



DEFENSE COMMISSARY AGENCY
HEADQUARTERS AND SUPPORT CENTER
1300 EISENHOWER AVENUE
FORT LEE, VIRGINIA 23801-1800

November 21, 2025

NOTICE TO THE TRADE – DeCA NOTICE 26-05

SUBJECT: Calendar Year 2026 Category Review Schedule

The purpose of this notice is to provide Industry the Calendar Year 2026 Category Review Schedule, TAB A. This NTT outlines the steps and strategy to maximize the number of category reviews we conduct annually by leveraging the industry best practice of Category Captains and Validators.

This concept should drive increased collaboration between DeCA category teams, suppliers, and brokers to improve category performance through supplier expertise and insights for category management.

Roles and Responsibilities:

- **Category Captain (Supplier/Broker)** is the leading supplier or manufacturer who partners with a retailer to optimize a specific product category. Typically, the largest supplier by dollar volume.
 - The Category Captain will provide insights, and make a recommendation to DeCA on the product assortment and shelf placement (POG) for the entire category, not just their own products.
- **Category Validators (Broker) are other suppliers or manufacturers who compete with the Category Captain.**
 - The Category Validator will provide alternative perspectives and data to the DeCA team. This provides checks and balances to ensure the best category strategy is recommended to DeCA. That includes, but not limited to product assortment and shelf placement (POG).
- **DeCA Category Team (Merchandising Specialists) are responsible for all category decisions.**
 - Decision authority for all category assortment decisions for adding, deleting, and retaining items within their portfolios.
 - DeCA reserves the right to change the Captain and/or Validator if they are not acting in the best interest of DeCA. The Director of Sales, Non-Fresh is the decision authority to adjust the Captain and Validator for any given category.

Data:

The recommendation from the Captain/Validator must include Commissary and commercial market data. Recognizing the primary data comes from syndicated data providers DeCA is providing the minimum requirements for each technical environment and the template will be available from your client manager at Nielsen or Circana.

Framework:

- Items with less than six months of movement from the last category review will remain in the assortment, exceptions apply and Category Managers have decision authority to override this business rule.
- Slow movers (movement less than 6 unit per month, per carrying store) will automatically be deleted, unless justified and approved by the Category Manager. Objective: Reduce the number of FDS slow movers to improve supply chain efficiencies; free up warehouse space, and enable the quicker introduction of faster-moving/new innovative items.
 - DeCA will not exit categories
 - DeCA will not exit entry points to categories

Phase	Duration	DeCA	Captain	Validator
Notice to Trade	30 days before review start	Send notice to trade		
Data Collection, Analysis & Scheduling	Day 1-15	1) Merchandising Specialist (MS) will schedule meetings with industry partners 6) MS reviews and annotate data (deletes, upgrades, downgrades)	2) Review performance data of current assortment 3) Recommend DeCA review products; deletes, upgrades, downgrades 5) Submit recommend assortment to DeCA	4) Review Captain recommendations and provide feedback
Partner Engagement	Day 16-30	MS facilitates meetings and new item presentations		
Finalize Assortment	Day 30–45	1) MS will finalize assortment and send to industry for acknowledgment 6) Allowing stores and distributors 60 days to sell through deleted items	2) Develop POG for final assortment 3) Recommend POG to validator 5) Submit recommendation for review to DeCA	4) Review Captain POG recommendations and provide feedback
Complete POG	Day 45+	Responsibility for completion will be assigned at the MS discretion		
Release POG and Reset	NTE 90 Days	Release POG when fill rates on ALL POG items at distributor have reached 95%. Reset: See Tiers	Reset: See Tiers	Reset: See Tiers

Reset Tiers:

- Tier 1: Simple changes, a couple item swaps/UPC changes, etc. (minimal merchandising changes and no shelving changes). Tier 1 Responsibility: Store/ CAO
- Tier 2: Multiple item swaps/changes, an entire brand has UPC changes, etc. (moderate merchandising changes). Tier 2 Responsibility: Store/CAO w/ industry partner with applicable changes
- Tier 3: An entire category is impacted (may be category review or post category review). Tier 3 Responsibility: Industry partner category lead/Other industry category players.
- Tier 4: More than one category is impacted--adjacencies or store layout changes, equipment changes (shelving, magna bars, etc.), etc. Tier 4 Responsibility: All impacted industry partners along with store/CAO

Results:

DeCA's category review decisions will be published utilizing the template at TAB B, in accordance with the framework between 30-45 days after the start of the review.

Post Review:

DeCA, Category Captains, and Validators will evaluate results 6 months following the publication of category review results. Underperforming sales results compared to market should be evaluated and appropriate intervention to improve performance.

Out of Cycle Innovation:

- Suppliers/Brokers are permitted to present out of cycle product innovation
- DeCA Category Teams retain the right to accept or reject out of cycle innovation, but should consider all facets of product launch to include but not limited to: national product launches, media campaigns, large events, etc.

