

DeCA Fiscal 2018 Million-Dollar Vendors

Each of the following 183 companies received more than \$1 million in payments from the Defense Commissary Agency (DeCA) during fiscal year 2018, which ended Sept. 30, 2018. In most cases, payments made to divisions or subsidiaries of corporations appear under the corporate name. Such listings have been consoli-

dated and are included as one sum here; asterisks indicate consolidated listings. Dollar volume shown for brokers, distributors and buy/sell firms generally reflects only amounts paid specifically to those firms and does not include payments made directly to their principals, which in many cases represent the bulk of their sales.

Rank '18	Rank '17	Rank '16	Vendor Name	FY2018 Sales
1	1	1	Tyson Foods*	\$389,713,737
2	2	2	Kraft Heinz Co.	270,050,128
3	3	3	Eurpac* ¹	218,108,514
4	3	3	Procter & Gamble	193,651,334
5	4	4	Military Produce Group LLC	176,346,484
6	5	5	Nestlé*	164,761,191
7	6	6	PepsiCo* ²	157,943,903
8	8	7	General Mills	112,827,260
9	9	8	Military Deli and Bakery Services	102,880,355
10	10	9	National Beef Packing Co. LLC	100,816,035
11	14	14	Coast Produce Co.	81,823,016
12	13	13	S & K Sales Co.	80,143,862
13	21	22	Campbell Soup Co.* ³	78,233,826
14	17	12	Kellogg Co.*	78,119,958
15	16	16	The J.M. Smucker Co.	77,103,838
16	18	18	Coca-Cola Co. & Bottlers*	75,476,714
17	19	17	Unilever*	73,575,851
18	12	10	Systems 2000 Inc.	73,201,957
19	20	21	Elite Brands Inc.	73,070,150
20	15	11	ConAgra Foods	70,436,116
21	11	15	Acosta Military Sales LLC	69,880,142
22	91	-	SpartanNash*	58,372,820
23	22	23	Mars Inc.*	55,267,215
24	24	25	Kimberly-Clark Corp.	50,079,107
25	23	24	Alder Foods Inc.	48,056,177
26	25	26	Mondelez Global LLC	47,661,120
27	26	30	OSC Solutions	43,300,964

Rank '18	Rank '17	Rank '16	Vendor Name	FY2018 Sales
28	30	33	McCormick & Co. Inc.*	\$40,209,669
29	28	29	Hardies Fruit & Vegetable Co.	38,014,876
30	29	27	Georgia-Pacific Consumer Products	35,213,544
31	37	46	Global Sales Inc.	34,658,389
32	33	37	Pinnacle Foods Group LLC*	33,995,851
33	32	34	Bimbo Bakeries USA Inc.*	33,543,484
34	39	35	Reckitt Benckiser LLC*	33,408,516
35	35	39	Harris Ranch Beef Co.	32,684,772
36	41	60	Sodexo Management Inc.	31,602,379
37	31	31	Army & Air Force Exchange Service	30,896,279
38	34	36	The Clorox Co.*	30,361,733
39	44	47	Global Military Marketing Inc.*	29,910,173
40	40	45	Tony's Fine Foods Inc.	29,474,699
41	46	44	The Hershey Co.	26,145,246
42	43	40	Johnson & Johnson	25,704,286
43	38	41	Reese Military Sales Inc.	25,280,705
44	36	38	Del Monte Foods	23,550,771
45	51	59	Bisek & Co. Inc.	23,395,171
46	50	56	Fresh Express Inc. (Chiquita Brands)	22,884,581
47	49	49	Spokane Produce Inc.	22,764,370
48	47	48	S.C. Johnson & Son Inc.	21,783,922
49	45	43	Advantage Sales LLC	21,646,808
50	52	51	Church & Dwight Co. Inc.	21,612,937
51	53	53	Sargento Foods Inc.	20,526,377

¹ Eurpac total includes payments of \$42,232,522 to Eurpac (dba Dixon Marketing) and \$175,875,992 to Mid Valley Products. Comparative rankings for prior years are constructed based on payments to Eurpac companies during those years.

² PepsiCo total includes payments of \$69,850,170 to Frito-Lay Inc., \$58,118,256 to The Quaker Oats Co. and \$29,975,477 to Pepsi-Cola Bottling Group and Bottlers. Comparative ranking for 2016 is constructed based on payments to PepsiCo companies during fiscal 2016.

