

Subsistence Prime Vendor Sales in Review

Sales in 35 Categories and Segment Breakdowns in Each

Defense Logistics Agency (DLA) Troop Support in Philadelphia held 53 prime vendor contracts with 21 food distributors worldwide in calendar 2017. Annual combined subsistence sales for fiscal 2018 through July 20 are \$2.6 billion and for all of fiscal 2017 were \$2.7 billion, which includes subsistence and food service operating supplies supplied by prime vendors, as well as contracting efforts outside of the Subsistence Prime Vendor program.

One2OneUS LLC, based in Maple Shade, N.J., tracks military sales and National Allowance Pricing Agreement (NAPA) allowance information so that DLA Troop Support can monitor monthly sales of food, food service equipment and supplies.

The listings on the following pages recap Subsistence Prime Vendor (SPV) sales by category from Jan. 1, 2017, through Dec. 31, 2017. The data breaks down 35 food categories by class (or segment), percentage of market share within the category, dollar volume and percentage within each class (segment) sold within the continental United States (CONUS) and outside the continental United States (OCONUS).

Of the 35 categories, the top 10 represent nearly \$1.010 billion, or almost three-quarters (73.96 percent) of overall Subsistence Prime Vendor Sales

during 2017. Meanwhile, the top five categories represent \$747.6 million, or more than half (54.76 percent) of Subsistence Prime Vendor sales for the period. The next five largest categories total \$262.1 million, or 19.2 percent.

As measured by dollar volume, two center-of-the-plate entrée staples, Meat and Poultry, rank first and second in Subsistence Prime Vendor dollar volume sales among the 35 categories.

Meat, with 2017 sales of \$277.19 million, is the top category for the fourth consecutive year. It accounts for 20.3 percent of Subsistence Prime Vendor sales in 2017, which is down only slightly from 20.8 percent in 2016 and 20.9 percent in 2015, but higher than 19.4 percent in 2014.

Poultry continues in second with 2017 sales of \$148.17 million, ahead of 2016 sales of \$137.64 million and \$132.79 million in 2015 when it became the second-largest category by dollar volume, moving up from third in 2014. It represents 10.85 percent of Subsistence Prime Vendor sales, which is flat with 10.9 percent of in 2016, while falling slightly from 11.14 percent in 2015 and 11.15 percent in 2014.

Both are ahead of third-place Beverages with sales of \$145.7 million, or 10.67 percent of Subsistence Prime Vendor totals for the year, up from \$125.4 million, or 9.9 percent in 2016. Beverages first poured into third in 2015 with sales \$117.68 million (9.9 percent) after ranking second in 2014 with 11.98 percent of total Subsistence Prime Vendor sales and first in 2013 with 17.8 percent.

Fish and Seafood, another center-of-the-plate entrée staple, regains fourth place for 2017 after slipping to fifth in 2016 from fourth in 2015. It had Subsistence Prime Vendor Sales of \$89.04 million in 2017, or 6.52 percent of the year's total, up from \$80.67 million in 2016, or 6.39 percent of the year's total.

Vegetables remains among the top-five Subsistence Prime Vendor sales categories with a dollar volume of \$87.49 million, or 6.41 percent of the year's total, and good for fifth place.

SPV SALES BY CATEGORY

CATEGORY	% OF SALES	DOLLAR VOLUME
Appetizer/Hors d'oeuvres	0.68%	\$9,306,301
Bakery & Baking Products	5.40%	\$73,729,940
Beverages	10.67%	\$145,676,884
Cereals	2.50%	\$34,105,076
Cheese	2.29%	\$31,211,002
Condiments	1.33%	\$18,202,110
Dairy Products	2.54%	\$34,663,691
Desserts	2.32%	\$31,735,622
Disposables	0.20%	\$2,749,695
Eggs	3.22%	\$43,905,138
Entrées	3.62%	\$49,394,030
Equipment	0.00%	\$43,000
Ethnic Dishes	1.35%	\$18,466,239
Fats, Shortenings & Oils	1.01%	\$13,745,614
Fish & Seafood	6.52%	\$89,044,389
Food Products, Miscellaneous	0.48%	\$6,612,793
Fruits	4.34%	\$59,302,498
Jams, Jellies & Spreads	0.18%	\$2,423,521
Meat	20.30%	\$277,189,266
Non-Dairy Product, Substitutes	0.52%	\$7,059,640
Nuts	0.46%	\$6,227,227
Pasta, Dry & Frozen	0.48%	\$6,517,826
Portion Packs	2.44%	\$33,361,736
Potatoes	2.47%	\$33,785,601
Poultry	10.85%	\$148,168,333
Rice	1.02%	\$13,973,868
Salad Dressing	0.35%	\$4,774,815
Salads, Prepared	0.23%	\$3,162,421
Sauces & Bases	1.50%	\$20,535,265
Snack Foods	2.62%	\$35,780,659
Soups	0.63%	\$8,639,357
Spices & Seasonings	0.76%	\$10,389,322
Supplies	0.04%	\$546,080
UGR (Unitized Group Rations)	0.24%	\$3,331,611
Vegetables	6.41%	\$87,492,118
TOTAL	100.00%	\$1,365,252,682

Top Categories by Dollar Volume

CATEGORY	% OF SALES	DOLLAR VOLUME
Meat	20.30%	\$277,189,266
Poultry	10.85%	\$148,168,333
Beverages	10.67%	\$145,676,884
Fish & Seafood	6.52%	\$89,044,389
Vegetables	6.41%	\$87,492,118

Top 5 Categories **54.76%** **\$747,570,989**

Bakery & Baking Products	5.40%	\$73,729,940
Fruits	4.34%	\$59,302,498
Entrées	3.62%	\$49,394,030
Eggs	3.22%	\$43,905,138
Snack Foods	2.62%	\$35,780,659

Next 5 Categories **19.20%** **\$262,112,265**

TOP 10 CATEGORIES **73.96%** **\$1,009,683,254**

The category ranked fourth in 2016 with sales of \$80.67 million, or 6.39 percent of the year's total.

The data presented here is based on proprietary information compiled and furnished by One2OneUS LLC under a contract with DLA Troop Support. Throughout these listings, the total dollar and percentage figures may not add up due to rounding.

—GFS

APPETIZERS/HORS D'OEUVRES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Appetizers/Hors d'oeuvres	0.14%	\$13,465	100.00%	0.00%
Cheese/Egg Appetizers	29.40%	\$2,736,196	29.70%	70.30%
Ethnic Appetizers/Hors d'oeuvres	33.75%	\$3,140,555	45.57%	54.43%
Fish & Seafood Appetizers	0.23%	\$21,122	100.00%	0.00%
Guacamole Appetizers/Hors d'oeuvres	0.74%	\$69,243	32.09%	67.91%
Meat Appetizers/Hors d'oeuvres	11.53%	\$1,073,145	5.64%	94.36%
Poultry Appetizers/Hors d'oeuvres	2.49%	\$232,087	18.93%	81.07%
Vegetable Appetizers	21.71%	\$2,020,487	28.26%	71.74%
Total Appetizers/Hors d'oeuvres				\$9,306,301

This category comprises eight segments, which are unchanged for the seventh consecutive year since Fish & Seafood Appetizers was added in 2011.

More than a third of sales in this category are Ethnic Appetizers/Hors d'oeuvres (33.75 percent) followed by Cheese/Egg Appetizers with 29.40 percent and Vegetable Appetizers at 21.71 percent.

CATEGORY SALES:

\$9.31 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 0.68%

BAKERY & BAKING PRODUCTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bagels	2.40%	\$1,770,911	50.48%	49.52%
Bakery & Baking Prod., Specialty	0.02%	\$15,400	5.87%	94.13%
Baking Chips	0.58%	\$424,526	61.22%	38.78%
Baking Powder	0.14%	\$100,139	55.30%	44.70%
Baking Soda	0.02%	\$16,047	51.22%	48.78%
Biscuits	8.78%	\$6,473,108	68.25%	31.75%
Bread Sticks	0.46%	\$337,106	98.24%	1.76%
Breading & Batters	0.01%	\$4,491	100.00%	0.00%
Breads & Rolls	19.82%	\$14,615,987	33.87%	66.13%
Brownie & Cakes, Mix/Batter	4.51%	\$3,322,627	69.62%	30.38%
Cocoa (Bakery Products)	0.06%	\$47,365	81.14%	18.86%
Cookies (Dough/Mix)	12.21%	\$9,003,904	49.19%	50.81%
Cooking Wine	0.04%	\$25,928	100.00%	0.00%
Corn Meal	0.07%	\$51,850	61.27%	38.73%
Corn Starch	0.31%	\$229,584	43.76%	56.24%
Corn Syrup	0.01%	\$8,380	89.26%	10.74%
Croissants	2.00%	\$1,475,670	32.36%	67.64%
Croutons	0.79%	\$583,137	63.72%	36.28%
Crumbs, Bread/Cracker/Cookie/Cereal	0.51%	\$373,078	73.49%	26.51%
Crusts/Shells	0.38%	\$282,393	70.73%	29.27%
Doughnuts	3.14%	\$2,313,623	26.63%	73.37%
English Muffins	0.97%	\$718,127	42.68%	57.32%
Filling (Fruit/Other) - Bakery	3.31%	\$2,436,933	62.53%	37.47%
Fillings, Other (Bakery)	0.02%	\$14,890	0.00%	100.00%
Flour & Grain	8.20%	\$6,047,046	17.20%	82.80%
Food Coloring	0.06%	\$43,075	26.66%	73.34%
Frostings	0.63%	\$465,742	76.00%	24.00%
Gelatin, Unflavored	0.00%	\$1,274	100.00%	0.00%
Hush Puppies	0.23%	\$170,941	7.10%	92.90%
Ice Cream Cones	0.19%	\$142,024	73.01%	26.99%
Molasses	0.03%	\$22,813	91.11%	8.89%
Muffins	5.38%	\$3,966,479	64.72%	35.28%
Noodles & Dumplings (Dough/Mix)	0.00%	\$64	100.00%	0.00%
Pancake, Waffle, French Toast (Frozen/Mix)	15.77%	\$11,625,457	60.46%	39.54%
Pita Bread	0.73%	\$540,154	33.58%	66.42%
Pizza Crust (Dough)	2.13%	\$1,573,781	71.74%	28.26%
Puff Pastry	0.22%	\$164,164	71.65%	28.35%

This category is sixth largest by dollar volume and the third largest with 42 segments, the same as it had in 2016. Cooking Wine returned in 2016 after being the only item deleted from this category in 2014. In 2013, five segments were added: Breading & Batters, Other Fillings (Bakery), Unflavored Gelatin, Noodles & Dumplings (Dough/Mix) and Tart Shells.

