

# NEXCOM Fiscal 2018 Million-Dollar Vendors

Based on information about payments made by the Navy Exchange Service Command to vendors and suppliers, E and C News determined that 223 vendors provided \$1 million or more in products and services to Navy exchanges worldwide during fiscal 2018. The following list of million-dollar vendors, ranked by fiscal 2018 dollar volume, compares ranking where possible with fiscal years 2017 and 2016. This

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

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
1	1	1	Mansfield Oil Co.	\$190,639,576
2	2	2	McLane Co. Inc.	92,882,422
3	4	4	Truman Arnold Co.	81,143,862
4	3	3	Ingram Micro	79,971,817
5	5	5	Procter & Gamble Co.	35,485,670
6	8	-	Hawaii Independent Energy	29,769,501
7	10	8	Diageo NA	29,136,827
8	6	7	Samsung Electronics Co. Ltd.	28,386,208
9	9	10	PepsiCo <sup>1</sup>	26,368,907
10	7	6	Synnex Corp.	24,026,455
11	11	10	The Coca-Cola Co.	22,678,577
12	12	9	Eurpac	21,010,943
13	13	11	Pioneer Distributors Inc.	19,699,656
14	14	12	Ashley Furniture Co.	17,877,365
15	16	16	Vanguard Industries	17,316,942
16	38	69	Nintendo of America Inc.	14,915,914
17	-	-	IP&E Holdings (Shell Oil)	13,355,240
18	31	35	D&H Distributors	13,249,003
19	23	34	O'Rourke Sales Co.	13,059,075
20	20	18	Bose Corp.	12,306,815
21	15	14	Nike Inc.*	12,044,255
22	18	13	Singer Group Inc.	12,042,867
23	24	28	Brown-Forman Beverages	11,474,286
24	21	22	Coastal Pacific Food Distributors	11,406,933
25	19	25	Sony Corp.	11,286,858
26	26	23	Unilever	10,548,791
27	28	26	Southern Glazer's Wine & Spirits of America	10,074,430
28	17	20	M.J. Soffe	9,919,876
29	25	27	Hanesbrands Inc.	9,838,413
30	36	46	Vistar/VSA	9,815,068
31	29	65	MDV SpartanNash	9,615,788
32	32	33	Flying Cross by Fechheimer	8,772,194
33	27	19	Estée Lauder Inc.	8,734,136
34	34	24	Anheuser-Busch InBev	8,238,595
35	42	37	Bacardi USA	7,895,289
36	22	15	Michael Kors USA	7,828,151
37	33	38	L'Oréal	7,600,528
38	41	41	Republic National Distributors	7,543,601



FY18	FY17	FY16	VENDOR NAME	FY18 SALES
39	37	40	Johnson & Johnson	\$7,481,603
40	40	44	Jim Beam Brands Co.	7,469,644
41	47	49	New Balance Athletic Shoe	7,278,044
42	30	21	Under Armour Inc.	7,223,515
44	39	36	WLXT (Wright and Lato Inc.)	7,025,846
44	35	29	The North Face*	6,986,467
45	44	43	Reyes Beverage Group	6,929,392
46	45	45	Pernod Ricard	6,458,743
47	63	213	Belleville Shoe Manufacturing	6,416,096
48	55	42	Levi Strauss & Co.	6,237,008
49	52	54	Moët Hennessy USA Inc.*	6,232,819
50	62	72	adidas*	6,007,403
51	54	59	Petroleum Traders Corp.	5,768,321
52	51	76	Animal Supply Co.	5,590,969
53	53	47	LG Electronics USA Inc.	5,352,862
54	46	31	Sears	5,306,677
55	49	39	Newell Brands*	5,272,555
56	64	52	Coty Prestige	5,204,809
57	59	66	Breakthru Beverage Group	4,974,478
58	58	63	Columbia Sportswear Co.	4,884,412
59	56	60	Kimberly-Clark Corp.	4,729,861
60	43	48	Firestone	4,667,198

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
61	71	62	Sheralven Enterprises Ltd.	\$4,505,535
62	75	99	Southern Counties Lubricants	4,301,574
63	48	53	GoPro	4,255,492
64	65	67	Wolverine Worldwide	4,188,849
65	96	125	Shiseido International	3,981,419
66	68	123	Nestlé	3,963,560
67	83	96	Whirlpool*	3,943,403
68	50	55	C.R. McMullen Co., Inc.	3,852,343
69	-	-	Unique Designs Inc.	3,821,299
70	70	70	S.C. Johnson	3,820,473
71	72	74	Helen of Troy	3,749,541
72	76	91	Proximo Spirits, Inc.	3,763,776
73	82	64	5.11 Tactical Inc.	3,735,174
74	60	56	Keurig Dr Pepper	3,690,450
75	66	68	The Clorox Co.	3,653,059
76	80	85	Hoffman Beverage Co.	3,541,234
77	79	79	Paradise Beverage	3,490,656
78	89	106	Quiksilver*	3,462,395
79	74	51	Ralph Lauren Corp.	3,456,580
80	67	78	Goodyear Tire and Rubber Co.	3,424,174
81	69	61	Serta Simmons Bedding	3,251,942

