

# NEXCOM Fiscal 2012 Million-Dollar Vendors

The Navy Exchange Service Command furnished information to E and C News indicating 256 vendors provided \$1 million or more in products and services to Navy exchanges worldwide during fiscal 2012. The following list of million-dollar vendors, ranked by fiscal 2012 dollar volume, compares ranking where possible with fiscal years 2011 and 2010. This list was compiled

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

FY12	FY11	FY10	VENDOR NAME	FY12 SALES
1	1	6	Southern Counties Oil Co.	\$157,077,555
2	4	4	Mansfield Oil Co.	154,033,409
3	2	3	Ingram Micro	120,814,324
4	3	1	McLane Co. Inc.*	107,538,131
5	6	10	Tesoro Hawaii Corp.	48,624,965
6	5	2	Citgo Petroleum Corp.	46,574,265
7	8	11	Procter & Gamble Co.	42,373,889
8	7	5	Eurpac	41,562,463
9	9	8	Sony Corp.	26,216,782
10	12	13	Samsung Electronics Co. Ltd.	24,107,479
11	13	9	Synnex Corp.	23,255,656
12	11	14	Diageo NA	22,788,836
13	10	12	Pioneer Distributors Inc.	22,615,440
14	15	20	The Coca-Cola Co.	19,001,527
15	16	-	Isla Petroleum & Energy (IP&E) Holdings LLC	17,891,643
16	14	18	Singer Group Inc. Macy's East	17,744,435
17	-	-	IPC (USA)	16,758,553
18	18	19	Nike Inc.	15,115,657
19	23	23	Vanguard Industries	14,837,906
20	20	24	Ashley Furniture Co.	14,306,924
21	21	26	Estée Lauder Inc.	14,142,345
22	19	25	Pepsi-Cola*	13,459,513
23	17	21	Toshiba America Information Systems	12,770,267
24	27	31	Hanesbrands Inc.*	12,390,254
25	24	27	Liss Global Inc.	12,033,695
26	22	29	M.J. Softe	11,554,096
27	29	47	Anheuser-Busch Companies Inc.	10,183,077
28	41	130	M. Block and Sons Inc.	9,712,605
29	39	40	Sears Contract Sales	9,262,350
30	30	43	Unilever	9,245,612
31	26	17	Sharp Electronics	9,157,066
32	49	34	Whirlpool*	9,009,873
33	33	42	Bose Corp.	8,574,774
34	43	37	WLXT (Wright and Lato Inc.)	8,267,632
35	36	45	National Electronics Warranty	7,900,739
36	35	36	Frito-Lay Inc.*	7,850,845
37	48	48	Fechheimer By Flying Cross	7,773,356
38	72	111	Michael Kors USA	7,429,972
39	25	60	AT&T	7,258,382
40	32	32	Coach Leatherwear	7,256,994
41	38	39	Levi Strauss & Co.	7,207,749
42	40	41	Southern Wine & Spirits	6,929,186
43	51	51	Republic National Distributors Inc.	6,910,631
44	225	-	Coastal Pacific Food Distributors Inc.	6,785,116

