



DEFENSE COMMISSARY AGENCY

HEADQUARTERS
1300 E AVENUE
FORT LEE, VIRGINIA 23801-1800

REPLY TO
ATTENTION OF

PS

June 5, 2008

NOTICE TO THE TRADE – DeCA NOTICE 08-80

SUBJECT: Hair Care and Ethnic

A category review has been completed for Hair Care and Ethnic. Many thanks to our industry partners who provided business updates and worked with us to accumulate the necessary data.

The goal of this review was to determine the best product assortment by commissary size, taking into consideration national, regional and local brand products; space availability; and category growth potential.

The category stock assortment is provided as an attachment for all interested parties, and a summary of K codes is as follows:

K1: 57	K2: 0	K3: 103	K4: 0	K5: 42
--------	-------	---------	-------	--------

This category review reflects the negotiated stock assortment for the category. Having completed the reclama process, all decisions are final. All products are currently being reclassified to conform with this review.

Items pending deletion will remain in the system for 60 days from the time the intent to delete notification was sent out. Items will be "P" coded after the first 30 days. You should work with your suppliers immediately to liquidate residual stock.

Thank you for your participation and cooperation in this endeavor. Point of contact is Mr. Bill Wood, Category Manager, at (804) 734-8222.

Randall Chandler
Director of Sales

Attachment:
As stated

Review Changes

Cat Code	UPC	Product Description	Brand	Sz	UM	RSL (HQ)	RSL (CE)	RSL (NE)	RSL (SO)	RSL (MMW)	RSL (NW)	RSL (SW)	RSL (EU)	RSL (HI)	RSL (AK)	RSL (FE)	RSL (PR)	Add Date	Final
8376	002240000521	HAIR SPRAY EXTRA HOLD	TRESEMME	11 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M4	K1	K1	K1	K1	10/22/1999	K1
8376	002240000522	HAIR SPRAY ULTRA FINE MIST	TRESEMME	11 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M3	K1	K1	K1	K1	10/22/1999	K1
8376	002240000523	HAIR SPRAY STYLING FRZ HOLD	TRESEMME	7 OZ	K3	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	3/31/2004	K3
8376	002240015091	HAIR SPRAY HARD TO HOLD	VO5	9 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M3	K1			K1	10/28/1992	K3
8376	002240015095	HAIR SPRAY EXTRA HARD TO HOLD	VO5	9 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M3	K1	K1	K1	K1	10/28/1992	K1
8376	002240015096	HAIR SPRAY UNSCENTED	VO5	9 OZ	K3	K3	K3	K3	K3	K3	K3	K3		K3			K3	4/8/2003	K3
8376	003878552000	HAIR SPRAY AERO INST FRZ	AUSSIE	7 OZ	K3	K3	K3	K3	K3	K3	K3	K3	M4	K3			K3	4/5/2006	K3