Leading in sales for the category is Breads & Rolls at \$14.62 million (19.82 percent). Second in sales in the category is Pancake, Waffle, French Toast (Frozen/Mix) with sales of \$11.63 million (15.77 percent). Third is Cookies (Dough/Mix) with sales of \$9 million (12.21 percent).

CATEGORY SALES:

\$73.73 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 5.40%

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BAKERY & BAKING PRODUCTS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Stuffing Mix	0.60%	\$443,495	70.66%	29.34%
Sugar (Bakery Products)	3.86%	\$2,845,192	34.07%	65.93%
Sweet Roll, Danish, Pastry (Dough/Mix)	1.24%	\$916,652	73.94%	26.06%
Tart Shells	0.00%	\$1,209	100.00%	0.00%
Yeast	0.16%	\$115,174	47.31%	52.69%
Total Bakery & Baking Products				\$73,729,940

Beverages is the third-largest category when ranked by dollar volume for 2017. It comprises 29 segments, one fewer compared with the prior year, and is tied for seventh in number of segments with Entrées. A change in its assortment for 2017 is the absence of Coffee, Instant; otherwise the lineup is consistent with 2016, 2015 and 2014. Additions made in 2013 were Apple Cider, Clam Juice and Tea, Flavored & Herb. Prior additions were Coffee Flavorings/Syrups; Coffee, Beans; and Flavored Drinks in 2011.

Water is more than a third of category sales at 42.43 percent of sales, followed by Sports Drinks/Mixes with 10.28 percent and Beverage Bases/Mixes with 8.63 percent.

CATEGORY SALES:
\$145.68 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 10.67 percent.

BEVERAGES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Apple Cider	0.00%	\$2,204	100.00%	0.00%
Apple Juice	5.37%	\$7,822,966	50.77%	49.23%
Bases/Mixes, Beverage	8.63%	\$12,568,610	67.85%	32.15%
Beverages	0.57%	\$833,651	7.18%	92.82%
Cocoa (Beverages)	0.19%	\$274,194	73.16%	26.84%
Coffee Flavorings/Syrups	0.03%	\$37,419	0.94%	99.06%
Coffee, Beans	0.15%	\$219,360	14.03%	85.97%
Coffee, Decaffeinated	0.11%	\$161,334	98.74%	1.26%
Coffee, Instant, Decaf	0.36%	\$523,516	3.62%	96.38%
Coffee, Regular	5.63%	\$8,199,411	59.22%	40.78%
Coffee, Specialty	1.05%	\$1,534,273	55.95%	44.05%
Energy Drinks	0.50%	\$721,980	0.00%	100.00%
Flavored Drinks	0.23%	\$334,610	0.00%	100.00%
Fruit Concentrate	0.18%	\$263,836	86.81%	13.19%
Juice, Clam	0.00%	\$177	100.00%	0.00%
Juices, Aseptic	0.07%	\$106,326	85.00%	15.00%
Juices, Fruit	7.04%	\$10,252,211	8.14%	91.86%
Juices, Reconstituted	0.11%	\$154,291	76.26%	23.74%
Orange Juice	6.92%	\$10,087,442	50.28%	49.72%
Soft Drinks	6.79%	\$9,892,939	2.84%	97.16%
Sports Drinks/Mixes	10.28%	\$14,977,245	30.41%	69.59%
Tea, Bags	1.06%	\$1,548,335	13.86%	86.14%
Tea, Concentrate	0.28%	\$406,898	80.13%	19.87%
Tea, Flavored & Herb	0.00%	\$4,597	83.38%	16.62%
Tea, Iced	0.38%	\$550,757	0.91%	99.09%
Tea, Instant	0.23%	\$341,714	15.54%	84.46%
Vegetable Juices	1.06%	\$1,536,904	34.84%	65.16%
Water	42.43%	\$61,811,707	4.69%	95.31%
Yogurt Drinks/Smoothie	0.35%	\$507,979	94.55%	5.45%
Total Beverages				\$145,676,884

CEREALS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cereal, Apple/Cinnamon	0.41%	\$139,359	100.00%	0.00%
Cereal, Bran, Flakes or Shredded	0.40%	\$135,258	99.45%	0.55%
Cereal, Bran Flakes with Raisins	1.35%	\$460,790	96.70%	3.30%
Cereal, Cinnamon Flavored	0.62%	\$210,516	83.29%	16.71%
Cereal, Cocoa Puffed (includes Rice, Cocoa Puffed)	0.32%	\$109,718	85.80%	14.20%
Cereal, Corn Flakes	0.24%	\$82,846	97.74%	2.26%
Cereal, Corn Flakes, Coated or Frosted	0.93%	\$317,733	96.73%	3.27%
Cereal, Corn, Puffed (includes Crunchy and Corn/Oats)	0.16%	\$53,549	100.00%	0.00%
Cereal, Corn, Puffed, Sweetened	0.07%	\$23,016	100.00%	0.00%
Cereal, Fruit-Flavored Loops	0.58%	\$197,620	96.60%	3.40%
Cereal, Granola, includes low-fat and fruit/nut)	3.95%	\$1,347,695	94.47%	5.53%
Cereal, Multi-Grain Flakes	2.21%	\$755,183	96.66%	3.34%
Cereal, Oat Clusters with Marshmallows	0.23%	\$77,609	95.73%	4.27%
Cereal, Oat Rings, Oven Roasted	0.51%	\$173,764	91.88%	8.12%
Cereal, Oat Rings, Oven Roasted, Apple/Cinnamon or Honey/Nut	0.77%	\$262,470	89.99%	10.01%
Cereal, Oats, Puffed or Toasted (includes with Nuts/Honey)	0.06%	\$21,330	100.00%	0.00%
Cereal, Puffed Balls, Sweetened	0.08%	\$27,873	73.70%	26.30%
Cereal, Rice, Puffed (includes oven-roasted, crisp)	0.48%	\$163,225	95.97%	4.03%
Cereal, Rice/Corn Squares	0.56%	\$191,656	93.50%	6.50%
Cereal, Shredded Wheat, Mini, Coated	0.62%	\$211,521	98.36%	1.64%
Cereal, Sweetened Graham Flavored	0.28%	\$94,331	58.96%	41.04%
Cereal, Variety Pack	76.76%	\$26,179,042	49.24%	50.76%
Cereal, Wheat Flakes/Squares (includes whole wheat)	0.00%	\$1,450	100.00%	0.00%
Cereal Class Total	91.59%	\$31,237,556.57	56.50%	43.50%
Class (Cereal, Hot) Cereal, Farina (Wheat or Rice)	0.34%	\$117,516.32	90.23%	9.77%
Cereal, Rolled Oats (includes Oat Bran)	3.40%	\$1,159,692.55	49.64%	50.36%
Hominy Grits, Quick-Cooking or Instant	2.45%	\$833,891.97	50.59%	49.41%
Oatmeal/Rolled Oats, Variety Pack	2.22%	\$756,418.66	38.47%	61.53%
Hot Cereal Class Total	8.41%	\$2,867,519.50	48.63%	51.37%
Total Cereal Category			\$34,105,076.07	

Cereal is the 12th-largest category when ranked by dollar volume and its 27 individual segments are the 10th-largest assortment. Its lineup in 2017 is unchanged from 2016 and 2015 when Hominy, Canned, was deleted from the roster. Ready-to-Eat cereal represents the largest share of sales in the category with 91.59 percent (\$31.24 million) compared with 8.41 percent (\$2.87 million) for Hot Cereal. Variety Pack Cereal is the most commonly purchased segment in the Ready-to-Eat category with 76.76 percent of sales (\$26.18 million). Otherwise, the share of the category is very close among the remaining individual segments.

CATEGORY SALES:

\$34.11 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 2.50%**

This category comprises the same 14 segments as in 2016, 2015, 2014 and 2013. Cheddar leads the category with sales of \$11.1 million (35.44 percent), followed by American with \$5.5 million (17.47 percent). Combined, the two make up more than half (52.91 percent) of category sales, which rose \$1,684,812 million from \$29,526,191 a year earlier.

CATEGORY SALES:
\$31.21 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 2.29%**

CHEESE				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cheese, American	17.47%	\$5,451,515	42.76%	57.24%
Cheese, Bleu	0.04%	\$13,128	100.00%	0.00%
Cheese, Cheddar	35.44%	\$11,062,013	55.89%	44.11%
Cheese, Cottage	4.38%	\$1,366,789	25.95%	74.05%
Cheese, Cream	1.63%	\$508,157	25.62%	74.38%
Cheese, Feta	0.58%	\$179,905	33.18%	66.82%
Cheese, Monterey Jack	2.78%	\$866,204	73.30%	26.70%
Cheese, Mozzarella	8.65%	\$2,700,029	67.45%	32.55%
Cheese, Parmesan	5.11%	\$1,594,017	59.94%	40.06%
Cheese, Provolone	5.16%	\$1,611,327	25.13%	74.87%
Cheese, Ricotta	0.12%	\$36,584	100.00%	0.00%
Cheese, Specialty/Other	9.65%	\$3,011,195	46.20%	53.80%
Cheese, String	0.19%	\$59,089	100.00%	0.00%
Cheese, Swiss	8.81%	\$2,751,050	17.37%	82.63%
Total Cheese				\$31,211,002

CONDIMENTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bacon Bits (Imitation/Real)	5.13%	\$933,261	50.35%	49.65%
Chili Sauce	0.64%	\$116,985	76.76%	23.24%
Cocktail Sauce	1.35%	\$245,146	22.53%	77.47%
Dips	0.88%	\$160,661	25.96%	74.04%
Horseradish	0.31%	\$55,622	50.05%	49.95%
Hot Sauce	10.50%	\$1,911,209	49.25%	50.75%
Ketchup	15.56%	\$2,832,010	60.86%	39.14%
Maraschino Cherries	1.02%	\$185,898	44.86%	55.14%
Mayonnaise	13.18%	\$2,399,453	42.35%	57.65%
Mustard	3.01%	\$548,515	52.88%	47.12%
Olives	3.26%	\$593,944	100.00%	0.00%
Pickles	6.70%	\$1,219,969	43.73%	56.27%
Relishes	1.52%	\$277,320	54.55%	45.45%
Salsa	12.03%	\$2,190,495	39.46%	60.54%
Smoke Flavorings (Dry/Liquid)	0.02%	\$3,934	60.20%	39.80%
Soy Sauce	5.94%	\$1,080,768	45.53%	54.47%
Sugar	3.14%	\$572,019	58.36%	41.64%
Sugar Substitutes-Condiments	0.00%	\$484	100.00%	0.00%
Syrup, Maple	8.48%	\$1,543,401	64.28%	35.72%
Syrup, Pancake	2.56%	\$466,281	91.43%	8.57%
Taco Sauce	0.05%	\$9,263	29.34%	70.66%
Tartar Sauce	0.59%	\$107,516	61.91%	38.09%
Vinegar	2.28%	\$414,968	42.22%	57.78%

The Condiment category comprises the same 24 segments as the year before. Category sales leaders are the traditional favorite, Ketchup, followed by three other flavor-boosting choices: Mayonnaise, Salsa and Hot Sauce. Combined the four are 51.28 percent of category sales with Ketchup making up 15.56 percent, Mayonnaise 13.18 percent, Salsa 12.03 percent and Hot Sauce 10.50 percent.

