

NEXCOM Fiscal 2011 Million-Dollar Vendors

The Navy Exchange Service Command has reported that 243 vendors provided \$1 million or more in products and services to Navy exchanges worldwide during fiscal 2011. The following list of million-dollar vendors, ranked by fiscal 2011 dollar volume, compares ranking where possible with fiscal years 2010 and 2009. This list was compiled by rolling up payments

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

FY11	FY10	FY09	VENDOR NAME	FY11 SALES
1	6	25	Southern Counties Oil Co.	\$154,024,505
2	3	5	Ingram Micro	115,248,066
3	1	1	McLane Co. Inc.*	112,129,013
4	4	13	Mansfield Oil Co.	111,330,185
5	2	3	Citgo Petroleum Corp.	99,604,990
6	10	11	Tesoro Hawaii Corp.	49,071,748
7	5	4	Eurpac*	45,957,916
8	11	6	Procter & Gamble Co.	45,772,216
9	8	7	Sony Corp.	33,076,595
10	12	10	Pioneer Distributors Inc.	28,156,353
11	14	16	Diageo NA	23,635,243
12	13	14	Samsung Electronics Co. Ltd.	23,500,429
13	9	—	Synnex Corp.	21,081,475
14	18	23	Singer Group Inc. Macy's East	19,649,580
15	20	17	The Coca-Cola Co.	18,213,284
16	—	—	Isla Petroleum & Energy (IP&E) Holdings, LLC	17,445,453
17	21	22	Toshiba America Information Systems	15,954,053
18	19	18	Nike Inc.	15,471,375
19	25	21	Pepsi-Cola*	13,942,007
20	24	28	Ashley Furniture Co.	13,598,430
21	26	24	Estée Lauder Inc.	13,097,227
22	29	26	M.J. Soffe Co. Inc.	11,390,002
23	23	20	Vanguard Industries	12,818,988
24	27	37	Liss Global Inc.	10,740,379
25	60	51	AT&T	10,507,509
26	17	19	Sharp Electronics	10,176,115
27	31	31	Hanesbrands Inc.*	9,170,529
28	33	32	Philip Morris USA*	8,659,360
29	47	50	Anheuser-Busch Companies Inc.	8,585,134
30	43	46	Unilever	8,487,163
31	38	33	Dell Marketing, LP	8,472,175
32	32	29	Coach Leatherwear	8,360,487
33	42	39	Bose Corp.	8,240,562
34	35	59	Canon USA Inc.	7,958,242
35	36	38	Frito-Lay Inc.*	7,696,368
36	45	55	National Electronics Warranty	7,616,709
37	28	15	Nintendo of America Inc.	7,594,479
38	39	54	Levi Strauss & Co.	7,548,509
39	40	34	Sears Contract Sales	7,495,418
40	41	45	Southern Wine & Spirits	7,269,639
41	130	223	M. Block and Sons, Inc.	7,161,438
42	50	52	Nikon Inc.	7,125,648

FY11	FY10	FY09	VENDOR NAME	FY11 SALES
43	37	44	WLXT (Wright and Lato Inc.)	\$6,906,692
44	46	49	Brown-Forman Beverages Worldwide	6,865,004
45	44	41	Bacardi USA	6,573,206
46	52	47	Pernod Ricard	6,518,935
47	55	63	New Balance Athletic Shoe	6,448,346
48	48	35	Fechheimer By Flying Cross	6,243,582
49	34	36	Whirlpool*	6,148,377
50	56	66	Quaker Food and Beverage Co.*	6,122,183
51	51	53	Republic National Distributors Inc.	6,033,184
52	53	42	Bates Shoe Co./Wolverine	6,015,808
53	49	40	Johnson & Johnson*	5,745,432
54	69	95	The North Face*	5,505,484
55	30	30	Panasonic Co.	5,481,907
56	153	181	Coby Electronics Corp.	5,427,843
57	61	113	Jim Beam Brands Co.	5,132,056
58	54	43	Quiksilver	4,918,474
59	62	56	Sheralven Enterprises Ltd.	4,653,929
60	58	75	Firestone*	4,548,438
61	77	84	Resort Interiors	4,513,711
62	85	93	Goodyear Tire and Rubber Co.	4,431,769
63	63	65	Vistar/VSA	4,414,370
64	70	57	Moët Hennessy USA, Inc.*	4,363,255
65	65	71	Washington State Liquor Control Board	4,355,964
66	—	—	Monster Cable LLC	4,340,863
67	75	83	L'Oréal	4,304,342
68	57	62	PMG International LLC	4,167,869
69	84	70	Kimberly-Clark Corp.	4,151,129
70	66	77	Coty Prestige	4,095,513



