



**DEFENSE COMMISSARY AGENCY
HEADQUARTERS
1300 E AVENUE
FORT LEE, VIRGINIA 23801-1800**

IN REPLY
REFER TO

MPS

November 17, 2020

NOTICE TO THE TRADE – DeCA NOTICE 21-18

SUBJECT: Category Review Notification – Body Wash & Soap

The purpose of this notice is to advise Industry the Sales Directorate will begin the category review for Body Wash & Soap in December 2020. Appointments / presentations will be accepted December 1-24. Appointment requests must be submitted no later than December 15. The attached template identifies the category to be reviewed, category review objectives, and relevant information.

Questions regarding this review and appointment requests may be submitted to Mr. Harry Farrell, Merchandising Specialist, at harry.farrell@deca.mil or 804-734-8000 extension 48742.

Tracie L. Russ
Director, Sales

Attachments:
As stated

CATEGORY PLAN

(Publish 30 Days Prior to Category Review)

Category:

Body Wash & Soap

Universe of Items Included (e.g. D/C/G codes):

Planogram Name / Number*:

**Category definition based on current and previous published planograms (to include items that have been phased out).*

Regional items (Include / Exclude):

Exclude

Optional items (Include / Exclude):

Exclude

One-time buy/seasonal items (Include / Exclude):

Exclude

Club packs (Include / Exclude):

Exclude

Category Segmentation (if different than D/C/G codes identified above):

Category Review Month (MM/YYYY):

December 2020

Date Last Completed (MM/YYYY):

Approximately 1 year ago

Category Manager:

LaRue Smith

Implementation / Scorecard to be Managed by:

Harry Farrell/LaRue Smith

Category Role (e.g. Destination, Routine, Convenience):

Destination

Marketing Strategy:

To be determined by Industry/DeCA during review. Discussion to include, but not limited to, topics below:

Number of Promotions Per Year:

Seasonal Promotions?:

Theme Event?

Method (i.e. Mandate):

Category Objectives:

Increase sales for the category by using retail best practice, and optimize variety while meeting pack out.

Special Factors/Notes:

Focus on new innovation while maintaining top sellers.

(Examples - Focus on emerging category trends, new item introductions, consumer segmentation...)

Evaluation Criteria:

Current Category POG Size (in Linear Feet):

K5 (e.g. 12ft)

16ft

K4 (e.g. 12ft)

16ft

K3 (e.g. 12ft)

12ft

K2 (e.g. 12ft)

8ft

K1 (e.g. 8ft)

4ft

Preferred Period Ending for Data (MM/YYYY):

12/2020

Preferred Timeframe for Data (e.g. 26 Weeks)

52, 26 and 13 Weeks

Data - Geography (e.g. Worldwide, ConUS)

CONUS to include AK, HI and PR

Primary Ranking of Data (Packages, Dollars)

Dollars/Units

Secondary Ranking of Data (Packages, Dollars):

ACV/Patron Savings

Comparison Retail Market (e.g. All Other Channels**, Remaining Markets)

Retail Market and AOC