

NEXCOM Fiscal 2009

Million Dollar Vendor List

The Navy Exchange Service Command has reported that 223 vendors provided \$1 million or more in products and services to Navy exchanges worldwide during fiscal 2009. The following list of million-dollar vendors, ranked by fiscal 2009 dollar volume, compares ranking where possible with fiscal years 2008 and 2007. This list was compiled by rolling up payments made to sup-

pliers. 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.

FY09	FY08	FY07	VENDOR NAME	FY09 SALES
1	4	30	McLane Co. Inc.	\$104,632,592
2	2	2	Buck Petroleum	76,937,505
3	1	1	Citgo Petroleum Corp.	68,456,637
4	3	3	Eurpac	56,802,371
5	8	10	Ingram Micro	46,893,821
6	10	9	Procter & Gamble Co.	38,663,286
7	5	4	Sony Corp.	38,630,138
8	42	-	Hess Corp.	38,028,825
9	6	5	New Age Electronics	37,987,312
10	12	23	Pioneer Distributors Inc.	35,462,774
11	7	7	Tesoro Hawaii Corp.	31,519,719
12	9	8	Shell Oil Products USA	24,389,374
13	43	-	Mansfield Oil Co.	23,749,312
14	31	155	Samsung Electronics Co. Ltd.	21,562,699
15	27	33	Nintendo of America Inc.	20,562,415
16	16	12	Diageo NA	20,362,589
17	11	16	The Coca-Cola Co.	16,776,941
18	17	13	Nike Inc.	16,259,494
19	15	14	Sharp Electronics	16,232,305
20	21	24	Vanguard Industries	14,612,072
21	19	15	Pepsi-Cola*	13,718,630
22	24	19	Toshiba America Information Systems	12,567,973
23	-	-	Singer Group Inc. Macy's East	11,776,048
24	23	20	Estée Lauder Inc.	11,628,232
25	22	21	Southern Counties Oil Co.	11,606,882
26	13	26	M.J. Soffe Co. Inc.	11,601,119
27	18	-	Mobil Oil Guam, Inc.	11,522,432
28	28	29	Ashley Furniture Co.	11,333,116
29	20	17	Coach Leatherwear	9,649,065
30	35	28	Panasonic Co.	8,980,527
31	30	36	Hanes Brands Inc.	8,533,837
32	14	6	Philip Morris USA*	8,521,735
33	85	-	Dell Marketing, LP	8,366,559
34	34	35	Sears Contract Sales	7,939,190

FY09	FY08	FY07	VENDOR NAME	FY09 SALES
35	37	31	Fechheimer	\$7,897,898
36	26	18	Whirlpool*	7,708,460
37	44	46	Liss Global Inc.	7,391,286
38	39	43	Frito-Lay*	7,292,320
39	40	34	Bose Corp.	7,276,989
40	79	93	Johnson & Johnson	7,145,246
41	46	50	Bacardi USA	6,922,155
42	32	38	Bates Shoe Co./Wolverine	6,835,480
43	29	32	Quiksilver	6,709,375
44	66	47	WLXT (Wright and Lato Inc.)	6,694,945
45	45	85	Southern Wine & Spirits	6,630,227
46	47	42	Unilever	6,560,619
47	59	63	Pernod Ricard	6,453,810
48	54	27	JVC Company of America	6,220,153
49	51	60	Brown-Forman Beverages Worldwide	6,170,828
50	60	56	Anheuser-Busch Companies Inc.	6,090,905
51	41	39	AT&T	6,013,433
52	62	81	Nikon Inc.	5,928,035
53	50	25	Republic National Distributors Inc.	5,902,200
54	53	52	Levi Strauss & Co.	5,893,083
55	67	65	National Electronics Warranty	5,821,556
56	49	44	Sheralven Enterprises Ltd.	5,803,413
57	55	61	Moët Hennessy USA, Inc.*	5,763,189
58	38	37	Apparel Brands, Inc.	5,667,482
59	64	53	Canon USA Inc.	5,420,542
60	48	49	U.S. Smokeless Tobacco Brands*	5,361,645
61	57	54	Associated Distributors Inc.	5,342,254
62	71	64	PMG International LLC	5,164,705
63	58	62	New Balance Athletic Shoes	5,127,992
64	73	84	Electronic Arts (EA Nederland)	4,975,598
65	65	68	Vistar/VSA	4,875,200