Disclaimers:

- Remind all participants of the importance of complying with applicable competition laws while interacting. The category review discussions are intended for [INSERT PURPOSE AND AGENDA] during meeting and should be disclosed prior to any meeting. It will, at all times, be conducted in compliance with applicable competition laws.
- The communication or exchange of any commercially sensitive information, including information relating to prices, cost of goods/labor, marketing and advertising strategy, costs and revenues, trading terms and conditions with third parties, as well as salaries and allowances, salary components, and recruiting strategies is strictly prohibited.
- Final assortment decisions are strictly made by DeCA category teams.

Questions regarding this NTT may be directed to the respective Category Manager and/or Merchandising Specialist.

Robert B. Culbreth
Director of Sales, Non-Fresh

Attachments: As stated

	Beer, Wine, Refrigerated, & Frozen Consumables													
Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Category Captain Supplier/Broker	Category Validator Broker
FROZEN BURGERS									X				BUBBA BURGERS/GLOBAL MARKET	ELITE FOODS
FROZEN CHICKEN PREPARED							X						TYSON FOODS/OSCWEB CO	EURPAC
FROZEN IQF CHICKEN							X						TYSON FOODS/OSCWEB CO	CREATIVE SALES
FROZEN FRUIT								X					WYMAN'S/ACOSTA	EURPAC
FROZEN PREPACK MEAT									X				COOKED PERFECT/OSCWEB CO	EURPAC
FROZEN MEATLESS				X									MORNING STAR/OSCWEB CO	EURPAC
FROZEN MEAT POULTRY							X						BUTTERBALL/OSCWEB CO	ACOSTA
FROZEN PIZZA			X										DIGIORNO/ACOSTA	OSCWEB CO
FROZEN PREPARED MEALS		X											CONAGRA /EURPAC	ACOSTA
FROZEN SNACKS												X	HOT POCKETS/ACOSTA	OSCWEB CO
FROZEN TOPPINGS								X					COOLWHIP/S&K	S&K
CHILL SPECIALTY EGGS			X										EGGLANDS BEST/ADVANTAGE	GLOBAL MARKET
BEER														
WINE														
FROZEN BREAD									X				NEW YORK STYLE/EURPAC	ACOSTA
FROZEN BREAKFAST	X												TYSON FOODS/OSCWEB CO	EURPAC
FROZEN DESSERT									X				EDWARDS PIE/OSCWEB CO	ACOSTA
FROZEN ICE CREAM										X			BREYERS/OSCWEB CO	EURPAC
FROZEN INTERNATIONAL							X						RAMAR FOODS/OSCWEB CO	EURPAC
FROZEN NOVELTIES											X		FRONERI /EURPAC	OSCWEB CO
FROZEN POTATOES		X											ORE-IDA/S&K	OSCWEB CO
FROZEN SEAFOOD												X	COLESON'S CATCH/OSCWEB CO	ELITE FOODS
FROZEN VEGETABLES			X										PICTSWEEP/EURPAC	OVERSEAS
GROCERY - ICE CREAM CONES & TOPPINGS										X			SMUCKERS/OSCWEB CO	EURPAC
CHILL BUTTER MARGARINE										X			LAND O LAKES/ACOSTA	ADVANTAGE
CHILL COOKING					X								DAISY/ADVANTAGE	ELITE FOODS
CHILL CREAM CHEESE											X		KRAFT/S&K	ACOSTA
CHILL DESSERT					X								PILLSBURY/S&K	ACOSTA
CHILL DOUGH					X								PILLSBURY/S&K	GLOBAL SALES
CHILL MILK ALTERNATIVES CREAMERS							X						COCA COLA/ACOSTA	ELITE FOODS
CHILL JUICE DRINKS TEA									X				COCA COLA/ACOSTA	EURPAC
CHILL MEAT BREAKFAST						X							SMITHFIELD/OSCWEB CO	S&K
CHILL LUNCHMEAT		X											OSCAR MAYER/S&K	OSCWEB CO
CHILL MEAT DINNER SAUSAGE HOT DOGS			X										HILLSHIRE/OSCWEB CO	ACOSTA
CHILL MEAT HAMS				X									HILLSHIRE/ACOSTA	EURPAC
CHILL MEAL COMBO	X												KRAFT/S&K	OSCWEB CO
CHILL CHEESE SLICED											X		SARGENTO/EURPAC	S&K
CHILL CHEESE SHREDDED											X		LACTALIS/S&K	EURPAC
CHILL CHEESE SNACK/CHUNK											X		LACTALIS/S&K	ELITE FOODS
CHILL YOGURT								X					CHOBANI/ELITE FOODS	ACOSTA
CHILL UNCOOKED DINNER MEAT	X												JOHNSONVILLE/EURPAC	OSCWEB CO

