

Subsistence Prime Vendor Sales in Review Sales in 35 Categories and Segment Breakdowns in Each

Defense Logistics Agency (DLA) Troop Support in Philadelphia held 48 prime vendor contracts with 17 food distributors worldwide in calendar 2018. Annual combined subsistence sales for fiscal 2019 through June 30, 2019, are \$1.8 billion and for all of fiscal 2018 were \$3.25 billion, which includes subsistence and food service operating supplies supplied by prime vendors, as well as contracting efforts outside of the Subsistence Prime Vendor (SPV) program.

One2OneUS LLC, based in Maple Shade Township, 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 sales by category from Jan. 1, 2018, through Dec. 31, 2018. 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 \$1.048 billion, or almost three-quarters (74.50 percent) of overall Subsistence Prime Vendor Sales during 2018. Meanwhile, the top five categories represent \$774.3 million, or more than half (55.07 percent) of Subsistence Prime Vendor sales for the period. The next five largest categories total \$273.3 million, or 19.44 percent.

As measured by dollar volume, three center-of-the-plate protein entrée staples, Meat, Poultry, and Fish and Seafood rank first, third and fifth, respectively in Subsistence Prime Vendor dollar volume sales among the 35 categories.

Other essential components that combine to make a balanced meal also rank among the top 10 categories as measured by dollar volume. Beverages is second with Vegetables in fourth, with two rewarding dessert categories following: Bakery & Baking Products is sixth and the healthy alternative Fruits

is seventh.

Meat ranks as the top category for the fifth consecutive year with 2018 sales of \$281.24 million and accounts for 20.00 percent of Subsistence Prime Vendor sales, which is up 1.46 percent from \$277.19 million in 2017 (20.3 percent).

Beverages ranks second in calendar 2018 with sales of \$154.93 million, up 6.35 percent from \$145.68 million in 2017.

Poultry lands in third with 2018 Subsistence Prime Vendor sales of \$152.65 million, up 3.02 percent from \$148.17 million in 2017 when it ranked second.

Vegetables, one of the five United States Department of Agriculture essential food groups comprising a balanced healthy eating style along with protein, grains, fruits and dairy, ranks fourth in Subsistence Prime Vendor sales for calendar 2018 by dollar volume.

Fish and Seafood, another center-of-the-plate protein entrée staple, ranks fifth in 2018 with \$92.14 in dollar volume and a 6.55 percent share of total sales among the 35 Subsistence Prime Vendor categories.

Segments within each category identify items being purchased through the Subsistence Prime Vendor program. Changes alter the lineup from year to year in response to trends, and are made to increase variety or replace low-sellers.

Lineup changes occurred in only 11 of the 35 Subsistence Prime Vendor categories in 2018. Within the 35 categories for 2018 there were 670 segments (or classes), and the combined additions or deletions made resulted in a net decline of one in the total compared with 2017.

Lineups for 2018 were unchanged in 24 of the 35 categories, while assortments grew by one in four and declined by one in seven.

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

SPV SALES BY CATEGORY

Pg.	CATEGORY	% OF SALES	DOLLAR VOLUME
*	Appetizer/Hors d'oeuvres	0.77%	\$10,818,148
12	Bakery & Baking Products	5.20%	\$73,068,871
12	Beverages	11.02%	\$154,930,640
*	Cereals	2.27%	\$31,926,501
*	Cheese	2.18%	\$30,619,247
*	Condiments	1.35%	\$19,029,334
13	Dairy Products	2.50%	\$35,218,518
14	Desserts	2.17%	\$30,517,031
*	Disposables	0.30%	\$4,272,492
15	Eggs	3.28%	\$46,139,024
15	Entrées	3.68%	\$51,800,586
*	Equipment	0.00%	\$48,021
16	Ethnic Dishes	1.31%	\$18,442,495
*	Fats, Shortenings & Oils	1.02%	\$14,370,192
16	Fish & Seafood	6.55%	\$92,142,820
*	Food Products, Miscellaneous	0.50%	\$7,057,754
17	Fruits	4.77%	\$67,063,666
*	Jams, Jellies & Spreads	0.17%	\$2,454,730
18	Meat	20.00%	\$281,244,815
*	Non-Dairy Product, Substitutes	0.53%	\$7,450,880
*	Nuts	0.48%	\$6,784,627
19	Pasta, Dry & Frozen	0.45%	\$6,394,780
*	Portion Packs	2.41%	\$33,851,449
*	Potatoes	2.48%	\$34,825,839
20	Poultry	10.86%	\$152,647,278
*	Rice	0.97%	\$13,704,067
*	Salad Dressing	0.35%	\$4,915,505
*	Salads, Prepared	0.22%	\$3,052,224
20	Sauces & Bases	1.48%	\$20,825,644
*	Snack Foods	2.38%	\$33,403,241
*	Soups	0.62%	\$8,711,254
*	Spices & Seasonings	0.79%	\$11,140,177
*	Supplies	0.03%	\$475,189
*	UGR (Unitized Group Rations)	0.24%	\$3,439,619
21	Vegetables	6.64%	\$93,305,443

TOTAL 100.00% \$1,406,092,102

*See page number for categories in this issue, all categories are online at www.govfoodservice.com.

Top Categories by Dollar Volume

CATEGORY	% OF SALES	DOLLAR VOLUME
Meat	20.00%	\$281,244,815
Beverages	11.02%	\$154,930,640
Poultry	10.86%	\$152,647,278
Vegetables	6.64%	\$93,305,443
Fish & Seafood	6.55%	\$92,142,820

Top 5 Categories 55.07% \$774,270,996

Bakery & Baking Products	5.20%	\$73,068,871
Fruits	4.77%	\$67,063,666
Entrees	3.68%	\$51,800,586
Eggs	3.28%	\$46,139,024
Dairy Products	2.50%	\$35,218,518

Next 5 Categories 19.44% \$273,290,665

TOP 10 CATEGORIES 74.50% \$1,047,561,661

APPETIZERS/HORS D'OEUVRES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Appetizers/Hors d'oeuvres	0.25%	\$27,261	100.00%	0.00%
Cheese/Egg Appetizers	26.56%	\$2,873,635	29.61%	70.39%
Ethnic Appetizers/Hors d'oeuvres	29.96%	\$3,240,589	44.91%	55.09%
Fish & Seafood Appetizers	0.22%	\$23,641	100.00%	0.00%
Guacamole Appetizers/Hors d'oeuvres	1.01%	\$109,473	39.68%	60.32%
Meat Appetizers/Hors d'oeuvres	14.58%	\$1,577,400	4.94%	95.06%
Poultry Appetizers/Hors d'oeuvres	5.23%	\$565,521	6.24%	93.76%
Vegetable Appetizers	22.19%	\$2,400,628	21.77%	78.23%
Total Appetizers/Hors d'oeuvres				\$10,818,148

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

More than half of sales in this category (56.52 percent) are Ethnic Appetizers/Hors d'oeuvres (29.96 percent) plus Cheese/Egg Appetizers with 26.56 percent followed by Vegetable Appetizers at 22.19 percent.

CATEGORY SALES:
\$10.82 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 0.77%

BAKERY & BAKING PRODUCTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bagels	2.48%	\$1,812,363	49.12%	50.88%
Bakery & Baking Products, Specialty	0.02%	\$14,061	11.00%	89.00%
Baking Chips	0.57%	\$413,991	61.56%	38.44%
Baking Powder	0.13%	\$98,236	50.71%	49.29%
Baking Soda	0.03%	\$22,432	32.76%	67.24%
Biscuits	8.51%	\$6,218,285	67.53%	32.47%
Bread Sticks	0.44%	\$320,804	98.34%	1.66%
Breading & Batters	0.01%	\$4,003	100.00%	0.00%
Breads & Rolls	20.93%	\$15,296,522	31.73%	68.27%
Brownie & Cakes, Mix/Batter	4.55%	\$3,321,657	68.12%	31.88%
Cocoa (Bakery Products)	0.07%	\$51,312	79.05%	20.95%
Cookies (Dough/Mix)	11.92%	\$8,707,929	44.84%	55.16%
Cooking Wine	0.03%	\$19,897	100.00%	0.00%
Corn Meal	0.06%	\$45,697	65.44%	34.56%
Corn Starch	0.31%	\$224,054	44.48%	55.52%
Corn Syrup	0.02%	\$12,356	90.57%	9.43%
Croissants	2.04%	\$1,489,140	32.31%	67.69%
Croutons	0.76%	\$551,986	64.83%	35.17%
Crumbs, Bread/Cracker/Cookie/Cereal	0.51%	\$373,760	72.10%	27.90%
Crusts/Shells	0.33%	\$243,740	65.44%	34.56%
Doughnuts	3.54%	\$2,585,164	22.73%	77.27%
English Muffins	0.95%	\$695,876	41.63%	58.37%
Filling (Fruit/Other) - Bakery	3.40%	\$2,486,552	54.38%	45.62%
Fillings, Other (Bakery)	0.00%	\$2,046	0.00%	100.00%
Flour & Grain	6.09%	\$4,451,670	22.91%	77.09%
Food Coloring	0.05%	\$39,362	27.85%	72.15%
Frostings	0.64%	\$466,548	76.89%	23.11%
Gelatin, Unflavored	0.00%	\$1,505	100.00%	0.00%
Hush Puppies	0.28%	\$203,733	3.83%	96.17%
Ice Cream Cones	0.17%	\$124,188	74.40%	25.60%
Molasses	0.03%	\$20,407	92.47%	7.53%
Muffins	5.38%	\$3,930,594	64.39%	35.61%
Pancake, Waffle, French Toast (Frozen/Mix)	16.49%	\$12,052,624	62.18%	37.82%
Pita Bread	0.95%	\$690,761	36.79%	63.21%
Pizza Crust (Dough)	2.28%	\$1,666,305	69.34%	30.66%
Puff Pastry	0.21%	\$151,237	62.73%	37.27%
Stuffing Mix	0.69%	\$502,907	59.71%	40.29%

This category is sixth largest by dollar volume and the third largest with 41 segments, one less than it had in 2017. The segment deleted for 2018 is Noodles & Dumplings (Dough/Mix). It spent five years in the category after being added in 2013 along with four other segments: Breading & Batters, Other Fillings (Bakery), Unflavored Gelatin and Tart Shells. Cooking Wine returned in 2016 after being the only item deleted from this category in 2014.

