

CGX Fiscal 2018 Sales by Department

Department	FY18 Sales (\$ in thousands)	FY18 % of Sales	% Change	Department	FY18 Sales (\$ in thousands)	FY18 % of Sales	% Change
Automotive	\$600	0.42%	+0.22%	Men's Activewear	\$805	0.61%	-7.32%
Beer	\$15,198	10.62%	+5.43%	Men's Apparel	\$3,591	2.51%	-3.14%
Books and Magazines	\$610	0.43%	-5.31%	Men's Shoes	\$1,230	0.86%	+1.93%
Candy and Snacks	\$4,007	2.80%	-2.66%	Military Commercial Uniforms	\$3,186	2.23%	-6.61%
Coast Guard Logo Apparel	\$3,561	2.49%	-4.61%	Outdoor Living	\$373	0.26%	-4.40%
Coast Guard Logo Giftware	\$1,712	1.20%	-8.19%	Pet Supplies	\$582	0.41%	+22.56%
Computers and Software	\$3,134	2.19%	+8.59%	Small Appliances	\$1,195	0.84%	+23.24%
Cosmetics and Fragrances	\$2,238	1.56%	+10.01%	Spirits	\$26,598	18.59%	+2.68%
Drinks	\$3,982	2.78%	-4.63%	Sporting Goods/Nutrition	\$2,585	1.81%	+18.89%
Electronics	\$3,325	2.32%	+13.13%	Stationery and Greeting Cards	\$542	0.38%	-3.01%
Firearms/Tactical	\$2,359	1.65%	+1.88%	Sunglasses	\$675	0.47%	+10.23%
Food	\$3,930	2.75%	+0.34%	Televisions	\$4,420	3.09%	+22.84%
Furniture	\$485	0.34%	+14.31%	Tobacco	\$27,580	19.27%	-7.38%
Gaming	\$1,620	1.13%	+130.85%	Uniform Distribution Center (UDC) USCG Uniforms	\$2,954	2.06%	+31.30%
Gift Cards	\$1,589	1.11%	-2.22%	Uniform Distribution Center (UDC) USCG Uniforms Online	\$2,202	1.54%	-
Gifts and Seasonal	\$799	0.56%	-4.06%	Watches	\$359	0.25%	-11.07%
Handbags and Accessories	\$929	0.65%	+0.70%	Wine	\$4,457	3.11%	-0.89%
Hardware and Batteries	\$2,202	1.54%	+58.24%	Women's and Children's Shoes	\$878	0.61%	-3.09%
Health and Beauty Care	\$1,968	1.38%	-6.34%	GRAND TOTAL**	\$143,090	100.00%	+3.43%
Household Supplies	\$585	0.41%	-5.34%				
Housewares	\$574	0.40%	-8.71%				
Jewelry	\$473	0.33%	-18.19%				
Ladies' Activewear	\$491	0.34%	-4.53%				
Ladies' Apparel	\$1,737	1.21%	+2.97%				
Linens/Domestics	\$437	0.31%	-11.26%				
Major Appliances	\$328	0.23%	+2.76%				

*The \$2.2 million in online sales represents a nearly 194,000 percent increase. **Grand total includes about \$2,000 in sales of children's apparel, a 98.6 percent decrease; as well as sales of less than \$1,000 each in toys and prerecorded entertainment, decreases of 87.21 percent and 99.83 percent respectively. Fiscal 2018 sales comparisons to the prior year are based on adjusted fiscal 2017 sales figures. Note: Sales totals are rounded off to the nearest dollar. Source: CGX

Community Services Command (CSC) - Satellite Exchange Program (Ships Stores)

The Coast Guard Exchange (CGX) Satellite Exchange Program allows units to provide eligible patrons products through the operation of a nonappropriated fund (NAF) resale activity where a full-scale store is not possible. CGX satellite exchange activities are currently established aboard multiple classes of cutters, which include seagoing buoy tenders, ice breakers, medium- and high-endurance cutters, and Homeland Security cutters. Shore locations, such as the one located at Marine Safety Unit Valdez, Alaska, are established and operated only at installations where no exchange exists, where assigned personnel strength is relatively small, and where the distance from an established Coast Guard Exchange would make direct operation of an exchange impractical. The satellites are operated by the local command, using inventory and working capital provided by CGX through a "parent exchange" that also provides primary merchandise and oversight support.

