

RE: Colgate & JnJ Movements

From: Jack Jessiman <[REDACTED]@coles.com.au>
 To: Matthew Hankin <[REDACTED]@coles.com.au>; Amanda Vella <[REDACTED]@coles.com.au>
 Date: Wed, 02 Mar 2022 08:36:47 +1100

Morning Both,

As an update:

- No movement on any Palmolive Soaps & Bodywash SKUs
- No movement on InJ Bodywash SKUs
- No movement on Colgate Total Advance 115g – on promotion
- No movement on Colgate Sensitive Base
- No movement on CSPR
- No movement on Plax 500ml
- Colgate Total Base 115g movement to \$4.5
- Colgate Total Base 200g movement to \$7

Matt, lets pick up in our 1-1.

Thanks,
 Jack

From: Jack Jessiman
 Sent: Monday, 28 February 2022 11:27 AM
 To: Matthew Hankin <[REDACTED]@coles.com.au>; [REDACTED]@coles.com.au
 Subject: Colgate & JnJ Movements

Hi Both,

Hope you had a wonderful weekend.

As promised, I have swept market movements, and can see that the following has occurred:

- Listerine movements actioned – some SKUs on promotion
- Some Colgate movements actions – SKUs currently on promotion
- InJ BW movements not actioned
- Palmolive movements not actioned

Thoughts are something big is coming this week within the market for Soaps that would see these SKUs remain on a PD mechanic. Reviewing LY catalogue it doesn't appear anything substantial is being cycled YoY however.

@Matthew Hankin question is whether we want to stand firm for now on the Colgate SKUs that have moved whilst we seek a final resolution?

@Amanda Vella I will follow up with you tomorrow on any key next steps.

JnJ

BUNDLE	SELL ID	SKU	CURRENT TICKET MECHANIC	PRICE	FUTURE MECHANIC	PRICE	WW
Listerine 500ml	3128690	LISTERINE BRIGHT WHITE MOUTHWASH 500ML:500 ML	DD	\$8.50	White Ticket	\$ 9.5	Moved to \$9.5
Listerine 500ml	7945303	LISTERINE MEDIUM MOUTHWASH:FRESHBURST:..500 ML	DD	\$7.50	White Ticket	\$ 8.0	Moved to \$8
Listerine 500ml	6874072	LISTERINE MOUTHWASH TOTAL CARE 500ML:500 ML	DD	\$9.30	White Ticket	\$ 10.0	On Promotion
Listerine 500ml	8150277	LISTERINE ZERO MOUTHWASH 500 ML:500 ML	DD	\$8.50	White Ticket	\$ 8.0	Moved to \$8
Listerine 500ml	1707200	LISTERINE MOUTHWASH:BERRY SHIELD MOUTH RINSE:500:ML	DD	\$7.00	White Ticket	\$ 8.0	Moved to \$8
Listerine 500ml	3981430	LISTERINE MOUTHWASH:CHERRY BLOSSOM & PEACH:500:ML	DD	\$8.70	White Ticket	\$ 8.0	Moved to \$8
Listerine 500ml	4849686	LISTERINE CITRUS FRUIT:MOUTHWASH:500:ML	NEW	\$9.20	White Ticket	\$ 8.0	Moved to \$8
Listerine 500ml	4850062	LISTERINE FRESHBURST:ZERO MOUTHWASH:500:ML	NEW	\$8.30	White Ticket	\$ 8.0	Moved to \$8
Listerine 500ml	2869285	LISTERINE TOTAL CARE:ZERO MOUTHWASH:500:ML	NEW	\$9.30	White Ticket	\$ 10.0	On Promotion
Listerine 1L	5240351	LISTERINE MOUTHWASH ANTISEPTIC:REGULAR:..1 LITRE	EDV	\$ 9.4	DD	\$ 11.0	Moved to \$11
Listerine 1L	6874120	LISTERINE MOUTHWASH TOTAL CARE 1 LITRE:1 LITRE	DD	\$ 12.5	DD	\$ 13.0	Moved to \$13
Listerine 1L	8079999	LISTERINE MOUTHWASH ZERO 1 LITRE:1 LITRE	DD	\$ 11.5	DD	\$ 11.0	Moved to \$11
Listerine 1L	7945314	LISTERINE MOUTHWASH:FRESH BURST:..1 LITRE	EDV	\$ 9.4	DD	\$ 11.0	Moved to \$11
Listerine 1L	9713987	LISTERINE MOUTHWASH:TEETH DEFENCE:..1 LITRE	DD	\$ 11.5	DD	\$ 13.0	Moved to \$13
Listerine 1L	4849697	LISTERINE FRESHBURST:ZERO MOUTHWASH:1 LITRE	NEW	\$ 12.0	DD	\$ 11.0	Moved to \$11
Listerine 250ml	5011106	LISTERINE MOUTHWASH FRESHBURST 250ML	White Ticket	\$ 4.7	White Ticket	\$5	Didn't Move
Listerine 250ml	6874130	LISTERINE MOUTHWASH TOTAL CARE 250ML	NEW		White Ticket	\$6.50	Moved to \$6.5
Listerine 72 Pocket Pack	9581514	Listerine 72 Pocket Pack	EDV	\$6.50	EDV	\$7	Moved to \$7
Listerine Pocket Mist	4849449	Listerine Pocket Mist	NEW		White Ticket	7	Moved to \$7
Johnson's Body Wash 1L	9216847	JOHNSONS CREAM BODY WASH:DREAMY SKIN:..1 LITRE	DD	\$8.50	White Ticket	\$ 11.0	Didn't Move
Johnson's Body Wash 1L	9216825	JOHNSONS CREAM BODY WASH:EXTRA RICH MOISTURISING:..1 LITRE	DD	\$8.50	White Ticket	\$ 11.0	Didn't Move
Johnson's Body Wash 1L	9216869	JOHNSONS CREAM BODY WASH:MOISTURISING:..1 LITRE	DD	\$8.50	White Ticket	\$ 11.0	Didn't Move