CONDIMENTS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Worcestershire Sauce	1.83%	\$332,989	42.50%	57.50%
Total Condiments				\$18,202,110

CATEGORY SALES:

\$18.20 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 1.33%**

Dairy Products comprises the same 16 segments as the year before. Milk, Low-Fat leads the category with sales of \$11.02 million (31.80 percent). Yogurt is second in sales (24.19 percent, \$8.4 million) followed by Butter (\$4.93 million, 14.22 percent). Combined, the three are 70.21 percent of sales in the category.

DAIRY PRODUCTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Butter	14.22%	\$4,928,515	51.83%	48.17%
Buttermilk	0.00%	\$1,221	100.00%	0.00%
Cream	0.42%	\$146,811	51.04%	48.96%
Eggnog	0.22%	\$76,700	7.71%	92.29%
Frozen Yogurt	1.43%	\$495,662	76.72%	23.28%
Milk Shakes	0.07%	\$23,584	76.08%	23.92%
Milk, Aseptic	9.65%	\$3,343,521	31.29%	68.71%
Milk, Condensed	0.05%	\$17,586	100.00%	0.00%
Milk, Evaporated	0.10%	\$33,656	100.00%	0.00%
Milk, Low-Fat	31.80%	\$11,022,520	25.32%	74.68%
Milk, Powdered/Dry	2.14%	\$741,770	54.58%	45.42%
Milk, Skim	3.69%	\$1,279,571	9.41%	90.59%
Milk, Whole	8.98%	\$3,111,252	3.52%	96.48%
Sour Cream	2.75%	\$953,966	18.06%	81.94%
Whipped Topping (Dairy)	0.29%	\$101,256	97.03%	2.97%
Yogurt	24.19%	\$8,386,099	52.69%	47.31%
Total Dairy Products				\$34,663,691

CATEGORY SALES:

\$34.66 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 2.54%**

DESSERTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Brownies	0.64%	\$202,262	73.43%	26.57%
Cakes, Angel Food	0.20%	\$63,292	100.00%	0.00%
Cakes, Banana	0.00%	\$1,257	100.00%	0.00%
Cakes, Bundt, Frozen	0.25%	\$79,783	100.00%	0.00%
Cakes, Carrot	2.03%	\$645,220	17.58%	82.42%
Cakes, Cheese	11.25%	\$3,570,171	33.94%	66.06%
Cakes, Chocolate	2.24%	\$710,314	41.58%	58.42%
Cakes, Crumb	0.04%	\$13,746	100.00%	0.00%
Cakes, Layer	1.36%	\$430,157	15.19%	84.81%
Cakes, Lemon	2.20%	\$696,859	19.55%	80.45%
Cakes, Pound	0.40%	\$127,723	73.14%	26.86%
Cakes, Sheet	2.59%	\$821,692	94.98%	5.02%
Cakes, Specialty	5.08%	\$1,610,959	31.11%	68.89%
Cakes, Tiramisu	0.01%	\$2,074	100.00%	0.00%

Desserts is the 15th largest Subsistence Prime Vendor category by sales for 2017. Its 33 segments are fifth largest among the 35 categories, and the lineup is unchanged from 2016 and 2015. Sales in the category rose 12.63 percent (\$3.56 million) from \$31.74 million in 2016. Ice Cream/Ice Cream Mix leads the way with more than a quarter of the category's sales (28.40 percent, \$9 million) followed by Pastries a distant second at 11.77 percent (\$3.73 million) with third-place Cakes, Cheese, close behind at 11.25 percent (\$3.57 million).

—Continued

The rest of the category is spread across many segments, including Pies, Fruit, and Pudding/Pudding Mix in fourth and fifth place, respectively.

CATEGORY SALES:
\$31.74 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 2.32%**

DESSERTS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cakes, Yellow	0.24%	\$76,582	100.00%	0.00%
Cobblers/Cobbler Mix	0.45%	\$143,869	100.00%	0.00%
Dessert Toppings	2.96%	\$938,873	51.43%	48.57%
Desserts	0.29%	\$91,809	43.05%	56.95%
Éclairs	0.01%	\$3,234	100.00%	0.00%
Gelatin/Gelatin Mix	2.59%	\$820,444	70.42%	29.58%
Ice Cream/Ice Cream Mix	28.40%	\$9,011,417	25.58%	74.42%
Ices/Sherbet/Sorbet	0.37%	\$117,834	65.97%	34.03%
Mousse/Mousse Mix	0.12%	\$38,072	65.36%	34.64%
Pastries	11.77%	\$3,734,752	50.39%	49.61%
Pies, Cream	1.78%	\$565,670	83.66%	16.34%
Pies, Fruit	7.12%	\$2,258,360	53.60%	46.40%
Pies, Meringue	0.83%	\$262,248	73.58%	26.42%
Pies, Pecan	2.44%	\$774,864	67.48%	32.52%
Pies, Specialty	4.57%	\$1,451,747	33.16%	66.84%
Pudding/Pudding Mix	4.33%	\$1,374,094	67.89%	32.11%
Soft Serve	3.20%	\$1,014,889	88.28%	11.72%
Specialty Desserts	0.12%	\$38,146	100.00%	0.00%
Turnovers	0.14%	\$43,211	100.00%	0.00%
Total Desserts				\$31,735,622

DISPOSABLES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bags, Paper	0.26%	\$7,017	100.00%	0.00%
Bags, Plastic	7.03%	\$193,180	73.30%	26.70%
Bowls, Foam	0.57%	\$15,693	100.00%	0.00%
Bowls, Paper	0.27%	\$7,538	100.00%	0.00%
Bowls, Plastic	0.60%	\$16,420	70.63%	29.37%
Carryout Container – (Plastic, Foam, Paper)	7.53%	\$207,009	49.91%	50.09%
Cups/Tumblers, Foam	5.46%	\$150,183	78.90%	21.10%
Cups/Tumblers, Molded Plastic	1.62%	\$44,458	54.53%	45.47%
Cups/Tumblers, Paper	5.86%	\$161,106	21.23%	78.77%
Disposable Supplies	8.19%	\$225,149	9.15%	90.85%
Flatware, Disposable	19.30%	\$530,756	58.31%	41.69%
Lids & Covers	1.65%	\$45,455	18.11%	81.89%
Paper Napkins	5.91%	\$162,470	77.33%	22.67%
Paper Placemats	0.00%	\$12	0.00%	100.00%
Plates, Foam	9.70%	\$266,647	70.25%	29.75%
Plates, Paper	2.84%	\$78,171	54.63%	45.37%
Plates, Plastic	1.31%	\$36,153	0.00%	100.00%

Disposables comprised 25 segments in 2017, down two from 27 in 2016, which was two fewer than 2015. It ranks 11th in size, but its sales rank among the smallest of the Subsistence Prime Vendor categories at 32. The category deleted two segments in 2016, after adding two in 2015. The deleted segments in 2017 were: Toothpicks & Party Picks and Trays, Plastic.

When ranked by dollar volume, the category's five largest segments account for 54.88 percent of its sales.

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DISPOSABLES (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Straws, Drinking	0.06%	\$1,537	13.85%	86.15%
Table Coverings	3.71%	\$102,013	0.00%	100.00%
Tea/Coffee Filters	0.07%	\$1,964	7.77%	92.23%
Towels, Paper, Sheets	10.44%	\$287,123	46.49%	53.51%
Wipes & Towels, Disposable	0.14%	\$3,793	100.00%	0.00%
Wraps, Aluminum	3.35%	\$91,990	59.44%	40.56%
Wraps, Plastic	4.03%	\$110,889	77.49%	22.51%
Wraps, Wax	0.11%	\$2,970	100.00%	0.00%
Total Disposables				\$2,749,695

CATEGORY SALES:
\$2.75 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.20%**

No segments were added or deleted in 2017, 2016, 2015, 2014 or 2013.