FY12	FY11	FY10	VENDOR NAME	FY12 SALES
45	56	153	Coby Electronics Corp.	\$6,717,142
46	42	50	Nikon Inc.	6,707,216
47	47	55	New Balance Athletic Shoe	6,568,437
48	50	56	Quaker Food and Beverage Co.*	6,437,461
49	34	35	Canon USA Inc.	6,251,665
50	52	53	Bates Shoe Co./Wolverine	6,205,896
51	46	52	Pernod Ricard	6,151,934
52	45	44	Bacardi USA	6,013,838
53	28	33	Philip Morris USA	5,869,175
54	54	69	The North Face*	5,857,467
55	44	46	Brown-Forman Beverages Worldwide	5,848,170
56	37	28	Nintendo of America Inc.	5,824,744
57	53	49	Johnson & Johnson	5,823,692
58	66	-	Monster Cable LLC	5,801,804
59	67	75	L'Oréal	5,492,959
60	57	61	Jim Beam Brands Co.	5,465,708
61	-	-	Webco	5,376,135
62	-	-	McLane International*	5,316,491
63	77	-	LG Electronics USA Inc.	5,186,596
64	60	58	Firestone*	5,118,685
65	70	66	Coty Prestige	5,085,360
66	62	85	Goodyear Tire and Rubber Co.	4,958,015
67	61	77	Resort Interiors	4,939,351
68	69	84	Kimberly-Clark Corp.	4,536,413
69	85	64	O'Rourke Sales Company	4,499,817
70	78	96	Under Armour Inc.	4,430,502
71	58	54	Quiksilver	4,297,364
72	68	57	PMG International LLC	4,268,249
73	75	80	Hoffman Beverage Co.	4,198,312
74	90	101	Polo Menswear	4,179,583
75	63	63	Vistar/VSA	4,097,917

FY12	FY11	FY10	VENDOR NAME	FY12 SALES
76	64	70	Moët Hennessy USA Inc.*	\$3,995,708
77	55	30	Panasonic Co.	3,947,245
78	73	74	Chesbay Distributing Co.	3,886,479
79	74	71	American Greetings Corp.	3,878,387
80	83	91	adidas America	3,853,604
81	76	79	Oakley Inc.	3,762,515
82	80	88	Columbia Sportswear Co.	3,743,314
83	31	38	Dell Marketing LP	3,675,899
84	93	132	S.C. Johnson	3,655,886
85	59	62	Sheralven Enterprises Ltd.	3,571,356
86	107	115	General Nutrition Center (GNC)	3,465,584
87	86	72	Fossil Inc.	3,446,491
88	71	59	Associated Distributors Inc.	3,395,870
89	87	90	Paradise Beverage	3,336,773
90	114	81	Western Digital Technologies	3,289,561
91	82	82	Colgate-Palmolive Co.*	3,264,417
92	79	83	Simmons Co.	3,196,254
93	91	190	S & K Sales Co.	3,153,627
94	84	94	ASICS America Corp.	3,095,556
95	81	103	Dyson, Inc.	2,995,446
96	129	125	KitchenAid*	2,967,171
97	100	93	Yankee Candle Co.	2,898,800
98	95	-	Young's Market Co.	2,882,239
99	98	98	Nautica*	2,739,822
100	89	86	Crest Beverage Co. Inc.	2,730,318
101	102	106	Clorox Co.	2,709,330
102	94	78	Hasbro Toy Co.	2,690,551
103	104	89	Source Interlink Distribution	2,683,607
104	119	113	Casio Inc. USA	2,678,878
105	151	-	Pandora Jewelry LLC	2,656,100
106	112	126	Luxotica Eyewear/Ray Ban	2,638,080
107	152	-	Hasler Oil Co. Inc.	2,618,068
108	120	158	Mercury Luggage Mfg. Co.	2,566,700
109	110	109	MSD Consumer Care Inc.	2,518,063
110	99	108	William Carter	2,513,118
111	157	121	3M	2,474,749
112	133	68	Skechers	2,436,087
113	106	154	E&J Gallo Winery	2,429,152
114	88	87	Electronic Arts (EA Nederland)	2,376,806
115	111	92	Neptune Garment Co.	2,349,360
116	92	97	Hawaiian Isles Distributors	2,320,337
117	116	133	Conair Corp.	2,296,000
118	188	-	Systems 2000 Inc.	2,249,727
119	101	105	Columbia Distributing Co.	2,243,222
120	105	102	Supervalu	2,205,032
121	-	-	GoPro	2,191,784