Colgate – Dental

BUNDLE	SELL ID	SKU	CURRENT TICKET MECHANIC	PRICE	FUTURE MECHANIC	PRICE	WW
TOTAL PREMIUM 115G	3400854	COLGATE TOTAL ADVANCED CLEAN TOOTHPASTE 115G:115 GRAM	WHITE	\$5.50	WHITE	6.5	Didn't Move
TOTAL PREMIUM 115G	3400898	COLGATE TOTAL ADVANCED FRESH TOOTHPASTE 115G:115 GRAM	WHITE	\$5.50	WHITE	6.5	Didn't Move
TOTAL PREMIUM 115G	3400934	COLGATE TOTAL ADVANCED WHITENING TOOTHPASTE 115G:115 GRAM	WHITE	\$5.50	WHITE	6.5	Didn't Move
TOTAL PREMIUM 115G	3400990	COLGATE TOTAL CHARCOAL DEEP CLEAN TOOTHPASTE 115G:115 GRAM	WHITE	\$5.50	WHITE	6.5	Didn't Move
TOTAL PREMIUM 115G	4882444	COLGATE TOTAL GUM HEALTH TOOTHPASTE:115:G	NEW	\$5.50	WHITE	6.5	Didn't Move
TOTAL PREMIUM 200G	3400887	COLGATE TOTAL ADVANCED CLEAN TOOTHPASTE 200G:200 GRAM	WHITE	\$8	WHITE	10	Moved to \$10
TOTAL PREMIUM 200G	3400912	COLGATE TOTAL ADVANCED FRESH TOOTHPASTE 200G:200 GRAM	WHITE	\$8	WHITE	10	Moved to \$10
TOTAL PREMIUM 200G	3400956	COLGATE TOTAL ADVANCED WHITENING TOOTHPASTE 200G:200 GRAM	WHITE	\$8	WHITE	10	Moved to \$10
TOTAL PREMIUM 200G	3695168	COLGATE TOTAL CHARCOAL DEEP CLEAN TOOTHPASTE 200G:200 GRAM	WHITE	\$8	WHITE	10	Moved to \$10
TOTAL PREMIUM 200G	4842392	COLGATE TOTAL TOOTHPASTE-GUM HEALTH:200:G	NEW	\$8	WHITE	10	Moved to \$10
TOTAL BASE 115G	3400821	COLGATE TOTAL MINT STRIPE TOOTHPASTE 115G:115 GRAM	DD	\$3.50	DD	\$4	On Promotion
TOTAL BASE 115G	3401008	COLGATE TOTAL ORIGINAL TOOTHPASTE 115G:115 GRAM	DD	\$3.50	DD	\$4	On Promotion
TOTAL BASE 200G	3400832	COLGATE TOTAL MINT STRIPE TOOTHPASTE 200G:200 GRAM	DD	\$5.50	DD	\$6	Moved to \$6
TOTAL BASE 200G	3401074	COLGATE TOTAL ORIGINAL TOOTHPASTE 200G:200 GRAM	DD	\$5.50	DD	\$6	Moved to \$6
SENSITIVE BASE	3693990	COLGATE SENSITIVE ADVANCED CLEAN 110G:110 GRAM	WHITE	\$8	WHITE	\$9	Moved to \$9
SENSITIVE BASE	7513761	COLGATE SENSITIVE ENAMEL PROTECT 110G:ENAMEL PROTECT WHITENING:..110 GRAM	WHITE	\$8	WHITE	\$9	Moved to \$9
SENSITIVE BASE	5390194	COLGATE SENSITIVE TOOTHPASTE:MULTIPROTECTION:..110 GRAM	WHITE	\$8	WHITE	\$9	Moved to \$9
SENSITIVE BASE	5396485	COLGATE SENSITIVE TOOTHPASTE:WHITENING:..110 GRAM	WHITE	\$8	WHITE	\$9	Moved to \$9
CSPR	8939383	COLGATE SENSITIVE PRO RELIEF ENAMEL REPAIR 110G:ENAMEL REPAIR:..110 GRAM	WHITE	\$10	WHITE	\$11	On Promotion
CSPR	8624032	COLGATE SENSITIVE PRO RELIEF MULTIPROTECTION 110G:MULTIPROTECTION:..110 GRAM	WHITE	\$10	WHITE	\$11	On Promotion
CSPR	2871163	COLGATE SENSITIVE PRO RELIEF REPAIR PREVENT 110G:110 GRAM	WHITE	\$10	WHITE	\$11	On Promotion
CSPR	7699193	COLGATE SENSITIVE PRO RELIEF WHITENING 110G:SENSITIVE WHITENING:..110 GRAM	WHITE	\$10	WHITE	\$11	On Promotion
Plax 250ml	3694154	COLGATE PLAX BAMBOO CHARCOAL MINT	WHITE	\$4	WHITE	\$4.50	Moved to \$4.5
Plax 250ml	8795931	COLGATE PLAX FRESHMINT	WHITE	\$4	WHITE	\$4.50	Moved to \$4.5
Plax 500ml	7305006	PLAX DENTAL RINSE:MINT:..500 ML	WHITE	\$6	WHITE	\$7	On Promotion
Plax 500ml	7190174	PLAX DENTAL RINSE:PEPPERMINT:..500 ML	WHITE	\$6	WHITE	\$7	On Promotion
Plax 500ml	6361147	PLAX PREMIUM MOUTHWASH:GENTLE:..500 ML	WHITE	\$7	WHITE	\$7	On Promotion
	6916241	COLGATE PEROXYL ORAL CLEANSER 236 ML:236 ML	WHITE	\$12.50	EDV	\$11.85	TBC
	1168219	COLGATE NEUTRAFLUOR ALCOHOL FREE MOUTHRINSE 473ML:473 ML	WHITE	\$13	EDV	\$13	Moved to \$13
	2222740	COLGATE OPTIC WHITE MOUTHWASH:500 ML	DD	\$7.00	DD	\$8	Moved to \$8
	7519906	SAVACOL MOUTHRINSE-ORIGINAL:..300 ML	EDV	\$9.70	EDV	\$10	Moved to \$10
	4499085	COLGATE PLAX BASE 1L	DD	\$8	WHITE	\$12	Moved to \$10