Leading in sales for the category is Breads & Rolls at \$15.30 million (20.93 percent). Second in sales in the category is Pancake, Waffle, French Toast (Frozen/Mix) with sales of \$12.05 million (16.49 percent). Third is Cookies (Dough/Mix) with sales of \$8.71 million (11.92 percent).

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BAKERY & BAKING PRODUCTS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Sugar (Bakery Products)	3.75%	\$2,736,484	33.70%	66.30%
Sweet Roll, Danish, Pastry (Dough/Mix)	1.24%	\$905,850	72.50%	27.50%
Tart Shells	0.00%	\$835	100.00%	0.00%
Yeast	0.15%	\$112,000	42.71%	57.29%
Total Bakery & Baking Products				\$73,068,871

CATEGORY SALES:
\$73.07 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 5.20%**

Beverages is the second-largest category when ranked by dollar volume for 2018, comprises 29 segments, the same as 2017 and one fewer compared with 2016. It is tied for seventh in number of segments with Entrées. The change made to its assortment for 2017 was 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 nearly half of category sales at 44.28 percent of sales, followed by Sports Drinks/Mixes with 11.56 percent, Soft Drinks with 7.83 percent and Beverage Bases/Mixes with 7.82 percent.

BEVERAGES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Apple Cider	0.00%	\$2,177	100.00%	0.00%
Apple Juice	4.53%	\$7,025,960	51.79%	48.21%
Bases/Mixes, Beverage	7.82%	\$12,115,628	65.97%	34.03%
Beverages	0.58%	\$900,004	7.92%	92.08%
Cocoa (Beverages)	0.18%	\$276,762	74.55%	25.45%
Coffee Flavorings/Syrups	0.02%	\$36,684	0.81%	99.19%
Coffee, Beans	0.12%	\$186,199	27.70%	72.30%
Coffee, Decaffeinated	0.11%	\$163,523	93.60%	6.40%
Coffee, Instant, Decaf	0.38%	\$589,557	2.41%	97.59%
Coffee, Regular	5.43%	\$8,406,141	57.92%	42.08%
Coffee, Specialty	0.89%	\$1,386,132	53.24%	46.76%
Energy Drinks	0.10%	\$160,646	0.00%	100.00%
Flavored Drinks	0.15%	\$231,242	0.00%	100.00%
Fruit Concentrate	0.17%	\$263,379	94.35%	5.65%
Juice, Clam	0.00%	\$229	100.00%	0.00%
Juices, Aseptic	0.06%	\$86,471	87.80%	12.20%
Juices, Fruit	6.59%	\$10,210,501	7.03%	92.97%
Juices, Reconstituted	0.10%	\$156,035	77.68%	22.32%
Orange Juice	6.02%	\$9,326,751	54.24%	45.76%
Soft Drinks	7.83%	\$12,133,489	2.05%	97.95%
Sports Drinks/Mixes	11.56%	\$17,911,120	25.30%	74.70%
Tea, Bags	0.85%	\$1,317,658	16.31%	83.69%
Tea, Concentrate	0.28%	\$433,036	78.78%	21.22%
Tea, Flavored & Herb	0.00%	\$4,313	77.27%	22.73%
Tea, Iced	0.32%	\$498,310	0.79%	99.21%
Tea, Instant	0.21%	\$327,578	16.51%	83.49%
Vegetable Juices	0.96%	\$1,487,870	34.63%	65.37%
Water	44.28%	\$68,597,388	2.76%	97.24%
Yogurt Drinks/Smoothie	0.45%	\$695,858	85.76%	14.24%
Total Beverages				\$154,930,640

CATEGORY SALES:
\$154.93 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 11.02 percent.**

CEREALS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cereal, Apple/Cinnamon	0.27%	\$85,962	100.00%	0.00%
Cereal, Bran, Flakes or Shredded	0.28%	\$88,779	99.35%	0.65%
Cereal, Bran Flakes with Raisins	1.16%	\$369,737	97.24%	2.76%
Cereal, Cinnamon Flavored	0.74%	\$234,771	85.05%	14.95%
Cereal, Cocoa Puffed (includes Rice, Cocoa Puffed)	0.21%	\$66,769	86.20%	13.80%
Cereal, Corn Flakes	0.20%	\$63,247	97.06%	2.94%
Cereal, Corn Flakes, Coated or Frosted	1.11%	\$355,698	96.37%	3.63%
Cereal, Corn, Puffed (includes Crunchy and Corn/Oats)	0.13%	\$41,367	100.00%	0.00%
Cereal, Corn, Puffed, Sweetened	0.03%	\$11,070	100.00%	0.00%
Cereal, Fruit-Flavored Loops	0.41%	\$129,332	92.84%	7.16%
Cereal, Granola, includes low-fat and fruit/nut)	4.44%	\$1,416,022	93.68%	6.32%
Cereal, Multi-Grain Flakes	1.00%	\$318,370	95.28%	4.72%
Cereal, Oat Clusters with Marshmallows	0.21%	\$67,465	96.72%	3.28%
Cereal, Oat Rings, Oven Roasted	0.58%	\$184,679	91.34%	8.66%
Cereal, Oat Rings, Oven Roasted, Apple/Cinnamon or Honey/Nut	1.08%	\$345,055	93.75%	6.25%
Cereal, Oats, Puffed or Toasted (includes with Nuts/Honey)	0.05%	\$14,593	94.29%	5.71%
Cereal, Puffed Balls, Sweetened	0.07%	\$22,516	97.01%	2.99%
Cereal, Rice, Puffed (includes oven-roasted, crisp)	0.57%	\$181,906	98.51%	1.49%
Cereal, Rice/Corn Squares	0.57%	\$181,197	93.49%	6.51%
Cereal, Shredded Wheat, Mini, Coated	0.40%	\$127,853	97.09%	2.91%
Cereal, Sweetened Graham Flavored	0.32%	\$103,383	76.49%	23.51%
Cereal, Variety Pack	76.88%	\$24,544,712	48.21%	51.79%
Total Cereal (Ready to Eat)	90.69%	\$28,954,484	55.18%	44.82%
CLASS (CEREAL, HOT)				
Cereal, Farina (Wheat or Rice)	0.31%	\$100,239	91.62%	8.38%
Cereal, Rolled Oats (includes Oat Bran)	3.97%	\$1,266,477	47.74%	52.26%
Hominy Grits, Quick-Cooking or Instant	2.70%	\$860,459	47.62%	52.38%
Oatmeal/Rolled Oats, Variety Pack	2.33%	\$744,841	37.47%	62.53%
Total Cereal, Hot	9.31%	\$2,972,017	46.61%	53.39%
Total Cereal Category			\$34,105,076.07	

Cereal is the 14th-largest category when ranked by dollar volume and its 26 individual segments are the ninth-largest assortment. Its lineup in 2018 contains one less segment than in 2017 with Cereal, Wheat Flakes/Squares (includes whole wheat) deleted from the roster. Ready-to-Eat cereal represents the largest share of sales in the category with 90.69 percent (\$28.95 million) compared with 9.31 percent (\$2.97 million) for Hot Cereal. Variety Pack Cereal is the most commonly purchased segment in the Ready-to-Eat category with 76.88 percent of sales (\$24.54 million). Otherwise, the share of the category is very close among the remaining individual segments.

CATEGORY SALES:

\$31.93 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE

SALES: 2.27%

This category comprises the same 14 segments as in 2017, 2016, 2015, 2014 and 2013. Cheddar leads the category with sales of \$10.6 million (34.67 percent), followed by American with \$4.9 million (15.94 percent). Combined, the two make up more than half (50.61 percent) of category sales. Mozzarella is third with sales of \$3.2 million (10.5 percent).

CATEGORY SALES:

\$30.62 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 2.18%**

CHEESE				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cheese, American	15.94%	\$4,879,807	43.66%	56.34%
Cheese, Blue	0.04%	\$11,282	100.00%	0.00%
Cheese, Cheddar	34.67%	\$10,614,289	55.17%	44.83%
Cheese, Cottage	4.45%	\$1,362,043	27.35%	72.65%
Cheese, Cream	1.65%	\$503,833	24.35%	75.65%
Cheese, Feta	0.81%	\$247,265	25.41%	74.59%
Cheese, Monterey Jack	3.08%	\$943,364	74.65%	25.35%
Cheese, Mozzarella	10.50%	\$3,215,069	52.19%	47.81%
Cheese, Parmesan	5.18%	\$1,585,185	61.03%	38.97%
Cheese, Provolone	5.40%	\$1,654,799	25.70%	74.30%
Cheese, Ricotta	0.11%	\$33,962	100.00%	0.00%
Cheese, Specialty/Other	9.73%	\$2,980,101	46.36%	53.64%
Cheese, String	0.17%	\$50,542	100.00%	0.00%
Cheese, Swiss	8.29%	\$2,537,705	18.60%	81.40%
Total Cheese			\$30,619,247	

CONDIMENTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Chili Sauce	0.53%	\$101,538	74.76%	25.24%
Cocktail Sauce	1.19%	\$225,509	22.48%	77.52%
Dips	1.17%	\$222,757	34.89%	65.11%
Horseradish	0.31%	\$58,815	48.03%	51.97%
Hot Sauce	10.55%	\$2,006,837	45.87%	54.13%
Ketchup	14.87%	\$2,829,696	59.39%	40.61%
Maraschino Cherries	1.00%	\$190,448	39.41%	60.59%
Mayonnaise	13.78%	\$2,622,457	40.04%	59.96%
Mustard	3.10%	\$589,761	54.21%	45.79%
Olives	3.00%	\$570,340	100.00%	0.00%
Pickles	6.92%	\$1,315,949	43.43%	56.57%
Relishes	1.55%	\$294,557	55.19%	44.81%
Salsa	11.66%	\$2,219,461	38.85%	61.15%
Smoke Flavorings (Dry/Liquid)	0.02%	\$4,570	58.44%	41.56%
Soy Sauce	5.85%	\$1,113,408	44.12%	55.88%
Sugar	2.96%	\$562,936	57.23%	42.77%
Syrup, Maple	7.72%	\$1,468,251	64.11%	35.89%
Syrup, Pancake	2.20%	\$418,019	88.64%	11.36%
Taco Sauce	0.07%	\$13,893	19.40%	80.60%
Tartar Sauce	0.57%	\$109,166	61.26%	38.74%
Vinegar	2.22%	\$422,861	41.15%	58.85%
Worcestershire Sauce	2.04%	\$388,614	43.00%	57.00%
Vinegar	2.28%	\$414,968	42.22%	57.78%

The condiment category comprises 23 segments in 2018, one less than 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 50.86 percent of category sales with ketchup making up 14.87 percent, mayonnaise 13.78 percent, salsa 11.66 percent and hot sauce 10.55 percent. Deleted from the category for 2018 is Sugar Substitutes-Condiments.

