



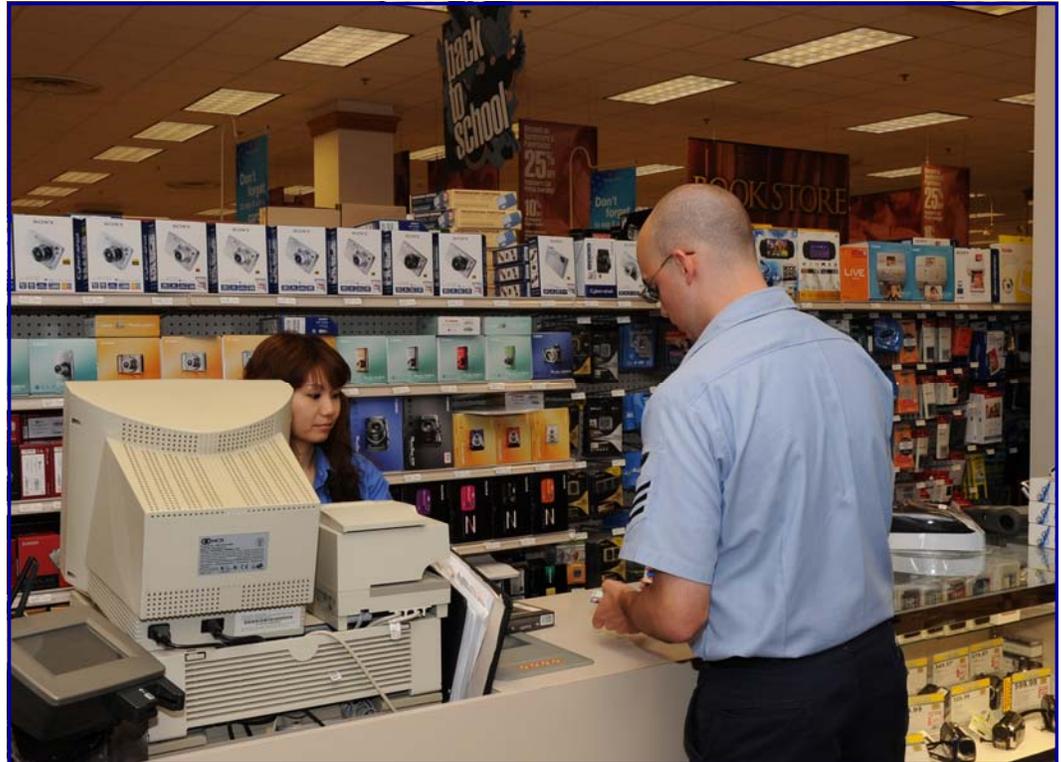
Spotlight on:

The CFAS Navy Exchange

Its mission: The Navy Exchange (NEX) is the military's version of a hometown shopping center. They provide an assortment of goods and services to military members and their families at an affordable, tax-free price. Sasebo's NEX offers not only goods that are sold in the states, but also some Japanese items that are sold out in the local community. Postcards with the Sasebo community printed on them, daruma dolls, and other items can be purchased at somewhat cheaper prices than in the community.

In addition to the main exchange Sasebo NEX services include laundry services, the barbershop, and food vendor services. The car rental service, flower shop, and video rental are also included in these services. But the \$12,500,000 main store is the hub of commercial activity on base. At 40,000 square feet, the store carries more than 18,000 name brand merchandise. According to sales records, the electronics and fashion departments have the biggest percentage of sales.

The NEX also supports Navy quality of life initiatives, providing savings bonds, and rewarding children for maintaining excellent grades in school. "The Navy Exchange's Project AOK is a



reward program for school students, grades 1 and up, who receives an overall grade average of 'B' or better for an entire grading period," said Sasebo's NEX Operations Service Manager Jim Caron. Students can qualify for a quarterly drawing of savings bonds for \$5,000, \$3,000, \$2,000, and \$1,000 dollars.

The NEX is not only a retail operation, but also a pillar to the military and local community. They regularly give back to the community by supporting various programs and hiring people from the outside the gates. Sasebo's NEX continues to strive to offer the best prices and service to their overseas community.

—Fast Facts—

- Since 1988, the NEX has received seven Capt. W. H. Bingham awards.
- The NEX is divided into five business units: The retail store, Navy Lodge, uniform program, ship store program, and telecommunications.
- Departments includes ladies', men's, and children's clothing; shoes; house wares; domestics; jewelry; watches; cosmetics; fragrances; books and magazines; greeting cards; toys; sporting goods and nutrition; luggage; appliances, cleaning supplies; candy; electronics; and personalized services.



In Their Own Words

“ Each NEX has its own personality based on location and demographics. ”

Jim Caron,
NEX Operations
Service Manager

Local Talent

The NEX is manned by 192 personnel consisting of 175 Master Labor Contractors (MLCs) and 17 civilians. In Fiscal Year 08, the NEX had \$35,769,817 in total sales. More than 70% of NEX profits are contributed to the MWR fund.