



IN REPLY
REFER TO

DEFENSE COMMISSARY AGENCY
HEADQUARTERS
1300 E AVENUE
FORT LEE, VIRGINIA 23801-1800

SOS

February 10, 2014

NOTICE TO THE TRADE – DeCA NOTICE 14-20

SUBJECT: Vendor Stocking and FDS Fill Rate Performance Reports

Reference: Notice to the Trade – DeCA Notice 13-15, MPS, February 1, 2013, Subject: Industry Performance Standards

The Defense Commissary agency (DeCA) will soon post Vendor Stocking Performance and Frequent Deliver System (FDS) Fill Rate Reports to its website, www.commissaries.com. These reports will contain useful information concerning vendor-stocking performance for stores using Computer Assist Ordering (CAO) and FDS order fill rates.

The Vendor Stocking Performance report (first attachment) identifies the broker by store item totals and the second part of the report identifies the broker by store with dollar values. The report tallies the number of times stores “flag” items as not on shelf, grouping those values by EDI (pricing) broker and by store. The report also will list vendor-stocked items as well as the item’s total inventory dollar value available for stocking in the store backroom on any given day.

The FDS Item Fill Rate report (second attachment) identifies order fill rates at several levels. The fill rate is determined by using the first delivery date of the most recent FDS rollup period as the starting point, and the last delivery day of the rollup period as the ending date, including total number of cases ordered and subsequently shipped to every FDS store by line item. Using this data as the baseline, item fill rate reports for new and existing items are listed on separate worksheet tabs by RSL (store class and size) at the distributor, company, buyer, and category level.

There will be a link to the above reports that will be published and posted to www.commissaries.com under the business news section. Industry will be able to download the excel files and utilize this information to evaluate the performance of vendor stockers and item fill rates.

If there are any questions, point of contacts for this program are Mr. Trevor Cain, Store Operations, 804-734-8000, extension 4-8236; and Mr. Wayne Webb, Operations and Policy Directorate, 804-734-8000, extension 4-8854.

James J. Hudson Jr.

Principal Deputy Director, Store Operations

Attachments:
As Stated

Broker by Store Counts

Broker	Store	Zone	Area	Line Item Count	Broker Line Item Count	Avg. Daily NOS Count	% Line Item Count	Avg. Daily Broker NOS Count	% Line Item Count	% Broker Line Item Count	% NOS Count
ACOSTA MILITARY DIVISION	Barksdale AFB	1	CENTRAL AREA	9965	889	34	0.34%	3	0.03%	0.34%	8.82%
ACOSTA MILITARY DIVISION	Columbus AFB	1	CENTRAL AREA	6347	587	66	1.04%	9	0.14%	1.53%	13.64%
ACOSTA MILITARY DIVISION	Fort Polk	1	CENTRAL AREA	9569	744	18	0.19%	1	0.01%	0.13%	5.56%
ADVANTAGE SALES LLC	Barksdale AFB	1	CENTRAL AREA	9965	1066	34	0.34%	4	0.04%	0.38%	11.76%
ADVANTAGE SALES LLC	Columbus AFB	1	CENTRAL AREA	6347	694	66	1.04%	6	0.09%	0.86%	9.09%
ADVANTAGE SALES LLC	Fort Polk	1	CENTRAL AREA	9569	1069	18	0.19%	3	0.03%	0.28%	16.67%
ALDER FOODS INC	Barksdale AFB	1	CENTRAL AREA	9965	89	34	0.34%	0	0.00%	0.00%	0.00%
ALDER FOODS INC	Columbus AFB	1	CENTRAL AREA	6347	45	66	1.04%	2	0.03%	4.44%	3.03%
ALDER FOODS INC	Fort Polk	1	CENTRAL AREA	9569	64	18	0.19%	0	0.00%	0.00%	0.00%
BISEK AND COMPANY	Barksdale AFB	1	CENTRAL AREA	9965	280	34	0.34%	1	0.01%	0.36%	2.94%
BISEK AND COMPANY	Columbus AFB	1	CENTRAL AREA	6347	138	66	1.04%	4	0.06%	2.90%	6.06%
BISEK AND COMPANY	Fort Polk	1	CENTRAL AREA	9569	288	18	0.19%	1	0.01%	0.35%	5.56%
CASCADE NORTHWEST BROKERS	Barksdale AFB	1	CENTRAL AREA	9965	15	34	0.34%	0	0.00%	0.00%	0.00%
CASCADE NORTHWEST BROKERS	Columbus AFB	1	CENTRAL AREA	6347	11	66	1.04%	1	0.02%	9.09%	1.52%
CASCADE NORTHWEST BROKERS	Fort Polk	1	CENTRAL AREA	9569	25	18	0.19%	0	0.00%	0.00%	0.00%
CREATIVE MILITARY SALES	Bangor NBK	12	PACIFIC AREA	8671	16	102	1.18%	1	0.01%	6.25%	0.98%
CREATIVE MILITARY SALES	Bremerton NBK	12	PACIFIC AREA	6624	14	57	0.86%	0	0.00%	0.00%	0.00%
CREATIVE MILITARY SALES	Fort Lewis	12	PACIFIC AREA	10364	17	185	1.79%	1	0.01%	5.88%	0.54%
DIXON MARKETING	Barksdale AFB	1	CENTRAL AREA	9965	303	34	0.34%	1	0.01%	0.33%	2.94%
DIXON MARKETING	Columbus AFB	1	CENTRAL AREA	6347	156	66	1.04%	2	0.03%	1.28%	3.03%
DIXON MARKETING	Fort Polk	1	CENTRAL AREA	9569	304	18	0.19%	1	0.01%	0.33%	5.56%
DUNHAM AND SMITH AGENCIES	Barksdale AFB	1	CENTRAL AREA	9965	747	34	0.34%	3	0.03%	0.40%	8.82%
DUNHAM AND SMITH AGENCIES	Columbus AFB	1	CENTRAL AREA	6347	474	66	1.04%	1	0.02%	0.21%	1.52%
DUNHAM AND SMITH AGENCIES	Fort Polk	1	CENTRAL AREA	9569	737	18	0.19%	1	0.01%	0.14%	5.56%
ELITE FOOD COMPANY INC	Barksdale AFB	1	CENTRAL AREA	9965	182	34	0.34%	0	0.00%	0.00%	0.00%
ELITE FOOD COMPANY INC	Columbus AFB	1	CENTRAL AREA	6347	118	66	1.04%	3	0.05%	2.54%	4.55%
ELITE FOOD COMPANY INC	Fort Polk	1	CENTRAL AREA	9569	147	18	0.19%	1	0.01%	0.68%	5.56%
FOSTER FARMS	Bangor NBK	12	PACIFIC AREA	8671	4	102	1.18%	0	0.00%	0.00%	0.00%
FOSTER FARMS	Bremerton NBK	12	PACIFIC AREA	6624	5	57	0.86%	0	0.00%	0.00%	0.00%
FOSTER FARMS	Fort Lewis	12	PACIFIC AREA	10364	5	185	1.79%	0	0.00%	0.00%	0.00%

