



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

LEL

July 31, 2017

NOTICE TO THE TRADE – DeCA Notice 17-52

SUBJECT: Associated Wholesale Grocers (AWG) Departure from Military Channel

DeCA has received notification that AWG – also known as Always Fresh -- is leaving the military distribution market effective 16 August 2017. AWG has informed DeCA that all impacted manufacturers, brokers etc. have been notified of this business decision. In addition, AWG and Military Distributors of Virginia (MDV) have reached agreement that MDV will be available to support those FDS manufacturers that are interested in an alternative distributor. Unless transitioned sooner, the last scheduled delivery to DeCA locations by AWG will be on 15 Aug 2017.

Because of the many system changes that would be required to change distributors in a compressed time frame, and as not to adversely impact our collective military customers, DeCA encourages all affected manufacturers to ensure that any necessary DeCA system changes to the selected method of distribution of their products to DeCA locations are accomplished no later than 07 Aug 2017. To facilitate the transition, for any manufacturer that does not identify a change to DeCA no later than 1500 hours EDT on 07 Aug 2017, DeCA shall assume that the manufacturer intends to realign their product offering through the use of MDV, with an effective distributor change date of 16 Aug 2017 unless otherwise notified.

MDV anticipates at this time that there will be no changes in delivery frequency, delivery days/times. Some non FDS deliveries i.e. chilled meat products may change over prior to 16 Aug as they are not attached with the receipt roll up process. To ensure a smooth change over, there are dedicated HQ DeCA, MDV and AWG cross functional team members working the required system changes.

Points of contact for this NTT from Logistics are Stephanie Faughnan and Amber Almond at 804-734-8000, extensions 48779 or 86239, respectively. Points of contact from Resale Contracting are Olga Harmon and Paula Damron at 804-734-8000, extensions 48934 or 48612, respectively.

Eric Swayzee
Director, Logistics

cc:
Sales
Store Operations