	DSD+Food													
Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Category Captain Supplier/Broker	Category Validator Broker
BEVERAGE POWDERED				X									Kraft Heinz/S&K	EURPAC
BREAD COMBINED			X										BIMBO	OVERSEAS
CANISTER CHIPS						X							KELLANOVA/OSCWEB CO	EURPAC
CHIPS (by %)													Pepsico (Frito Lay)/	
COOKIES			X										MONDELEZ/S&K	ACOSTA
CRACKERS		X											MONDELEZ/S&K	ACOSTA
CRACKERS - SNACK		X											MONDELEZ/S&K	ACOSTA
ENERGY DRINKS										X			MONSTER/EURPAC	S&K
FRONT END RACKS														
FUELING STATION													FIRST WAVE SALES	EURPAC
GRAIN (RICE) CAKES							X						Pepsico (Quaker)/EURPAC	ADVANTAGE
HAWAII LOCAL													GOLDEN TOUCH TRADING/	
HEALTHY CHIPS						X							HAIN CELESTIAL/ADVANTAGE	EURPAC
ISOTONIC DRINKS	X												Pepsico (Gatorade)/Pepsico DSD	OSCWEB CO
JUICE APPLE					X								KDP (Motts)/EURPAC	ELITE FOODS
JUICE ASEPTICS					X								Kraft/S&K	ACOSTA
JUICE BLENDS					X								Ocean Spray/ADVANTAGE	OSCWEB CO
JUICE TOMATO								X					Campbells (V8)/Acosta	EURPAC
MIXERS								X					KDP (Canada Dry& Mr & Mrs T)/EURPAC	L&M MARKETING
NC LOCAL														
NEW AGE						X							PEPSI/EURPAC	S&K
NEW MEXICO LOCAL													STATEWIDE	
NUTS SNACKS	X												HORMEL (Planters)/EURPAC	OSCWEB CO
POPCORN (MICRO)								X					CONAGRA/EURPAC	TONY'S FINE FOODS/OSC
PRE-POPPED								X					THE HERSHEY COMPANY/OSCWEB CO	EURPAC
SODA													Coca Cola/Acosta	EURPAC
SODA PREMIUM	X												Pepsico (Poppi)/EURPAC	BISEK
SWEET GOODS			X										BIMBO/ACOSTA	ELITE FOODS
TORTILLAS	X												MISSION FOODS/MISSION FOODS	S&K
WATER PREMIUM FLAVORED				X									Coca Cola/Acosta	EURPAC
WATER SPARKLING				X									Talking Rain (Sparkling Ice)/EURPAC	ACOSTA