³ Campbell Soup Co. total includes payments of \$42,083,223 to Campbell Soup, \$19,555,292 to Snyder's-Lance Inc. and \$16,595,311 to Pepperidge Farm.





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52	62	87	B&G Foods Inc.	\$20,513,349
53	54	61	Northeast Military Sales Inc.	19,809,080
54	56	57	Johnsonville Sausage LLC	18,983,791
55	64	64	JFC International Inc.	18,861,802
56	59	65	Foster Farms	18,715,952
57	48	50	Ajinomoto Windsor Inc.	18,290,194
58	61	62	Land O' Lakes	17,838,064
59	63	67	Flowers Foods	17,465,669
60	57	52	Smithfield Foods	17,256,508
61	65	66	Abbott Labs	16,945,355
62	60	58	Colgate-Palmolive Co.	16,840,101
63	58	55	Dean Foods*	16,761,592
64	72	63	Eggland's Best Inc.	16,080,090
65	67	68	Edgewell Personal Care Co.*	16,068,491
66	42	42	Reynolds Consumer Products Inc.	15,670,307
67	55	54	S. Schwartz Sales Inc.	15,474,209
68	69	70	Coleson Foods Inc.	15,152,025
69	77	75	Cargill Meat Solutions Corp.	14,535,799
70	74	124	First Wave Sales LLC	14,069,792
71	71	74	Bayer Healthcare LLC	13,500,132
72	76	80	Dial Corp.	12,856,567
73	70	71	Ocean Spray Cranberries Inc.	12,680,761
74	78	85	GlaxoSmithKline Consumer Healthcare	12,498,489
75	73	79	L & M Marketing LLC	12,123,218
76	79	77	Schwan's Consumer Brands NA	11,785,856
77	82	81	Luberski Inc.*	11,394,522
78	80	84	Prairie Farms Dairy*	11,281,468
79	81	83	Pharmavite LLC	10,914,073
80	84	88	Gateway Military Sales	10,741,140
81	87	90	Keurig Dr Pepper*	10,537,584
82	85	86	Mission Foods	9,879,827
83	75	72	Butterball LLC	9,839,458
84	86	89	Rondo Specialty Foods	9,494,844

Rank '18	Rank '17	Rank '16	Vendor Name	FY2018 Sales
85	88	105	Riviana Foods Inc.	\$9,123,125
86	83	82	The Sun Products Corp.	8,735,016
87	89	91	Euro American Brands Inc.	8,351,579
88	99	104	EJP International Inc.	8,074,031
89	90	93	Nature's Bounty/Rexall*	7,942,774
90	96	97	John B. Sanfilippo & Son	7,923,173
91	94	96	Mizkan America Inc.	7,828,321
92	92	95	Oriental Trading Co.*	7,693,594
93	135	-	Sysco Seattle	7,689,078
94	97	112	M3 Inc.	7,643,041
95	95	94	TreeHouse Foods*	7,421,501
96	121	122	Lakeside Food Inc.	7,385,728
97	93	92	The Pictsweet Co.	7,352,250
98	98	101	McKee Foods Corp.	7,339,767
99	103	111	Pompeian Inc.	7,326,564
100	102	107	Chattem Inc.	6,995,342
101	100	99	IFB Solutions (NIB Winston-Salem)	6,947,196
102	105	109	Bumble Bee Foods LLC	6,329,871
103	106	106	Domino Foods Inc. (American Sugar Refining)	6,231,991
104	108	110	Red Bull North America	6,199,677
105	104	108	Birchwood Foods (Kenosha Beef)	6,173,893
106	107	116	Bellisio Foods Inc.	6,064,089
107	109	113	Favata Bakery Inc.	5,951,684
108	113	119	Rich Products Corp.	5,708,947
109	132	152	Nissin Foods USA Co. Inc.	5,669,047
110	111	117	L'Oréal USA Inc.	5,473,025
111	112	123	Shasta Beverages Inc.	5,433,841
112	110	115	Darigold Inc.	5,366,288
113	115	118	WEI Sales LLC	5,223,072
114	118	130	Careytown Seafood Inc.	4,955,497
115	68	69	Schreiber Foods	4,919,937
116	122	135	Hawaiian Isles Kona Coffee Co.	4,838,096
117	116	126	Triunion Seafoods LLC	4,339,062



