



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

IN REPLY
REFER TO

MPS

March 9, 2018

NOTICE TO THE TRADE – DeCA NOTICE 18-19

SUBJECT: Category Performance Improvement Effort – Wave I Renewals

The purpose of this notice is to advise Industry that the Sales Directorate will be scheduling discussions to renew Wave I agreements over the next 120 days. It is expected that during the timeframe of the renewal process, current Wave I agreements will remain in place.

The renewal effort should move along at a much faster pace than the original process as the Sales Directorate seeks to maintain, and as appropriate improve, agreements based on total supplier performance - volume, costs, and patron savings - achieved during the period of performance for the agreement.

We appreciate your support and look forward to working with you to strengthen our relationship and to continue providing this important benefit to our military Service members and their families.

Tracie L. Russ
Director, Sales