Category	Food												Category Captain Supplier/Broker	Category Validator Broker
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
ASIAN FOODS						X							CTC/OSWEBECO	S&K
BAKING NEEDS/MORSELS						X							Fisher nuts/OSWEBECO	ACOSTA
BEANS (DRY)										X			MCCORMICK/ADVANTAGE	REESE
CAKE MIX/FLOUR						X							General Mills/S&K	EURPAC
CAN PASTA/MICRO MEALS									X				Hometown Food (Chef Boyardee)/OSWEBECO	ACOSTA
CANDY CHOCOLATE				X									THE HERSHEY COMPANY/OSWEBECO	ADVANTAGE
CANDY NON CHOCOLATE				X									MARS CHOCOLATE NORTH AMERICA LLC/ADVANTAGE	OSWEBECO
CEREAL COLD										X			GENERAL MILLS INC/S&K	ACOSTA
CEREAL HOT						X							Pepsico (Quaker)/EURPAC	OSWEBECO
CHOCOLATE SYRUP/COCOA MIX/BRKFST DRINKS					X								Hershey/ACOSTA	EURPAC
COFFEE CREAMERS/FILTERS				X									NESTLE/ACOSTA	S&K
COFFEE INSTANT/GROUND AND K-CUPS			X										JM SMUCKER/OSWEBECO	ACOSTA
CONDIMENTS				X									KRAFT HEINZ FOODS COMPANY/KRAFT HEINZ (S&K)	MCCORMICK (ACOSTA)
DINNER PREPARED			X										KRAFT HEINZ FOODS COMPANY/KRAFT HEINZ (S&K)	ACOSTA
DRESSINGS/MAYO/CROUTONS								X					CONOPCO INCORPORATED (UNILEVER)/OSWEBECO	KRAFT HEINZ (S&K)
DRY PIZZA		X											HORMEL FOODS/EURPAC	OSWEBECO
DRY SAUSAGE RACK	X												HORMEL FOODS/EURPAC	OSC
FISH CAN											X		STARKIST/S&K	EURPAC
FRUIT CAN						X							DEL MONTE FOODS INC/S&K	EURPAC
FRUIT DRY										X			SUNMAID GROWERS/OSWEBECO	ADVANTAGE
GENERAL HEALTH					X								BOB's RED MILL NATURAL FOODS/TONY'S FINE FOODS	L&M MARKETING
GERMAN FOODS									X				Euro American Brands (Bahlsen)/S&K	RONDO SPECIALTY
GRANOLA BARS							X						GENERAL MILLS/S&K	OSWEBECO
HISPANIC	X												GENERAL MILLS/S&K	EURPAC
INTERNATIONAL									X				AB World Foods (Pataks)/L&M MARKETING	ACOSTA
LATINO										X			GOYA/EURPAC	S&K
MEAT CAN						X							HORMEL FOODS/EURPAC	ACOSTA
MILK CAN/POWDER UHT													Nestle/ACOSTA	ELITE FOODS
PANCAKE MIX/SYRUP					X								B&G FOODS (Spring Tree)/EURPAC	OSWEBECO
PASTA DRY		X											BARILLA/S&K	OSWEBECO
PEANUT BUTTER/JAMS/JELLY/HONEY										X			Smucker/OSWEBECO	EURPAC
PICKLES/PEPPERS/RELISH		X											MOUNT OLIVE PICKLE CO INC/L&M MARKETING	EURPAC
PREPARED BEANS/PORK & BEANS/CHILI									X				BUSH /S&K	EURPAC
POTATOES INSTANT/STUFFING/LIQUID GRAVY				X									IDAHOAN/REESE	S&K
PUDDING/GELATIN/MARSHMALLOW										X			KRAFT HEINZ/KRAFT HEINZ (S&K)	EURPAC
RAMEN						X							NISSIN FOODS/SYSTEM2K	MRS
RICE DRY FLAVORED					X								MCCORMICK/ADVANTAGE	S&K
GRAVY AND SEASONING MIXES						X							MCCORMICK/ADVANTAGE	ELITE FOODS
SHORTENING/OIL					X								POMPEIAN INC/ACOSTA	GLOBAL SALES
SNACKS MISC AND MEAT									X				JACK LINKS/OSWEBECO	EURPAC
SOUP CAN DRY											X		CAMPBELL SOUP COMPANY/ACOSTA	S&K
SPAGHETTI SAUCE / DRY CHEESE		X											R AND B FOODS INC/ADVANTAGE	ACOSTA
SPICES EXTRACTS						X							MCCORMICK/ADVANTAGE	GLOBAL SALES
SUGAR GRANULATED			X										ASR Group (Domino/C&H)/ACOSTA	S&K
SUGAR SUBSTITUTES			X										Heartland (Spenda)/ACOSTA	S&K
TEA				X									BIGELOW/EURPAC	OSWEBECO
TOASTER PASTRY		X											KELLANOVA/OSWEBECO	
TOMATO CAN										X			CONAGRA/EURPAC	S&K
VEGETABLES CAN JAR / MUSHROOMS						X							DEL MONTE FOODS INC/S&K	EURPAC
VINEGAR/OLIVES		X											MARIO CAMACHO FOODS LLC/EURPAC	OSWEBECO