EGGS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Diced Eggs	0.39%	\$173,550	99.20%	0.80%
Egg Mixes	7.87%	\$3,514,506	100.00%	0.00%
Egg Substitutes/Product	8.19%	\$3,653,849	37.45%	62.55%
Egg Whites	3.56%	\$1,589,639	27.31%	72.69%
Egg, Patties	0.40%	\$178,304	95.41%	4.59%
Eggs In Shell (Lg., Med., Sm.)	41.01%	\$18,307,915	25.08%	74.92%
Eggs, Scrambled	9.40%	\$4,194,957	44.88%	55.12%
Eggs, Whole	25.05%	\$11,183,225	84.68%	15.32%
Hard Cooked Eggs	0.30%	\$132,016	100.00%	0.00%
Omelets	3.83%	\$1,710,767	66.78%	33.22%
Total Eggs				\$43,905,138

CATEGORY SALES:
\$43.91 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 3.22%**

ENTRÉES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Beef Bracirole	0.09%	\$46,704	100.00%	0.00%
Beef Chipped (Canned/Frozen)	2.44%	\$1,206,654	10.81%	89.19%
Beef, Prepared	3.79%	\$1,873,417	50.29%	49.71%
Breakfast Burrito	4.16%	\$2,053,231	48.20%	51.80%
Chicken, Prepared	14.15%	\$6,991,535	62.11%	37.89%
Chili, Entrées	3.37%	\$1,665,352	64.43%	35.57%
Entrées	1.16%	\$571,829	80.25%	19.75%
Fish/Seafood-Prepared/Frozen	0.13%	\$66,417	33.17%	66.83%
Macaroni & Cheese (Chill/Fresh/Dry/Mix/Frozen)	1.07%	\$526,816	62.28%	37.72%
Meal Kits	20.33%	\$10,040,712	87.35%	12.65%
Meatballs & Sauce, (Canned/Frozen)	0.20%	\$99,833	37.65%	62.35%
Meatballs, Sauceless (Canned/Frozen)	10.35%	\$5,111,479	40.89%	59.11%
Meatloaf, Frozen	3.01%	\$1,485,697	66.89%	33.11%

Entrées is the eighth-largest subsistence prime vendor category by dollar volume for 2017, the same as in 2016 after rising from ninth largest in 2015. It ranks eighth in assortment with 28 segments, one fewer than in 2016 with the deletion of Casseroles in 2017. The last lineup change was in 2015 when the Turkey, Prepared (Canned/Frozen) segment was deleted. The share of sales within the category is concentrated into Meal Kits; Chicken, Prepared; and Meatballs, Sauceless (Canned/Frozen), which combined are \$22.14 million, nearly half (44.83 percent) of its total.

—Continued

ENTRÉES (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Pasta, Prepared (Canned/Chilled/Fresh/Dry/Mix/Frozen)	0.93%	\$460,629	0.93%	99.07%
Peppersteak, Frozen	0.05%	\$24,758	100.00%	0.00%
Pizza, Frozen	8.31%	\$4,105,954	55.95%	44.05%
Pork, Prepared (Canned/Frozen)	3.72%	\$1,839,266	65.28%	34.72%
Pot Pies, Frozen	0.07%	\$33,326	100.00%	0.00%
Salisbury Steak, Frozen	5.80%	\$2,867,035	82.35%	17.65%
Sandwiches, Frozen	7.62%	\$3,765,729	60.19%	39.81%
Sausage & Gravy, Canned	1.70%	\$840,833	75.54%	24.46%
Sloppy Joe, Frozen	0.00%	\$1,420	100.00%	0.00%
Stew (Canned/Frozen)	0.55%	\$272,107	86.14%	13.86%
Stroganoff (Canned/Dry/Mix/Frozen)	0.83%	\$408,128	100.00%	0.00%
Stuffed Cabbage, Frozen	0.01%	\$6,514	100.00%	0.00%
Stuffed Peppers, Frozen	0.02%	\$10,067	100.00%	0.00%
Swiss Steak, Frozen	1.75%	\$865,273	88.25%	11.75%
Vegetarian Entrées	4.36%	\$2,153,314	56.00%	44.00%
Total Entrées				\$49,394,030

CATEGORY SALES:
\$49.39 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 3.62%

EQUIPMENT

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Dispensers	3.17%	\$1,363	55.85%	44.15%
Equipment, Miscellaneous	15.41%	\$6,627	18.04%	81.96%
Grill Screens	15.05%	\$6,472	0.00%	100.00%
Kitchen Utensils	2.79%	\$1,199	5.40%	94.60%
Pan, Baking & Roasting	41.87%	\$18,004	94.18%	5.82%
Thermometers	21.71%	\$9,335	2.73%	97.27%
Total Equipment				\$43,000

Equipment comprises six segments, the same assortment as in 2016 after two were deleted in 2015. Deleted were Cutlery/Cutting Board and Kitchen Equipment & Utensils.

CATEGORY SALES:
\$0.043 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 0.003%

Ethnic Dishes comprises 15 segments, the same as in 2016 and 2015, but one fewer than 2014 and 2013. It ranks 18th in dollar volume and 15th largest in the number of segments among the 35 categories. Nearly two-thirds of sales (63.48 percent) come from four categories: Italian Food, Lasagna (Canned/Frozen), 24.42 percent; Mexican Foods, Tortillas (Frozen/Mix/Dry), 17.28

ETHNIC DISHES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Chinese Foods (Canned/Chilled/Fresh/Frozen/Mix/Dry)	1.61%	\$297,255	66.96%	33.04%
Italian Food, Lasagna (Canned/Frozen)	24.42%	\$4,509,929	48.43%	51.57%
Italian Food, Manicotti-Frozen	4.96%	\$916,443	75.94%	24.06%
Italian Food, Ravioli (Canned/Frozen)	3.20%	\$591,077	66.65%	33.35%
Italian Foods, Cannelloni (Canned/Frozen)	0.19%	\$34,172	100.00%	0.00%
Italian Foods, Tortellini, Frozen	10.82%	\$1,997,441	41.82%	58.18%
Mexican Foods, Refried Bean(Canned/Frozen/Mix/Dry)	5.48%	\$1,011,880	51.68%	48.32%
Mexican Foods, Tamales (Canned/Frozen)	2.65%	\$489,758	58.78%	41.22%
Mexican Foods, Taquitos (Frozen)	0.22%	\$40,373	100.00%	0.00%

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ETHNIC DISHES (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Mexican Foods, Tortillas (Frozen/Mix/Dry)	17.28%	\$3,190,562	60.57%	39.43%
Mexican Foods, Burritos (Canned/Frozen/Mix/Dry)	10.97%	\$2,025,347	38.48%	61.52%
Mexican Foods, Chimichanga (Canned/Frozen)	1.55%	\$286,418	66.21%	33.79%
Mexican Foods, Enchiladas (Canned/Frozen)	9.13%	\$1,685,115	29.99%	70.01%
Mexican Foods, Taco Shells	2.75%	\$506,944	39.38%	60.62%
Polish Food, Pierogies	4.78%	\$883,523	50.31%	49.69%
Total Ethnic Dishes				\$18,466,239

percent; Mexican Foods, Burritos (Canned/Frozen/Mix/Dry), 10.97 percent; and Italian Foods, Tortellini, Frozen, 10.82 percent.

CATEGORY SALES:

\$18.47 Million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 1.35%

Fats, Shortenings & Oils has more than three-quarters of sales in the category (77.94 percent) concentrated in four segments: Frying Fats, Shortenings, 32.96 percent; Salad Oils, 19.21 percent; Oil, Canola, 13.85 percent; and Pan Coatings, 11.92 percent.

CATEGORY SALES:

\$13.75 Million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 1.01%

FATS, SHORTENINGS & OILS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Fats, Shortenings & Oils	7.47%	\$1,026,504	14.65%	85.35%
Frying Fats, Shortenings	32.96%	\$4,530,167	27.04%	72.96%
Gen. Purpose Fats/Shortenings	3.57%	\$490,255	76.11%	23.89%
Oil, Canola	13.85%	\$1,903,679	50.36%	49.64%
Oil, Olive	6.77%	\$931,228	76.68%	23.32%
Oil, Soybean	2.51%	\$344,900	100.00%	0.00%
Pan Coatings	11.92%	\$1,637,849	55.46%	44.54%
Salad Oils	19.21%	\$2,640,522	27.25%	72.75%
Vegetable Oil/Shortening	1.75%	\$240,509	77.43%	22.57%
Total Fats, Shortenings & Oils				\$13,745,614

FISH & SEAFOOD

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Catfish (Fresh, Frozen)	13.73%	\$12,221,631	39.49%	60.51%
Clams (Canned/Fresh/Frozen)	0.24%	\$213,066	67.83%	32.17%
Cod (Dried/ Fresh/Frozen)	6.49%	\$5,776,056	72.16%	27.84%
Crab (Canned/Fresh/Frozen)	7.83%	\$6,974,034	42.00%	58.00%
Fish & Seafood	2.34%	\$2,082,786	0.16%	99.84%
Flounder (Fresh/Frozen)	0.11%	\$93,589	80.98%	19.02%
Halibut (Fresh/Frozen)	2.61%	\$2,325,326	52.46%	47.54%
Lobster (Fresh/Frozen)	6.97%	\$6,208,608	49.53%	50.47%
Pollack (Fresh/Frozen)	8.07%	\$7,184,749	61.35%	38.65%
Salmon (Canned/Fresh/Frozen)	11.70%	\$10,420,185	52.24%	47.76%
Scallops (Fresh/Frozen)	1.05%	\$939,335	54.99%	45.01%
Shrimp (Canned/Cooked/Frozen)	30.49%	\$27,150,705	35.02%	64.98%
Sole (Fresh/Frozen)	0.02%	\$21,246	0.00%	100.00%
Trout (Fresh/Frozen)	2.38%	\$2,120,919	4.49%	95.51%
Tuna (Canned/Fresh/Frozen)	5.85%	\$5,210,048	38.04%	61.96%

Fish & Seafood is the fourth-largest category by dollar volume, moving back up after slipping to fifth in 2016 from fourth in 2015. Sales rose 10.39 percent in 2017, or \$8.38 million from \$80,667,075 million in 2016. It ranks 13th with 16 segments, down one from 17 in 2016 and up from 16th in 2015.

More than half of sales (55.92 percent) are concentrated into three segments: Shrimp (Canned/Cooked/Frozen), 30.49 percent; Catfish (Fresh, Frozen), 13.73 percent; and Salmon (Canned/Fresh/Frozen), 11.70 percent.

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CATEGORY SALES:

\$89.04 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 6.52%**

FISH & SEAFOOD (continued)				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Whiting (Fresh/Frozen)	0.11%	\$102,107	63.07%	36.93%
Total Fish & Seafood				\$89,044,389

FOOD PRODUCTS, MISCELLANEOUS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Baby Foods	12.32%	\$814,984	96.83%	3.17%
Food Products, Miscellaneous	0.29%	\$19,120	0.00%	100.00%
Ice	37.53%	\$2,481,944	0.00%	100.00%
Nutritional Supplements	49.85%	\$3,296,744	23.81%	76.19%
Total Food Products, Miscellaneous				\$6,612,793

CATEGORY SALES:

\$6.61 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.48%**

Fruits is the seventh-largest category by dollar volume and comprises the same 35 segments as in 2016, 2015 and 2014, which ranks it as fourth largest by size. Sales rose 8.96 percent, or by \$4.88 million, from \$54.42 million in 2016. This extensive assortment is unchanged from 2015 and 2014. Sales are spread across its segments with Melons (Canned/Fresh/Frozen) the leader with 20.61 percent of the category. After that, the next four of the top-five categories ranked by share make up 26.26 percent of sales and the next five are 23.51 percent.