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CONDIMENTS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Worcestershire Sauce	1.83%	\$332,989	42.50%	57.50%
Total Condiments				\$19,029,334

CATEGORY SALES:

\$19.03 million

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

Dairy Products comprises the same 16 segments as the year before. Milk, Low-Fat leads the category with sales of \$11.23 million (31.88 percent). Yogurt is second in sales (23.34 percent, \$8.2 million) followed by Butter (\$3.90 million, 14.22 percent). Combined, the three are 69.44 percent of sales in the category.

DAIRY PRODUCTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Butter	14.22%	\$5,007,305	47.61%	52.39%
Buttermilk	0.00%	\$1,462	100.00%	0.00%
Cream	0.46%	\$162,408	51.97%	48.03%
Eggnog	0.17%	\$61,538	7.15%	92.85%
Frozen Yogurt	1.31%	\$460,190	55.87%	44.13%
Milk Shakes	0.05%	\$17,525	84.79%	15.21%
Milk, Aseptic	8.61%	\$3,033,179	30.81%	69.19%
Milk, Condensed	0.05%	\$16,973	99.01%	0.99%
Milk, Evaporated	0.09%	\$32,104	100.00%	0.00%
Milk, Low-fat	31.88%	\$11,229,067	24.61%	75.39%
Milk, Powdered/Dry	2.25%	\$794,067	57.26%	42.74%
Milk, Skim	3.76%	\$1,322,733	9.72%	90.28%
Milk, Whole	11.06%	\$3,896,240	2.91%	97.09%
Sour Cream	2.50%	\$881,241	20.11%	79.89%
Whipped Topping (Dairy)	0.24%	\$82,809	94.38%	5.62%
Yogurt	23.34%	\$8,219,677	50.56%	49.44%
Total Dairy Products				\$35,218,518

CATEGORY SALES:

\$35.22 million

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

DESSERTS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Brownies	0.70%	\$214,237	72.51%	27.49%
Cakes, Angel Food	0.15%	\$46,446	100.00%	0.00%
Cakes, Banana	0.01%	\$1,921	100.00%	0.00%
Cakes, Bundt, Frozen	0.25%	\$75,398	100.00%	0.00%
Cakes, Carrot	2.41%	\$736,011	17.23%	82.77%
Cakes, Cheese	10.47%	\$3,196,180	34.42%	65.58%
Cakes, Chocolate	2.08%	\$635,314	41.64%	58.36%
Cakes, Crumb	0.04%	\$13,278	100.00%	0.00%
Cakes, Cupcakes	0.03%	\$8,903	25.16%	74.84%
Cakes, Layer	1.16%	\$353,490	17.70%	82.30%
Cakes, Lemon	2.29%	\$698,065	11.97%	88.03%
Cakes, Pound	0.70%	\$214,494	75.34%	24.66%
Cakes, Sheet	2.15%	\$657,618	93.94%	6.06%
Cakes, Specialty	5.42%	\$1,652,646	35.92%	64.08%

Desserts is the 16th-largest Subsistence Prime Vendor category by sales for 2018. Its 35 segments are the fourth largest among the 35 categories, and the lineup gained two segments from 2017, 2016 and 2015. Added for 2018 are Cakes, Cupcakes, and Pies, Custard. Ice Cream/Ice Cream Mix leads the way with more than a quarter of the category's sales (29.50 percent, \$9 million) followed by Pastries a distant second at 12.20 percent (\$3.72 million) with third-place Cakes, Cheese, close behind at 10.47 percent (\$3.20 million). The rest of the category is spread across many segments, including Pies, Fruit, and Cakes, Specialty, in fourth and fifth place, respectively.

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DESSERTS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cakes, Tiramisu	0.00%	\$867	100.00%	0.00%
Cakes, Yellow	0.22%	\$67,963	100.00%	0.00%
Cobblers/Cobbler Mix	0.37%	\$112,379	100.00%	0.00%
Dessert Toppings	3.05%	\$929,259	47.31%	52.69%
Desserts	0.32%	\$98,001	31.50%	68.50%
Eclairs	0.01%	\$2,438	100.00%	0.00%
Gelatin/Gelatin Mix	2.62%	\$800,483	71.48%	28.52%
Ice Cream/Ice Cream Mix	29.50%	\$9,002,113	23.80%	76.20%
Ices/Sherbet/Sorbet	0.31%	\$94,071	74.74%	25.26%
Mousse/Mousse Mix	0.11%	\$33,721	73.29%	26.71%
Pastries	12.20%	\$3,723,165	49.08%	50.92%
Pies, Cream	1.73%	\$528,215	84.60%	15.40%
Pies, Custard	0.00%	\$1,247	0.00%	100.00%
Pies, Fruit	7.08%	\$2,159,762	49.49%	50.51%
Pies, Meringue	0.86%	\$262,684	69.61%	30.39%
Pies, Pecan	1.98%	\$604,476	70.68%	29.32%
Pies, Specialty	4.49%	\$1,370,966	30.61%	69.39%
Pudding/Pudding Mix	4.55%	\$1,388,815	68.36%	31.64%
Soft Serve	2.44%	\$744,239	86.25%	13.75%
Specialty Desserts	0.13%	\$39,292	100.00%	0.00%
Turnovers	0.16%	\$48,876	100.00%	0.00%
Total Desserts				\$30,517,031

CATEGORY SALES:

\$30.52 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES:

2.17%

DISPOSABLES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bags, Paper	0.28%	\$11,781	100.00%	0.00%
Bags, Plastic	6.04%	\$258,247	58.94%	41.06%
Bowls, Foam	0.46%	\$19,860	85.47%	14.53%
Bowls, Paper	0.14%	\$5,941	100.00%	0.00%
Bowls, Plastic	0.78%	\$33,171	5.62%	94.38%
Carryout Container- (Plastic, Foam, Paper)	5.57%	\$238,057	41.20%	58.80%
Cups/Tumblers, Foam	4.62%	\$197,414	75.80%	24.20%
Cups/Tumblers, Molded Plastic	0.67%	\$28,748	50.88%	49.12%
Cups/Tumblers, Paper	3.85%	\$164,408	16.70%	83.30%
Disposable Supplies	6.87%	\$293,630	5.12%	94.88%
Flatware, Disposable	30.81%	\$1,316,523	30.15%	69.85%
Lids & Covers	1.59%	\$67,929	9.87%	90.13%
Paper Napkins	4.95%	\$211,440	71.24%	28.76%
Paper Placemats	0.00%	\$134	0.00%	100.00%
Plates, Foam	7.49%	\$320,025	73.21%	26.79%
Plates, Paper	1.59%	\$67,854	41.97%	58.03%

Disposables comprised 25 segments in 2018, the same number as in 2017, but down two from 27 in 2016, which was two fewer than 2015. Although the number of segments was constant, there was a change with Toothpicks & Party Picks joining the lineup, replacing Plates, Plastic. It ranks 11th in size, but its sales rank among the smallest of the Subsistence Prime Vendor categories at 30. The category deleted two segments in 2016, after adding two in 2015.

When ranked by dollar volume, Flatware, Disposable, has 30.81 percent of category sales (\$1.32 million). The category's next largest segments are Towels, Paper, Sheets, (9.88 percent of sales, \$422,011), and Table Coverings (9.29 percent of sales, \$396,704).

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DISPOSABLES (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Straws, Drinking	0.04%	\$1,498	12.75%	87.25%
Table Coverings	9.29%	\$396,704	0.00%	100.00%
Tea/Coffee Filters	0.06%	\$2,757	7.54%	92.46%
Toothpicks & Party Picks	0.00%	\$81	0.00%	100.00%
Towels, Paper, Sheets	9.88%	\$422,011	29.81%	70.19%
Wipes & Towels, Disposable	0.08%	\$3,385	100.00%	0.00%
Wraps, Aluminum	2.36%	\$100,937	68.83%	31.17%
Wraps, Plastic	2.51%	\$107,086	69.99%	30.01%
Wraps, Wax	0.07%	\$2,872	100.00%	0.00%
Total Disposables				\$4,272,492

CATEGORY SALES:
\$4.27 million

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

No segments were added or deleted in 2018, 2017, 2016, 2015, 2014 or 2013.

EGGS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Diced Eggs	0.43%	\$199,252	100.00%	0.00%
Egg Mixes	10.47%	\$4,830,942	100.00%	0.00%
Egg Substitutes/Product	4.71%	\$2,172,087	60.83%	39.17%
Egg Whites	7.13%	\$3,289,660	25.88%	74.12%
Egg, Patties	0.34%	\$155,128	96.88%	3.12%
Eggs In Shell (Lg, Med, Sm)	39.38%	\$18,169,448	33.27%	66.73%
Eggs, Scrambled	14.50%	\$6,689,933	28.25%	71.75%
Eggs, Whole	19.72%	\$9,099,104	79.51%	20.49%
Hard Cooked Eggs	1.34%	\$617,320	100.00%	0.00%
Omelettes	1.99%	\$916,151	81.56%	18.44%
Total Eggs				\$46,139,024

CATEGORY SALES:
\$46.14 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 3.28%**

ENTRÉES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Beef Bracirole	0.10%	\$52,165	100.00%	0.00%
Beef Chipped (Canned/Frozen)	2.60%	\$1,346,256	11.39%	88.61%
Beef, Prepared	3.11%	\$1,611,442	49.72%	50.28%
Breakfast Burrito	4.21%	\$2,179,043	50.21%	49.79%
Chicken, Prepared	13.62%	\$7,053,288	57.50%	42.50%
Chili, Entrées	3.06%	\$1,587,014	67.48%	32.52%
Entrées	1.42%	\$736,862	65.13%	34.87%
Fish/Seafood-Prepared/Frozen	0.16%	\$83,107	18.26%	81.74%
Macaroni & Cheese (Chill/Fresh/Dry/Mix/Frozen)	1.10%	\$572,028	70.01%	29.99%
Meal Kits	20.62%	\$10,683,140	87.21%	12.79%
Meatballs & Sauce, (Canned/Frozen)	0.09%	\$48,650	61.98%	38.02%
Meatballs, Sauceless (Canned/Frozen)	10.31%	\$5,338,096	40.14%	59.86%

Entrées is the eighth-largest subsistence prime vendor category by dollar volume for 2018, the same as in 2017 and 2016 after rising from ninth largest in 2015. It ranks eighth in assortment with 29 segments, one more than in 2017 with the addition of Turkey, Prepared (Canned/Frozen). The last lineup changes were in 2017 with the deletion of Casseroles and 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 (44.55 percent) of its total.