Category	Pet Food, HBC, Non-Consumables												Category Captain Supplier/Broker	Category Validator Broker
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
BAGS/WRAPS/FOIL	X												REYNOLDS/OSCEWBCO	EURPAC
BATTERIES (3 SIDED RACK; END CAP)						X							ENERGIZER/ADVANTAGE	OVERSEAS
BLEACH/STARCH				X									CLOROX/OSCEWBCO	S&K
CHARCOAL/LIGHTERS			X										KINGSFORD/OSCEWBCO	EURPAC
DETERGENTS HEAVY DUTY				X									P&G/ACOSTA	S&K
FABRIC SOFTENER				X									P&G/ACOSTA	ADVANTAGE
FOIL PANS									X				EURPAC/EURPAC	
LIGHT BULBS	X												OSCEWBCO/OSCEWBCO	
PICNICWARE			X										GEORGIA/S&K	EURPAC
TAPE / WRAP						X							S&K/S&K	EURPAC
TISSUE BATH		X											P&G/ACOSTA	S&K
TISSUE FACIAL		X											KIMBERLY CLARK/OSCEWBCO	S&K
TOWELS PAPER		X											P&G/ACOSTA	S&K
BIRDSEED			X										KAYTEE/OSCEWBCO	BISEK
CAT FOOD CAN		X											NESTLE PURINA/ACOSTA	ADVANTAGE
CAT FOOD DRY		X											NESTLE PURINA/ACOSTA	OSCEWBCO
CAT LITTER		X											CHURCH & DWIGHT/S&K	ACOSTA
CHILL DOG FOOD	X												NESTLE PURINA/ACOSTA	
DOG FOOD CAN	X												NESTLE PURINA/ACOSTA	ADVANTAGE
DOG FOOD DRY	X												NESTLE PURINA/ACOSTA	EURPAC
DOG TREATS			X										JM SMUCKERS/OSCEWBCO	ADVANTAGE
PET SUPPLIES						X							HARTZ/EURPAC	S&K
AIR FRESHENERS						X							RECKITT/EURPAC	S&K
DISH DETERGENT/GLOVES/SPONGES									X				P&G/ACOSTA	EURPAC
HOUSEHOLD CLEANERS				X									CLOROX/EURPAC	OSCEWBCO
INSECT BUG REPELLANT	X												ERUPAC/EURPAC	S&K
REUSABLE BAGS						X							NIB/EURPAC	N/A
SKILCRAFT - GADGETS (K3-K5)	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	N/A
SKILCRAFT GOURMET	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	N/A
SKILCRAFT HOME CARE	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	N/A
SKILCRAFT KITCHEN CENTER (K3-K5)	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	OSCEWBCO
TOBACCO							X						AFEEES/OVERSEAS	PRIVATE LABEL
WAX/POLISH/CARPET CLEANER			X										P&G/ACOSTA	EURPAC
ADULT NUTRITION										X			KIMBERLY CLARK/OSCEWBCO	EURPAC
ANALGESICS												X	S&K/S&K	EURPAC
ANTACIDS LAXATIVES												X	P&G/ACOSTA	OSCEWBCO
BABY FOOD/JUICE						X							GERBER/ACOSTA	ELITE FOODS
BABY FORMULA		X											ABBOTT/ADVANTAGE	EURPAC
BABY WIPES									X				KIMBERLY CLARK/OSCEWBCO	S&K
CHILDREN'S HEALTH AND WELLNESS									X				S&K/S&K	ADVANTAGE
DIAPERS					X								P&G/ACOSTA	OSCEWBCO
EYE CARE											X		EURPAC/EURPAC	ADVANTAGE
FIRST AID											X		KENVUE/S&K	EURPAC
FOOT CARE											X		EURPAC/EURPAC	ADVANTAGE
VITAMINS					X								PHARMAVITE/S&K	
ADULT INCONTINENCE			X										KIMBERLY CLARK/OSCEWBCO	S&K
BODY WASH		X											UNILEVER/OSCEWBCO	EURPAC
DEODORANT					X								UNILEVER/OSCEWBCO	S&K
FEMINE HYGIENE			X										P&G/ACOSTA	OSCEWBCO
HAIR CARE						X							UNILEVER/OSCEWBCO	S&K
ORAL CARE	X												P&G/ACOSTA	EURPAC
SHAVING					X								P&G/ACOSTA	S&K
SKIN CARE								X					KENVUE/S&K	EURPAC
TRAVEL SIZE					X								UNILEVER/OSCEWBCO	EURPAC

Category

[illegible]

[illegible]

Category

[illegible][illegible]

Category

[illegible]

[illegible]

Category

[illegible]

[illegible]