Colgate – Soaps


BUNDLE	SELL ID	SKU	CURRENT TICKET MECHANIC	PRICE	FUTURE MECHANIC	PRICE	WW Moved
1L BW	7556695	PALMOLIVE NATURALS BODY WASH:ANTISTRESS:..1 LITRE	DD	\$8.50	DD	\$10	On promotion
1L BW	8180223	PALMOLIVE NATURALS BODY WASH:CHERRY BLOSSOM:..1 LITRE	DD	\$8.50	DD	\$10	On promotion
1L BW	8180234	PALMOLIVE NATURALS BODY WASH:HYDRATING SEA MINERALS:..1 LITRE	DD	\$8.50	DD	\$10	On promotion
1L BW	4767399	PALMOLIVE NATURALS BODY WASH:MILK AND HONEY:..1 LITRE	DD	\$8.50	DD	\$10	On promotion
1L BW	8180212	PALMOLIVE NATURALS BODY WASH:POMEGRANATE & MANGO:..1 LITRE	DD	\$8.50	DD	\$10	On promotion
1L BW	3510230	PALMOLIVE NATURALS BODY WASH:SENSITIVE:..1 LITRE	DD	\$8.50	DD	\$10	On promotion
1L BW	7556742	PALMOLIVE NATURALS BODY WASH:SHEA BUTTER:..1 LITRE	DD	\$8.50	DD	\$10	On promotion
1L BW	8692371	PALMOLIVE NATURALS MEN ACTIVE BODY WASH:1 LITRE	DD	\$8.50	DD	\$10	On promotion