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
82	87	107	GlaxoSmithKline Consumer Health	\$3,244,219
83	-	-	WGACA LLC	3,169,749
84	85	82	American Greetings Corp.	3,156,582
85	119	-	Tempur Sealy International	3,105,277
86	81	71	Bayer Corp.	3,100,288
87	94	94	Billabong*	3,098,530
88	84	115	Columbia Distributing Co.	3,039,462
89	61	73	Reckitt Benckiser	3,032,882
90	86	80	Colgate-Palmolive Co.*	3,013,595
91	116	122	Henkel Corp.	2,911,768
92	103	145	Lifeworks Technology Group	2,907,046
93	92	103	Luxottica Eyewear/Ray Ban*	2,845,779
94	93	86	Edgewell	2,803,707
95	57	58	Canon USA Inc.	2,741,866
96	91	102	Casio Inc. USA	2,738,348
97	90	88	Skechers	2,723,405
98	97	98	Fuji Photo Film USA Inc.	2,707,037
99	140	90	YETI Coolers	2,655,712
100	99	89	Dyson, Inc.	2,561,827
101	143	-	Harman International	2,492,028
102	128	92	Yankee Candle Co.*	2,454,924
103	141	167	Red Bull Distribution Co.	2,402,435
104	172	-	Fifth Generation Inc.	2,389,577
105	108	142	Advantus Corp.	2,384,438
106	73	75	Pandora Jewelry LLC	2,337,600
107	105	117	RBA Wholesale LLC	2,333,273
108	170	152	BiRite Foodservice Distributors	2,320,940
109	100	105	William Carter	2,312,156
110	111	133	Neptune Garment Co.	2,270,204
111	137	127	Marsh USA Inc.	2,251,195
112	106	116	Church & Dwight Co. Inc.	2,243,789



FY18	FY17	FY16	VENDOR NAME	FY18 SALES
113	112	132	U.S. Smokeless Tobacco Brands*	\$2,228,610
114	156	227	Bissell Homecare International	2,202,380
115	104	-	Channel Control Merchants	2,187,857
116	130	134	Conair Corp.	2,170,146
117	95	87	Oakley Inc.*	2,166,385
118	125	101	Systems 2000 Inc.	2,154,598
119	120	136	S & K Sales Co.	2,102,015
120	157	130	Sazerac	2,097,995
121	118	129	Goldring Gulf Distributing	2,097,534
122	101	95	E&J Gallo	2,094,500
123	109	118	3M	2,086,920
124	161	184	William Grant & Sons Inc.	2,035,405
125	169	143	Remy Cointreau U.S.A.	2,034,177

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
126	78	83	Hasbro Toy Co.	\$2,029,867
127	131	124	Converse*	1,991,983
128	138	141	Energizer Brands	1,987,059
129	123	135	Georgia-Pacific	1,969,819
130	107	119	Philip Morris USA*	1,966,421
131	155	164	Heaven Hill Distillers Inc.	1,958,131
132	129	114	Champion Brands	1,921,912
133	149	163	Silver Springs Bottled Water	1,908,909
134	147	154	Brooks Sports Inc.	1,881,357
135	160	150	Vans*	1,870,187
136	142	128	iRobot Corp.	1,854,437
137	113	110	Young's Market Co.	1,846,840
138	151	112	General Nutrition Center (GNC)	1,845,273
139	-	-	HKS Global Resources Inc.	1,843,101
140	144	140	Hawaiian Isles Distributors	1,825,371
141	133	111	SharkNinja Sales	1,799,846
142	115	97	ASICS America Corp.	1,796,708
143	148	176	Stanley Black & Decker	1,788,537
144	153	183	Kate Spade LLC	1,762,531
145	126	174	Jacques Moret	1,731,778
146	215	-	Fashion Business Corp./ Cactus	1,717,786
147	163	192	Brahmin Leather Works	1,692,840
148	102	100	LVMH*	1,682,039
149	150	-	Sanofi	1,678,156
150	166	160	Campari America	1,673,743
151	-	-	Carahsoft Technology Corp.	1,653,426
152	135	194	Abbott Nutrition/ Abbott Labs	1,622,446
153	165	191	Phillips & King International	1,606,546
154	158	156	Reynolds Consumer Products	1,603,204
155	213	-	PVH	1,594,681



