



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

IN REPLY  
REFER TO

MPS

October 9, 2020

NOTICE TO THE TRADE – DeCA NOTICE 21-02

SUBJECT: Category Review Notification – Skin Care

The purpose of this notice is to advise Industry the Sales Directorate will begin the category review for Skin Care in November 2020. Appointments / presentations will be accepted November 3-19. Appointment requests must be submitted no later than October 22. The attached template identifies the category to be reviewed, category review objectives, and relevant information.

Questions regarding this review may be directed to Ms. Ruth Mereus, Merchandising Specialist, at [ruth.mereus@deca.mil](mailto:ruth.mereus@deca.mil) or 804-734-8000 extension 48635.

Tracie L. Russ  
Director, Sales

Attachments:  
As stated

## CATEGORY PLAN

( Publish 30 Days Prior to Category Review)

**Category:**

**SKIN CARE**

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

08950

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):**

**November 2020**

Date Last Completed (MM/YYYY):

Approximately 6 months ago

**Category Manager:**

LaRue Smith

**Implementation / Scorecard to be Managed by:**

Ruth Mereus / 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.

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

**Evaluation Criteria:**

Current Category POG Size (in Linear Feet):

K5 (e.g. 12ft)

12ft

K4 (e.g. 12ft)

12ft

K3 (e.g. 12ft)

12ft

K2 (e.g. 12ft)

8ft

K1 (e.g. 8ft)

4ft

Preferred Period Ending for Data (MM/YYYY):

11/2020

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