Rank '18	Rank '17	Rank '16	Vendor Name	FY2018 Sales
118	120	127	Welch Foods	\$4,320,439
119	130	136	Diamond Head Seafood Wholesale	4,311,582
120	125	129	Gorton's Inc.	4,287,820
121	124	128	Mario Camacho Foods LLC	4,138,016
122	126	124	Sioux Honey Association	4,117,351
123	123	125	Challenge Dairy Products Inc.	4,111,092
124	114	114	Hartz Mountain Corp.	4,020,398
125	137	76	Coastal Pacific Food Distributors	3,908,337
126	117	121	Maryland & Virginia Milk Producers*	3,785,113
127	134	140	Kikkoman Sales USA Inc.	3,698,530
128	127	138	Dairy Maid Dairy Inc.	3,648,562
129	140	120	White Dairy Ice Cream Co.	3,177,336
130	128	102	Dinofinn Inc.	3,163,724
131	138	146	Hawaiian Host Candies of L A Inc.	3,151,151
132	136	145	Sacramento Valley Gourmet Harvest Foods	3,137,840
133	129	133	Imperial Sugar Co.	3,000,168
134	153	174	Star Fisheries	2,933,933
135	131	131	Otis McAllister Inc.	2,928,568
136	143	150	Ruiz Food Products Inc.	2,797,172
137	-	-	Lamb Weston Sales Inc.	2,766,565
138	144	156	Hawaii Foodservice Alliance LLC	2,662,295
139	147	155	Kee World Trading Co.	2,628,943
140	139	144	Newman's Own	2,602,421
141	192	203	C&S Wholesale Grocers	2,492,141
142	141	147	Cascade Northwest Brokers Inc.	2,444,535
143	146	153	United States Bakery	2,435,972
144	154	175	Utz Quality Foods Inc.	2,428,550
145	142	143	Borden Dairy Co.*	2,394,002
146	148	158	Mount Olive Pickle Co. Inc.	2,363,649
147	168	162	Hillandale Farms East Inc.	2,351,506
148	180	187	Valley Fresh/Nest Best Eggs	2,282,468
149	152	194	Blue Bell Creameries LP	2,272,853
150	158	169	Great Atlantic News LLC	2,268,864



Rank '18	Rank '17	Rank '16	Vendor Name	FY2018 Sales
151	-	-	Eagle Family Foods Group LLC	\$2,194,161
152	151	159	Palama Holdings LLC	2,187,770
153	161	188	Huhtamaki Foodservice Inc.	2,094,936
154	164	173	Andrew Jergens Co. (Kao USA Inc.)	1,926,871
155	156	141	ACH Food Companies Inc.	1,897,000
156	150	157	Beef Products Inc.	1,879,441
157	157	167	Loves Bakery Inc.	1,876,632
158	155	171	Hollandia Dairy Inc.	1,868,328
159	174	186	Paradise Beverages Inc.	1,865,031
160	171	181	Bar Harbor Seafood	1,813,314
161	173	165	Carolina Egg Companies Inc.	1,799,106
162	165	176	Fresh Mark Inc.	1,622,331
163	160	161	Oberto Sausage Co.	1,568,849
164	167	177	Field Packing Co.	1,509,521
165	182	207	Royal Oak Sales Inc.	1,458,768
166	166	170	Filippo Berio (Salov North America)	1,394,084
167	177	190	Martin's Famous Pastry Shoppe Inc.	1,329,370
168	169	172	Jones Dairy Farm	1,323,976
169	119	98	Diamond Foods Inc.	1,318,172
170	179	184	American Pop Corn Co.	1,311,093
171	178	182	Parra Sales	1,284,290
172	181	183	Irving Tissue Inc.	1,261,401
173	176	180	Giorgio Foods Inc.	1,236,326
174	159	163	Knouse Foods Inc.	1,198,829
175	185	196	Golden Touch Trading Inc.	1,190,124
176	-	-	Carl Buddig and Company	1,173,987
177	191	193	Storck USA LP	1,132,376
178	194	-	Musco Family Olive Co.	1,122,275
179	175	179	50th State Poultry	1,118,003
180	188	200	Schmidt Baking Co. Inc.	1,088,012
181	190	191	N.K. Hurst Co. Inc.	1,078,087
182	184	192	JCS Marketing Consultants Inc.	1,071,584
183	189	-	United Floral Service Military LLC	1,032,836



Totals are rounded off. Source: DeCA