FRUITS				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Apples (Fresh/Canned/Dried/Frozen)	5.50%	\$3,263,730	8.46%	91.54%
Applesauce	2.22%	\$1,317,478	63.90%	36.10%
Apricots (Canned/Dried/Fresh/Frozen)	0.28%	\$163,221	65.89%	34.11%
Avocados (Canned/Fresh/Frozen)	2.14%	\$1,269,386	0.41%	99.59%
Bananas (Dried/Fresh/Frozen)	6.80%	\$4,030,744	1.34%	98.66%
Blackberries (Fresh/Canned/Dried/Frozen)	0.13%	\$74,265	11.40%	88.60%
Blueberries (Fresh/Canned/Dried/Frozen)	1.01%	\$600,211	41.11%	58.89%
Cherries (Dried/Canned/Fresh/Frozen)	0.13%	\$78,666	22.12%	77.88%
Coconut Products (Canned/Dried/Fresh/Frozen)	0.22%	\$128,930	61.06%	38.94%
Cranberries	0.72%	\$426,544	62.56%	37.44%
Cranberry Sauce	0.37%	\$219,704	51.43%	48.57%
Fruit Cocktail (Canned/Fresh/Frozen)	3.15%	\$1,865,135	63.62%	36.38%
Fruits, Other	1.23%	\$729,212	1.75%	98.25%
Grapefruit (Fresh/Frozen/Canned/Refrigerated/Glass Jars)	1.12%	\$662,249	0.42%	99.58%
Grapes (Fresh/Frozen/Canned)	5.10%	\$3,023,235	0.36%	99.64%
Kiwifruit	1.74%	\$1,030,363	0.10%	99.90%
Lemons	2.24%	\$1,330,053	0.27%	99.73%
Limes	0.22%	\$127,614	0.23%	99.77%
Mangoes (Fresh/Frozen/Canned)	3.16%	\$1,876,847	1.72%	98.28%
Melons (Canned/Fresh/Frozen)	20.61%	\$12,223,645	3.56%	96.44%
Mixed Fruits (Canned/Dried/Fresh/Frozen)	1.26%	\$747,100	90.51%	9.49%
Nectarines, Fresh	1.67%	\$987,620	0.00%	100.00%
Olives (Canned/Frozen)	4.33%	\$2,567,471	29.35%	70.65%
Oranges (Fresh/Canned/Frozen/Mandarin/Refrigerated/Glass)	4.54%	\$2,695,036	38.35%	61.65%
Papayas (Canned/Dried/Fresh/Frozen)	0.45%	\$266,093	1.18%	98.82%
Peaches (Dried/Canned/Fresh/Frozen)	5.55%	\$3,290,034	47.93%	52.07%
Pears (Dried/Canned/Fresh/Frozen)	4.04%	\$2,393,292	45.39%	54.61%
Pineapple (Dried/Canned/Fresh/Frozen/Refrigerated/Glass Jars)	7.63%	\$4,525,971	23.27%	76.73%

—Continued

FRUITS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Plantains	0.02%	\$12,894	22.78%	77.22%
Plums (Frozen/Fresh/Canned)	1.87%	\$1,109,751	0.47%	99.53%
Prunes (Canned/Dried)	0.00%	\$88	100.00%	0.00%
Raisins	2.46%	\$1,456,093	68.08%	31.92%
Raspberries (Canned/Dried/Fresh/Frozen)	0.34%	\$198,910	14.35%	85.65%
Strawberries (Dried/Frozen/Fresh/Canned)	6.28%	\$3,726,991	6.30%	93.70%
Tangerines (Fresh)	1.49%	\$883,925	0.00%	100.00%
Total Fruits				\$59,302,498

CATEGORY SALES:
\$59.30 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 4.34%

JAMS, JELLIES & SPREADS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cheese Spreads, Various	0.02%	\$381	100.00%	0.00%
Honey	50.33%	\$1,219,698	55.48%	44.52%
Jam/Marmalade	0.06%	\$1,455	100.00%	0.00%
Jams, Jellies & Spreads	2.53%	\$61,375	53.45%	46.55%
Jelly	2.68%	\$64,902	61.75%	38.25%
Peanut Butter	44.39%	\$1,075,710	80.82%	19.18%
Total Jams, Jellies & Spreads				\$2,423,521

CATEGORY SALES:
\$2.42 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 0.18%

MEAT

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Beef, General	5.36%	\$14,845,073	36.19%	63.81%
Beef, Ground (Boxed/Fresh/Frozen)	8.72%	\$24,162,918	50.46%	49.54%
Beef, Liver (Boxed/Frozen)	0.00%	\$6,515	100.00%	0.00%
Beef, Other Cuts	4.53%	\$12,548,848	41.00%	59.00%
Beef, Patties (Boxed/Fresh/Frozen)	7.39%	\$20,480,115	60.59%	39.41%
Beef, Precooked	0.00%	\$8,183	100.00%	0.00%
Beef, Ribs	1.39%	\$3,853,698	24.54%	75.46%
Beef, Roasts	1.61%	\$4,465,835	26.89%	73.11%
Beef, Rolls (Boxed/Frozen)	2.51%	\$6,964,848	90.46%	9.54%
Beef, Rounds (Boxed/Frozen)	3.10%	\$8,598,216	45.03%	54.97%
Beef, Steaks (Fresh/Boxed/Frozen)	18.72%	\$51,903,249	33.32%	66.68%
Beef, Stew Meat (Boxed/Fresh/Frozen)	4.35%	\$12,053,039	43.48%	56.52%
Deli Items, Bologna	0.18%	\$498,163	35.69%	64.31%
Deli Items, Breakfast Sausage	1.77%	\$4,907,443	55.97%	44.03%
Deli Items, Corn Dogs	0.79%	\$2,181,218	35.61%	64.39%
Deli Items, Corned Beef	1.37%	\$3,798,412	42.88%	57.12%
Deli Items, Frankfurters	1.79%	\$4,963,949	43.93%	56.07%
Deli Items, General	0.07%	\$195,695	81.00%	19.00%
Deli Items, Ham	1.21%	\$3,345,260	49.26%	50.74%
Deli Items, Hot Sausage	0.01%	\$33,256	100.00%	0.00%
Deli Items, Italian Sausage	0.60%	\$1,650,920	61.30%	38.70%
Deli Items, Pastrami	0.37%	\$1,022,583	26.81%	73.19%

Meat is the largest category when ranked by dollar volume in 2017 and sales grew by 5.75 percent (\$15.07 million) for the year to 2016. It is also a broad category with sales spread over 45 segments, the second most among the 35 subsistence prime vendor categories. More than a third of sales (38.89 percent) is concentrated into three categories: Beef, Steaks (Fresh/Boxed/Frozen), 18.72 percent; Pork, Bacon, 11.44 percent; and Beef Ground (Boxed/Fresh/Frozen), 8.72 percent. All segments carry over from 2016, 2015 and 2014. The most recent addition to the category is Veal, Cutlets (Boxed/Frozen) in 2015.

—Continued

MEAT (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Deli Items, Pepperoni	0.29%	\$816,505	53.52%	46.48%
Deli Items, Polish Sausage	0.20%	\$551,057	54.11%	45.89%
Deli Items, Poultry Products	1.17%	\$3,243,255	90.61%	9.39%
Deli Items, Roast Beef	1.04%	\$2,887,174	57.06%	42.94%
Deli Items, Salami	0.29%	\$807,853	35.37%	64.63%
Deli Items, Sausage	3.46%	\$9,590,710	52.50%	47.50%
Deli Items, Smoked Meats	0.01%	\$18,215	76.34%	23.66%
Deli Items, Specialty	0.07%	\$185,463	82.98%	17.02%
Lamb, General	0.61%	\$1,699,236	1.83%	98.17%
Pork, Bacon	11.44%	\$31,724,240	53.01%	46.99%
Pork, Canadian Bacon	0.44%	\$1,229,679	65.06%	34.94%
Pork, Chops (Fresh/Boxed/Frozen)	2.63%	\$7,290,891	38.96%	61.04%
Pork, General	1.32%	\$3,661,328	54.66%	45.34%
Pork, Ham	2.96%	\$8,211,284	49.80%	50.20%
Pork, Links (Apple/Cinnamon/Frozen)	0.10%	\$268,394	99.68%	0.32%
Pork, Loin	2.37%	\$6,557,633	74.00%	26.00%
Pork, Patties	0.11%	\$306,905	100.00%	0.00%
Pork, Precooked	0.04%	\$117,724	27.07%	72.93%
Pork, Ribs	3.78%	\$10,489,389	40.36%	59.64%
Pork, Roasts	0.51%	\$1,416,541	1.64%	98.36%
Veal, Cutlets (Boxed/Frozen)	0.50%	\$1,395,880	0.02%	99.98%
Veal, General	0.38%	\$1,054,734	100.00%	0.00%
Veal, Patties	0.42%	\$1,177,738	92.95%	7.05%
Total Meat				\$277,189,266

CATEGORY SALES:

\$277.19 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 20.30%**

NON-DAIRY PRODUCTS, SUBSTITUTES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Butter Substitutes	0.30%	\$21,082	100.00%	0.00%
Creamers (Non-Dairy)	2.28%	\$160,943	99.85%	0.15%
Dairy/Dairy Substitutes	67.08%	\$4,735,577	46.08%	53.92%
Margarine	24.07%	\$1,699,542	45.51%	54.49%
Whipped Topping (Non-Dairy)	6.27%	\$442,497	36.21%	63.79%
Total Non-Dairy Products, Substitutes				\$7,059,640

Non-Dairy Products
Substitutes is unchanged for
2017.

CATEGORY SALES:

\$7.06 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.52%**

SPV MARKET TRENDS

Nuts comprises the same set of nine segments as in 2016, 2015, 2014 and 2013.

