



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

**IN REPLY
REFER TO**

MPS

December 6, 2021

NOTICE TO THE TRADE - DeCA NOTICE NTT # 22-13

SUBJECT: Category Review Notification – Fabric Softener - 04000

The purpose of this notice is to advise Industry the Sales Directorate will begin the category review for Fabric Softener in January 2022. Appointments / presentations will be accepted on January 4-13, 2022. Appointment requests must be submitted no later than December 31, 2021. The attached template identifies the category to be reviewed, category review objectives, and relevant information.

Questions regarding this review and appointment requests may be directed to Ms. Audrey Callen, Merchandising Specialist, at audrey.callen@deca.mil or 804-734-8000 extension 86026. Mr. Darrell Clary, Category Manager at darrell.clary@deca.mil or 804-734-8000 extension 48866.

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Date: 2021.12.06 14:24:42 -05'00'

Bonita M. Moffett
Director of Sales

Attachments:
As stated

Category:

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):

Optional items (Include / Exclude):

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

Club packs (Include / Exclude):

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

Fabric Softener**4000**

Exclude

Exclude

Exclude

Include

Category Segmentation will be based on Industry best practices

Category Review Month (MM/YYYY):

Date Last Completed (MM/YYYY):

01/2022

Category Manager:

Darrell Clary

Implementation / Scorecard to be Managed by:

Darrell Clary

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:Meet category objectives below and Plan for Trends and best retail practices.
Streamline to meet pack out.

(Examples of Objectives - Decrease # of SKU's, Streamline Assortment, prioritize space for high velocity items, meet minimal pack out)

Special Factors/Notes:

Introduce new innovation, retail best practices and category trends.

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

Evaluation Criteria:

Current Category POG Size (in Linear Feet):

K5 (e.g. 12, 16, 20, 24 ft)

K4 (e.g. 12, 16, 20, 24 ft)

K3 (e.g. 12, 16, 20, 24 ft.)

K2 (e.g. 8ft)

K1 (e.g. 8ft)

Preferred Period Ending for Data (MM/YYYY):

Preferred Timeframe for Data (e.g 26 Weeks)

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

Primary Ranking of Data (Packages, Dollars)

Secondary Ranking of Data (Packages, Dollars):

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

12FT, 16FT

8FT

4FT

01/2022

52 & 26 Weeks

Conus

Dollars

Units

Stock Assortment RM - Patron Saving AOC