

MCX Fiscal 2018 Million-Dollar Vendors

The Marine Corps Business and Support Services Division (BSSD), which oversees the Marine Corps Exchanges (MCX), has provided data indicating that 72 vendors provided \$1 million or more in products and services to MCXs from Feb. 4, 2018, to Feb. 2, 2019, the 12-month period constituting fiscal 2018. The following list, ranked by fiscal 2018 dollar volume, provides a comparison with fiscal 2017 and fiscal 2016 ranks. In some cases, in which two divisions or segments of a single company did more than \$1 million in business with the MCX, the divisions are listed as a single entry and marked with an asterisk (*). Excluded from the list are government agencies with which MCX did business. The fiscal 2018 list does not include oil companies.

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
1	1	1	McLane Co.	\$46,982,916
2	2	2	Ingram Micro	21,367,280
3	3	3	Coca-Cola and Bottlers*	12,437,867
4	4	4	Eurpac Warehouse Sales	10,687,579
5	6	8	Pepsi-Cola and Bottlers*	7,813,348
6	8	7	C.R. McMullen Co. Inc.	7,318,782
7	7	10	Synnex Corp.	7,178,966
8	9	11	Officers' Equipment Co.	6,624,633
9	11	13	Samsung Electronics	5,253,814
10	14	17	Frito-Lay Inc.	4,614,961
11	46	78	LaCrosse Footwear/ Danner Inc.*	4,159,381
12	26	18	The Singer Group Inc.	4,017,821
13	17	27	Hanesbrands Inc.*	3,987,798
14	13	22	O'Rourke Sales Co.	3,945,669
15	12	12	Anheuser-Busch InBev*	3,792,194
16	19	15	Nike Inc.	3,752,818
17	10	14	Wolverine Worldwide Inc.	3,652,378
18	16	16	LB & B Associates Inc.	3,500,850
19	24	23	Crest Beverage LLC	3,488,794
20	43	-	Coastal Pacific Food Distributors Inc.	3,215,716
21	18	-	Under Armour Inc.	3,132,426
22	32	29	M.J. Soffe Co.	3,019,875
23	20	21	New Balance Athletic Shoes	2,996,415
24	33	-	D & H Distributing Co.	2,933,269
25	31	36	Bose Corp.	2,921,159
26	21	25	Coastal Beverage Co.	2,920,271
27	37	-	Nintendo of America Inc.	2,892,057
28	56	54	The North Face	2,864,845
29	23	33	Vanguard Industries West Inc.	2,734,962

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
30	22	26	Sutton International Inc.	\$2,718,102
31	35	41	Abbott Nutrition	2,569,919
32	30	28	Procter & Gamble*	2,518,595
33	25	39	Red Bull Distribution Co.	2,411,489
34	34	-	R.A. Jeffreys Distributing	2,336,334
35	36	-	Advantus Corp.	2,266,466
36	29	24	Michael Kors USA Inc.	2,113,280
37	42	47	Fresh & Ready Foods	2,079,798
38	40	46	John Lenore and Co.	2,033,550
39	53	42	Southern Glazer's Wine & Spirits*	1,855,183
40	38	-	Sony Electronics	1,848,394
41	28	34	Royal Textile Mills Inc.	1,832,059
42	41	56	MV Sport & The Game	1,766,881
43	15	19	Jumbo Foods	1,753,668
44	49	60	McClay Distributors Inc.	1,734,831
45	70	50	Billabong*	1,701,816
46	47	-	Lancôme Inc.	1,685,016
47	-	-	Deckers Outdoor Corp.	1,594,018
48	51	57	Fechheimer Brothers Co.	1,581,678
49	50	66	Sheralven Enterprises Ltd.	1,468,062
50	-	-	Ed Cobb Wholesale Food Distributors	1,449,124
51	45	52	Clinique Laboratories	1,426,519
52	-	61	5.11 Inc.	1,422,268
53	62	69	Paradise Beverages Inc.	1,313,316
54	48	62	Levi Strauss & Co.	1,276,725
55	-	-	Shiseido Americas Corp.	1,266,488
56	68	63	Kingform Cap Co.	1,248,757
57	57	55	Gear for Sports	1,241,571
58	52	53	Hawaiian Isles Distributors	1,233,908

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
59	54	37	Estée Lauder*	\$1,209,250
60	39	59	C & D Distributing	1,204,606
61	72	77	Levin's Auto Supply LLC	1,193,869
62	71	72	PennSouth Snack Food Distributing Co.	1,193,760
63	-	-	Sole Transport LLC	1,166,497
64	-	-	Pugs Holdings LLC	1,135,199
65	58	-	Garmin USA Inc.	1,100,497
66	63	79	Master Lock Co. LLC	1,066,686
67	73	61	L&R Distributors Inc.	1,062,469
68	-	-	Vendor's Supply of North Carolina Inc.	1,023,465
69	-	-	Green Enterprises Inc.	1,021,439
70	-	-	Europa Sports Products LLC	1,010,428
71	-	-	Premium Distributors of Virginia	1,009,029
72	76	80	Famous Ramona Water Inc.	1,001,150

Note: Several other companies did a substantial amount of business with MCX in fiscal 2018, including BP Products North America Inc.; Brad Hall & Associates; Truman Arnold Companies; Southern Counties Oil Company; Mansfield Oil Co.; Hartland Fuels; Phillips 66; Pro Petroleum; PAR Hawaii Refining; and Landair Transport Inc.

Totals are rounded off to nearest dollar.

Source: MCX



MCX PHOTO

MARINE CORPS EXCHANGES FISCAL 2018 SALES BREAKOUT BY CHANNEL

Category	FY 2018 Sales	% of Total
Main Store (Merchandise)	\$341,963,442	40.29%
Fuel	\$205,135,048	24.17%
Modified Marine Marts (Merchandise)	\$181,935,123	21.43%
Recruit Sales	\$29,840,634	3.52%
Military Clothing	\$20,268,256	2.39%
Package Stores (Merchandise)	\$33,303,539	3.92%
Vending Services	\$18,134,159	2.14%
Personalized Services	\$10,957,900	1.29%
Branch Stores (Merchandise)	\$6,045,891	0.71%
Service Stations	\$1,210,567	0.14%
Total Direct Sales	\$848,794,560	100.00%

Notes: MWR resale excluded. Numbers rounded off.

Source: MCX

MARINE CORPS PACKAGE STORES SALES RANKED BY FISCAL 2018 SALES

Rank	Base	FY18 Sales	FY17 Sales	Rank in FY16
1	MCB Quantico, Va.	\$7,916,128	\$8,032,096	2
2	MCAS Miramar, Calif.	\$7,807,605	\$8,307,835	1
3	MCB Camp Lejeune, N.C.	\$4,588,689	\$4,675,115	3
4	MCAGCC Twentynine Palms, Calif.	\$3,630,677	\$3,429,182	5
5	MCB Camp Pendleton, Calif., Pacific Plaza	\$3,504,899	\$3,582,041	4
6	JB Myer-Henderson Hall, Hqs. Henderson Hall, Va.	\$2,879,536	\$2,989,885	6
7	MCB Camp Pendleton, Calif., Vineyard	\$2,527,714	\$2,596,077	7
8	MCAS Cherry Point, N.C.	\$574,584	\$2,184,019	8
Total Package Store Sales		\$33,429,833	\$35,939,103	-6.98%

Totals may not agree due to rounding. Source: MCX