	Beer, Wine, Refrigerated, & Frozen Consumables													
Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Category Captain Supplier/Broker	Category Validator Broker
FROZEN BURGERS									X				BUBBA BURGERS/GLOBAL MARKET	ELITE FOODS
FROZEN CHICKEN PREPARED							X						TYSON FOODS/OSCEWBCO	EURPAC
FROZEN IQF CHICKEN							X						TYSON FOODS/OSCEWBCO	CREATIVE SALES
FROZEN FRUIT								X					WYMAN'S/ACOSTA	EURPAC
FROZEN PREPACK MEAT									X				COOKED PERFECT/OSCEWBCO	EURPAC
FROZEN MEATLESS				X									MORNING STAR/OSCEWBCO	EURPAC
FROZEN MEAT POULTRY							X						BUTTERBALL/OSCEWBCO	ACOSTA
FROZEN PIZZA			X										DIGIORNO/ACOSTA	OSCEWBCO
FROZEN PREPARED MEALS		X											CONAGRA /EURPAC	ACOSTA
FROZEN SNACKS												X	HOT POCKETS/ACOSTA	OSCEWBCO
FROZEN TOPPINGS								X					COOLWHIP/S&K	S&K
CHILL SPECIALTY EGGS			X										EGGLANDS BEST/ADVANTAGE	GLOBAL MARKET
BEER														
WINE														
FROZEN BREAD									X				NEW YORK STYLE/EURPAC	ACOSTA
FROZEN BREAKFAST	X												TYSON FOODS/OSCEWBCO	EURPAC
FROZEN DESSERT									X				EDWARDS PIE/OSCEWBCO	ACOSTA
FROZEN ICE CREAM										X			BREYERS/OSCEWBCO	EURPAC
FROZEN INTERNATIONAL							X						RAMAR FOODS/OSCEWBCO	EURPAC
FROZEN NOVELTIES											X		FRONERI /EURPAC	OSCEWBCO
FROZEN POTATOES		X											ORE-IDA/S&K	OSCEWBCO
FROZEN SEAFOOD												X	COLESON'S CATCH/OSCEWBCO	ELITE FOODS
FROZEN VEGETABLES			X										PICTSWEEP/EURPAC	OVERSEAS
GROCERY - ICE CREAM CONES & TOPPINGS										X			SMUCKERS/OSCEWBCO	EURPAC
CHILL BUTTER MARGARINE										X			LAND O LAKES/ACOSTA	ADVANTAGE
CHILL COOKING					X								DAISY/ADVANTAGE	ELITE FOODS
CHILL CREAM CHEESE											X		KRAFT/S&K	ACOSTA
CHILL DESSERT					X								PILLSBURY/S&K	ACOSTA
CHILL DOUGH					X								PILLSBURY/S&K	GLOBAL SALES
CHILL MILK ALTERNATIVES CREAMERS							X						COCA COLA/ACOSTA	ELITE FOODS
CHILL JUICE DRINKS TEA									X				COCA COLA/ACOSTA	EURPAC
CHILL MEAT BREAKFAST						X							SMITHFIELD/OSCEWBCO	S&K
CHILL LUNCHMEAT		X											OSCAR MAYER/S&K	OSCEWBCO
CHILL MEAT DINNER SAUSAGE HOT DOGS			X										HILLSHIRE/OSCEWBCO	ACOSTA
CHILL MEAT HAMS				X									HILLSHIRE/ACOSTA	EURPAC
CHILL MEAL COMBO	X												KRAFT/S&K	OSCEWBCO
CHILL CHEESE SLICED											X		SARGENTO/EURPAC	S&K
CHILL CHEESE SHREDDED											X		LACTALIS/S&K	EURPAC
CHILL CHEESE SNACK/CHUNK											X		LACTALIS/S&K	ELITE FOODS
CHILL YOGURT								X					CHOBANI/ELITE FOODS	ACOSTA
CHILL UNCOOKED DINNER MEAT	X												JOHNSONVILLE/EURPAC	OSCEWBCO

	DSD+Food													
Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Category Captain Supplier/Broker	Category Validator Broker
BEVERAGE POWDERED				X									Kraft Heinz/S&K	EURPAC
BREAD COMBINED			X										BIMBO	OVERSEAS
CANISTER CHIPS						X							KELLANOVA/OSCWEB CO	EURPAC
CHIPS (by %)													Pepsico (Frito Lay)/	
COOKIES			X										MONDELEZ/S&K	ACOSTA
CRACKERS		X											MONDELEZ/S&K	ACOSTA
CRACKERS - SNACK		X											MONDELEZ/S&K	ACOSTA
ENERGY DRINKS										X			MONSTER/EURPAC	S&K
FRONT END RACKS														
FUELING STATION													FIRST WAVE SALES	EURPAC
GRAIN (RICE) CAKES							X						Pepsico (Quaker)/EURPAC	ADVANTAGE
HAWAII LOCAL													GOLDEN TOUCH TRADING/	
HEALTHY CHIPS						X							HAIN CELESTIAL/ADVANTAGE	EURPAC
ISOTONIC DRINKS	X												Pepsico (Gatorade)/Pepsico DSD	OSCWEB CO
JUICE APPLE					X								KDP (Motts)/EURPAC	ELITE FOODS
JUICE ASEPTICS					X								Kraft/S&K	ACOSTA
JUICE BLENDS					X								Ocean Spray/ADVANTAGE	OSCWEB CO
JUICE TOMATO								X					Campbells (V8)/Acosta	EURPAC
MIXERS								X					KDP (Canada Dry& Mr & Mrs T)/EURPAC	L&M MARKETING
NC LOCAL														
NEW AGE						X							PEPSI/EURPAC	S&K
NEW MEXICO LOCAL													STATEWIDE	
NUTS SNACKS	X												HORMEL (Planters)/EURPAC	OSCWEB CO
POPCORN (MICRO)								X					CONAGRA/EURPAC	TONY'S FINE FOODS/OSC
PRE-POPPED								X					THE HERSHEY COMPANY/OSCWEB CO	EURPAC
SODA													Coca Cola/Acosta	EURPAC
SODA PREMIUM	X												Pepsico (Poppi)/EURPAC	BISEK
SWEET GOODS			X										BIMBO/ACOSTA	ELITE FOODS
TORTILLAS	X												MISSION FOODS/MISSION FOODS	S&K
WATER PREMIUM FLAVORED				X									Coca Cola/Acosta	EURPAC
WATER SPARKLING				X									Talking Rain (Sparkling Ice)/EURPAC	ACOSTA

