



The Defense Commissary Agency

The Commissary--It's Worth the Trip!

Mr. Richard S. Page
Chief Operating Officer



Our Mission

- **Deliver a premier commissary benefit to the Armed Services community that:**
- **Encourages an exciting shopping experience**
- **Satisfies customer demand for quality grocery and household products**
- **Delivers exceptional savings while**
 - **Enhancing quality of life**
 - **Fostering recruitment, retention and readiness and**
 - **Supporting warfighters' peace of mind, knowing their families have secure and affordable access to American products**



Serving Nearly 12 Million Authorized Patrons Worldwide!



Defense Commissary Agency

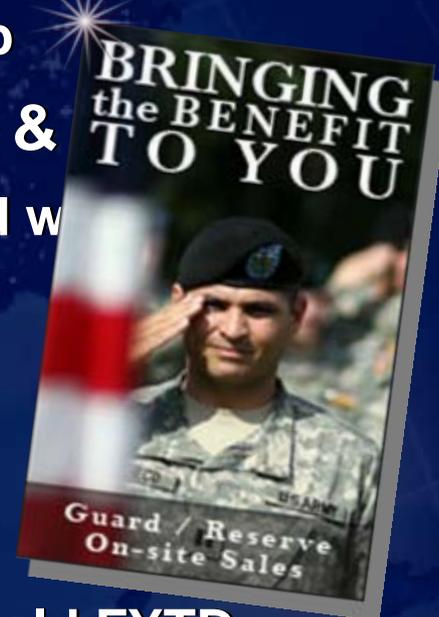
- **Serving our nation for 140 years**
- **254 stores/13 countries**
- **18,000 employees Agency-wide**
- **We sell groceries at cost plus 5% surcharge**
 - No profit motive
- **Savings**
 - Over 30% vs. commercial stores/super centers
 - Average family of 4 – over \$3,000 annually
 - Additional buying power
- **Sales**
 - Over \$5.7B annual sales
 - Average sales per customer: \$60.54





Expanding G & R Access to the Commissary Benefit

- **Powerful advocates and partners**
 - Ms. Arsht, Secretary Hall, LTG Blum, Adjutant Generals
 - Reserve Chiefs, Senior Enlisted Leadership
- **Empowering deliver of the Benefit to G & R**
 - Commissaries around the country engaged with local Guard & Reserve Units
 - Increasing outreach
 - Scheduling on-site sales
- **Powering Success!**
 - 103 events scheduled FY 2008; 84 events held FYTD
 - **35,335** customers served – resulting in **\$3.725M** sales



Commissary On-site Sales: Delivering the Benefit!



Hilo, Hawaii, On-site Sale



**900
Customer
Transactions**



**\$187,175 in
Sales**



Charlotte, NC, On-site Sale



2,265
Customer Transactions

\$233,414 In Sales



Klamath Falls, Oregon, On-site Sale



463
Customer
Transactions

\$31,918 in Sales



American Samoa, Pago Pago, On-site Sale



**4,100
Customer
Transactions**

**\$250,222 in
Sales**



On-Site Sales Schedule



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Commissaries.com

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Guard/Reserve On-Site Sales

Online ordering window now open for:

NATIONAL GUARD - KALISPELL, MONTANA
KALISPELL, MT
Last Day to Order: 07/12/08

CAMP SAN LUIS ON-SITE SALE
SAN LUIS OBISPO, CA
Last Day to Order: 07/15/08

Place your
order 

Want to know more about the Guard and Reserves On-site Sales? It's your benefit, [learn more!](#)

On-site Sales are open to all authorized patrons.

Future On-Site Sale Locations & Dates

For detailed information regarding the On-site Sale in your area, click on your location below to be taken to the sponsoring commissary. Please check back often. Additional sales are always being added.

July

July 11 [Camp Shelby, MS](#)
July 12 [Fort Wayne ANG, IN](#)
July 12 [Fresno, CA](#)
July 12 - 13 [Homestead, FL](#)
July 12 - 13 [Frankfort, KY](#)
July 12 - 13 [Phoenix, AZ](#)

September

September 1 - 6 [Camp Williams, Salt Lake City, UT](#)
September 5 - 6 [Hancock Air Base - Syracuse, NY](#)
September 6 [Caribou, ME](#)
September 6 - 7 [Bradley ANGB, Hartford, CT](#)
September 12 - 14 [Portland, OR](#)
September 13 - 14 [Stratton ANGB, Schenectady, NY](#)

www.commissaries.com



Guard & Reserve On-site Sales--On The Horizon

- **Test phase completed**
 - Successfully tested at five locations
 - 42 customers placed orders
 - Nearly 600 cases ordered and delivered to on-site sale customers--\$4,300 sales!
- **Deployment schedule**
 - January 2009 – pre-order, delivery made to on-site sale location, pay on-site and receive order
 - Summer 2009 – pre-order, pre-pay, and pick up order at on-site sale location
 - Fall 2009 – pre-order, pre-pay, and product is delivered to your home

Internet Ordering



Thank You