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FY12	FY11	FY10	VENDOR NAME	FY12 SALES
122	118	129	Beverages, Foods & Service Ind.*	\$2,152,696
123	136	107	Mattel Inc.	2,144,574
124	109	141	Rubbermaid	2,137,737
125	140	136	U.S. Smokeless Tobacco Brands	2,136,094
126	121	123	Goldring-Gulf Dist. Co. of Florida	2,096,624
127	115	118	Jarden Consumer Solutions	2,057,120
128	123	110	Champion Brands	2,049,036
129	122	119	North Florida Sales	2,036,697
130	124	114	Sun Products	2,023,163
131	146	142	Vera Bradley	2,014,758
132	125	165	Reckitt Benckiser	2,002,592
133	126	122	Birite Foodservice	1,944,191
134	-	-	Spectrum Brands/Applica	1,939,460
135	103	137	Nestlé USA	1,932,428
136	130	104	Bare Escentuals Beauty Inc.	1,912,014
137	97	95	Fuji Photo Film USA Inc.	1,896,025
138	164	146	Elizabeth Arden	1,874,917
139	182	219	Playtex Products Inc.*	1,848,324
140	138	151	Jockey International Inc.	1,844,007
141	142	169	Church & Dwight Co. Inc.	1,814,578
142	216	-	Food Services of America	1,810,389
143	132	140	NAPA Auto Parts	1,809,698
144	117	100	Tache Jewelry	1,808,824
145	160	162	Brooks Brothers Inc.	1,798,526
146	128	124	Commerce LLC	1,784,158
147	175	205	Kingform	1,747,686
148	185	-	Godiva Chocolatier Inc.	1,725,755
149	147	99	Electrolux Major Appliances	1,723,341



150	178	174	Belkin International Inc.	1,723,123
151	163	188	Vans*	1,719,085
152	144	150	Calvin Klein*	1,717,665
153	156	161	LVMH Watch & Jewelry*	1,694,772
154	158	-	Nakajima USA Inc.	1,693,927
155	148	189	Schick, A Division of Energizer*	1,689,758
156	141	147	Bridgestone/Firestone*	1,676,634
157	168	156	Hamilton Beach Brands Inc.	1,674,063
158	179	-	Uggs (Deckers Outdoor Corp.)	1,626,400
159	166	170	Shiseido International	1,613,102
160	127	131	D&H Distributors	1,601,124
161	137	148	Michelin North America Inc.	1,588,731
162	191	220	Georgia-Pacific	1,588,363
163	171	208	Chanel Inc.	1,568,077
164	170	187	Lewis Bear Co.	1,562,063

FY12	FY11	FY10	VENDOR NAME	FY12 SALES
165	131	134	Eveready Battery Co.*	\$1,558,897
166	197	197	Johnson Brothers	1,552,766
167	145	166	Burleigh Point Ltd./Billabong	1,544,452
168	96	116	Kraft Foods	1,530,974
169	108	120	Sysco Food Services	1,528,830
170	181	173	Gear For Sports*	1,525,097
171	134	112	Movado Group Inc.	1,523,450
172	154	200	Hill's Pet Nutrition*	1,521,629
173	173	178	Husqvarna Outdoor	1,513,539
174	180	181	See's Candies Inc.	1,499,416
175	169	228	Pacific Cycle	1,471,553
176	200	-	Bayer Corp.	1,460,933
177	226	215	Samsonite LLC	1,453,246
178	236	232	Euro-Pro Operating LLC	1,441,495
179	206	-	Mid Valley Products Inc.*	1,440,733
180	183	157	Golden State Foods	1,435,998
181	213	160	Reebok International	1,434,837
182	149	73	JVC Company of America	1,426,725
183	-	-	PFX Pet Supply LLC	1,385,624
184	190	206	BSN Inc./Bio-Engineered Supply	1,377,943
185	242	-	Reef	1,370,658
186	172	155	Premier Beverages Co.	1,357,122
187	205	128	Garmin International Inc.	1,326,507
188	-	-	Reynolds Consumer Products	1,321,019
189	195	149	Reliable Churchill LLP	1,320,741
190	167	182	Hershey Chocolate USA	1,319,374
191	217	217	Dial Corp.	1,308,572
192	243	-	Converse	1,306,873
193	-	-	VF Corp.*	1,302,980
194	161	179	Weber-Stephen Products Co.	1,300,142
195	202	-	Monster Energy Co.	1,294,831
196	237	-	Campari America	1,293,702
197	177	185	Norelco Consumer Products	1,290,703
198	231	214	Pro Feet Inc.	1,289,791
199	194	180	Dr Pepper Snapple Group	1,281,519
200	-	172	Revlon Government Sales Inc.	1,269,455
201	196	226	W.C. Bradley Charbroil	1,264,418
202	-	204	Planet Gold	1,263,882
203	204	216	Colorado Box Beef Co.	1,260,746
204	208	-	Silver Springs Bottled Water Co.	1,251,550
205	155	145	Fisher-Price	1,248,769
206	201	225	John Lenore & Co.	1,245,404
207	203	192	McCormick Distilling Co. Inc.	1,234,877
208	-	-	Sperry Topsider (U.S. Sales)	1,228,942
209	219	-	William Grant & Sons Inc.	1,228,433
210	207	213	Crown Distribution Co. Inc.	1,224,819
211	174	193	Gerber*	1,219,082
212	220	210	CamelBak Products LLC	1,214,587
213	209	152	Nine West Group	1,208,739
214	224	-	Marine View Beverage	1,194,318
215	-	-	Skullcandy	1,193,056
216	-	202	E. Gluck Corp.	1,192,962
217	228	-	Chattem Consumer Products	1,181,491
218	-	-	VTech Communications	1,174,449
219	-	-	Sazerac Co. Inc.	1,171,438
220	210	-	Dreyers Grand Ice Cream/ Nestlé Direct Store Delivery*	1,161,416
221	184	212	Zheng Zhang USA Inc.	1,159,194

