



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

IN REPLY
REFER TO

MPS

2 April 2021

NOTICE TO THE TRADE – 21 –68

SUBJECT: Category Review Notification – Deodorant

The purpose of this notice is to advise Industry the Sales Directorate will begin the category review for Adult Incontinence in March 2021. Appointments / presentations will be accepted from April 13 thru April 22. Appointment requests must be submitted no later than April 12. The attached template identifies the category to be reviewed, category review objectives, and relevant information.

Questions regarding this review may be directed to Micah S Richardson, Merchandising Specialist, at micah.richardson@deca.mil or 804-734-8000 extension 48585.

Bonita M. Moffett
Director of Sales

Attachments:
As stated

CATEGORY PLAN

(Publish 30 Days Prior to Category Review)

Category:

Adult Incontinence

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

00050

Planogram Name / Number*:

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

Regional items (Include / Exclude):

Include

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):

FEBRUARY 2021

Date Last Completed (MM/YYYY):

Approximately 8 months ago

Category Manager:

LaRue Smith

Implementation / Scorecard to be Managed by:

Micah Richardson / LaRue Smith

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

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.
Vendor meetings should be data based on item MOVEMENT from most recent 52 weeks.

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

Evaluation Criteria:

Current Category POG Size (in Linear Feet):

K5 (e.g. 12ft)

20ft-30ft

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):

03/2021

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

52 Weeks

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

CONUS to include AK, HI and PR

Primary Ranking of Data (Packages, 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