8376	003878555100	HAIR SPRAY STYLING MGA AERO	AUSSIE	14 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M2	K1	K1	K1	K1	7/8/1997	K1
8376	005233633195	HAIR SPRAY GLUED BLAST FREEZ	GOT2B	12 OZ	K3	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	3/31/2005	K3
8376	007073000419	HAIR SPRAY EXTRA SUPER HOLD	AQUA NET	7 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M3	K1	K1	K1	K1	6/10/1992	K1
8376	007940000076	HAIR SPRAY EXTRA HOLD	FINESSE	7 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M4	K1	K1		K1	1/27/1998	K3
8376	007940007510	HAIR SPRAY SHAPE AND HOLD	THERMASILK	7 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M4	K1			K1	1/23/1998	P1
8376	007940008400	HAIR SPRAY NON AERO	THERMASILK	9 OZ	K1	K1	K1	K1	K1	K1	K1	K1		K1			K1	5/14/2001	P1
8376	007940018118	HAIR SPRAY PRFNLS SLEEK	SUAVE	9 OZ		P3	P3	P3	P3	P3	P3	P3					P3	5/17/2007	P3
8376	007940018155	HAIR SPRAY BERRY MAX HOLD	SUAVE	11 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M1	K1	K1	K1	K1	2/5/2007	K1
8376	007940018182	HAIR SPRAY BERRY MAX HOLD NC	SUAVE	11 OZ	K1	K1	K1	K1	K1	K1	K1	K1		K1	K1	K1	K1	2/5/2007	K1
8376	007940021468	HAIR SPRAY FINISHING PRO AGE	DOVE	7 OZ	K3	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	4/19/2007	P3
8376	007940026835	HAIR SPRAY AE EX HLD PRF STYL	SUAVE	9 OZ	K3	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	12/12/2007	K3
8376	007940026837	HAIR SPRAY NA EX HLD PRF STYL	SUAVE	9 OZ	K1	K1	K1	K1	K1	K1	K1	K1		K1	K1		K1	12/12/2007	K1
8376	007940038530	HAIR SPRAY NON AEROSOL EX HLD	FINESSE	9 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M4	K1	K1	K1	K1	12/16/1997	K1
8376	007940056020	HAIR SPRAY EXTRA HOLD AERO	DOVE	7 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M3	K1	K1	K1	K1	12/21/2004	K1
8376	007940059970	HAIR SPRAY EXTRA HOLD NON AER	DOVE	9 OZ	K1	K1	K1	K1	K1	K1	K1	K1	M3	K1	K1	K1	K1	12/21/2004	K1
8376	007940084380	HAIR SPRAY MAX HLD UNSCNTD A	SUAVE BERRY	7 OZ		P1	P1	P1	P1	P1	P1	P1	T3				P1	5/20/2005	P1
8376	007940086030	HAIR SPRAY EX HOLD UNSCNTD	RAVE	9 OZ		P3	P3	P3	P3	P3	P3	P3		P3			P3	5/2/2003	P3
8376	007940086050	HAIR SPRAY MEGA HLD AEROSOL	RAVE	9 OZ		P3	P3	P3	P3	P3	P3	P3	M1	P3			P3	9/23/2002	P3
8376	007940086070	HAIR SPRAY MEGA HLD UNSCNTD	RAVE	9 OZ		P3	P3	P3	P3	P3	P3	P3					P3	3/19/2002	P3
8376	007940086130	HAIR SPRAY MEGA HLD NA 4X	RAVE	9 OZ		P3	P3	P3	P3	P3	P3	P3	M1				P3	9/23/2002	P3
8376	007940086150	HAIR SPRAY 4X UNSCENTED	RAVE	9 CT		P1	P1	P1	P1	P1	P1	P1		P1			P1	5/17/2006	P1