FY11	FY10	FY09	VENDOR NAME	FY11 SALES
71	59	61	Associated Distributors Inc.	\$4,074,537
72	111	—	Michael Kors USA	4,044,838
73	74	73	Chesbay Distributing Co.	3,903,656
74	71	68	American Greetings Corp.	3,890,887
75	80	74	Hoffman Beverage Co.	3,869,795
76	79	96	Oakley Inc.	3,793,900
77	—	—	LG Electronics USA Inc.	3,661,873
78	96	90	Under Armour Inc.	3,638,761
79	83	76	Simmons Co.	3,462,307
80	88	101	Columbia Sportswear Co.	3,437,533
81	103	127	Dyson, Inc.	3,405,506
82	82	86	Colgate-Palmolive Co.	3,376,771
83	91	82	adidas America	3,325,589
84	94	85	ASICS America Corp.	3,307,528
85	64	104	O'Rourke Sales Company	3,298,322
86	72	69	Fossil Inc.	3,291,176
87	90	88	Paradise Beverage	3,122,367
88	87	64	Electronic Arts (EA Nederland)	2,958,576
89	86	132	Crest Beverage Co. Inc.	2,935,415
90	101	108	Polo Menswear	2,872,372
91	190	—	Philosophy/S&K	2,842,629
92	97	105	Hawaiian Isles Distributors	2,775,688
93	132	107	S.C. Johnson	2,760,003
94	78	79	Hasbro Toy Co.	2,678,816
95	—	—	Young's Market Co.	2,654,021
96	116	164	Kraft Foods	2,623,482
97	95	155	Fuji Photo Film USA Inc.	2,616,748
98	98	99	Nautica	2,553,713
99	108	121	William Carter	2,509,288
100	93	81	Yankee Candle Co.	2,495,489
101	105	118	Columbia Distributing Co.	2,365,773
102	106	112	Clorox Co.	2,358,582
103	137	148	Nestlé USA	2,331,842
104	89	89	Source Interlink Distribution	2,309,505
105	102	102	Supervalu	2,293,329
106	154	98	E&J Gallo Winery	2,255,305
107	115	91	General Nutrition Center (GNC)	2,252,925
108	120	143	Sysco Food Services	2,246,658
109	141	141	Rubbermaid	2,236,564
110	109	90	MSD Consumer Care Inc.	2,187,669
111	92	78	Neptune Garment Co.	2,179,440
112	126	124	Luxotica Eyewear/Ray Ban	2,155,559
113	139	106	GlaxoSmithKline	2,154,658

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FY11	FY10	FY09	VENDOR NAME	FY11 SALES
114	81	149	Western Digital Technologies	\$2,132,360
115	118	120	Jarden Consumer Solutions	2,129,492
116	133	115	Conair Corp.	2,127,146
117	100	103	Tache Jewelry	2,086,059
118	129	128	Beverages, Foods & Service Ind.*	2,065,523
119	113	162	Casio Inc., USA	2,052,361
120	158	—	Mercury Luggage Mfg. Co.	2,043,041
121	123	122	Goldring-Gulf Dist. Co. of Florida*	2,038,055
122	119	111	North Florida Sales	2,036,694
123	110	117	Champion Brands	2,033,663
124	114	184	Sun Products	2,023,797
125	165	130	Reckitt Benckiser	2,016,997
126	122	97	Birite Foodservice	1,983,238
127	131	87	D&H Distributors	1,954,125
128	124	110	Commerce LLC	1,909,575
129	125	144	KitchenAid*	1,888,763
130	104	—	Bare Escentuals Beauty, Inc.	1,873,335
131	134	129	Eveready Battery Co.*	1,872,688
132	140	—	NAPA Auto Parts	1,867,093
133	68	125	Skechers	1,858,458
134	112	133	Movado Group Inc.	1,839,957
135	67	72	R.J. Reynolds Tobacco Co.	1,795,851
136	107	192	Mattel Inc.	1,785,410
137	148	123	Michelin North America Inc.	1,781,385
138	151	171	Jockey International Inc.	1,775,688
139	222	—	Living Essentials	1,755,857
140	136	60	U.S. Smokeless Tobacco Brands*	1,745,499



141	147	151	Bridgestone/Firestone*	1,730,181
142	169	152	Church & Dwight Co., Inc.	1,698,308
143	135	—	Guess	1,651,474
144	150	205	Calvin Klein	1,637,428
145	166	131	Burleigh Point Ltd./Billabong	1,630,732
146	142	146	Vera Bradley	1,610,900
147	99	94	Electrolux Major Appliances	1,601,455
148	189	—	Schick, A Division of Energizer*	1,599,057
149	73	48	JVC Company of America	1,593,283
150	144	134	Timex Corp.	1,589,347
151	—	—	Pandora Jewelry LLC	1,586,139
152	—	—	Hasler Oil Co., Inc.	1,580,113
153	143	58	Apparel Brands, Inc.	1,579,183
154	200	188	Hill's Pet Nutrition	1,573,890

