



IN REPLY
REFER TO

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

MPS

December 29, 2021

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

SUBJECT: Category Review Notification – Chill Dinner Sausage

The purpose of this notice is to advise Industry the Sales Directorate will begin the category review for Chill Dinner Sausage. Appointments / presentations will be accepted from February 15-24, 2022. Appointment requests must be submitted no later than January 30, 2022. The attached template identifies the category to be reviewed, category review objectives, and relevant information.

Questions regarding this review may be directed to Mr. Joseph Burrill, Merchandising Specialist, at joseph.burrill@deca.mil or 804-734-8000 extension 48499.

BURKETT.THOMAS
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Digitally signed by
BURKETT.THOMAS.RAY.10074
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Date: 2021.12.29 10:36:53 -05'00'

Bonita M. Moffett
Director of Sales

Attachments:
As stated

CATEGORY PLAN

(Publish 30 Days Prior to Category Review)

Category:	Chill Dinner Sausage
Universe of Items Included (e.g. D/C/G codes):	
Planogram Name / Number*:	2250
<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):	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):	
Date Last Completed (MM/YYYY):	Over a 1 year ago
Category Manager:	Jessica Stables
Implementation / Scorecard to be Managed by:	Joe Burrill/Jessica Stables
Category Role (e.g. Destination, Routine, Convenience):	Traffic Driver
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.
Special Factors/Notes:	Focus on new innovation while maintaining top sellers.
<i>(Examples - Focus on emerging category trends, new item introductions, consumer segmentation...)</i>	
Evaluation Criteria:	
Current Category POG Size (in Linear Feet):	
K5 (e.g. 12ft)	
K4 (e.g. 12ft)	
K3 (e.g. 12ft)	4 Bay
K2 (e.g. 12ft)	
K1 (e.g. 8ft)	2 Bay
Preferred Period Ending for Data (MM/YYYY):	12/2021
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