



DEFENSE COMMISSARY AGENCY
HEADQUARTERS
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FORT LEE, VIRGINIA 23801-1800

MPS

February 2, 2022

NOTICE TO THE TRADE - DeCA NOTICE #22-38

SUBJECT: Category Review Notification – Bags/Wraps/Foils/Containers

The purpose of this notice is to advise Industry the Sales Directorate will begin the category review for Bags/Wraps/Foils/Containers in March 2022. Appointments / presentations will be accepted on March 7-11 2022. Appointment requests must be submitted no later than February 25, 2022. 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 or Mr. Darrell Clary, Category Manager, at darrell.clary@deca.mil or 804-734-8000 extension 48866.

Bonita M. Moffett
Director of Sales

Attachments:
As stated

CATEGORY PLAN

(Publish 30 Days Prior to Category Review)

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):

Bags/Wraps/Foils/Containers

500

Exclude

Exclude

Exclude

Exclude

Category Review Month (MM/YYYY):

Date Last Completed (MM/YYYY):

March 2022

Category Manager:

Darrell Clary

Implementation / Scorecard to be Managed by:

Darrell Clary

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

Basket Builder

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)

24,28,32,36,40,44FT

16 & 20FT

12FT

8FT

01/2022

52 & 26 Weeks

Conus

Dollars

Units

Stock Assortment RM - Patron Saving AOC