The CGX Satellite Exchange Program consists of 42 afloat activities, one shoreside satellite activity and over \$473,000 in CGX capital investment. The combined quarterly sales for CGX satellite exchanges is around \$90,000. Currently, CGX is in the planning stages of establishing three additional afloat satellite stores and one additional shoreside satellite.

CGX satellite exchanges typically sell beverages, snacks, CG logo apparel

and gifts, personal hygiene items and uniform items. As ships are away from homeport upwards of 220 days a year — and larger ships may be out at sea for weeks at a time before they dock to replenish — having these types of items for sale in the satellite stores has been extremely beneficial to the crews.

The Ships Store Satellite Exchange program is managed by CWO Todd Reigle, USCG, at CGCSC Headquarters in Chesapeake, Va.

The crew of the Coast Guard Cutter Bailey Barco (WPC-1122) stands in formation during the cutter's acceptance ceremony in Key West, Fla., Feb. 7, 2017. The Bailey Barco, the 22nd 154-foot Fast Response Cutter in the Coast Guard fleet, will be homeported in Ketchikan, Alaska.



PHOTO: U.S. COAST GUARD

CGX Fiscal 2018 Million-Dollar Vendors

Among hundreds of suppliers, 20 vendors (exclusive of gasoline suppliers) provided more than \$1 million in products and services to the Coast Guard Exchange (CGX) during fiscal 2018. The following list ranks CGX million-dollar vendors by fiscal 2018 dollar volume and compares ranking where possible with fiscal years 2017 and 2016.

FY18	FY17	FY16	VENDOR NAME	FY18 SALES	FY18	FY17	FY16	VENDOR NAME	FY18 SALES
1	1	1	The McLane Company Inc.	\$14,811,344	12	8	8	Associated Distributors-Breakthru Beverage	1,839,155
2	3	6	Diageo Americas	7,491,527				Pernod Ricard USA	1,816,024
3	4	4	Anheuser-Busch InBev	5,280,757	13	11	15	Eurpac Warehouse Sales	1,606,738
4	6	3	Molson Coors	4,062,716	14	16	12	Interactive Communications Inc. (INCOMM)	1,589,842
5	5	5	Samsung Electronics/ETS	3,218,285	15	14	16	Medalla Puerto Rico	1,447,647
6	7	19	Ingram Micro	2,400,323				Fifth Generation Inc.	1,154,250
7	10	-	Brown-Forman	2,065,997	16	-	-	Proximo Spirits	1,060,073
8	12	7	Bacardi Imports Inc.	1,995,290	17	-	-	Coca-Cola	1,033,178
9	9	11	Jim Beam Global Spirits & Wine Inc.	1,935,013	18	-	14	Vanguard Industries	1,011,366
10	18	-	A-iPower Corp.	1,924,998	19	-	-		
11	13	-	Moët Hennessy USA, Inc.	1,859,409	20	-	23		

Note: Excluded from the list are gas companies, which CGX considers "non-retail," and government agencies with which CGX did business. Figures rounded off to nearest dollar. Source: CGX

Top FY18 Alcoholic Beverage Stores

(\$ in millions)

Store	Total Sales
1) CGX Borinquen, P.R.	\$10.94
2) CGX Chesapeake, Va.	\$6.72
3) Otto Graham Main Exchange, Cleveland, Ohio	\$4.05
4) CGX San Juan, P.R.	\$3.19
5) CGX Mobile, Ala.	\$2.21
6) CGX ATC Mobile, Ala.	\$2.10
7) CGX Michoud, New Orleans, La.	\$1.11
8) CGX Seattle, Wash.	\$1.11
9) CGX St. Petersburg, Fla.	\$1.07
10) CGX Fort Myers, Fla.	\$0.79

Note: Sales totals are rounded off.

Source: CGX