Category	Food												Category Captain Supplier/Broker	Category Validator Broker
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
ASIAN FOODS						X							CTC/OSWEBECO	S&K
BAKING NEEDS/MORSELS						X							Fisher nuts/OSWEBECO	ACOSTA
BEANS (DRY)										X			MCCORMICK/ADVANTAGE	REESE
CAKE MIX/FLOUR						X							General Mills/S&K	EURPAC
CAN PASTA/MICRO MEALS									X				Hometown Food (Chef Boyardee)/OSWEBECO	ACOSTA
CANDY CHOCOLATE				X									THE HERSHEY COMPANY/OSWEBECO	ADVANTAGE
CANDY NON CHOCOLATE				X									MARS CHOCOLATE NORTH AMERICA LLC/ADVANTAGE	OSWEBECO
CEREAL COLD										X			GENERAL MILLS INC/S&K	ACOSTA
CEREAL HOT						X							Pepsico (Quaker)/EURPAC	OSWEBECO
CHOCOLATE SYRUP/COCOA MIX/BRKFST DRINKS					X								Hershey/ACOSTA	EURPAC
COFFEE CREAMERS/FILTERS				X									NESTLE/ACOSTA	S&K
COFFEE INSTANT/GROUND AND K-CUPS			X										JM SMUCKER/OSWEBECO	ACOSTA
CONDIMENTS				X									KRAFT HEINZ FOODS COMPANY/KRAFT HEINZ (S&K)	MCCORMICK (ACOSTA)
DINNER PREPARED			X										KRAFT HEINZ FOODS COMPANY/KRAFT HEINZ (S&K)	ACOSTA
DRESSINGS/MAYO/CROUTONS								X					CONOPCO INCORPORATED (UNILEVER)/OSWEBECO	KRAFT HEINZ (S&K)
DRY PIZZA		X											HORMEL FOODS/EURPAC	OSWEBECO
DRY SAUSAGE RACK	X												HORMEL FOODS/EURPAC	OSC
FISH CAN											X		STARKIST/S&K	EURPAC
FRUIT CAN						X							DEL MONTE FOODS INC/S&K	EURPAC
FRUIT DRY										X			SUNMAID GROWERS/OSWEBECO	ADVANTAGE
GENERAL HEALTH					X								BOB's RED MILL NATURAL FOODS/TONY'S FINE FOODS	L&M MARKETING
GERMAN FOODS									X				Euro American Brands (Bahlsen)/S&K	RONDO SPECIALTY
GRANOLA BARS							X						GENERAL MILLS/S&K	OSWEBECO
HISPANIC	X												GENERAL MILLS/S&K	EURPAC
INTERNATIONAL									X				AB World Foods (Pataks)/L&M MARKETING	ACOSTA
LATINO										X			GOYA/EURPAC	S&K
MEAT CAN						X							HORMEL FOODS/EURPAC	ACOSTA
MILK CAN/POWDER UHT													Nestle/ACOSTA	ELITE FOODS
PANCAKE MIX/SYRUP					X								B&G FOODS (Spring Tree)/EURPAC	OSWEBECO
PASTA DRY		X											BARILLA/S&K	OSWEBECO
PEANUT BUTTER/JAMS/JELLY/HONEY										X			Smucker/OSWEBECO	EURPAC
PICKLES/PEPPERS/RELISH		X											MOUNT OLIVE PICKLE CO INC/L&M MARKETING	EURPAC
PREPARED BEANS/PORK & BEANS/CHILI									X				BUSH /S&K	EURPAC
POTATOES INSTANT/STUFFING/LIQUID GRAVY				X									IDAHOAN/REESE	S&K
PUDDING/GELATIN/MARSHMALLOW										X			KRAFT HEINZ/KRAFT HEINZ (S&K)	EURPAC
RAMEN						X							NISSIN FOODS/SYSTEM2K	MRS
RICE DRY FLAVORED					X								MCCORMICK/ADVANTAGE	S&K
GRAVY AND SEASONING MIXES						X							MCCORMICK/ADVANTAGE	ELITE FOODS
SHORTENING/OIL					X								POMPEIAN INC/ACOSTA	GLOBAL SALES
SNACKS MISC AND MEAT									X				JACK LINKS/OSWEBECO	EURPAC
SOUP CAN DRY											X		CAMPBELL SOUP COMPANY/ACOSTA	S&K
SPAGHETTI SAUCE / DRY CHEESE		X											R AND B FOODS INC/ADVANTAGE	ACOSTA
SPICES EXTRACTS						X							MCCORMICK/ADVANTAGE	GLOBAL SALES
SUGAR GRANULATED			X										ASR Group (Domino/C&H)/ACOSTA	S&K
SUGAR SUBSTITUTES			X										Heartland (Spenda)/ACOSTA	S&K
TEA				X									BIGELOW/EURPAC	OSWEBECO
TOASTER PASTRY		X											KELLANOVA/OSWEBECO	
TOMATO CAN										X			CONAGRA/EURPAC	S&K
VEGETABLES CAN JAR / MUSHROOMS						X							DEL MONTE FOODS INC/S&K	EURPAC
VINEGAR/OLIVES		X											MARIO CAMACHO FOODS LLC/EURPAC	OSWEBECO

