DEFENSE COMMISSARY AGENCY
DeCA WEST
3401 ACACIA STREET, SUITE 115
McCLELLAN, CALIFORNIA 95652-1002

DeCA West/RDO November 10, 2004

NOTICE TO THE TRADE – DeCA WEST REGION NO. 05-02

SUBJECT: Vandenberg Commissary – Vendor Meeting

This Notice to the Trade is the DeCA West Region's notification to vendors of a meeting scheduled for November 18 and 19, 2004, to finish the display building, decorating, and stocking of the bulk candy sales area. This meeting will also address several ongoing issues relating to vendor stocking of product, product rotation, expired product and cleaning of shelves by vendor stockers.

We recognize that industry support, from vendor stocking, building and maintaining displays and displaying seasonal items early, has proven very successful in maximizing holiday sales. It is absolutely necessary to have a successful program and once again, we solicit all industry sales representatives and vendor stockers that service the Vandenberg Commissary. It is very important to continue our outstanding partnership with total commitment and total support!

The stocking party will begin at approximately 4:00 pm on the 18th and work until completed on the 19th, by all industry personnel and vendor stockers. Store management will provide the layout for bulk candy, regular candy aisle and Holiday never-out items that will be stocked.

Other topics to be discussed will be: vendor stocking of health and beauty items, rotation of vendor stocked items, expired product, cleaning of vendor stock items shelving, and the building of displays for vendor stocked items.

We truly value our industry partners and as always your support is priceless and cannot be accomplished without you.

Please provide the names of the company, all sales representatives and vendor stockers and phone numbers that will be in attendance for this very important meeting. Please submit your information to the attention of the Vandenberg Commissary Store Director, Mr. Art Wescott, or Store Administrator, Mr. Doug Fellows, at commercial (805) 734-3354, ext. 225.

Michelle M. Frost
Chief, Operations Business Area