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January 25, 2005

NOTICE TO THE TRADE – DeCA NOTICE 05-49

SUBJECT: Distributor Changes

The purpose of this Notice to the Trade is to address the numerous inquiries from industry about changing or adding distributors.

While DeCA does not make decisions for manufacturers we understand that at times distributor changes may be required. As your customer, we would like to reiterate the following DeCA standards in regards to distribution:

- New changes or initiatives should help to improve service levels while maintaining or reducing cost to DeCA and our customers.
- The number and frequency of deliveries along with fill rates should be commensurate with our instock goal of 99%.

We recognize that manufacturers must always look at the bottom line when making their business decisions. Working together we will continue to provide the best service possible to the men and women who serve and protect us all.

My point of contact for this matter is Mr. Robert G. Vitikacs, Director of Sales, at (804) 734-8278.

/s/

Scott E. Simpson
Chief Operating Officer