CATEGORY SALES:
\$6.23 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.46%**

NUTS				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Almonds	3.55%	\$220,982	36.65%	63.35%
Cashews	0.84%	\$52,412	72.72%	27.28%
Mixed Nuts	64.30%	\$4,003,952	32.63%	67.37%
Nuts, Other	0.00%	\$128	100.00%	0.00%
Peanuts	1.10%	\$68,743	55.97%	44.03%
Pecans	14.40%	\$896,593	59.80%	40.20%
Pistachios	0.26%	\$16,304	43.23%	56.77%
Sunflower Seeds	8.30%	\$517,040	96.89%	3.11%
Walnuts	7.24%	\$451,072	30.26%	69.74%
Total Nuts				\$6,227,227

PASTA, DRY & FROZEN

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Egg Noodles (Dry/Frozen)	24.27%	\$1,581,698	52.17%	47.83%
Fettuccine (Dry/Frozen)	1.13%	\$73,405	71.90%	28.10%
Lasagna (Dry/Frozen)	2.56%	\$166,977	71.45%	28.55%
Linguini (Dry/Frozen)	1.41%	\$91,632	90.49%	9.51%
Macaroni (Dry/Frozen)	19.99%	\$1,303,025	67.95%	32.05%
Mostaccioli (Dry/Frozen)	0.16%	\$10,369	100.00%	0.00%
Pasta (Flavored/Dry)	14.26%	\$929,648	64.17%	35.83%
Pasta Sheets (Dry/Frozen)	0.01%	\$545	100.00%	0.00%
Pasta Shells (Dry/Frozen)	0.45%	\$29,497	63.35%	36.65%
Penne (Dry/Frozen)	8.00%	\$521,392	66.78%	33.22%
Rigatoni (Dry/Frozen)	0.24%	\$15,514	100.00%	0.00%
Spaghetti (Dry/Frozen)	24.66%	\$1,607,572	54.32%	45.68%
Specialty Pasta (Dry/Frozen)	1.11%	\$72,331	65.02%	34.98%
Vermicelli (Dry/Frozen)	0.67%	\$43,968	4.67%	95.33%
Ziti (Dry/Frozen)	1.08%	\$70,250	93.41%	6.59%
Total Pasta, Dry & Frozen				\$6,517,826

Pasta, Dry & Frozen comprised the same 15 segments in 2017 as a year earlier. The most recent change was the addition of Pasta Sheets (Dry/Frozen) in 2015. Sales are concentrated in four segments: Spaghetti (Dry/Frozen), 24.66 percent; Egg Noodles (Dry/Frozen), 24.27 percent; Macaroni (Dry/Frozen), 19.99 percent; and Pasta (Flavored/Dry), 14.26 percent. Combined the four are 83.18 percent of sales for the category.

CATEGORY SALES:
\$6.52 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.48%**

PORTION PACKS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Coco (Portion Packs)	1.43%	\$476,786	41.22%	58.78%
Coffee/Decaf-Portion Packs	0.93%	\$309,408	68.87%	31.13%
Condiments-Portion Packs	20.50%	\$6,838,404	56.23%	43.77%
Crackers/Bread Products	0.03%	\$11,004	100.00%	0.00%
Dairy/Dairy Subs, Portion Packs	19.79%	\$6,603,118	45.19%	54.81%
Jams/Jelly/Honey Spread, Portion Packs	27.56%	\$9,193,246	66.72%	33.28%
Juices/Drinks (Portion Packs)	3.78%	\$1,261,021	7.82%	92.18%
Portion Packs	9.61%	\$3,207,303	1.18%	98.82%
Salad Dressings, Portion Packs	12.63%	\$4,212,798	100.00%	0.00%
Sauces (Portion Packs)	3.74%	\$1,248,026	39.75%	60.25%
Soups (Portion Packs)	0.00%	\$620	100.00%	0.00%
Total Portion Packs				\$33,361,736

Portion Packs comprises the same 11 segments as in 2016, 2015, 2014 and 2013. The most recent change in the category lineup was the addition of Soups (Portion Packs) in 2013.

CATEGORY SALES:

\$33.36 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 2.44%

Potatoes comprised the same 12 segments as in 2016, 2015, 2014 and 2013. Sales continue to be concentrated into Potatoes, French Fries, Frozen, and Potatoes, Hash Brown (Fresh/Frozen/Mix). Both segments are 63.73 percent of category sales compared with 22.29 percent for the two next largest segments, Potatoes, Whole, (12.43 percent) and Potatoes, Mashed Instant/Dry, (9.86 percent), which when combined amount to less than half the share of the two category leaders.

POTATOES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Potato Skins, Frozen	0.22%	\$75,497	72.39%	27.61%
Potatoes	1.19%	\$401,732	17.73%	82.27%
Potatoes Au Gratin (Frozen/Mix/Dry)	0.16%	\$55,440	100.00%	0.00%
Potatoes, Diced	4.59%	\$1,551,287	65.18%	34.82%
Potatoes, French Fries, Frozen	33.94%	\$11,468,310	58.88%	41.12%
Potatoes, Hash Brown (Fresh/Frozen/Mix)	29.79%	\$10,063,735	58.62%	41.38%
Potatoes, Mashed Instant/Dry	9.86%	\$3,330,502	59.72%	40.28%
Potatoes, Scalloped	0.34%	\$113,894	100.00%	0.00%
Potatoes, Seasoned Fries, Frozen	0.40%	\$135,613	100.00%	0.00%
Potatoes, Sliced (Canned/Frozen/Mix/Dry)	2.70%	\$912,981	87.06%	12.94%
Potatoes, Sweet/Yams (Canned/Fresh/Frozen/Mix/Dry)	4.37%	\$1,475,594	41.91%	58.09%
Potatoes, Whole	12.43%	\$4,201,017	1.98%	98.02%
Total Potatoes				\$33,785,601

CATEGORY SALES:

\$33.79 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 2.47%

SPV MARKET TRENDS

POULTRY

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Chicken (Breaded/Frozen/Precooked/ Ground)	8.96%	\$13,282,644	60.88%	39.12%
Chicken Breasts (Frozen/Refrigerated)	28.58%	\$42,352,489	48.86%	51.14%
Chicken Cutlets (Frozen/Refrigerated)	0.00%	\$1,818	100.00%	0.00%
Chicken Patties (Frozen/Refrigerated)	1.52%	\$2,256,390	46.37%	53.63%
Chicken Pieces (Frozen/Gasflushed/ Refrigerated)	35.94%	\$53,253,467	38.47%	61.53%
Chicken, Diced	2.22%	\$3,291,333	58.92%	41.08%
Chickens, Whole (Frozen/Refrigerated)	0.37%	\$546,447	73.15%	26.85%
Duck (Frozen/Refrigerated)	0.01%	\$20,978	22.33%	77.67%
Poultry Franks	0.08%	\$115,951	93.36%	6.64%
Poultry, Pulled Meat (Frozen)	0.68%	\$1,001,147	30.65%	69.35%
Rock Cornish Hen (Frozen/Refrigerated)	3.10%	\$4,586,322	15.89%	84.11%
Turkey	0.00%	\$3,703	100.00%	0.00%
Turkey Breast (Frozen/Refrigerated)	5.83%	\$8,631,815	36.81%	63.19%
Turkey Ham (Frozen)	0.04%	\$56,975	70.01%	29.99%
Turkey Roast (Frozen/Refrigerated)	3.62%	\$5,356,632	56.15%	43.85%
Turkey Roll (Frozen/Refrigerated)	0.00%	\$4,655	100.00%	0.00%
Turkey Sausage	3.79%	\$5,612,579	52.86%	47.14%
Turkey, Diced (Frozen/Refrigerated)	0.21%	\$309,792	86.22%	13.78%
Turkey, Ground (Boxed/Frozen)	1.35%	\$2,005,361	70.16%	29.84%
Turkey, Patties (Frozen)	1.43%	\$2,113,732	37.07%	62.93%
Turkey, Pieces (Frozen)	0.03%	\$40,909	65.54%	34.46%
Turkey, Whole (Frozen/Refrigerated)	0.55%	\$821,062	27.79%	72.21%
Turkey/Chicken Bacon	1.69%	\$2,502,134	44.72%	55.28%
Total Poultry				\$148,168,333

Poultry is the second-largest category by dollar volume and comprised the same 23 segments as it did in 2016, 2015 and 2014. Sales rose 7.65 percent (\$10.5 million) from \$137.64 million in 2016. The largest of the Poultry segments is Chicken Pieces (Frozen/Gasflushed/ Refrigerated) with 35.94 percent of sales followed by Chicken Breasts (Frozen/ Refrigerated) in second with 28.58 percent and Chicken (Breaded/Frozen/Precooked/ Ground) in third with 8.96 percent. Combined, these three segments are 73.48 percent of the category's dollar volume.

CATEGORY SALES:
\$148.17 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 10.85%

RICE

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Pilaf	1.73%	\$242,194	80.50%	19.50%
Rice, Brown	10.85%	\$1,516,863	59.99%	40.01%
Rice, Ethnic Flavors	1.58%	\$220,285	71.14%	28.86%
Rice, Flavored	20.28%	\$2,834,521	34.88%	65.12%
Rice, Instant	0.02%	\$3,125	100.00%	0.00%
Rice, Parboiled	28.49%	\$3,981,125	53.40%	46.60%
Rice, White	29.53%	\$4,126,943	3.74%	96.26%
Rice, Wild	7.51%	\$1,048,812	77.54%	22.46%
Total Rice				\$13,973,868

CATEGORY SALES:
\$13.97 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 1.02%

SALAD DRESSINGS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
1000 Island Dressing	9.37%	\$447,414	60.53%	39.47%
Bleu Cheese Salad Dressing	7.79%	\$371,796	69.55%	30.45%
Buttermilk Salad Dressing	0.13%	\$6,252	100.00%	0.00%
Caesar Salad Dressing	9.92%	\$473,649	68.38%	31.62%
Dressing, Slaw	0.65%	\$31,035	89.25%	10.75%
French Salad Dressing	6.06%	\$289,569	67.73%	32.27%
Italian Salad Dressing	17.75%	\$847,402	52.52%	47.48%
Ranch Salad Dressing	30.07%	\$1,435,921	67.91%	32.09%
Salad Dressing	9.86%	\$470,664	70.65%	29.35%
Vinaigrette Salad Dressing	8.40%	\$401,115	57.21%	42.79%
Total Salad Dressings				\$4,774,815

Salad Dressing comprised the same 10 segments that made up the category in 2016, 2015, 2014 and 2013. Ranch Salad Dressing is the category leader with 30.07 percent of sales, followed by Italian Salad Dressing (17.75 percent).