FY09	FY08	FY07	VENDOR NAME	FY09 SALES
66	56	45	Quaker Food and Beverage Co.*	\$4,720,312
67	70	83	U.S. Oil Trading LLC	4,092,917
68	63	59	American Greetings Corp.	3,988,769
69	69	69	Fossil Inc.	3,905,023
70	81	111	Kimberly-Clark Corp.	3,876,995
71	68	78	Washington State Liquor Control Board	3,858,319
72	25	11	R.J. Reynolds Tobacco Co.	3,854,942
73	72	71	Chesbay Distributing Co.	3,809,829
74	84	90	Hoffman Beverage Co.	3,545,564
75	-	-	Firestone*	3,506,776
76	82	72	Simmons Co.	3,363,641
77	76	87	Coty Prestige	3,240,469
78	80	132	Neptune Garment Co.	3,240,050
79	114	100	Hasbro Toy Co.	3,207,452
80	36	48	Future Brands	3,168,989
81	88	77	Yankee Candle Co.	3,146,884
82	92	74	adidas America	3,100,297
83	152	127	L'Oréal	3,084,442
84	-	-	Resort Interiors	3,026,172
85	97	125	ASICS America Corp.	3,021,604
86	98	128	Colgate-Palmolive Co.	2,993,046
87	90	75	D&H Distributors	2,930,643
88	89	92	Paradise Beverage	2,832,848
89	153	136	Source Interlink Distribution	2,822,396
90	102	99	Under Armour Inc.	2,789,382
91	174	189	General Nutrition Center	2,756,453
92	149	162	Schering-Plough	2,658,782
93	119	186	Goodyear Tire and Rubber Co.	2,560,298
94	-	-	Electrolux Major Appliances	2,560,123
95	130	-	The North Face	2,532,432
96	112	104	Oakley Inc.	2,522,299
97	94	108	Birite Foodservice	2,519,480
98	163	94	E&J Gallo Winery	2,486,569

NEXCOM Million Dollar Vendors

FY09	FY08	FY07	VENDOR NAME	FY09 SALES
99	100	80	Nautica	\$2,432,477
100	74	89	Garmin International Inc.	2,431,644
101	123	116	Columbia Sportswear Co.	2,383,532
102	99	103	Supervalu	2,378,493
103	83	76	Tache Jewelry	2,364,090
104	-	-	Rourke Sales Company	2,324,705
105	133	171	Hawaiian Isles Distributors	2,248,732
106	194	113	GlaxoSmithKline	2,191,177
107	118	133	S.C. Johnson	2,136,006
108	137	147	Polo Menswear	2,124,125
109	156	126	Wynit Inc.	2,107,137
110	107	-	Commerce LLC	2,095,410
111	117	131	North Florida Sales	2,060,183
112	158	169	Clorox Co.	2,052,276
113	-	-	Jim Beam Brands Co.	2,050,706
114	207	-	Tommy Hilfiger	2,028,445
115	142	137	Conair Corp.	2,019,698
116	135	145	Better Brands	2,016,486
117	125	134	Champion Brands	2,007,429
118	193	209	Columbia Distributing Co.	1,998,541
119	113	123	Reliable Churchill LLP	1,995,485
120	115	117	Jarden Consumer Solutions	1,982,219
121	104	95	William Carter	1,978,788
122	131	148	Goldring-Gulf Dist. Co. of Florida*	1,972,050
123	124	142	Michelin North America Inc.	1,935,192
124	168	143	Luxotica Eyewear/Ray Ban	1,918,288
125	101	97	Skechers	1,862,175
126	146	177	Premier Beverages Co.	1,860,291
127	120	82	Dyson, Inc.	1,847,321
128	-	-	Beverages, Foods & Service Industries*	1,808,020
129	116	91	Eveready Battery Co.*	1,800,263
130	169	193	Reckitt Benckiser	1,798,442
131	143	212	Burleigh Point Ltd./Billabong	1,796,110
132	181	202	Crest Beverage Co. Inc.	1,774,791
133	219	118	Movado	1,739,534
134	235	157	Timex Corp.	1,704,450
135	151	121	Belkin International Inc.	1,667,049
136	87	73	Mars Inc.	1,643,344
137	164	170	Elizabeth Arden	1,629,863
138	172	139	Fisher Price	1,627,884
139	195	178	Franklin Corp.	1,612,553
140	128	106	Timberland Co.	1,610,463
141	136	102	Rubbermaid	1,609,226