FY12	FY11	FY10	VENDOR NAME	FY12 SALES
222	230	-	Louisville Bedding Co.	\$1,152,192
223	159	164	Bissell Inc.	1,150,702
224	-	-	Paramount Industrial Cos. Inc.	1,150,442
225	-	-	Phillips-Van Heusen*	1,142,723
226	-	-	Icon Fit Elements	1,138,716
227	176	176	MillerCoors	1,136,196
228	-	-	TNG	1,135,119
229	240	230	Totes Isotoner Corp.	1,129,443
230	-	-	J&A Marketing LLC	1,118,807
231	-	-	Randa Luggage Inc.	1,118,258
232	212	223	FTD Inc.	1,109,175
233	-	-	Haddad Apparel Group Ltd.	1,106,574



234	-	-	World Kitchen Inc.	1,105,581
235	-	-	Merchandise Support Inc. (MSI)	1,100,323
236	-	-	Group SEB/USA	1,098,895
237	215	-	BH Multi-Com Corp.	1,096,962
238	-	-	Masterlock Co.	1,095,046
239	-	-	The Thermos Company	1,087,558
240	-	-	Red Bull Distribution Co.	1,087,126
241	214	-	Jumbo Foods Inc.	1,076,472
242	-	221	Sanford Corp.	1,074,262
243	-	-	Lifted Research Group Inc.	1,068,248
244	-	-	Southern Eagle Sales	1,068,040
245	-	-	Champion Custom Products	1,060,494
246	-	-	Abbott Nutrition/Abbott Labs	1,049,096
247	-	-	Unique Designs Inc.	1,047,342
248	-	138	Tommy Hilfiger	1,043,996
249	-	194	Dooney and Bourke Inc.	1,043,301
250	227	203	Lacoste	1,039,652
251	222	207	Maidenform Inc.	1,035,239
252	223	224	jWIN Electronics Corp.	1,034,985
253	-	234	Dive Oahu Inc.	1,034,827
254	218	168	Jimlar Corp.	1,032,841
255	-	-	Olympic Eagle Distributing	1,032,576
256	-	-	Vita-Mix Corp.	1,008,044

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 2012 with NEXCOM do not appear on the list because sales are made through brokers or distributors.

Numbers rounded off to nearest dollar.  
Source: NEXCOM