1L HW	8167655	PALMOLIVE HAND WASH:2 HOURS DEFENCE:::1 LITRE	DD	\$6.50	DD	\$8	Didn't Move
1L HW	8167804	PALMOLIVE HAND WASH:ALOE VERA WITH CHAMOMILE:::1 LITRE	DD	\$6.50	DD	\$8	Didn't Move
1L HW	8167757	PALMOLIVE HAND WASH:LIME:::1 LITRE	DD	\$6.50	DD	\$8	Didn't Move
1L HW	8167735	PALMOLIVE HAND WASH:MILK & HONEY:::1 LITRE	DD	\$6.50	DD	\$8	Didn't Move
1L HW	8167848	PALMOLIVE HAND WASH:ORIGINAL:::1 LITRE	DD	\$6.50	DD	\$8	Didn't Move
250ML LHW	3849920	PALMOLIVE LIQUID HAND WASH ANTIBACTERIAL 250ML:250 ML	WHITE TICKET	\$2.80	WHITE TICKET	\$3	Didn't Move
250ML LHW	394880	PALMOLIVE AROMATHERAPY HAND WASH PUMP:ALOE VERA:::250 ML	WHITE TICKET	\$2.80	WHITE TICKET	\$3	Didn't Move
250ML LHW	9072408	PALMOLIVE AROMATHERAPY HAND WASH PUMP:MILK HONEY:::250 ML	WHITE TICKET	\$2.80	WHITE TICKET	\$3	Didn't Move
250ML LHW	8382523	PALMOLIVE HAND WASH ANTIBACTERIAL:2 HOURS DEFENCE:::250 ML	WHITE TICKET	\$2.80	WHITE TICKET	\$3	Didn't Move
250ML LHW	6914723	PALMOLIVE LIQUID HAND WASH ANTIBACTERIAL:LIME:::250 ML	WHITE TICKET	\$2.80	WHITE TICKET	\$3	Didn't Move
BAR SOAP 4PK	5928777	PALMOLIVE NATURALS SOAP:ALOE & OLIVE:::4 PACK	WHITE TICKET	\$2.85	WHITE TICKET	\$3.50	Didn't Move
BAR SOAP 4PK	5928766	PALMOLIVE NATURALS SOAP:CHAMOMILE:::4 PACK	WHITE TICKET	\$2.85	WHITE TICKET	\$3.50	Didn't Move
BAR SOAP 4PK	5928755	PALMOLIVE NATURALS SOAP:GOLD:::4 PACK	WHITE TICKET	\$2.85	WHITE TICKET	\$3.50	Didn't Move
BAR SOAP 4PK	5928744	PALMOLIVE NATURALS SOAP:MILK HONEY:::4 PACK	WHITE TICKET	\$2.85	WHITE TICKET	\$3.50	Didn't Move
FOAM 250ML	2814603	PALMOLIVE FOAM HAND WASH CHERRY BLOSSOM PUMP 250ML:250 ML	WHITE TICKET	\$3.50	WHITE TICKET	\$4	Didn't Move
FOAM 250ML	3831765	PALMOLIVE FOAM LIQUID SOAP AQUA LILY PUMP 250ML LIMITED EDITION:250 ML	WHITE TICKET	\$3.50	WHITE TICKET	\$4	Didn't Move
FOAM 250ML	9216359	PALMOLIVE FOAM PUMP:LIME & MINT:::250 ML	WHITE TICKET	\$3.50	WHITE TICKET	\$4	Didn't Move
FOAM 250ML	9216348	PALMOLIVE FOAM PUMP:RASPBERRY:::250 ML	WHITE TICKET	\$3.50	WHITE TICKET	\$4	Didn't Move
PALMOLIVE 500ML BODY WASH	2274845	PALMOLIVE NATS BODY WASH:500 ML	WHITE TICKET	\$ 5.40	WHITE TICKET	\$6.50	Didn't Move
PALMOLIVE 500ML BODY WASH	2274765	PALMOLIVE NATS MENS ACTIVE BODY WASH 500 ML:500 ML	WHITE TICKET	\$ 5.40	WHITE TICKET	\$6.50	Didn't Move
PALMOLIVE 500ML BODY WASH	9788578	PALMOLIVE NATURALS BODY WASH:ANTI STRESS:::500 ML	WHITE TICKET	\$ 5.40	WHITE TICKET	\$6.50	Didn't Move
PALMOLIVE 500ML BODY WASH	9071960	PALMOLIVE NATURALS BODY WASH:CREAM MILK HONEY:::500 ML	WHITE TICKET	\$ 5.40	WHITE TICKET	\$6.50	Didn't Move
PALMOLIVE 500ML BODY WASH	3509693	PALMOLIVE NATURALS SHOWER GEL:ARGAN OIL:::500 ML	WHITE TICKET	\$ 5.40	WHITE TICKET	\$6.50	Didn't Move
PALMOLIVE 500ML BODY WASH	1879239	PALMOLIVE NATURALS SHOWER MILK BLACK ORCHID 500ML:500 ML	WHITE TICKET	\$ 5.40	WHITE TICKET	\$6.50	Didn't Move
PALMOLIVE 500ML BODY WASH	4310134	PALMOLIVE NATURALS:COCONUT BODY WASH:500:ML	WHITE TICKET	\$ 5.40	WHITE TICKET	\$6.50	Didn't Move

Jack Jessiman

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Personal Care

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