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ENTRÉES (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Meatloaf, Frozen	2.62%	\$1,355,976	65.93%	34.07%
Pasta, Prepared (Canned/Chilled/Fresh/Dry/Mix/Frozen)	1.03%	\$533,629	0.10%	99.90%
Peppersteak, Frozen	0.05%	\$27,448	100.00%	0.00%
Pizza, Frozen	7.64%	\$3,955,775	58.26%	41.74%
Pork, Prepared (Canned/Frozen)	3.84%	\$1,987,641	68.94%	31.06%
Pot Pies, Frozen	0.07%	\$35,459	99.93%	0.07%
Salisbury Steak, Frozen	5.94%	\$3,075,842	80.33%	19.67%
Sandwiches, Frozen	7.93%	\$4,109,081	56.15%	43.85%
Sausage & Gravy, Canned	1.62%	\$837,660	76.24%	23.76%
Sloppy Joe, Frozen	0.00%	\$473	100.00%	0.00%
Stew (Canned/Frozen)	0.58%	\$300,911	85.19%	14.81%
Stroganoff (Canned/Dry/Mix/Frozen)	0.83%	\$429,242	100.00%	0.00%
Stuffed Cabbage, Frozen	0.01%	\$4,981	100.00%	0.00%
Stuffed Peppers, Frozen	0.02%	\$11,268	100.00%	0.00%
Swiss Steak, Frozen	1.28%	\$660,722	85.16%	14.84%
Turkey, Prepared (Canned/Frozen)	0.00%	\$6	0.00%	100.00%
Vegetarian Entrée	6.15%	\$3,183,385	49.99%	50.01%
Total Entrées				\$51,800,586

CATEGORY SALES:

\$51.80 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 3.68%**

EQUIPMENT

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cutlery/Cutting Board	1.34%	\$644	0.00%	100.00%
Dispensers	2.65%	\$1,271	38.50%	61.50%
Equipment, Miscellaneous	24.70%	\$11,860	36.04%	63.96%
Grill Screens	25.17%	\$12,087	0.40%	99.60%
Kitchen Utensils	4.64%	\$2,228	17.25%	82.75%
Pan, Baking & Roasting	19.02%	\$9,132	80.66%	19.34%
Thermometers	23.83%	\$11,444	5.22%	94.78%
Total Equipment				\$48,021

Equipment comprises seven segments, one greater than in 2017 after two were deleted in 2015, reducing the lineup to six. Deleted were Cutlery/Cutting Board and Kitchen Equipment & Utensils. Added to the lineup in 2018 is Cutlery/Cutting Board.

CATEGORY SALES:

\$0.048 million

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

Ethnic Dishes comprises 15 segments, the same as in 2017, 2016 and 2015, but one fewer than 2014 and 2013. It ranks 19th in dollar volume and 18th largest in the number of segments among the 35 categories. Nearly two-thirds of sales (64.09 percent) come from four categories: Italian Food, Lasagna (Canned/Frozen), 24.02 percent; Mexican Foods, Tortillas (Frozen/Mix/Dry), 17.88 percent; Italian Foods, Tortellini,

ETHNIC DISHES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Chinese Foods (Canned/Chilled/Fresh/Frozen/Mix/Dry)	2.00%	\$367,951	63.84%	36.16%
Italian Food, Lasagna (Canned/Frozen)	24.02%	\$4,429,312	50.14%	49.86%
Italian Food, Manicotti-Frozen	5.32%	\$980,691	76.60%	23.40%
Italian Food, Ravioli (Canned/Frozen)	2.65%	\$489,074	63.28%	36.72%
Italian Foods, Cannelloni (Canned/Frozen)	0.02%	\$2,998	100.00%	0.00%
Italian Foods, Tortellini, Frozen	12.09%	\$2,229,045	47.02%	52.98%

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ETHNIC DISHES (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Mexican Foods, Refried Bean (Canned/Frozen/Mix/Dry)	5.50%	\$1,014,529	52.40%	47.60%
Mexican Foods, Tamales (Canned/Frozen)	2.30%	\$425,091	61.31%	38.69%
Mexican Foods, Taquitos (Frozen)	0.16%	\$28,790	100.00%	0.00%
Mexican Foods, Tortillas (Frozen/Mix/Dry)	17.88%	\$3,297,701	59.30%	40.70%
Mexican Foods, Burritos (Canned/Frozen/Mix/Dry)	10.10%	\$1,863,484	37.26%	62.74%
Mexican Foods, Chimichanga (Canned/Frozen)	1.55%	\$285,805	65.15%	34.85%
Mexican Foods, Enchiladas (Canned/Frozen)	9.21%	\$1,698,993	24.13%	75.87%
Mexican Foods, Taco Shells	2.59%	\$477,128	41.07%	58.93%
Polish Food, Pierogies	4.62%	\$851,903	52.34%	47.66%
Total Ethnic Dishes				\$18,442,495

Frozen, 10.82 percent; and Mexican Foods, Burritos (Canned/Frozen/Mix/Dry), 10.10 percent.

The category lineup was unchanged in 2018, 2017 and 2016 after deleting in 2015 Mexican Foods, Tacos (Canned/Frozen).

CATEGORY SALES:

\$18.44 Million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 1.31%

Fats, Shortenings & Oils contains the same nine segments as in 2017, 2016 and 2015. Nearly half of sales in the category (49.78 percent) is concentrated in two segments: Frying Fats, Shortenings, 27.08 percent, and Salad Oils, 22.70 percent. The next three segments make up a third of category sales.

FATS, SHORTENINGS & OILS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Fats, Shortenings & Oils	4.82%	\$693,006	17.25%	82.75%
Frying Fats, Shortenings	27.08%	\$3,891,537	28.15%	71.85%
General Purpose Fats/Shortenings	10.25%	\$1,472,284	20.11%	79.89%
Oil, Canola	12.69%	\$1,823,767	51.76%	48.24%
Oil, Olive	7.12%	\$1,023,054	69.37%	30.63%
Oil, Soybean	2.13%	\$306,386	100.00%	0.00%
Pan Coatings	11.40%	\$1,638,020	53.54%	46.46%
Salad Oils	22.70%	\$3,262,345	24.05%	75.95%
Vegetable Oil/Shortening	1.81%	\$259,792	83.98%	16.02%
Total Fats, Shortenings & Oils				\$14,370,192

CATEGORY SALES:

\$14.37 Million

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

FISH & SEAFOOD

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Catfish (Fresh, Frozen)	10.76%	\$9,912,258	42.63%	57.37%
Clams (Canned/Fresh/Frozen)	0.20%	\$187,572	70.01%	29.99%
Cod (Dried/Fresh/Frozen)	5.68%	\$5,233,106	72.51%	27.49%
Crab (Canned/Fresh/Frozen)	9.87%	\$9,093,330	29.95%	70.05%
Fish & Seafood	2.01%	\$1,848,097	0.03%	99.97%
Flounder (Fresh/Frozen)	0.00%	\$610	100.00%	0.00%
Halibut (Fresh/Frozen)	2.51%	\$2,316,380	52.88%	47.12%
Lobster (Fresh/Frozen)	7.39%	\$6,813,603	48.78%	51.22%
Pollack (Fresh/Frozen)	9.14%	\$8,421,776	59.88%	40.12%
Salmon (Canned/Fresh/Frozen)	13.00%	\$11,978,102	49.46%	50.54%
Scallops (Fresh/Frozen)	0.97%	\$896,299	61.55%	38.45%
Shrimp (Canned/Cooked/Frozen)	29.01%	\$26,734,976	33.14%	66.86%

Fish & Seafood is the fifth-largest category by dollar volume, slipping down from fourth in 2017 and back to where it ranked in 2016. Sales for the category rose to 6.55 percent of prime vendor purchases in 2018 from 6.52 percent in 2017, or a gain of \$3.098 million (3.48 percent) from \$89.044 million in 2017. It ranks 17th with 16 segments, the same as in 2017 when the total fell one after Oysters was deleted.

More than half of sales (52.77 percent) are concentrated into three segments: Shrimp (Canned/Cooked/Frozen), 29.01 percent; Salmon (Canned/Fresh/Frozen), 13.00 percent; and Catfish (Fresh, Frozen), 10.76 percent.

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CATEGORY SALES:

\$92.14 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 6.55%**

FISH & SEAFOOD (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Sole (Fresh/Frozen)	0.03%	\$27,065	0.00%	100.00%
Trout (Fresh/Frozen)	3.68%	\$3,392,929	2.49%	97.51%
Tuna (Canned/Fresh/Frozen)	5.65%	\$5,207,643	40.93%	59.07%
Whiting (Fresh/Frozen)	0.09%	\$79,074	61.81%	38.19%
Total Fish & Seafood				\$92,142,820

FOOD PRODUCTS, MISCELLANEOUS

Food Products, Miscellaneous comprises the same segments as in 2017, 2016, 2015, 2014 and 2013.

CATEGORY SALES:

\$7.06

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.50%**

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Baby Foods	9.93%	\$700,829	93.74%	6.26%
Food Products, Miscellaneous	0.57%	\$40,474	0.00%	100.00%
Ice	34.45%	\$2,431,632	0.85%	99.15%
Nutritional Supplements	55.04%	\$3,884,819	11.65%	88.35%
Total Food Products, Miscellaneous				\$7,057,754

Fruits is the seventh-largest category by dollar volume and comprises 34 segments, one less than the 35 it had in 2017, 2016, 2015 and 2014. It ranks fifth among the 35 categories when sorted by the number of segments, down from fourth in 2017. Sales rose 13.09 percent in 2018, or by \$7.76 million, from \$59.30 million in 2017. Deleted from this extensive assortment in 2018 is Prunes (Canned/Dried). Sales are spread across its segments with Melons (Canned/Fresh/Frozen) the leader with 21.82 percent of the category. After that, the next four of the top-five categories ranked by share make up 26.38 percent of sales and the next five are 21.77 percent.

