

ARMY & AIR FORCE EXCHANGE SERVICE DIRECTOR/CEO NEWSLETTER

February 2019

Working Together Improves Quality of Life



To bring exciting events and promotions to improve military families' quality of life and drive them back to the installation, the exchanges continue to work collaboratively with the commissary as well as vendor partners. Seven highly successful collaborative events in 2018 brought value to military shoppers and highlighted the military resale benefit.

The exchanges, commissary and vendor partners are already working on continuing the excitement during 2019. Cross-agency working groups meet several times a month to plan promotions, bringing the best of what we have to offer to the military community.

As commanders, you are in a unique position to influence attendance while sharing the importance of preserving these benefits. Thank you for your support in spreading the word about these events. It is a privilege to partner with you to make the military communities we serve better as 100% of Exchange earnings support Soldiers, Airmen and their families.

Tom Shull
Director/CEO

Exchange Enters Joint Buying Alliance

On Jan. 31, the CEOs for the Exchange, Navy Exchange Service Command, Marine Corps Community Services, Coast Guard Exchange and Defense Commissary Agency signed an MOU to form a purchasing alliance involving retail merchandise and any other items sold by two or more of the organizations.

This alliance is expected to provide greater efficiencies for our collective businesses and added value for authorized exchange and commissary shoppers by allowing military resale to organize, coordinate and facilitate planning, forecasting and replenishment with key vendors; work with allocation and replenishment teams on receipt flow, markdowns and in-stocks; and analyze vendor performance to improve targeted metrics.

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

Common ownership by the Department of Defense and Department of Homeland Security combined with separate organizational structures allows your exchanges and commissary to compare terms prior to entering into new agreements. This structure ensures military members always receive the best possible price when shopping on a military installation or online.

Veterans Click for Savings On More Than 1 Million Items

In the 15 months since Veterans became eligible to shop military exchanges online, the benefit continues to thrive for the good of the broader military community.

Honorably discharged Veterans have ordered more than 1.1 million items by shopping online with the exchanges since the Veterans Online Shopping Benefit's launch last year. Veterans are now shopping tax-free, with military-exclusive pricing, at ShopMyExchange.com, MyNEX.com and ShopCGX.com.

More than 80,000 Veterans have placed more than 300,000 orders through their military exchanges online, saving nearly \$5 million in sales tax.

Earnings from the military exchanges support Quality-of-Life programs on installations critical to recruiting, retention and readiness. The shopping benefit recognizes the service of all who served honorably, allowing them to remain Soldiers, Airmen, Sailors, Marines and Coast Guard members for life.

Command Outreach Team Here for You

COL(R) Fredrick Hannah and Col. (Ret.) Andy Weaver are leading the Exchange's efforts to strengthen its support of military communities in the United States.



Weaver

Hannah

Hannah and Weaver are on point to answer command questions concerning Exchange support at the installation level; how it benefits Soldiers, Airmen, retirees, Veterans and families; and how to best support the unique mission at each location the Exchange serves.

In Hannah's 32 years in the Army, he served at every level through brigade-level command, including assignments as the Exchange's Europe Commander and as Battalion Commander at Fort Carson. Weaver's 25-year Air Force career included two Pentagon tours and serving as 88th Air Base Wing Commander at Wright-Patterson Air Force Base.

CONUS Army commanders are encouraged to reach out to Hannah at hannahfj@aafes.com. Air Force commanders in CONUS can contact Weaver at weaveran@aafes.com. Commanders in Europe can reach out to Col. Scott McFarland at mcfarlandsm@aafes.com and in the Pacific to Col. Scott Maskery at maskerysp@aafes.com.