Broker by Store Dollar Values

Broker	Store	Zone	Area	Line Item Count	Broker Line Item Count	Avg. Daily NOS Dollar Value	Avg. Daily Broker NOS Dollar Value
GENERAL MILLS INC	Barksdale AFB	1	CENTRAL AREA	9965	231	\$806.00	\$0.00
GENERAL MILLS INC	Columbus AFB	1	CENTRAL AREA	6347	164	\$1,849.00	\$14.00
GENERAL MILLS INC	Fort Polk	1	CENTRAL AREA	9569	177	\$885.00	\$5.00
GLOBAL MARKETING	Barksdale AFB	1	CENTRAL AREA	9965	67	\$806.00	\$0.00
GLOBAL MARKETING	Columbus AFB	1	CENTRAL AREA	6347	34	\$1,849.00	\$130.00
GLOBAL MARKETING	Fort Polk	1	CENTRAL AREA	9569	42	\$885.00	\$3.00
GOURMET INTERNATIONAL	Barksdale AFB	1	CENTRAL AREA	9965	11	\$806.00	\$5.00
GOURMET INTERNATIONAL	Columbus AFB	1	CENTRAL AREA	6347	4	\$1,849.00	\$0.00
GOURMET INTERNATIONAL	Fort Polk	1	CENTRAL AREA	9569	13	\$885.00	\$0.00
HI PAC LTD	Barksdale AFB	1	CENTRAL AREA	9965	98	\$806.00	\$0.00
HI PAC LTD	Columbus AFB	1	CENTRAL AREA	6347	32	\$1,849.00	\$11.00
HI PAC LTD	Fort Polk	1	CENTRAL AREA	9569	61	\$885.00	\$0.00
HIGHPLAINS MARKETING	Barksdale AFB	1	CENTRAL AREA	9965	269	\$806.00	\$36.00
HIGHPLAINS MARKETING	Columbus AFB	1	CENTRAL AREA	6347	125	\$1,849.00	\$42.00
HIGHPLAINS MARKETING	Fort Polk	1	CENTRAL AREA	9569	255	\$885.00	\$20.00
KRAFT FOODS	Barksdale AFB	1	CENTRAL AREA	9965	418	\$806.00	\$26.00
KRAFT FOODS	Columbus AFB	1	CENTRAL AREA	6347	337	\$1,849.00	\$15.00
KRAFT FOODS	Fort Polk	1	CENTRAL AREA	9569	352	\$885.00	\$46.00
L&M MARKETING	Barksdale AFB	1	CENTRAL AREA	9965	155	\$806.00	\$12.00
L&M MARKETING	Columbus AFB	1	CENTRAL AREA	6347	104	\$1,849.00	\$42.00
L&M MARKETING	Fort Polk	1	CENTRAL AREA	9569	199	\$885.00	\$7.00
MCCORMICK AND COMPANY	Barksdale AFB	1	CENTRAL AREA	9965	421	\$806.00	\$10.00
MCCORMICK AND COMPANY	Columbus AFB	1	CENTRAL AREA	6347	383	\$1,849.00	\$26.00
MCCORMICK AND COMPANY	Fort Polk	1	CENTRAL AREA	9569	423	\$885.00	\$8.00
OVERSEAS SERVICE CORP	Barksdale AFB	1	CENTRAL AREA	9965	920	\$806.00	\$63.00
OVERSEAS SERVICE CORP	Columbus AFB	1	CENTRAL AREA	6347	670	\$1,849.00	\$216.00
OVERSEAS SERVICE CORP	Fort Polk	1	CENTRAL AREA	9569	994	\$885.00	\$96.00