CATEGORY SALES:

\$4.77 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 0.35%

Salads, Prepared, comprises the same assortment since 2015 when Ham Salad became the most recent addition to the category. This latest addition came two years after Egg Salad and Salads (Prepared) each joined the category in 2013. Traditional favorites Potato Salad and Macaroni Salad are the category leaders, combining for 53.49 percent of its sales, which grew 16.99 percent (\$459,263) in 2017 from \$2.7 million in 2016.

CATEGORY SALES:

\$3.16 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 0.23%

SALADS, PREPARED

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bean Salad	2.90%	\$91,763	74.46%	25.54%
Chicken Salad	3.06%	\$96,769	100.00%	0.00%
Coleslaw	8.11%	\$256,422	97.70%	2.30%
Egg Salad	0.13%	\$4,252	100.00%	0.00%
Fruit Salad	12.53%	\$396,260	100.00%	0.00%
Garden Salad	0.01%	\$404	100.00%	0.00%
Ham Salad	0.00%	\$134	100.00%	0.00%
Macaroni Salad	22.77%	\$720,053	100.00%	0.00%
Pasta Salad	11.08%	\$350,504	100.00%	0.00%
Potato Salad	30.72%	\$971,606	100.00%	0.00%
Salads (Prepared)	0.62%	\$19,573	100.00%	0.00%
Seafood/Shrimp Salad	0.88%	\$27,760	100.00%	0.00%
Tuna Salad	5.07%	\$160,485	100.00%	0.00%
Vegetable Salad	2.10%	\$66,435	62.67%	37.33%
Total Salads, Prepared				\$3,162,421

SAUCES & BASES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Alfredo Sauce	3.22%	\$662,110	64.57%	35.43%
Barbecue Sauce	15.28%	\$3,137,585	38.87%	61.13%
Beef Base	4.74%	\$972,666	72.04%	27.96%
Browning Sauces	0.13%	\$26,168	78.80%	21.20%
Cheese Sauce	10.76%	\$2,209,956	41.18%	58.82%
Chicken Base	10.17%	\$2,088,944	43.20%	56.80%
Clam Base	0.01%	\$2,631	100.00%	0.00%
Enchilada Sauce	1.27%	\$260,746	41.71%	58.29%
Gravy	10.87%	\$2,231,676	61.49%	38.51%
Ham Base	0.19%	\$39,604	84.28%	15.72%
Hollandaise Sauce	0.02%	\$4,251	87.79%	12.21%
Marinade/Glaze	0.01%	\$1,509	38.78%	61.22%
Marinara Sauce	5.61%	\$1,152,675	72.24%	27.76%
Pesto Sauce	0.63%	\$128,508	96.83%	3.17%
Picante Sauce	1.70%	\$349,008	83.82%	16.18%
Pizza Sauce	2.59%	\$530,946	65.37%	34.63%
Pork Base	0.01%	\$1,469	100.00%	0.00%
Sauces & Bases	1.24%	\$255,090	58.51%	41.49%
Seafood Sauce	0.05%	\$10,550	75.35%	24.65%
Soup Base	0.70%	\$143,312	25.44%	74.56%
Spaghetti Sauce	1.85%	\$379,516	47.87%	52.13%
Specialty Sauces	1.91%	\$391,234	61.42%	38.58%
Steak Sauce	9.50%	\$1,951,314	34.37%	65.63%
Sweet & Sour Sauce	1.58%	\$325,357	58.29%	41.71%
Teriyaki Sauce	2.19%	\$448,708	46.30%	53.70%
Tomato Paste	9.36%	\$1,921,157	30.76%	69.24%
Tomato Sauce	3.56%	\$731,311	26.03%	73.97%
Turkey Base	0.01%	\$2,512	100.00%	0.00%
Vegetarian Base	0.36%	\$73,375	90.95%	9.05%
White Sauce	0.49%	\$101,377	57.73%	42.27%
Total Sauces & Base			\$20,535,265	

Sauces & Bases comprised 30 segments in 2017, the same quantity and assortment as in 2016, which was one fewer than a year earlier with the absence of Seafood Base. It is the sixth-largest subsistence prime vendor category when ranked by number of segments. It ranks 17th in sales among the 35 categories. The top five segments by dollar volume (Barbecue Sauce, Gravy, Cheese Sauce, Chicken Base and Steak Sauce) combine for 56.58 percent of sales in the category.

CATEGORY SALES:
\$20.54 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 1.50%

Snack Foods is the 10th-largest category when ranked by dollar volume in 2017, up from 12th-largest in 2016 and 15th-largest in 2015. Its 11 segments are unchanged since 2012.

CATEGORY SALES:
\$35.78 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 2.62%**

SNACK FOODS				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bar Snacks	58.39%	\$20,893,873	59.42%	40.58%
Candy (Snack Foods)	2.69%	\$962,583	33.53%	66.47%
Cookies, Ready-To-Eat	6.57%	\$2,349,638	75.34%	24.66%
Corn/Tortilla Chips	4.65%	\$1,665,003	50.55%	49.45%
Crackers (Snack Foods)	3.62%	\$1,296,937	75.67%	24.33%
Marshmallows	0.38%	\$134,387	55.52%	44.48%
Popcorn	0.26%	\$92,638	71.70%	28.30%
Potato Chips (Snack Foods)	18.50%	\$6,618,766	49.00%	51.00%
Pretzels	0.90%	\$321,755	66.70%	33.30%
Snack Mixes	3.06%	\$1,093,983	81.43%	18.57%
Specialty Snack Foods	0.98%	\$351,096	64.66%	35.34%
Total Snack Foods				\$35,780,659

SOUPS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bean Soup (Canned/Frozen/Mix/Dry)	1.05%	\$90,641	89.24%	10.76%
Beef Broth (Low-Sodium/Canned/Frozen/Mix/Dry)	0.01%	\$489	100.00%	0.00%
Beef Soup (Canned/Frozen/Low-Sodium/Mix/Dry)	12.73%	\$1,099,388	48.12%	51.88%
Bouillon (Low-Sodium, Mix/Dry)	0.01%	\$1,052	100.00%	0.00%
Broccoli Soup (Canned/Frozen/Mix/Dry)	7.58%	\$654,445	68.05%	31.95%
Cheese Soup	0.02%	\$1,938	100.00%	0.00%
Chicken Broth (Low-Sodium/Canned/Frozen/Mix/Dry)	2.87%	\$248,134	99.52%	0.48%
Chicken Soup (Canned/Frozen/Low-Sodium/Mix/Dry)	26.91%	\$2,325,241	62.90%	37.10%
Chili Soup (Canned/Frozen/Mix/Dry)	0.11%	\$9,479	100.00%	0.00%
Chowder, Clam	7.38%	\$637,743	54.15%	45.85%
Chowder, Corn	0.10%	\$8,333	100.00%	0.00%
Chowder, Manhattan	0.05%	\$3,916	100.00%	0.00%
Chowder, New England (Canned/Frozen/Mix/Dry)	0.97%	\$84,059	96.36%	3.64%
Cream Soup (Canned/Frozen/Low-Sodium/Mix/Dry)	0.01%	\$536	100.00%	0.00%
Gumbo (Canned/Frozen/Mix/Dry)	3.87%	\$334,441	74.26%	25.74%
Lentil Soup (Canned/Frozen/Mix/Dry)	0.50%	\$43,560	7.23%	92.77%
Minestrone (Canned/Frozen/Mix/Dry)	8.45%	\$730,182	48.66%	51.34%
Mushroom Soup (Canned/Frozen/Mix/Dry)	6.10%	\$526,944	55.91%	44.09%
Onion Soup (Canned/Frozen/Mix/Dry)	0.64%	\$55,106	93.91%	6.09%
Pea Soup (Canned/Frozen/Mix/Dry)	0.50%	\$43,236	79.69%	20.31%

Soups ranks 11th among the 35 Prime Vendor categories in the number of segments it contains. It comprised 25 segments in 2017, the same quantity and assortment as in 2016 and 2015 when three segments were added: Bouillon (Low-Sodium, Mix/Dry), Cream Soup (Canned/Frozen/Low-Sodium/Mix/Dry) and Lentil Soup (Canned/Frozen/Mix/Dry). Sales in the category are concentrated into the Chicken Soup (Canned/Frozen/Low-Sodium and Beef Soup (Canned/Frozen/Low-Sodium), which make up 39.64 percent of the total. Otherwise, sales are spread across the many remaining segments.

—Continued

CATEGORY SALES:
\$8.64 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.63%**

SOUPS (continued)				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Potato Soup (Canned/Frozen/Mix/Dry)	3.54%	\$305,580	73.32%	26.68%
Seafood Bisques (Frozen)	0.03%	\$3,001	100.00%	0.00%
Soups	3.68%	\$318,222	31.72%	68.28%
Tomato Soup (Canned/Frozen/ Low-Sodium/Mix/Dry)	6.84%	\$591,147	46.89%	53.11%
Vegetable Soup (Canned/Frozen/Mix/Dry)	6.05%	\$522,544	44.46%	55.54%
Total Soups				\$8,639,357

SPICES & SEASONINGS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Capers	0.02%	\$1,885	100.00%	0.00%
Chili Peppers	0.27%	\$28,304	88.57%	11.43%
Chili Powder	2.85%	\$295,760	29.63%	70.37%
Cinnamon	1.13%	\$117,179	44.14%	55.86%
Cloves	0.38%	\$39,026	29.97%	70.03%
Ethnic Spices & Seasonings	8.98%	\$933,304	36.54%	63.46%
Extracts	1.39%	\$144,171	58.36%	41.64%
Flavor Enhancers	0.24%	\$24,454	52.98%	47.02%
Lemon Flavoring	0.05%	\$4,874	100.00%	0.00%
Old Bay Spice	0.78%	\$80,881	70.05%	29.95%
Oregano	1.37%	\$142,307	41.65%	58.35%
Paprika Spice/Paste	4.18%	\$434,242	31.31%	68.69%
Pepper (Spices)	27.09%	\$2,814,054	46.22%	53.78%
Sage	0.05%	\$5,039	80.42%	19.58%
Salt (Spices)	3.93%	\$407,950	44.95%	55.05%
Seasoned Salt	1.24%	\$129,052	97.62%	2.38%
Sesame Seed	0.31%	\$32,726	45.54%	54.46%
Spice Mixes/Blends	3.28%	\$340,500	46.48%	53.52%
Spice, Basil	0.87%	\$90,108	52.22%	47.78%
Spice, Bay Leaves	0.61%	\$63,585	37.82%	62.18%
Spice, Celery Salt	0.03%	\$2,772	84.60%	15.40%
Spice, Celery Seed	0.01%	\$1,215	100.00%	0.00%
Spice, Chives	0.14%	\$14,148	84.65%	15.35%
Spice, Cilantro	0.28%	\$29,249	55.02%	44.98%
Spice, Garlic	27.96%	\$2,904,650	38.38%	61.62%
Spice, Ginger	2.25%	\$233,765	22.84%	77.16%
Spices & Seasonings	10.34%	\$1,074,036	51.89%	48.11%
Tenderizers	0.00%	\$85	100.00%	0.00%
Total Spices & Seasonings				\$10,389,322

Spices & Seasonings has the ninth-largest assortment of segments with 28, the same as in 2016 and 2015 when the category added Lemon Flavoring and Tenderizers. More than half of sales (55.05 percent) are concentrated in two segments: Pepper (Spices) and Spice, Garlic. Otherwise, sales are spread across the remaining segments.

