



# NEWS RELEASE

## Defense Commissary Agency

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## Military resale community solidifies Joint Buying Alliance with MOU

**FORT LEE, Va.** – The military resale community has signed a memorandum of understanding to establish a joint buying alliance expected to provide even greater savings for authorized exchange and commissary shoppers.

“The establishment of a Joint Buying Alliance is an outgrowth of numerous cooperative efforts among the exchanges and commissaries,” said Capt. Bruce C. Brown, commanding officer of the Coast Guard Community Services Command.

On Jan. 31, the chief executive officers for the Army & Air Force Exchange Service (AAFES), Navy Exchange Service Command (NEXCOM), Marine Corps Community Services (MCX), Coast Guard Exchange (CGX) and Defense Commissary Agency (DeCA) signed the agreement that provides guidelines for a purchasing alliance involving retail merchandise and any other items sold by two or more of the organizations.

“Efforts including the MILITARY STAR card, private-label products through the Exchange Select brand and now our joint buying alliance are key to lowering overhead costs and maximizing savings,” said Tom Shull, AAFES director/CEO.

The joint buying alliance will share common data and the cost of goods by maximizing combined buying power. Key retail areas that will kick off the purchasing alliance include electronics and health and beauty.

“The military resale organizations have had a long history of collaborative efforts on various businesses and customer initiatives, retired Rear Adm. Robert J. Bianchi, dual-hatted as the CEO of NEXCOM and the DOD special assistant for commissary operations. “The joint buying alliance represents the next phase of increased collaboration among NEX, DeCA, CGX, MCX and AAFES.”

Common ownership by the Department of Defense and Department of Homeland Security combined with separate organizational structures allows each entity to compare terms prior to signing a contract. This structure ensures Coast Guard members, Marines, Sailors, Airmen and Soldiers always receive the best possible price when shopping on a military installation or online at ShopMyExchange.com, MyNavyExchange.com or ShopCGX.com.

“Collaboration is key to improvement,” said Marine Corps Business and Support Services Division Director/CEO Cindy Whitman Lacy. “If a cooperative effort makes sense from a business perspective, the exchanges and commissaries are quick to partner to strengthen the benefit for those we are honored to serve.”

**-DeCA-**

**About DeCA:** *The Defense Commissary Agency operates a worldwide chain of commissaries providing groceries to military personnel, retirees and their families in a safe and secure shopping environment. Commissaries provide a military benefit, saving authorized patrons thousands of dollars annually on their purchases compared to similar products at commercial retailers. The discounted prices include a 5-percent surcharge, which covers the costs of building new commissaries and modernizing existing ones. A core military family support element, and a valued part of military pay and benefits, commissaries contribute to family readiness, enhance the quality of life for America’s military and their families, and help recruit and retain the best and brightest men and women to serve their country.*

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