrances	190,852,448	3.31%	196,924,228	3.28%	-3.22%
DSCP (DLA Troop Support)	138,555,085	2.40%	164,175,165	2.74%	-21.70%
Fashion Jewelry	7,916,142	0.14%	9,124,234	0.15%	-13.24%
Fine Jewelry	40,596,535	0.70%	47,587,067	0.79%	-14.69%
Flatware	20,891,551	0.36%	21,248,167	0.35%	-1.68%
Food	350,053,385	6.07%	346,703,802	5.78%	0.97%
Footwear	139,421,725	2.42%	147,057,111	2.45%	-5.19%
Furniture	43,121,357	0.75%	92,395,308	1.54%	-53.33%
Gasoline	1,219,368,031	21.16%	1,116,356,352	18.60%	9.23%
Giftware	5,633,637	0.10%	6,426,181	0.11%	-12.33%
Girls' Wear	17,326,998	0.30%	18,894,451	0.31%	-8.30%
Hardware/Tools/Batteries	56,711,103	0.98%	57,533,069	0.96%	-1.43%
Heat/Eat and Bag Ice	51,818,176	0.90%	47,293,806	0.79%	9.57%
Home Accents	21,075,548	0.37%	22,212,636	0.37%	-5.12%
Household Cleaning	72,243,633	1.25%	69,932,063	1.17%	3.31%
Linens	54,530,733	0.95%	55,100,998	0.92%	-1.03%
Liquor	326,665,628	5.67%	314,450,050	5.24%	3.88%
Luggage	43,697,167	0.76%	43,101,818	0.72%	6.02%
Major Appliances	37,109,817	0.64%	34,467,176	0.57%	7.67%
Men's Clothing	163,547,338	2.84%	164,222,112	2.74%	-0.41%
Men's Furnishings	40,605,103	0.70%	42,030,427	0.70%	-3.39%
Military Clothing	153,373,781	2.66%	175,110,042	2.92%	-12.41%
Outdoor Living	79,642,986	1.38%	81,708,269	1.36%	-2.53%
Pet Supplies	34,056,244	0.59%	37,058,501	0.62%	-8.10%
Photo Items	30,114,097	0.52%	32,811,568	0.55%	-8.22%
POSA Cards	35,617,627	0.62%	35,217,716	0.59%	1.14%
Pots and Pans	37,688,502	0.65%	39,779,811	0.66%	-5.26%
Procurement (Non-DSCP)	150,757	0.00%	292,596	0.00%	-48.48%
Radio/TV/Stereo	368,589,522	6.39%	380,488,768	6.34%	-3.13%
Self Service Supply Center (SSSC)	5,657,817	0.10%	7,625,361	0.13%	-25.80%
Sewing	1,079,247	0.02%	1,365,957	0.02%	-20.99%
Small Appliances	53,195,540	0.92%	53,357,361	0.89%	-0.30%
Sporting Goods	123,223,502	2.14%	140,279,618	2.34%	-12.16%
Stationery	62,401,951	1.08%	69,271,702	1.15%	-9.92%
Tobacco	317,432,872	5.51%	347,850,623	5.80%	-8.74%
Toddler Wear	28,477,494	0.49%	31,396,222	0.52%	-9.30%
Toiletries	289,339,099	5.02%	331,880,822	5.53%	-12.82%
Toys/Games	40,792,952	0.71%	44,787,199	0.75%	-8.92%
Video Rental	130,640	0.00%	249,433	0.00%	-47.63%
Watches	20,561,067	0.36%	25,745,142	0.43%	-20.14%
Wine	101,866,959	1.77%	103,793,770	1.73%	-1.86%
Women's Accessories	62,408,283	1.08%	73,079,080	1.22%	-14.60%
Women's Outerwear	125,088,665	2.17%	124,486,665	2.07%	0.48%
<b>TOTAL</b>	<b>\$5,763,926,327</b>	<b>100.00%</b>	<b>\$6,002,307,408</b>	<b>100.00%</b>	<b>-3.97%</b>

Note: Totals include a negative \$14 in scan-based trading buy-backs (a 100 percent reduction from 2017); \$649 in photo processing (a more than 600 percent increase from 2017) and \$3,393 in processed film (a 103.5 percent increase from 2017). All sales figures are rounded off. Source: AAFES