FY09	FY08	FY07	VENDOR NAME	FY09 SALES
142	154	166	3M	\$1,597,053
143	126	-	Sysco Food Services	1,587,935
144	127	122	KitchenAid*	1,566,695
145	180	168	Bissell Inc.	1,560,157
146	175	129	Vera Bradley	1,554,585
147	109	57	Dooney & Bourke Inc.	1,543,090
148	110	86	Nestlé USA*	1,542,938
149	170	124	Western Digital Technologies	1,529,626
150	140	105	Jimlar Corp.	1,528,549
151	159	144	Bridgestone/Firestone*	1,516,126
152	206	223	Church & Dwight Co., Inc.	1,514,778
153	-	237	Progressive Furniture Inc.	1,511,716
154	-	-	The News Group	1,495,140
155	160	195	Fuji Photo Films USA Inc.	1,490,815
156	122	164	Lacoste	1,478,312
157	-	-	Golden State Foods	1,470,889
158	173	182	Miller Brewing Co.	1,468,129
159	198	231	Playtex Products Inc.*	1,459,483
160	187	204	General Electric	1,436,546
161	132	149	O'Neill Sportswear	1,431,178
162	129	110	Casio Inc., USA	1,426,353
163	189	-	Dr Pepper/Snapple Group	1,423,932
164	93	79	Kraft Foods	1,423,587
165	150	120	Kingform	1,423,208
166	209	224	Dial Corp.	1,421,739
167	61	-	Alpha Mills	1,415,135
168	211	236	Gerber*	1,399,034
169	184	161	See's Candies, Inc.	1,380,450
170	165	194	McCormick Distilling Co. Inc.	1,377,898
171	121	160	Jockey International Inc.	1,376,558
172	162	179	Johnson Brothers	1,355,259
173	95	96	Hershey Chocolate	1,348,160
174	182	183	Norelco Consumer Products	1,346,234
175	186	187	Shiseido International	1,345,636
176	166	158	Hamilton Beach Brands Inc.	1,342,800
177	188	217	Lewis Bear Co.	1,340,651
178	231	233	Wyeth Consumer Healthcare	1,328,813
179	134	109	Nine West Group	1,326,745
180	-	-	Pacific Cycle	1,315,224
181	141	229	Coby Electronics Corp.	1,314,826
182	216	205	Coaster of America	1,311,049
183	190	184	Vans	1,306,250
184	-	-	Sun Products	1,297,500
185	178	-	FTD, Inc.	\$1,296,372

FY09	FY08	FY07	VENDOR NAME	FY09 SALES
186	197	130	Pro Feet Inc.	1,271,075
187	145	-	Husqvarna Outdoor	1,269,068
188	167	167	Hill's Pet Nutrition	1,256,584
189	179	175	J & A Marketing	1,253,601
190	-	214	Weber-Stephen Products Co.	1,250,915
191	199	200	Chanel Inc.	1,247,922
192	161	140	Mattel Inc.	1,231,706
193	177	230	Izod	1,230,352
194	-	-	CamelBak Products LLC	1,226,553
195	103	114	Kids Headquarters	1,216,951
196	-	-	Dura Micro Inc. (d/b/a Acomdata)	1,212,270
197	203	176	Brooks Brothers, Inc.	1,206,948
198	196	151	Revlon	1,201,894
199	-	-	Zheng Zhang USA Inc.	1,194,995
200	-	-	Crown Distribution Co. Inc.	1,186,688
201	105	242	Sara Lee	1,158,857
202	228	-	Planet Gold	1,137,659
203	192	191	CSK Auto, Inc.	1,135,122
204	215	227	Totes Isotoner Corp.	1,134,514
205	202	243	Calvin Klein	1,099,770
206	234	-	Euro-Pro Operating LLC	1,096,105
207	-	-	VTech Communications	1,087,103
208	220	244	Dreyer's Grand Ice Cream*	1,063,480
209	205	154	Sealy Inc.	1,058,173
210	-	-	Group SEB/USA	1,056,707
211	-	-	Novartis Consumer Health Inc.	1,052,814
212	217	221	Softland International	1,047,189
213	233	192	LVMH Watch & Jewelry*	1,040,113
214	214	-	PNY Technologies	1,035,703
215	-	240	Home Products International	1,033,839
216	-	-	Gear for Sports	1,027,923
217	-	-	Top Flight	1,020,996
218	-	-	Sanford Corp.	1,019,798
219	210	208	Colorado Box Beef Co.	1,016,735
220	-	-	D. Canale & Co.	1,011,524
221	-	-	Converse	1,011,328
222	-	-	Cascades Tissue	1,005,959
223	-	-	M. Block and Sons, Inc.	1,002,561

Note: 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 2009 with NEXCOM do not appear on the list because sales are made through brokers or distributors, as is the case, for instance, with some beverage companies.

Numbers rounded off to nearest dollar.

Source: NEXCOM