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FY18	FY17	FY16	VENDOR NAME	FY18 SALES
202	227	220	Petrey Novelties Co. Inc.	\$1,111,982
203	-	-	AT&T	1,108,954
204	198	222	Tactical Superstores Inc.	1,098,113
205	-	-	Emery Jensen Distribution	1,092,741
206	-	-	Beauty Enterprises Inc.	1,091,690
207	224	224	Pharmavite	1,089,819
208	182	216	Pro Feet Inc.	1,087,416
209	-	228	Sandpiper of California	1,083,930
210	-	197	Johnson Brothers	1,083,660
211	212	193	Englewood Marketing Group	1,079,884
212	-	-	Vendors Supply Inc.	1,075,270
213	201	203	Hollander Sleep Products	1,073,302
214	-	-	Exxon Mobil	1,053,059
215	188	155	G-III Apparel Group	1,048,001
216	-	-	Master Lock Co.	1,047,808
217	-	-	Eagle Distributing	1,025,004
218	214	170	Electrolux Major Appliances	1,018,262
219	-	-	Birkenstock USA, LP	1,016,702
220	186	178	Reebok International*	1,015,624
221	-	-	Saranac Glove Co.	1,007,262
222	226	-	Maui Jim Sunglasses	1,004,580
223	209	217	Pacific Cycle	1,002,175

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
156	-	-	L&M Marketing LLC	\$1,547,505
157	181	157	Gildan USA/Gold Toe Moretz	1,526,840
158	122	159	Garmin International Inc.	1,518,442
159	-	188	Mondelez Global LLC	1,500,075
160	136	126	Michelin North America Inc.	1,471,167
161	190	182	The Patron Spirits Company	1,444,153
162	162	151	Hill's Pet Nutrition*	1,444,126
163	152	153	Hamilton Beach Brands Inc.	1,436,510
164	146	185	Chanel Inc.	1,435,452
165	98	81	Deckers Outdoor Corp. (Uggs)	1,423,395
166	77	93	Mattel Inc.	1,418,021
167	121	77	Coach Leatherwear	1,403,642
168	178	168	U.S. Foodservice	1,398,930
169	211	-	Honolulu Jewelry Co.	1,380,292
170	177	205	Skullcandy	1,378,181
171	117	148	Monster Energy Co.	1,372,605
172	164	146	Scotts Miracle-Gro Co.	1,350,269
173	159	175	Hasler Oil Co. Inc.	1,330,313
174	145	144	Mars Inc.	1,329,130
175	139	165	Paramount Industrial Cos.	1,318,857
176	204	219	Kingform Cap Co.	1,318,153
177	184	187	Lewis Bear Co.	1,301,935
178	194	-	Sonos Inc.	1,301,657
179	114	108	Nikon Inc.	1,297,689
180	-	-	Jasco Products Co. Inc.	1,292,280
181	205	204	Norelco Consumer Products*	1,288,966
182	154	138	Western Digital Technologies	1,288,266
183	187	211	Constellation Brands Inc.	1,285,159
184	217	196	Philips Consumer Lifestyles*	1,274,949
185	174	149	Hawaiian Host Candies	1,243,561
186	132	171	Revlon	1,242,817

FY18	FY17	FY16	VENDOR NAME	FY18 SALES
187	189	162	TNG	\$1,235,249
188	110	223	VF Corp.*	1,230,886
189	218	-	Apple Inc.	1,208,897
190	173	166	Supervalu	1,204,397
191	-	-	Central Garden Distribution	1,191,969
192	-	-	Sayre Enterprises Inc.	1,167,258
193	179	120	KitchenAid*	1,158,453
194	200	214	BH Multi Com Corp.	1,150,716
195	183	200	Jockey International Inc.	1,148,499
196	176	158	E-Lo Sportswear	1,144,749
197	180	147	Reef*	1,143,693
198	-	233	Sysco	1,136,700
199	-	-	Ring LLC	1,134,681
200	-	-	Europa Sports Products LLC	1,129,751
201	185	201	See's Candies Inc.	1,115,118

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 2018 with NEXCOM do not appear on the list because sales are made through brokers or distributors.

<sup>1</sup> PepsiCo total includes payments of \$9,356,405 to Frito-Lay Inc., \$4,901,737 to The Quaker Oats Co. and \$8,828,815 to Pepsi-Cola. Comparative rankings for prior years are constructed based on payments to PepsiCo companies during those years.

Numbers rounded off to nearest dollar.

Source: NEXCOM