Cat Code	UPC	Product Description	Brand	Sz	UM	RSL (HQ)	RSL (CE)	RSL (NE)	RSL (SO)	RSL (MW)	RSL (NW)	RSL (SW)	RSL (EU)	RSL (HI)	RSL (AK)	RSL (FE)	RSL (PR)	Add Date	Final
8373	002240000058	HAIRDRESSING SHEER	VO5	4	OZ	K1	K1	K1	K1	K1	K1	K1		K1			K1	11/23/1999	K1
8373	002240062182	MOUSSE VLMZNG THERMAL CRTN	TRESEMME	7	OZ	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	4/19/2007	K3
8373	002240062388	GEL BOUNCY CURL DEFINING	TRESEMME	8	OZ	K3	K3	K3	K3	K3	K3	K3		K3			K3	4/4/2005	K3
8373	002240062392	HAIR SPRAY PRCTV HEAT TAMER	TRESEMME	8	OZ	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	4/19/2007	K3
8373	002240062403	HAIR CREME COLOR LOCK IN DAIL	TRESEMME	6	OZ	K5	K5	K5	K5	K5	K5	K5					K5	4/6/2006	P5
8373	002240062404	HAIR SPRAY COLOR LOCK IN DAIL	TRESEMME	6	OZ	K5	K5	K5	K5	K5	K5	K5					K5	4/6/2006	P5
8373	002240064316	MOUSSE HAIR STYLING EXTRA HC	TRESEMME	11	OZ	K1	K1	K1	K1	K1	K1	K1	M4	K1	K1	K1	K1	7/18/1992	K1
8373	002240064317	MOUSSE STYLING MEG HOLD	TRESEMME	11	OZ	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	3/31/2004	K3
8373	002240064336	SPRITZ SUPER HOLD EUROPEAN	TRESEMME	10	OZ	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	4/7/2003	K3
8373	004167000007	GEL HAIR PARTY HARD	LA LOOKS	20	OZ	K3	K3	K3	K3	K3	K3	K3	T2	K3	K3		K3	7/29/1992	P3
8373	004167010163	GEL SHAPING X SUPER HOLD	DEP	12	OZ	K5	K5	K5	K5	K5	K5	K5	M1	K5			K5	11/23/1999	P5
8373	004167010164	GEL EXTREME HOLD	DEP SPORT	12	OZ	K1	K1	K1	K1	K1	K1	K1	M1	K1	K1	K1	K1	5/14/2001	K1
8373	004167010169	GEL ULTRA HLD TEXTURIZING	DEP	12	OZ	K5	K5	K5	K5	K5	K5	K5	T3	K5			K5	10/14/1998	P5
8373	004167013210	GEL MEGA	LA LOOKS	20	OZ	K1	K1	K1	K1	K1	K1	K1	M3	K1	K1		K1	11/25/1994	K1
8373	004167013235	GEL MEGA MEGA HOLD	LA LOOKS	20	OZ	K1	K1	K1	K1	K1	K1	K1	M2	K1	K1		K1	5/14/2001	K3
8373	004167013237	GEL SPORT X TREME HOLD	LA LOOKS	20	OZ	K1	K1	K1	K1	K1	K1	K1	M1	K1	K1		K1	4/5/2002	K1
8373	004589303219	MOUSSE CURL AND SCULPT	DOVE	7	OZ	K3	K3	K3	K3	K3	K3	K3		K3			K3	4/6/2006	K3
8373	004740068331	MOUSSE STYL EX BODY W R	WHITE RAIN	5	OZ		P1	P1	P1	P1	P1	P1	T3		P1	P1	P1	6/10/2003	P1
8373	005233633140	GEL SPIKED UP	GOT2B	9	OZ	K3	K3	K3	K3	K3	K3	K3		K3	K3	K3	K3	3/31/2005	K3
8373	005233633145	HAIR GLUE SPIKING	GOT2B	6	OZ	K3	K3	K3	K3	K3	K3	K3	T1	K3	K3		K3	4/19/2007	K3
8373	005233633165	MOUSSE KINKY CURLING	GOT2B	8	OZ	K3	K3	K3	K3	K3	K3	K3		K3	K3		K3	3/31/2005	K3
8373	007124911921	SPRAY UPRIGHT	STUDIO	7	OZ	K3	K3	K3	K3	K3	K3	K3		K3			K3	1/5/2007	P3
8373	007124911923	CURLS BOOSTING	STUDIO	9	OZ	K3	K3	K3	K3	K3	K3	K3		K3			K3	1/5/2007	P3
8373	007124911924	CURLS SPRINGING	STUDIO	7	OZ	K3	K3	K3	K3	K3	K3	K3		K3			K3	1/5/2007	K3
8373	007124911927	SPRITZ MEGA STRONG SUIT	STUDIO	9	OZ	K3	K3	K3	K3	K3	K3	K3		K3			K3	1/5/2007	K3
8373	007124911928	MOUSSE MEGA	STUDIO	7	OZ	K3	K3	K3	K3	K3	K3	K3		K3			K3	1/5/2007	K3
8373	007124911929	GEL MEGA HEAD LOCK	STUDIO	7	OZ	K1	K1	K1	K1	K1	K1	K1	M4	K1	K1	K1	K1	1/5/2007	K1
8373	007124911930	GEL INVISI ABOVE ALL	STUDIO	7	OZ	K3	K3	K3	K3	K3	K3	K3	M4	K3			K3	1/5/2007	K3
8373	007124911933	GEL CLEAN CLEAR MINDED	STUDIO	7	OZ	K1	K1	K1	K1	K1	K1	K1	M4	K1	K1	K1	K1	1/5/2007	K1
8373	007124911934	GEL MELTING	STUDIO	7	OZ	K3	K3	K3	K3	K3	K3	K3	M4	K3			K3	1/5/2007	K3