FRUITS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Apples (Fresh/Canned/Dried/Frozen)	5.26%	\$3,530,198	12.14%	87.86%
Applesauce	1.79%	\$1,203,718	63.81%	36.19%
Apricots (Canned/Dried/Fresh/Frozen)	0.18%	\$121,401	65.88%	34.12%
Avocados (Canned/Fresh/Frozen)	2.30%	\$1,541,262	0.49%	99.51%
Bananas (Dried/Fresh/Frozen)	7.04%	\$4,720,731	1.76%	98.24%
Blackberries (Fresh/Canned/Dried/Frozen)	0.13%	\$84,976	27.96%	72.04%
Blueberries (Fresh/Canned/Dried/Frozen)	0.85%	\$572,483	46.82%	53.18%
Cherries (Dried/Canned/Fresh/Frozen)	0.11%	\$73,158	23.21%	76.79%
Coconut Products (Canned/Dried/Fresh/Frozen)	0.19%	\$126,529	55.41%	44.59%
Cranberries	0.66%	\$443,483	64.88%	35.12%
Cranberry Sauce	0.30%	\$203,307	47.04%	52.96%
Fruit Cocktail (Canned/Fresh/Frozen)	2.95%	\$1,979,833	63.16%	36.84%
Fruits, Other	1.28%	\$856,473	4.28%	95.72%
Grapefruit (Fresh/Frozen/Canned/Refrigerated/Glass Jars)	1.19%	\$795,347	0.70%	99.30%
Grapes (Fresh/Frozen/Canned)	5.45%	\$3,655,558	4.82%	95.18%
Kiwifruit	1.85%	\$1,240,945	0.22%	99.78%
Lemons	2.99%	\$2,003,933	0.50%	99.50%
Limes	0.24%	\$160,647	0.90%	99.10%
Mangoes (Fresh/Frozen/Canned)	3.23%	\$2,166,469	1.63%	98.37%
Melons (Canned/Fresh/Frozen)	21.82%	\$14,634,515	0.62%	99.38%
Mixed Fruits (Canned/Dried/Fresh/Frozen)	1.50%	\$1,009,137	92.00%	8.00%
Nectarines, Fresh	1.61%	\$1,080,567	0.04%	99.96%
Olives (Canned/Frozen)	3.85%	\$2,584,156	28.65%	71.35%
Oranges (Fresh/Canned/Frozen/Mandarin/Refrigerated/Glass)	3.99%	\$2,673,190	32.08%	67.92%
Papayas (Canned/Dried/Fresh/Frozen)	0.42%	\$280,097	0.00%	100.00%
Peaches (Dried/Canned/Fresh/Frozen)	4.97%	\$3,334,882	44.55%	55.45%
Pears (Dried/Canned/Fresh/Frozen)	3.69%	\$2,477,232	42.70%	57.30%

—Continued

FRUITS (continued)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Pineapple (Dried/Canned/Fresh/Frozen/Refrigerated/Glass Jars)	8.21%	\$5,507,579	20.40%	79.60%
Plantains	0.03%	\$21,153	66.60%	33.40%
Plums (Frozen/Fresh/Canned)	1.98%	\$1,325,761	1.13%	98.87%
Raisins	2.28%	\$1,526,618	68.93%	31.07%
Raspberries (Canned/Dried/Fresh/Frozen)	0.31%	\$207,695	5.32%	94.68%
Strawberries (Dried/Frozen/Fresh/Canned)	5.67%	\$3,804,773	6.23%	93.77%
Tangerines (Fresh)	1.66%	\$1,115,861	0.00%	100.00%
Total Fruits		\$67,063,666		

CATEGORY SALES:

\$67.06 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE

SALES: 4.77%

This compact category of common favorites carries over the assortment from 2017. Honey and peanut butter have the largest shares of sales in the category, combining for 96.27 percent of the total.

CATEGORY SALES:

\$2.45 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE

SALES: 0.11%

JAMS, JELLIES & SPREADS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cheese Spreads, Various	0.00%	\$72	100.00%	0.00%
Honey	51.59%	\$1,266,350	56.10%	43.90%
Jam/Marmalade	0.06%	\$1,458	100.00%	0.00%
Jams, Jellies & Spreads	1.83%	\$44,830	40.22%	59.78%
Jelly	1.84%	\$45,214	69.26%	30.74%
Peanut Butter	44.68%	\$1,096,807	82.22%	17.78%
Total Jams, Jellies & Spreads		\$2,454,730		

MEAT

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Beef, General	5.22%	\$14,690,765	39.32%	60.68%
Beef, Ground (Boxed/Fresh/Frozen)	8.65%	\$24,341,388	50.30%	49.70%
Beef, Liver (Boxed/Frozen)	0.00%	\$4,358	100.00%	0.00%
Beef, Other Cuts	4.52%	\$12,721,036	44.36%	55.64%
Beef, Patties (Boxed/Fresh/Frozen)	7.52%	\$21,149,268	59.24%	40.76%
Beef, Precooked	0.00%	\$5,885	100.00%	0.00%
Beef, Ribs	1.39%	\$3,898,272	14.78%	85.22%
Beef, Roasts	1.65%	\$4,636,966	23.71%	76.29%
Beef, Rolls (Boxed/Frozen)	2.29%	\$6,443,017	90.28%	9.72%
Beef, Rounds (Boxed/Frozen)	3.62%	\$10,184,455	39.02%	60.98%
Beef, Steaks (Fresh/Boxed/Frozen)	19.49%	\$54,803,095	31.93%	68.07%
Beef, Stew Meat (Boxed/Fresh/Frozen)	4.09%	\$11,504,587	39.65%	60.35%
Deli Items, Bologna	0.18%	\$497,996	38.34%	61.66%
Deli Items, Breakfast Sausage	1.62%	\$4,556,633	55.03%	44.97%
Deli Items, Corn Dogs	0.83%	\$2,335,014	38.60%	61.40%
Deli Items, Corned Beef	1.31%	\$3,673,146	40.63%	59.37%
Deli Items, Frankfurters	1.87%	\$5,253,111	39.45%	60.55%
Deli Items, General	0.04%	\$119,824	79.30%	20.70%
Deli Items, Ham	1.16%	\$3,267,798	50.48%	49.52%
Deli Items, Hot Sausage	0.01%	\$15,179	100.00%	0.00%
Deli Items, Italian Sausage	0.51%	\$1,427,514	56.35%	43.65%
Deli Items, Pastrami	0.40%	\$1,135,388	21.05%	78.95%

Meat is the largest category when ranked by dollar volume in 2018 and sales grew 1.46 percent (\$4.06 million) for the year from 2017. 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 (39.28 percent, \$110.48 million) is concentrated into three categories: Beef, Steaks (Fresh/Boxed/Frozen), 19.49 percent; Pork, Bacon, 11.14 percent; and Beef Ground (Boxed/Fresh/Frozen), 8.65 percent. All segments carry over from 2017, 2016, 2015 and 2014. The most recent addition to the category is Veal, Cutlets (Boxed/Frozen) in 2015.

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MEAT (continued)				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Deli Items, Pepperoni	0.30%	\$845,135	50.53%	49.47%
Deli Items, Polish Sausage	0.21%	\$582,417	51.86%	48.14%
Deli Items, Poultry Products	1.35%	\$3,787,173	89.26%	10.74%
Deli Items, Roast Beef	1.00%	\$2,826,092	59.14%	40.86%
Deli Items, Salami	0.30%	\$830,189	35.79%	64.21%
Deli Items, Sausage	3.22%	\$9,060,670	48.51%	51.49%
Deli Items, Smoked Meats	0.01%	\$19,760	85.71%	14.29%
Deli Items, Specialty	0.14%	\$393,742	98.25%	1.75%
Lamb, General	0.76%	\$2,143,709	0.90%	99.10%
Pork, Bacon	11.14%	\$31,333,569	48.56%	51.44%
Pork, Canadian Bacon	0.42%	\$1,186,859	71.08%	28.92%
Pork, Chops (Fresh/Boxed/Frozen)	2.77%	\$7,795,503	38.02%	61.98%
Pork, General	1.30%	\$3,653,683	57.37%	42.63%
Pork, Ham	2.57%	\$7,240,178	51.94%	48.06%
Pork, Links (Apple/Cinn/Frozen)	0.12%	\$329,383	99.76%	0.24%
Pork, Loin	2.33%	\$6,546,172	67.68%	32.32%
Pork, Patties	0.10%	\$285,587	100.00%	0.00%
Pork, Precooked	0.06%	\$164,922	27.07%	72.93%
Pork, Ribs	3.85%	\$10,825,012	36.40%	63.60%
Pork, Roasts	0.42%	\$1,174,261	2.29%	97.71%
Veal, Cutlets (Boxed/Frozen)	0.00%	\$394	100.00%	0.00%
Veal, General	0.89%	\$2,493,132	38.88%	61.12%
Veal, Patties	0.38%	\$1,062,581	95.58%	4.42%
Total Meat			\$281,244,815	

CATEGORY SALES:
\$281.24 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 20.00%**

NON-DAIRY PRODUCTS, SUBSTITUTES				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Butter Substitutes	0.22%	\$16,678	100.00%	0.00%
Creamers (Non-Dairy)	2.66%	\$197,869	100.00%	0.00%
Dairy/Dairy Substitutes	66.90%	\$4,984,586	45.26%	54.74%
Margarine	24.26%	\$1,807,928	44.26%	55.74%
Whipped Topping (Non-Dairy)	5.96%	\$443,821	31.67%	68.33%
Total Non-Dairy Products, Substitutes			\$7,450,880	

Non-Dairy Products Substitutes is unchanged for 2018.

CATEGORY SALES:
\$7.45 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.53%**

SPV MARKET TRENDS

Nuts comprises the same set of nine segments as in 2017, 2016, 2015, 2014 and 2013.