CATEGORY SALES:
\$10.39 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.76%**

Supplies comprised 16 segments in 2017, the same as in 2016, which was two fewer than a year earlier. The lineup changed with the deletion of Bathroom Soaps and Filters, Paper, Supplies, Miscellaneous, Decorations and Personal Care Products are the three category sales leaders with a combined share of 64.74 percent of its sales.

CATEGORY SALES:
\$0.55 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.04%**

SUPPLIES				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Brooms	0.00%	\$22	0.00%	100.00%
Brushes	0.28%	\$1,502	2.38%	97.62%
Caps & Hats	0.53%	\$2,881	0.00%	100.00%
Cleaners, All Purpose	3.65%	\$19,942	25.63%	74.37%
Cleaners, Oven	0.64%	\$3,480	81.24%	18.76%
Decorations	16.68%	\$91,081	0.00%	100.00%
Detergents, Dish	5.39%	\$29,453	31.18%	68.82%
Detergents, General Purpose	0.28%	\$1,525	100.00%	0.00%
Detergents, Laundry	7.06%	\$38,578	4.37%	95.63%
Garbage Cans	0.29%	\$1,576	0.00%	100.00%
Gloves	11.60%	\$63,367	6.98%	93.02%
Hairnets	0.70%	\$3,842	50.33%	49.67%
Mops	1.46%	\$7,977	0.00%	100.00%
Personal Care Products	13.85%	\$75,657	10.49%	89.51%
Sponges/Pads	3.37%	\$18,379	3.60%	96.40%
Supplies, Miscellaneous	34.21%	\$186,819	82.57%	17.43%
Total Supplies				\$546,080

UGRA (UNITIZED GROUP RATIOS)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
UGRA	100.00%	\$3,331,611	0.00%	100.00%
Total UGRA				\$3,331,611

CATEGORY SALES:
\$3.33 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.24%**

Vegetables is the fifth-largest category when ranked by dollar volume. Sales rose 7.12 percent in 2017, a gain of \$5.8 million over \$81.68 in 2016. It contains the most segments, 61, among the 35 subsistence prime vendor categories. In 2016, it comprised the same 61 segments. Sales in the category are widely spread with no one segment scoring over 10 percent. Leading the category is Tomatoes (Fresh/Canned/Dry/Frozen)

VEGETABLES				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Artichokes (Dry/Fresh/Canned/Frozen)	0.00%	\$1,240	88.44%	11.56%
Asparagus (Fresh/Canned/Frozen)	3.31%	\$2,893,222	17.79%	82.21%
Bamboo Shoots (Canned)	0.01%	\$7,169	48.67%	51.33%
Bean Sprouts (Canned)	0.18%	\$154,281	40.02%	59.98%
Beans, Baked (Canned/Frozen)	0.50%	\$436,040	97.07%	2.93%
Beans, Black (Canned/Dry/Frozen)	0.64%	\$560,665	56.20%	43.80%
Beans, Garbanzo (Canned/Dry/Frozen)	1.12%	\$977,945	18.70%	81.30%
Beans, Great Northern	0.11%	\$93,733	52.71%	47.29%
Beans, Green (Canned/Dry/Fresh/Frozen)	4.16%	\$3,643,822	58.71%	41.29%
Beans, Kidney (Canned/Dry/Frozen)	1.48%	\$1,296,969	44.26%	55.74%
Beans, Lima (Canned/Dry/Fresh/Frozen)	0.50%	\$441,227	83.21%	16.79%

—Continued

VEGETABLES (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Beans, Navy (Canned/Dry/Frozen)	0.04%	\$38,923	100.00%	0.00%
Beans, Pinto (Canned/Dry/Frozen)	0.76%	\$661,938	42.92%	57.08%
Beans, Pork & (Canned/Frozen)	1.03%	\$897,647	51.51%	48.49%
Beans, Specialty	0.01%	\$11,598	48.55%	51.45%
Beans, Wax (Canned/Fresh/Frozen)	0.09%	\$80,641	65.96%	34.04%
Beans, White (Canned/Dry/Frozen)	1.28%	\$1,119,304	3.76%	96.24%
Beets (Canned/Fresh/Frozen)	0.25%	\$222,937	59.23%	40.77%
Broccoli (Canned/Fresh/Frozen)	6.96%	\$6,089,353	34.22%	65.78%
Brussels Sprouts (Fresh/Canned/Frozen)	0.85%	\$739,768	58.68%	41.32%
Cabbage (Fresh/Canned/Frozen)	2.06%	\$1,801,825	0.12%	99.88%
Carrots (Fresh/Canned/Frozen)	4.33%	\$3,790,934	37.46%	62.54%
Cauliflower (Fresh/Canned/Frozen)	3.07%	\$2,688,268	43.05%	56.95%
Celery (Fresh/Frozen)	1.26%	\$1,100,357	0.43%	99.57%
Cilantro (Fresh)	0.10%	\$86,373	0.26%	99.74%
Corn (Fresh/Canned/Frozen/Dry)	4.49%	\$3,929,700	62.70%	37.30%
Corn, Baby (Canned)	0.00%	\$1,698	0.00%	100.00%
Corn-On-Cob (Canned/Fresh/Frozen)	2.04%	\$1,781,551	45.81%	54.19%
Cucumbers (Fresh)	1.46%	\$1,280,909	1.51%	98.49%
Eggplant (Canned/Dry/Fresh/Frozen)	0.36%	\$315,859	2.13%	97.87%
Endive (Fresh)	0.01%	\$6,781	0.00%	100.00%
Greens (Canned/Fresh/Frozen)	1.42%	\$1,243,275	48.06%	51.94%
Kale (Fresh)	0.07%	\$60,455	0.66%	99.34%
Leeks (Fresh)	0.03%	\$26,549	0.00%	100.00%
Lentils (Canned/Dry/Frozen)	0.69%	\$603,579	1.26%	98.74%
Lettuce	7.15%	\$6,260,022	1.42%	98.58%
Mixed Chinese Vegetables (Frozen)	1.89%	\$1,652,468	38.30%	61.70%
Mixed Vegetables (Canned/Fresh/Frozen)	7.60%	\$6,650,226	53.96%	46.04%
Mushrooms (Fresh/Canned/Dry/Frozen)	3.37%	\$2,950,323	27.51%	72.49%
Okra (Canned/Fresh/Frozen)	0.38%	\$335,304	30.97%	69.03%
Onion Rings (Frozen)	4.16%	\$3,638,953	53.04%	46.96%
Onions (Fresh/Canned/Dry/Frozen)	3.72%	\$3,258,000	0.80%	99.20%
Parsley (Fresh)	0.52%	\$458,369	23.92%	76.08%
Peas, Black-Eyed (Canned/Dry/Fresh/Frozen)	0.57%	\$495,330	43.31%	56.69%
Peas, Green (Canned/Dry/Fresh/Frozen)	2.63%	\$2,300,810	61.44%	38.56%
Peas, Sugar Snap (Frozen)	0.07%	\$61,508	7.64%	92.36%
Peppers (Fresh/Canned/Dry/Frozen/Glass Jars)	5.92%	\$5,183,533	9.87%	90.13%
Peppers, Chili, Green (Canned)	0.11%	\$95,240	28.37%	71.63%
Peppers, Jalapeno (Canned)	1.57%	\$1,369,968	43.24%	56.76%
Pumpkins (Canned)	0.02%	\$15,239	60.58%	39.42%
Radishes (Fresh)	0.22%	\$188,392	1.04%	98.96%
Sauerkraut (Canned/Fresh/Frozen)	0.18%	\$154,245	34.08%	65.92%
Spinach (Fresh/Canned/Frozen)	2.23%	\$1,953,758	30.25%	69.75%
Squash (Fresh/Canned/Frozen)	0.72%	\$627,260	51.50%	48.50%
Succotash (Frozen)	1.29%	\$1,125,938	44.21%	55.79%
Tomatoes (Fresh/Canned/Dry/Frozen)	9.15%	\$8,003,088	17.59%	82.41%
Turnips (Fresh)	1.30%	\$1,133,452	4.52%	95.48%
Vegetable Purees	0.00%	\$3,591	100.00%	0.00%
Vegetables	0.12%	\$107,713	17.47%	82.53%
Water Chestnuts (Canned)	0.02%	\$15,520	100.00%	0.00%
Zucchini (Canned/Fresh/Frozen)	0.42%	\$367,333	10.25%	89.75%
Total Vegetables			\$87,492,118	

with 9.15 percent of sales, followed by Mixed Vegetables (Canned/Fresh/Frozen) with 7.60 percent, Lettuce with 7.15 percent and Broccoli (Canned/Fresh/Frozen) with 6.96 percent. Combined, the four segments are nearly a third, 30.86 percent, of sales in this diverse category.

CATEGORY SALES:
\$87.49 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 6.41%**