Cat Code	UPC	Product Description	Brand	Sz	UM	RSL (HQ) (CE)	RSL (NE) (SO)	RSL (MW)	RSL (NW)	RSL (SW)	RSL (EU) (HI)	RSL (AK) (FE)	RSL (PR)	Add Date	Final
8371	007124925301	HAIRCOLOR NATURAL BLACK 2	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/31/2005	K3
8371	007124925302	HAIRCOLOR SOFT BLACK 3	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	4/19/2007	K3
8371	007124925303	HAIRCOLOR DARK BROWN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925305	HAIRCOLOR DARK AUBURN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925306	HAIRCOLOR MEDIUM BROWN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925307	HAIRCOLOR MED ASH BROWN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925308	HAIRCOLOR MED GLDN BROWN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925309	HAIRCOLOR MED AUBURN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925310	HAIRCOLOR LT BROWN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925311	HAIRCOLOR LT ASH BROWN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925313	HAIRCOLOR LTST GLDN BROWN	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925314	HAIRCOLOR DARK BLONDE 7	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	4/19/2007	K3
8371	007124925318	HAIRCOLOR MED ASH BLONDE	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925319	HAIRCOLOR MED BLONDE	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925322	HAIRCOLOR GLDN BLNDE 8G	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	12/14/1999	K3
8371	007124925323	HAIRCOLOR CHMPGNE BLND 8 1 H	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	12/14/1999	K3
8371	007124925324	HAIRCOLOR NTRL BLONDE 9	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	4/6/2006	K3
8371	007124925325	HAIRCOLOR LT ASH BLNDE	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/23/1999	K3
8371	007124925330	HAIRCOLOR LGHTST NAT BLNDE	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	12/14/1999	K3
8371	007124925343	HAIRCOLOR ASH BROWN ULT LT	PREFERENCE	1	CT	K5	K5	K5	K5	K5	K5	K5	K5	3/31/2004	K5
8371	007124925353	HAIRCOLOR INTNS RED COPPER	PREFERENCE	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/31/2005	K5
8371	007124925362	HAIRCOLOR XTRA LT NTRL BLOND	PREFERENCE	1	CT	K5	K5	K5	K5	K5	K5	K5	K5	4/19/2007	K5
8371	030997156500	HAIR KIT HIGHLIGHT DRMTCL BLND	REVLON	1	CT	K5	K5	K5	K5	K5	K5	K5	K5	3/20/2002	P5
8371	030997247000	HAIR KIT HIGHLIGHT DRMTCL BROV	REVLON	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	3/20/2002	P3
8371	038151900017	HAIRCOLOR MED ASH BLOND	NICE N EASY	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	4/8/2003	K3
8371	038151900019	HAIRCOLOR NATURAL LT AUBURN	NICE N EASY	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	4/8/2003	K3
8371	038151900024	HAIRCOLOR NATURAL LT ASH BRN	NICE N EASY	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	4/8/2003	K3
8371	038151900027	HAIRCOLOR LT NEUTRAL BROWN	NICE N EASY	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	4/8/2003	K3
8371	038151900031	HAIRCOLOR NATURAL MED BRWN	NICE N EASY	1	CT	K3	K3	K3	K3	K3	K3	K3	K3	9/5/2006	K3