NUTS				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Almonds	4.09%	\$277,234	33.00%	67.00%
Cashews	1.72%	\$116,493	40.95%	59.05%
Mixed Nuts	64.36%	\$4,366,653	30.57%	69.43%
Nuts, Other	0.00%	\$128	100.00%	0.00%
Peanuts	1.07%	\$72,467	55.44%	44.56%
Pecans	12.28%	\$833,017	59.15%	40.85%
Pistachios	0.16%	\$10,940	80.50%	19.50%
Sunflower Seeds	7.94%	\$538,782	96.06%	3.94%
Walnuts	8.39%	\$568,912	33.28%	66.72%
Total Nuts				\$6,784,627

CATEGORY SALES:

\$6.78 million

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

PASTA, DRY & FROZEN

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Egg Noodles (Dry/Frozen)	22.78%	\$1,456,465	53.45%	46.55%
Fettuccine (Dry/Frozen)	1.60%	\$102,304	55.09%	44.91%
Lasagna (Dry/Frozen)	2.24%	\$143,120	74.25%	25.75%
Linguini (Dry/Frozen)	1.52%	\$97,005	85.97%	14.03%
Macaroni (Dry/Frozen)	20.00%	\$1,278,670	63.99%	36.01%
Mostaccioli (Dry/Frozen)	0.20%	\$12,963	100.00%	0.00%
Pasta (Flavored/Dry)	14.47%	\$925,266	64.72%	35.28%
Pasta Sheets (Dry/Frozen)	0.00%	\$40	100.00%	0.00%
Pasta Shells (Dry/Frozen)	0.53%	\$34,054	71.06%	28.94%
Penne (Dry/Frozen)	8.58%	\$548,612	62.47%	37.53%
Rigatoni (Dry/Frozen)	0.20%	\$12,848	100.00%	0.00%
Spaghetti (Dry/Frozen)	25.06%	\$1,602,786	52.10%	47.90%
Specialty Pasta (Dry/Frozen)	1.12%	\$71,853	67.03%	32.97%
Vermicelli (Dry/Frozen)	0.58%	\$37,074	3.81%	96.19%
Ziti (Dry/Frozen)	1.12%	\$71,719	95.21%	4.79%
Total Pasta, Dry & Frozen				\$6,394,780

Pasta, Dry & Frozen comprised the same 15 segments in 2018 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), 25.06 percent; Egg Noodles (Dry/Frozen), 22.78 percent; Macaroni (Dry/Frozen), 20.00 percent; and Pasta (Flavored/Dry), 14.47 percent. Combined the four are 82.31 percent of sales for the category.

CATEGORY SALES:

\$6.39 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.45%**

PORTION PACKS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Cocoa (Portion Packs)	1.49%	\$502,723	37.06%	62.94%
Coffee/Decaf-Portion Pack	0.85%	\$288,890	66.46%	33.54%
Condiments-Portion Packs	19.38%	\$6,561,486	55.95%	44.05%
Crackers/Bread Products	0.04%	\$12,520	100.00%	0.00%
Dairy/Dairy Subs, Portion Packs	19.64%	\$6,647,131	44.91%	55.09%
Jams/Jelly/Honey Spread, Portion Packs	30.56%	\$10,345,136	67.41%	32.59%
Juices/Drinks (Portion Packs)	4.63%	\$1,565,716	5.20%	94.80%
Portion Packs	0.14%	\$46,768	100.00%	0.00%
Salad Dressings, Portion Packs	19.90%	\$6,737,312	57.06%	42.94%
Sauces (Portion Packs)	3.38%	\$1,143,617	40.78%	59.22%
Soups (Portion Packs)	0.00%	\$151	100.00%	0.00%
Total Portion Packs				\$33,851,449

Portion Packs comprises the same 11 segments as in 2017, 2016, 2015, 2014 and 2013. The most recent change in the category lineup was the addition of Soups (Portion Packs) in 2013.

CATEGORY SALES:

\$33.85

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE

SALES: 2.41%

Potatoes comprised the same 12 segments as in 2017, 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 63.16 percent of category sales compared with 22.95 percent for the two next largest segments, Potatoes, Whole, (13.56 percent) and Potatoes, Mashed Instant/Dry, (9.39 percent), which 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	0.20%	\$70,422	41.82%	58.18%
Potatoes	0.99%	\$343,438	9.61%	90.39%
Potatoes Au Gratin (Frozen/Mix/Dry)	0.10%	\$33,357	100.00%	0.00%
Potatoes, Diced	5.17%	\$1,800,614	65.02%	34.98%
Potatoes, French Fries, Frozen	34.63%	\$12,061,205	57.58%	42.42%
Potatoes, Hash Brown (Fresh/Frozen/Mix)	28.53%	\$9,934,660	56.45%	43.55%
Potatoes, Mashed Instant/Dry	9.39%	\$3,271,424	60.32%	39.68%
Potatoes, Scalloped	0.26%	\$90,774	100.00%	0.00%
Potatoes, Seasoned Fries, Frozen	0.07%	\$25,021	31.13%	68.87%
Potatoes, Sliced (Canned/Frozen/Mix/Dry)	2.44%	\$848,264	85.21%	14.79%
Potatoes, Sweet/Yams (Canned/Fresh/Frozen/Mix/Dry)	4.67%	\$1,625,524	35.90%	64.10%
Potatoes, Whole	13.56%	\$4,721,134	3.35%	96.65%
Total Potatoes				\$34,825,839

CATEGORY SALES:

\$34.83 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE

SALES: 2.48%

SPV MARKET TRENDS

POULTRY

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Chicken (Breaded/Frozen/Precooked/ Ground)	9.15%	\$13,972,869	59.33%	40.67%
Chicken Breasts (Frozen/Refrigerated)	28.67%	\$43,759,593	48.05%	51.95%
Chicken Patties (Frozen/Refrigerated)	1.29%	\$1,964,888	51.47%	48.53%
Chicken Pieces (Frozen/Gasflushed/ Refrigerated)	36.58%	\$55,845,707	34.01%	65.99%
Chicken, Diced	2.13%	\$3,258,961	56.29%	43.71%
Chickens, Whole (Frozen/Refrigerated)	0.23%	\$345,447	64.67%	35.33%
Duck (Frozen/Refrigerated)	0.02%	\$29,196	15.99%	84.01%
Poultry Franks	0.06%	\$97,128	85.30%	14.70%
Poultry, Pulled Meat (Frozen)	0.71%	\$1,087,925	26.51%	73.49%
Rock Cornish Hen (Frozen/Refrigerated)	3.17%	\$4,840,344	14.58%	85.42%
Turkey	0.00%	\$5,122	100.00%	0.00%
Turkey Breast (Frozen/Refrigerated)	5.32%	\$8,116,191	40.62%	59.38%
Turkey Ham (Frozen)	0.01%	\$17,437	100.00%	0.00%
Turkey Roast (Frozen/Refrigerated)	3.44%	\$5,254,036	58.31%	41.69%
Turkey Roll (Frozen/Refrigerated)	0.00%	\$4,055	100.00%	0.00%
Turkey Sausage	4.29%	\$6,552,503	56.01%	43.99%
Turkey, Diced (Frozen/Refrigerated)	0.20%	\$307,168	84.92%	15.08%
Turkey, Ground (Boxed/Frozen)	1.18%	\$1,795,820	69.06%	30.94%
Turkey, Patties (Frozen)	1.22%	\$1,868,547	31.67%	68.33%
Turkey, Pieces (Frozen)	0.02%	\$30,595	62.55%	37.45%
Turkey, Whole (Frozen/Refrigerated)	0.58%	\$879,657	21.93%	78.07%
Turkey/Chicken Bacon	1.71%	\$2,614,089	48.38%	51.62%
Total Poultry				\$152,647,278

Poultry is the third-largest category by dollar volume and comprised 22 segments in 2018, one less than in 2017, 2016, 2015 and 2014. Deleted in 2018 was Chicken Cutlets (Frozen/Refrigerated). Sales rose \$4.48 million to \$152.65 million for 2018 from \$148.17 million in 2017, a gain of 3.02 percent. The largest of the Poultry segments is Chicken Pieces (Frozen/Gasflushed/Refrigerated) with 36.58 percent of sales followed by Chicken Breasts (Frozen/Refrigerated) in second with 28.67 percent and Chicken (Breaded/Frozen/Precooked/Ground) in third with 9.15 percent. Combined, these three segments are 74.40 percent of the category's dollar volume.

CATEGORY SALES:

\$152.65 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES:

10.86%

Lineup for 2018 comprises seven segments, down one from 2017 with the deletion of Rice, Instant. The last change was made in 2014.

CATEGORY SALES:

\$13.70 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES:

0.97%

RICE

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Pilaf	1.65%	\$226,631	82.40%	17.60%
Rice, Brown	14.02%	\$1,921,984	61.81%	38.19%
Rice, Ethnic Flavors	1.56%	\$213,635	72.90%	27.10%
Rice, Flavored	25.46%	\$3,488,971	29.97%	70.03%
Rice, Parboiled	27.12%	\$3,716,786	50.93%	49.07%
Rice, White	21.56%	\$2,955,175	8.54%	91.46%
Rice, Wild	8.62%	\$1,180,886	80.50%	19.50%
Total Rice				\$13,704,067

SALAD DRESSINGS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
1000 Island Dressing	9.85%	\$484,229	62.03%	37.97%
Bleu Cheese Salad Dressing	8.00%	\$392,999	68.89%	31.11%
Buttermilk Salad Dressing	0.19%	\$9,501	100.00%	0.00%
Caesar Salad Dressing	9.67%	\$475,211	71.90%	28.10%
Dressing, Slaw	0.52%	\$25,627	89.01%	10.99%
French Salad Dressing	5.83%	\$286,390	68.82%	31.18%
Italian Salad Dressing	16.19%	\$796,065	53.70%	46.30%
Ranch Salad Dressing	31.32%	\$1,539,772	69.67%	30.33%
Salad Dressing	9.92%	\$487,726	74.65%	25.35%
Vinaigrette Salad Dressing	8.50%	\$417,984	58.21%	41.79%
Total Salad Dressings				\$4,915,505

Salad Dressing comprised the same 10 segments that made up the category in 2017, 2016, 2015, 2014 and 2013. Ranch Salad Dressing is the category leader with 31.32 percent of sales, followed by Italian Salad Dressing (16.19 percent).

