



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

MPS

August 1, 2022

NOTICE TO THE TRADE – DeCA NOTICE 22-88

SUBJECT: Category Review Notification – Frozen Prepared Meals Single Serve

The purpose of this notice is to advise Industry the Sales Directorate will begin the Category Review for Frozen Prepared Meals Single Serve in September 2022. Appointments and electronic presentations should be submitted no later than September 11 to the Category Manager, Jessica Stables, at jessica.stables@deca.mil and Merchandising Specialist, Johnny Stewart, at johnny.stewart@deca.mil.

All files larger than 5 MB should be uploaded to the DoD SAFE at the following website: <https://safe.apps.mil>. This evaluation is open for current and potential new vendors seeking business opportunities with DeCA. The attached template identifies the categories to be evaluated, category evaluation objectives, and relevant information.

Questions regarding this review may be directed to Johnny Stewart, Merchandising Specialist, at johnny.stewart@deca.mil or 804-734-8000 extension 48930.

Bonita M. Moffett
Director of Sales

Attachments:
As stated

CATEGORY PLAN

(Publish 30 Days Prior to Category Review)

Category:	Frozen Prepared Meals Single Serve
Universe of Items Included (e.g. D/C/G codes):	05170
Planogram Name / Number*:	05170
<i>*Category definition based on current and previous published planograms (to include items that have been phased out).</i>	
Regional items (Include / Exclude):	Include
Optional items (Include / Exclude):	Include
One-time buy/seasonal items (Include / Exclude):	Include
Club packs (Include / Exclude):	Include
Category Segmentation (if different than D/C/G codes identified above):	

Category Review Month (MM/YYYY):	September 2022
Date Last Completed (MM/YYYY):	July 2021

Category Manager:	Jessica Stables
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Implementation / Scorecard to be Managed by:	Jessica Stables / Johnny Stewart
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Category Role (e.g. Destination, Routine, Convenience):	Destination
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Marketing Strategy:	
<i>To be determined by Industry/DeCA during review. Discussion to include, but not limited to, topics below:</i>	
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.
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Special Factors/Notes:	Focus on new innovation while maintaining top sellers.
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(Examples - Focus on emerging category trends, new item introductions, consumer segmentation...)

Evaluation Criteria:	
Current Category POG Size (in Linear Feet):	
K5 (e.g. 12ft)	----
K4 (e.g. 12ft)	----
K3 (e.g. 12ft)	9 Doors
K2 (e.g. 12ft)	----
K1 (e.g. 8ft)	5 Doors
Preferred Period Ending for Data (MM/YYYY):	07/2022
Preferred Timeframe for Data (e.g 26 Weeks)	52 Weeks
Data - Geography (e.g. Worldwide, ConUS)	CONUS excluding AK & HI
Primary Ranking of Data (Packages, Dollars)	Patron Savings/Dollars/Units
Secondary Ranking of Data (Packages, Dollars):	ACV
Comparison Retail Market (e.g. All Other Channels**, Remaining Markets)	Remaining Market and xAOC

Review Milestones	
NTT Release	1 August 2022
Vendor Presentations	11 September 2022
Results Published	11 October 2022
New Item Start Date	5 November 2022
New Items in Distributor by	25 November 2022
POG's Published	30 November 2022
Store Resets Start	8 December 2022

Comments	
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