Category	Pet Food, HBC, Non-Consumables												Category Captain Supplier/Broker	Category Validator Broker
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
BAGS/WRAPS/FOIL	X												REYNOLDS/OSCWESCO	EURPAC
BATTERIES (3 SIDED RACK; END CAP)						X							ENERGIZER/ADVANTAGE	OVERSEAS
BLEACH/STARCH				X									CLOROX/OSCWESCO	S&K
CHARCOAL/LIGHTERS			X										KINGSFORD/OSCWESCO	EURPAC
DETERGENTS HEAVY DUTY				X									P&G/ACOSTA	S&K
FABRIC SOFTENER				X									P&G/ACOSTA	ADVANTAGE
FOIL PANS									X				EURPAC/EURPAC	
LIGHT BULBS	X												OSCWESCO/OSCWESCO	
PICNICWARE			X										GEORGIA/S&K	EURPAC
TAPE / WRAP						X							S&K/S&K	EURPAC
TISSUE BATH		X											P&G/ACOSTA	S&K
TISSUE FACIAL		X											KIMBERLY CLARK/OSCWESCO	S&K
TOWELS PAPER		X											P&G/ACOSTA	S&K
BIRDSEED			X										KAYTEE/OSCWESCO	BISEK
CAT FOOD CAN		X											NESTLE PURINA/ACOSTA	ADVANTAGE
CAT FOOD DRY		X											NESTLE PURINA/ACOSTA	OSCWESCO
CAT LITTER		X											CHURCH & DWIGHT/S&K	ACOSTA
CHILL DOG FOOD	X												NESTLE PURINA/ACOSTA	
DOG FOOD CAN	X												NESTLE PURINA/ACOSTA	ADVANTAGE
DOG FOOD DRY	X												NESTLE PURINA/ACOSTA	EURPAC
DOG TREATS			X										JM SMUCKERS/OSCWESCO	ADVANTAGE
PET SUPPLIES						X							HARTZ/EURPAC	S&K
AIR FRESHENERS						X							RECKITT/EURPAC	S&K
DISH DETERGENT/GLOVES/SPONGES									X				P&G/ACOSTA	EURPAC
HOUSEHOLD CLEANERS				X									CLOROX/EURPAC	OSCWESCO
INSECT BUG REPELLANT	X												ERUPAC/EURPAC	S&K
REUSABLE BAGS						X							NIB/EURPAC	N/A
SKILCRAFT - GADGETS (K3-K5)	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	N/A
SKILCRAFT GOURMET	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	N/A
SKILCRAFT HOME CARE	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	N/A
SKILCRAFT KITCHEN CENTER (K3-K5)	X	X	X	X	X	X	X	X	X	X	X	X	NIB/EURPAC	OSCWESCO
TOBACCO							X						AFEEES/OVERSEAS	PRIVATE LABEL
WAX/POLISH/CARPET CLEANER			X										P&G/ACOSTA	EURPAC
ADULT NUTRITION										X			KIMBERLY CLARK/OSCWESCO	EURPAC
ANALGESICS												X	S&K/S&K	EURPAC
ANTACIDS LAXATIVES												X	P&G/ACOSTA	OSCWESCO
BABY FOOD/JUICE						X							GERBER/ACOSTA	ELITE FOODS
BABY FORMULA		X											ABBOTT/ADVANTAGE	EURPAC
BABY WIPES									X				KIMBERLY CLARK/OSCWESCO	S&K
CHILDREN'S HEALTH AND WELLNESS									X				S&K/S&K	ADVANTAGE
DIAPERS					X								P&G/ACOSTA	OSCWESCO
EYE CARE											X		EURPAC/EURPAC	ADVANTAGE
FIRST AID											X		KENVUE/S&K	EURPAC
FOOT CARE											X		EURPAC/EURPAC	ADVANTAGE
VITAMINS					X								PHARMAVITE/S&K	
ADULT INCONTINENCE			X										KIMBERLY CLARK/OSCWESCO	S&K
BODY WASH		X											UNILEVER/OSCWESCO	EURPAC
DEODORANT					X								UNILEVER/OSCWESCO	S&K
FEMINE HYGIENE			X										P&G/ACOSTA	OSCWESCO
HAIR CARE						X							UNILEVER/OSCWESCO	S&K
ORAL CARE	X												P&G/ACOSTA	EURPAC
SHAVING					X								P&G/ACOSTA	S&K
SKIN CARE								X					KENVUE/S&K	EURPAC
TRAVEL SIZE					X								UNILEVER/OSCWESCO	EURPAC

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