CATEGORY SALES:

\$4.92 million

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

Salads, Prepared, comprises 13 segments, one less than in 2017. Ham Salad is deleted after being added to the assortment in 2015. Prior to that the lineup was last revised in 2013 when Egg Salad and Salads (Prepared) each joined the category in 2013. Traditional favorites Potato Salad and Macaroni Salad are the category leaders, combining for 49.78 percent of its sales, followed by Fruit Salad (13.78 percent) and Pasta Salad (12.95 percent).

SALADS, PREPARED

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bean Salad	3.16%	\$96,489	71.53%	28.47%
Chicken Salad	3.23%	\$98,609	100.00%	0.00%
Coleslaw	7.91%	\$241,280	99.18%	0.82%
Egg Salad	0.13%	\$3,985	100.00%	0.00%
Fruit Salad	13.78%	\$420,691	100.00%	0.00%
Garden Salad	0.02%	\$520	100.00%	0.00%
Macaroni Salad	20.86%	\$636,634	100.00%	0.00%
Pasta Salad	12.95%	\$395,175	100.00%	0.00%
Potato Salad	28.92%	\$882,793	100.00%	0.00%
Salads (Prepared)	1.41%	\$43,112	100.00%	0.00%
Seafood/Shrimp Salad	0.34%	\$10,494	100.00%	0.00%
Tuna Salad	4.70%	\$143,418	100.00%	0.00%
Vegetable Salad	2.59%	\$79,026	40.76%	59.24%
Total Salads, Prepared				\$3,052,224

CATEGORY SALES:

\$3.05 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES: 0.22%

SAUCES & BASES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Alfredo Sauce	3.09%	\$642,669	57.52%	42.48%
Barbecue Sauce	15.47%	\$3,222,452	36.90%	63.10%
Beef Base	4.79%	\$997,022	71.73%	28.27%
Browning Sauces	0.10%	\$21,797	66.84%	33.16%
Cheese Sauce	11.04%	\$2,298,511	36.12%	63.88%
Chicken Base	10.79%	\$2,246,870	42.03%	57.97%
Clam Base	0.00%	\$816	100.00%	0.00%
Enchilada Sauce	1.44%	\$300,126	39.26%	60.74%
Gravy	11.15%	\$2,321,838	60.46%	39.54%
Ham Base	0.18%	\$37,096	84.11%	15.89%
Hollandaise Sauce	0.01%	\$1,919	100.00%	0.00%
Marinade/Glaze	0.00%	\$329	100.00%	0.00%
Marinara Sauce	5.87%	\$1,222,625	72.12%	27.88%
Pesto Sauce	0.73%	\$151,866	98.21%	1.79%
Picante Sauce	1.82%	\$378,667	81.37%	18.63%
Pizza Sauce	2.48%	\$516,873	68.41%	31.59%
Pork Base	0.01%	\$2,136	100.00%	0.00%
Sauces & Bases	1.20%	\$249,396	55.28%	44.72%
Seafood Sauce	0.03%	\$5,618	91.48%	8.52%
Soup Base	0.61%	\$126,935	22.00%	78.00%
Spaghetti Sauce	1.75%	\$364,872	48.44%	51.56%
Specialty Sauces	2.66%	\$554,929	52.97%	47.03%
Steak Sauce	9.35%	\$1,946,788	34.65%	65.35%
Sweet & Sour Sauce	1.58%	\$328,442	58.51%	41.49%
Teriyaki Sauce	2.32%	\$483,345	40.28%	59.72%
Tomato Paste	6.85%	\$1,426,444	41.04%	58.96%
Tomato Sauce	3.95%	\$821,991	22.79%	77.21%
Turkey Base	0.01%	\$2,219	100.00%	0.00%
Vegetarian Base	0.43%	\$88,969	94.68%	5.32%
White Sauce	0.30%	\$62,086	65.83%	34.17%
Total Sauces & Base				\$20,825,644

Sauces & Bases comprised 30 segments in 2018, the same quantity and assortment as in 2017 and 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 57.80 percent of sales in the category.

CATEGORY SALES:

\$20.83 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE SALES:

1.48%

Snack Foods is the 13th-largest category when ranked by dollar volume in 2018. It ranked as high as 12th largest in 2016 and as low as 15th largest in 2015. Its lineup of 11 segments are unchanged from since 2012.

CATEGORY SALES:

\$33.40 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 2.38%**

SNACK FOODS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bar Snacks	56.26%	\$18,792,098	50.35%	49.65%
Candy (Snack Foods)	2.10%	\$700,627	43.63%	56.37%
Cookies, Ready-To-Eat	6.59%	\$2,202,219	80.03%	19.97%
Corn/Tortilla Chips	5.11%	\$1,705,252	45.60%	54.40%
Crackers (Snack Foods)	3.95%	\$1,317,782	77.46%	22.54%
Marshmallows	0.42%	\$140,606	59.27%	40.73%
Popcorn	0.29%	\$98,337	67.89%	32.11%
Potato Chips (Snack Foods)	19.92%	\$6,654,730	49.33%	50.67%
Pretzels	1.07%	\$358,523	70.48%	29.52%
Snack Mixes	3.54%	\$1,181,698	89.53%	10.47%
Specialty Snack Foods	0.75%	\$251,368	75.77%	24.23%
Total Snack Foods			\$33,403,241	

SOUPS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Bean Soup (Canned/Frozen/Mix/Dry)	0.92%	\$79,952	90.18%	9.82%
Beef Broth (Low-Sodium/Canned/Frozen/Mix/Dry)	0.00%	\$339	100.00%	0.00%
Beef Soup (Canned/Frozen/Low-Sodium/Mix/Dry)	13.21%	\$1,150,619	45.64%	54.36%
Bouillon (Low-Sodium, Mix/Dry)	0.07%	\$5,936	100.00%	0.00%
Broccoli Soup (Canned/Frozen/Mix/Dry)	7.02%	\$611,612	73.41%	26.59%
Cheese Soup	0.01%	\$968	100.00%	0.00%
Chicken Broth (Low-Sodium/Canned/Frozen/Mix/Dry)	2.96%	\$257,801	99.44%	0.56%
Chicken Soup (Canned/Frozen/Low-Sodium/Mix/Dry)	26.50%	\$2,308,639	63.10%	36.90%
Chili Soup (Canned/Frozen/Mix/Dry)	0.02%	\$1,436	100.00%	0.00%
Chowder, Clam	7.37%	\$641,591	55.66%	44.34%
Chowder, Corn	0.09%	\$7,563	100.00%	0.00%
Chowder, Manhattan	0.05%	\$4,394	100.00%	0.00%
Chowder, New England (Canned/Frozen/Mix/Dry)	0.96%	\$83,708	96.47%	3.53%
Cream Soup (Canned/Frozen/Low-Sodium/Mix/Dry)	0.00%	\$35	100.00%	0.00%
Gumbo (Canned/Frozen/Mix/Dry)	3.96%	\$345,195	71.43%	28.57%
Lentil Soup (Canned/Frozen/Mix/Dry)	2.40%	\$209,174	1.45%	98.55%
Minestrone (Canned/Frozen/Mix/Dry)	8.41%	\$732,525	47.22%	52.78%
Mushroom Soup (Canned/Frozen/Mix/Dry)	5.84%	\$508,823	52.44%	47.56%
Onion Soup (Canned/Frozen/Mix/Dry)	0.37%	\$31,936	87.54%	12.46%
Pea Soup (Canned/Frozen/Mix/Dry)	0.39%	\$34,006	72.71%	27.29%

Soups ranks 12th among the 35 Prime Vendor categories in the number of segments it contains. It comprised 25 segments in 2018, the same quantity and assortment as in 2017, 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/Mix/Dry) and Beef Soup (Canned/Frozen/Low-Sodium/Mix/Dry), which make up 39.71 percent of the total. Otherwise, sales are spread across the many remaining segments.

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CATEGORY SALES:
\$8.71 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.62%**

SOUPS (continued)				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Potato Soup (Canned/Frozen/Mix/Dry)	3.43%	\$298,763	80.67%	19.33%
Seafood Bisques (Frozen)	0.04%	\$3,233	100.00%	0.00%
Soups	3.12%	\$271,600	40.01%	59.99%
Tomato Soup (Canned/Frozen/Low-Sodium/Mix/Dry)	6.90%	\$601,433	47.80%	52.20%
Vegetable Soup (Canned/Frozen/Mix/Dry)	5.97%	\$519,973	44.20%	55.80%
Total Soups				\$8,711,254

SPICES & SEASONINGS

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Capers	0.01%	\$1,613	100.00%	0.00%
Chili Peppers	0.28%	\$31,129	87.41%	12.59%
Chili Powder	2.35%	\$262,249	36.67%	63.33%
Cinnamon	1.25%	\$139,089	39.56%	60.44%
Cloves	0.44%	\$48,840	27.88%	72.12%
Ethnic Spices & Seasonings	9.25%	\$1,030,002	35.94%	64.06%
Extracts	1.50%	\$166,579	54.73%	45.27%
Flavor Enhancers	0.21%	\$23,594	51.80%	48.20%
Lemon Flavoring	0.03%	\$3,407	100.00%	0.00%
Old Bay Spice	0.82%	\$91,887	66.65%	33.35%
Oregano	1.32%	\$146,527	40.77%	59.23%
Paprika Spice/Paste	5.31%	\$591,532	24.17%	75.83%
Pepper (Spices)	25.56%	\$2,847,734	45.92%	54.08%
Sage	0.04%	\$4,883	69.04%	30.96%
Salt (Spices)	3.69%	\$410,773	44.52%	55.48%
Seasoned Salt	1.19%	\$132,279	96.00%	4.00%
Sesame Seed	0.35%	\$38,901	48.73%	51.27%
Spice Mixes/Blends	3.50%	\$389,910	39.52%	60.48%
Spice, Basil	0.92%	\$102,160	51.78%	48.22%
Spice, Bay Leaves	0.60%	\$66,998	31.94%	68.06%
Spice, Celery Salt	0.03%	\$2,872	100.00%	0.00%
Spice, Celery Seed	0.01%	\$1,237	100.00%	0.00%
Spice, Chives	0.10%	\$11,181	79.42%	20.58%
Spice, Cilantro	0.24%	\$26,386	55.07%	44.93%
Spice, Garlic	28.46%	\$3,170,774	36.87%	63.13%
Spice, Ginger	2.74%	\$305,374	18.74%	81.26%
Spices & Seasonings	9.80%	\$1,092,052	52.83%	47.17%
Tenderizers	0.00%	\$216	100.00%	0.00%
Total Spices & Seasonings				\$11,140,177

Spices & Seasonings has the ninth-largest assortment of segments with 28, the same as in 2017, 2016 and 2015 when the category added Lemon Flavoring and Tenderizers. More than half of sales (54.02 percent) are concentrated in two segments: Spice, Garlic, and Pepper (Spices). Otherwise, sales are spread across the remaining segments.

