



DEFENSE COMMISSARY AGENCY
HEADQUARTERS AND SUPPORT CENTER
1300 EISENHOWER AVENUE
FORT LEE, VIRGINIA 23801-1800

MPS

January 13, 2026

NOTICE TO THE TRADE – DeCA NOTICE 26-41

SUBJECT: Slow Movers Initiative

The purpose of this notice is to provide industry-relevant guidelines and updates on our slow mover initiative and immediate next steps.

Definition:

- A slow mover is an item with a first date sold more than 6 months ago that moves 6 units or fewer per month per carrying store.
- Data is a 6-month total to account for seasonal activity or new items purchased in the past 6 months, reflecting the maturation of new-item sales.

Objectives:

- The slow mover initiative should improve alignment with industry partners and enable DeCA's Supply Chain Transformation project through a more efficient item assortment. DeCA carries too many SKUs, many of which are unique to DeCA and not available in commercial retailers or wholesalers. Those uniqueness drive up cost and should be exceptions to meet a patron's need, not simply for variety or duplication.
- Reduce the number of slow movers (FDS and DSD) to unclog the supply network, free up warehouse space, and enable the quicker introduction of faster-moving/new, innovative items.
- Slow movers are tying up cash in stores – items that DeCA has paid for but not sold. On average, when a store orders a slow mover, that received case takes months to turn into sales/cash.

Principles:

- Will NOT delete entry items in categories. For example: Must carry newborn diapers – slow mover because customers don't need them long after birth, but not having them will send the customer somewhere else for current and future category purchases.
- Will NOT exit categories. For example: Bandages, customers only buy bandages when needed – not high turn times, but need to carry to be competitive with commercial grocery stores.
 - Will make brand choices when a category or sub-category contains multiple brands, all with the same variant, slow-mover.

- Immediate focus on K-code items. Classify and segregate key seasonal items (e.g. Sunscreen, Halloween, Holiday, etc.)

Beginning January 23, 2026, any item meeting the slow mover definition of moving six units or less per month per carrying store will automatically be P-coded +60 days. The Category Managers / Merchandisers have 30 days to appeal this decision to the Director of Sales (Fresh or Non-fresh).

We appreciate your cooperation and commitment. Questions regarding this NTT may be directed to the respective Category Manager and/or Merchandising Specialist.

Robert B. Culbreth
Director of Sales, Non-Fresh