FY11	FY10	FY09	VENDOR NAME	FY11 SALES
155	145	138	Fisher-Price	\$1,569,962
156	161	213	LVMH Watch & Jewelry*	1,564,483
157	121	142	3M	1,538,604
158	—	—	Nakajima USA, Inc.	1,534,409
159	164	145	Bissell Inc.	1,533,149
160	162	197	Brooks Brothers, Inc.	1,531,773
161	179	190	Weber-Stephen Products Co.	1,531,567
162	171	160	General Electric	1,519,454
163	188	183	Vans*	1,518,373
164	146	137	Elizabeth Arden	1,518,021
165	—	211	Novartis	1,515,238
166	170	175	Shiseido International	1,511,239
167	182	173	Hershey Chocolate USA	1,506,699
168	156	176	Hamilton Beach Brands Inc.	1,492,822
169	228	180	Pacific Cycle	1,485,146
170	187	177	Lewis Bear Co.	1,479,985
171	208	191	Chanel Inc.	1,476,100
172	155	126	Premier Beverages Co.	1,464,699
173	178	187	Husqvarna Outdoor	1,447,541
174	193	168	Gerber*	1,434,914
175	205	165	Kingform	1,401,976
176	176	158	MillerCoors	1,400,518
177	185	174	Norelco Consumer Products*	1,398,432
178	174	135	Belkin International Inc.	1,394,885
179	—	—	Uggs (Deckers Outdoor Corp.)	1,394,371
180	181	169	See's Candies, Inc.	1,384,531
181	173	216	Gear For Sports*	1,378,771
182	219	159	Playtex Products Inc.*	1,373,899
183	157	157	Golden State Foods	1,360,937
184	212	199	Zheng Zhang USA Inc.	1,355,057
185	—	—	Godiva Chocolatier Inc.	1,350,041
186	175	136	Mars Inc.	1,346,703
187	—	—	Reynolds Consumer Products	1,339,484
188	—	—	Systems 2000 Inc.	1,337,441
189	—	—	Vibram Five Fingers LLC	1,336,976
190	206	—	BSN Inc./Bio-Engineered Supply	1,328,309
191	220	—	Georgia-Pacific	1,321,500
192	163	—	Mercury Retail Services	1,304,969
193	159	182	Coaster of America	1,302,552
194	180	163	Dr Pepper Snapple Group	1,299,622
195	149	119	Reliable Churchill LLP	1,298,667
196	226	—	W.C. Bradley Charbroil	1,281,566
197	197	172	Johnson Brothers	1,256,675
198	—	—	Philips Consumer Lifestyle*	1,248,345
199	177	153	Progressive Furniture Inc.	1,247,754
200	—	—	Bayer Corp.	1,236,406
201	225	—	John Lenore & Co.	1,233,911
202	—	—	Monster Energy Co.	1,232,794
203	192	170	McCormick Distilling Co. Inc.	1,225,491
204	216	219	Colorado Box Beef Co.	1,224,157
205	128	100	Garmin International Inc.	1,217,110
206	—	—	Mid Valley Products Inc.*	1,211,806
207	213	200	Crown Distribution Co. Inc.	1,208,295
208	—	—	Silver Springs Bottled Water Co.	1,207,941

FY11	FY10	FY09	VENDOR NAME	FY11 SALES
209	152	179	Nine West Group	\$1,199,813
210	—	208	Dreyers Grand Ice Cream/ Nestlé Direct Store Delivery*	1,196,442



211	—	—	Acosta Sales and Marketing	1,193,211
212	223	185	FTD, Inc.	1,180,435
213	160	—	Reebok International	1,165,445
214	—	—	Jumbo Foods Inc.	1,164,606
215	—	—	BH Multi-Com Corp.	1,161,480
216	—	—	Food Services of America	1,157,491
217	217	166	Dial Corp.	1,157,087
218	168	150	Jimlar Corp.	1,153,747
219	—	—	William Grant & Sons Inc.	1,147,674
220	210	194	CamelBak Products LLC	1,145,974
221	—	—	Franshaw Inc.	1,142,867
222	207	—	Maidenform Inc.	1,136,045
223	224	—	jWIN Electronics Corp.	1,130,331
224	—	—	Marine View Beverage	1,123,569
225	—	—	Coastal Pacific Food Distributors Inc.	1,114,056
226	215	—	Samsonite LLC	1,098,564
227	203	156	Lacoste	1,097,238
228	—	—	Chattem Consumer Products	1,097,227
229	—	—	Cycle Gear	1,091,569
230	—	—	Louisville Bedding Co.	1,086,652
231	214	186	Pro Feet Inc.	1,086,135
232	127	195	Kids Headquarters	1,085,788
233	—	—	Tri-Cities Beverage Corp.	1,072,223
234	211	—	Relco Military Sales Inc.	1,063,178
235	186	161	O'Neill Sportswear	1,059,508
236	232	206	Euro-Pro Operating LLC	1,058,610
237	—	—	Campari America	1,049,874
238	—	—	Revere Mills	1,047,568
239	—	—	The Patron Spirits Co.	1,039,826
240	230	204	Totes Isotoner Corp.	1,032,462
241	233	—	The Hoover Co.	1,014,661
242	—	—	Reef*	1,001,951
243	—	221	Converse	1,000,405

The NEXCOM Million Dollar Vendor List is based on payments made by NEXCOM to vendors and suppliers. Some companies that accrued more than \$1 million in business during 2011 with NEXCOM do not appear on the list because sales are made through brokers or distributors.

Numbers rounded off to nearest dollar.
Source: NEXCOM