CATEGORY SALES:
\$11.14 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE
SALES: 0.79%**

Supplies comprised 18 segments in 2018, two more than in 2017. Expanding the lineup were Filters, Paper, and Pot Holders/Oven Mitts. No other changes were made to the assortment. The lineup last changed in 2016 with the deletion of Bathroom Soaps and Filters, Paper. Sales leaders in the category are Decorations (33.34 percent) and Gloves (18.32 percent) for a combined share of 51.66 percent of the total.

CATEGORY SALES:

\$0.48 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE**

SALES: 0.03%

SUPPLIES				
CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Brooms	0.03%	\$136	15.51%	84.49%
Brushes	0.36%	\$1,712	6.63%	93.37%
Caps & Hats	0.68%	\$3,215	0.00%	100.00%
Cleaners, All Purpose	6.56%	\$31,152	13.63%	86.37%
Cleaners, Oven	0.20%	\$964	81.49%	18.51%
Decorations	33.34%	\$158,415	0.00%	100.00%
Detergents, Dish	10.70%	\$50,852	30.31%	69.69%
Detergents, General Purpose	0.33%	\$1,580	100.00%	0.00%
Detergents, Laundry	2.19%	\$10,403	0.96%	99.04%
Filters, Paper	0.03%	\$145	100.00%	0.00%
Garbage Cans	0.08%	\$394	0.00%	100.00%
Gloves	18.32%	\$87,054	6.25%	93.75%
Hairnets	0.79%	\$3,746	46.01%	53.99%
Mops	1.96%	\$9,327	0.70%	99.30%
Personal Care Products	7.75%	\$36,830	3.37%	96.63%
Pot Holders/Oven Mitts	0.04%	\$175	0.00%	100.00%
Sponges/Pads	4.75%	\$22,566	3.41%	96.59%
Supplies, Miscellaneous	11.89%	\$56,523	34.76%	65.24%
Total Supplies				\$475,189

UGRA (UNITIZED GROUP RATIOS)

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
UGRA	100.00%	\$3,439,619	0.99%	99.01%
Total UGRA				\$3,439,619

CATEGORY SALES:

\$3.4 million

**SHARE OF DLA TROOP
SUPPORT TOTAL PRIME
VENDOR SUBSISTENCE**

SALES: 0.24%

Vegetables is the fourth-largest category when ranked by dollar volume, moving back up from fifth in 2017 and returning to the ranking position it held in 2016 and 2015. Sales rose 6.64 percent in 2018, a gain of \$5.8 million over its 2017 total of \$87.49 million. It contains the most segments, 61, among the 35 subsistence prime vendor categories. The lineup is unchanged from 2017. Sales in the category are widely spread with no one segment scoring over 10 percent. Leading the category is Tomatoes (Fresh/Canned/Dry/Frozen) with 9.35 percent of sales, followed by Mixed Vegetables (Canned/Fresh/Frozen) with 7.52 percent, Broccoli (Canned/Fresh/Frozen) with 7.18 percent, Lettuce with 7.08 percent, and Peppers

VEGETABLES

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Artichokes (Dry/Fresh/Canned/Frozen)	0.00%	\$666	82.52%	17.48%
Asparagus (Fresh/Canned/Frozen)	3.75%	\$3,502,198	15.85%	84.15%
Bamboo Shoots (Canned)	0.00%	\$1,698	49.86%	50.14%
Bean Sprouts (Canned)	0.16%	\$150,377	40.49%	59.51%
Beans, Baked (Canned/Frozen)	0.39%	\$368,223	97.48%	2.52%
Beans, Black (Canned/Dry/Frozen)	0.69%	\$641,278	58.33%	41.67%
Beans, Garbanzo (Canned/Dry/Frozen)	0.79%	\$734,885	26.25%	73.75%
Beans, Great Northern	0.09%	\$81,724	55.28%	44.72%
Beans, Green (Canned/Dry/Fresh/Frozen)	4.06%	\$3,787,635	57.42%	42.58%
Beans, Kidney (Canned/Dry/Frozen)	1.45%	\$1,352,424	43.66%	56.34%
Beans, Lima (Canned/Dry/Fresh/Frozen)	0.50%	\$469,026	82.04%	17.96%
Beans, Navy (Canned/Dry/Frozen)	0.04%	\$34,662	100.00%	0.00%
Beans, Pinto (Canned/Dry/Frozen)	0.77%	\$717,154	39.24%	60.76%
Beans, Pork & (Canned/Frozen)	0.92%	\$861,273	47.34%	52.66%

—Continued

SPV MARKET TRENDS

VEGETABLES (continued)

(Fresh/Canned/Dry/Frozen/Glass Jars) with 6.36 percent. Combined, the five segments are more than a third, 37.49 percent, of sales in this diverse category.

CLASS	SHARE OF CATEGORY	DOLLAR VOLUME	CONUS PERCENT	OCONUS PERCENT
Beans, Specialty	0.01%	\$10,107	56.86%	43.14%
Beans, Wax (Canned/Fresh/Frozen)	0.08%	\$73,656	75.40%	24.60%
Beans, White (Canned/Dry/Frozen)	0.67%	\$621,298	7.52%	92.48%
Beets (Canned/Fresh/Frozen)	0.24%	\$219,337	59.02%	40.98%
Broccoli (Canned/Fresh/Frozen)	7.18%	\$6,697,455	36.58%	63.42%
Brussels Sprouts (Fresh/Canned/Frozen)	0.85%	\$790,012	57.64%	42.36%
Cabbage (Fresh/Canned/Frozen)	2.35%	\$2,188,348	0.46%	99.54%
Carrots (Fresh/Canned/Frozen)	4.50%	\$4,199,591	35.86%	64.14%
Cauliflower (Fresh/Canned/Frozen)	3.16%	\$2,944,258	40.62%	59.38%
Celery (Fresh/Frozen)	1.24%	\$1,160,937	0.68%	99.32%
Cilantro (Fresh)	0.10%	\$92,851	0.68%	99.32%
Corn (Fresh/Canned/Frozen/Dry)	4.25%	\$3,966,435	61.95%	38.05%
Corn, Baby (Canned)	0.00%	\$1,932	0.00%	100.00%
Corn-On-Cob (Canned/Fresh/Frozen)	1.87%	\$1,745,070	43.81%	56.19%
Cucumbers (Fresh)	1.54%	\$1,439,105	1.78%	98.22%
Eggplant (Canned/Dry/Fresh/Frozen)	0.35%	\$326,460	3.13%	96.87%
Endive (Fresh)	0.01%	\$7,619	0.00%	100.00%
Greens (Canned/Fresh/Frozen)	1.47%	\$1,369,623	46.19%	53.81%
Kale (Fresh)	0.18%	\$172,041	1.49%	98.51%
Leeks (Fresh)	0.04%	\$36,041	0.07%	99.93%
Lentils (Canned/Dry/Frozen)	0.19%	\$179,764	6.86%	93.14%
Lettuce	7.08%	\$6,605,382	2.01%	97.99%
Mixed Chinese Vegetables (Frozen)	2.00%	\$1,866,829	37.37%	62.63%
Mixed Vegetables (Canned/Fresh/Frozen)	7.52%	\$7,019,978	56.00%	44.00%
Mushrooms (Fresh/Canned/Dry/Frozen)	3.38%	\$3,152,206	24.99%	75.01%
Okra (Canned/Fresh/Frozen)	0.39%	\$367,315	28.14%	71.86%
Onion Rings (Frozen)	3.77%	\$3,518,955	49.14%	50.86%
Onions (Fresh/Canned/Dry/Frozen)	4.40%	\$4,102,351	1.16%	98.84%
Parsley (Fresh)	0.50%	\$470,949	23.61%	76.39%
Peas, Black-Eyed (Canned/Dry/Fresh/Frozen)	0.55%	\$510,768	40.06%	59.94%
Peas, Green (Canned/Dry/Fresh/Frozen)	2.52%	\$2,353,260	59.91%	40.09%
Peas, Sugar Snap (Frozen)	0.10%	\$93,345	2.47%	97.53%
Peppers (Fresh/Canned/Dry/Frozen/Glass Jars)	6.36%	\$5,934,412	9.33%	90.67%
Peppers, Chili, Green (Canned)	0.15%	\$141,896	23.12%	76.88%
Peppers, Jalapeno (Canned)	1.48%	\$1,384,512	45.51%	54.49%
Pumpkins (Canned)	0.02%	\$16,248	58.32%	41.68%
Radishes (Fresh)	0.20%	\$183,275	1.84%	98.16%
Sauerkraut (Canned/Fresh/Frozen)	0.17%	\$156,984	31.28%	68.72%
Spinach (Fresh/Canned/Frozen)	2.70%	\$2,515,507	22.87%	77.13%
Squash (Fresh/Canned/Frozen)	0.75%	\$702,313	54.79%	45.21%
Succotash (Frozen)	1.16%	\$1,078,343	40.07%	59.93%
Tomatoes (Fresh/Canned/Dry/Frozen)	9.35%	\$8,727,740	16.92%	83.08%
Turnips (Fresh)	0.91%	\$845,907	7.77%	92.23%
Vegetable Purees	0.00%	\$3,982	100.00%	0.00%
Vegetables	0.14%	\$134,235	34.32%	65.68%
Water Chestnuts (Canned)	0.01%	\$12,880	100.00%	0.00%
Zucchini (Canned/Fresh/Frozen)	0.49%	\$460,708	6.31%	93.69%
Total Vegetables			6.36%	93.69%

\$93,305,443

CATEGORY SALES:

\$93.31 million

SHARE OF DLA TROOP SUPPORT TOTAL PRIME VENDOR SUBSISTENCE

SALES: 6.64%