P-Code / Upgrade or Downgrade

Cat Code	UPC	Product Description	Brand	Sz	UM	RSL (HQ) (CE)	RSL (NE) (SO)	RSL (MMW)	RSL (NW)	RSL (SW)	RSL (EU) (HI)	RSL (AK) (FE)	RSL (PR)	Final
8462	002240064479	HAIR CONDITIONER SCALP	TCB	10.0	OZ	K1	K1	K1	K1	K1	M1	K1	K1	K1
8462	002240064668	HAIR FOOD	TCB	10.0	OZ	K3	K3	K3	K3	K3	M3	K3	K3	K5
8462	002240064850	HAIR CONDITIONER SCALP LITE	TCB	10.0	OZ	K1	K1	K1	K1	K1	M1	K1	K1	K3
8462	005233660400	HAIR GEL CONDITIONING SUPR SHN	SMOOTH N SHINE	6.0	OZ	K5	K5	K5	K5	K5				K5
8462	005233660700	HAIR POLISHER INSTANT REPAIR	SMOOTH N SHINE	4.0	OZ	K5	K5	K5	K5	K5				K5
8462	005233660810	MOUSSE STYLING	SMOOTH N SHINE	9.0	OZ	K5	K5	K5	K5	K5				K5
8462	007279000032	HAIRCOLOR NATURAL BLACK	DARK N NATURAL	1.0	CT	K3	K3	K3	K3	K3	K3	K3	K3	K3
8462	007279000378	HAIRCOLOR HONEY BLONDE	DARK N LOVELY	1.0	CT	K3	K3	K3	K3	K3	K3	K3	K3	K3
8462	007279000420	HAIR RELAXER CREM REGULAR	DARK N LOVELY	1.0	CT	K3	K3	K3	K3	K3	S1	K3	K3	K5
8462	007279000422	HAIR RELAXER CREME PLUS SUPER	DARK N LOVELY	1.0	CT	K5	K5	K5	K5	K5				P5
8462	007279000424	HAIR RELAXER CHILDREN	BEAUTIFUL BEGIN	1.0	CT	K5	K5	K5	K5	K5				P5
8462	007279010270	HAIR N SCALP COMB OUT	STA SOF FRO	8.0	OZ	K5	K5	K5	K5	K5				K5
8462	007279010280	HAIR N SCALP COMB OUT EXSTR	STA SOF FRO	16.0	OZ	K5	K5	K5	K5	K5				K5
8462	007279061555	HAIR GEL SHINING N CONDITION	LETS JAM	4.3	OZ	K5	K5	K5	K5	K5	M4			K5
8462	007279061565	HAIR GEL SHINING N COND EX HD	LETS JAM	4.3	OZ	K3	K3	K3	K3	K3				K3
8462	007298200001	HAIR RELAXER KIT REGULAR	SFT N BEAUTIFUL	1.0	CT	K5	K5	K5	K5	K5		K5		K5
8462	007298200037	HAIR RELAXER KIT SUPER	SFT N BEAUTIFUL	1.0	CT	K5	K5	K5	K5	K5				K5
8462	007298200109	HAIR TEXTRZER KIT REGULAR	PRO LINE	10.0	OZ	K5	K5	K5	K5	K5				K5
8462	007298200110	HAIR CRM MSTUR COMB THRU LITE	PRO LINE	4.0	OZ	K5	K5	K5	K5	K5				K3
8462	007298200210	HAIR RELAXER KIT REG	JUST FOR ME	1.0	CT	K5	K5	K5	K5	K5				K5
8462	007298200212	HAIR OIL MOISTURIZER LOTION	JUST FOR ME	8.0	OZ	K5	K5	K5	K5	K5				K5
8462	007298200213	HAIR DETANGLER	JUST FOR ME	8.0	OZ	K5	K5	K5	K5	K5				K5
8462	007298200254	HAIR RELAXER KIT BOTANICALS	SOFT N BEAUTIFL	1.0	CT	K5	K5	K5	K5	K5				K5
8462	007298200284	HAIR TEXTURIZER REGULAR BOTANI	SFT N BEAUTIFUL	10.0	OZ	K5	K5	K5	K5	K5				K5
8462	007298200310	HAIR RELAXER KIT COARSE	JUST FOR ME	1.0	CT	K5	K5	K5	K5	K5				K5
8462	007298200367	HAIR HOT OIL DYDRATING	TCB	2.0	OZ	K3	K3	K3	K3	K3	M3	K3	K3	P3
8462	007298200368	HAIR RELAXER KIT REGULAR	TCB	15.0	OZ	K1	K1	K1	K1	K1		K1	K1	K1
8462	007298200520	HAIR TEXTURE SOFTNER KIT	SFT N BEAUTIFUL	10.0	OZ	K5	K5	K5	K5	K5				K5
8462	007528500003	SHAMPOO N CONDITIONER 2 N 1	BEAUTIFUL BEGIN	8.5	OZ	K5	K5	K5	K5	K5				K5
8462	007528500004	HAIR SPRAY DETNGLR OUCHLESS	BEAUTIFUL BEGIN	8.5	OZ	K5	K5	K5	K5	K5				K3
8462	007528500008	HAIR MOISTURIZER INSTANT	CARE FREE CURL	8.0	OZ	K1	K1	K1	K1	K1	K1			K3
8462	007528500012	BRAID MAINTAINER REFRESHER 2N1	BEAUTIFUL BEGIN	8.5	OZ	K5	K5	K5	K5	K5				K5
8462	007528500039	SHAMPOO ANTI BREAKAGE	OPTIMUM CARE	13.5	OZ	K1	K1	K1	K1	K1	M3	K1	K1	K1
8462	007528500040	CONDITIONER ANTI BREAKAGE	OPTIMUM CARE	8.5	OZ	K5	K5	K5	K5	K5	M3	K5	K5	K3
8462	007528500276	HAIR GEL POMADE	SPORTIN WAVES	3.5	OZ	K3	K3	K3	K3	K3		K3	K3	K3
8462	007528506610	OIL MOISTURIZER 3N1	OPTIMUM OIL	9.7	OZ	K5	K5	K5	K5	K5				K5

