

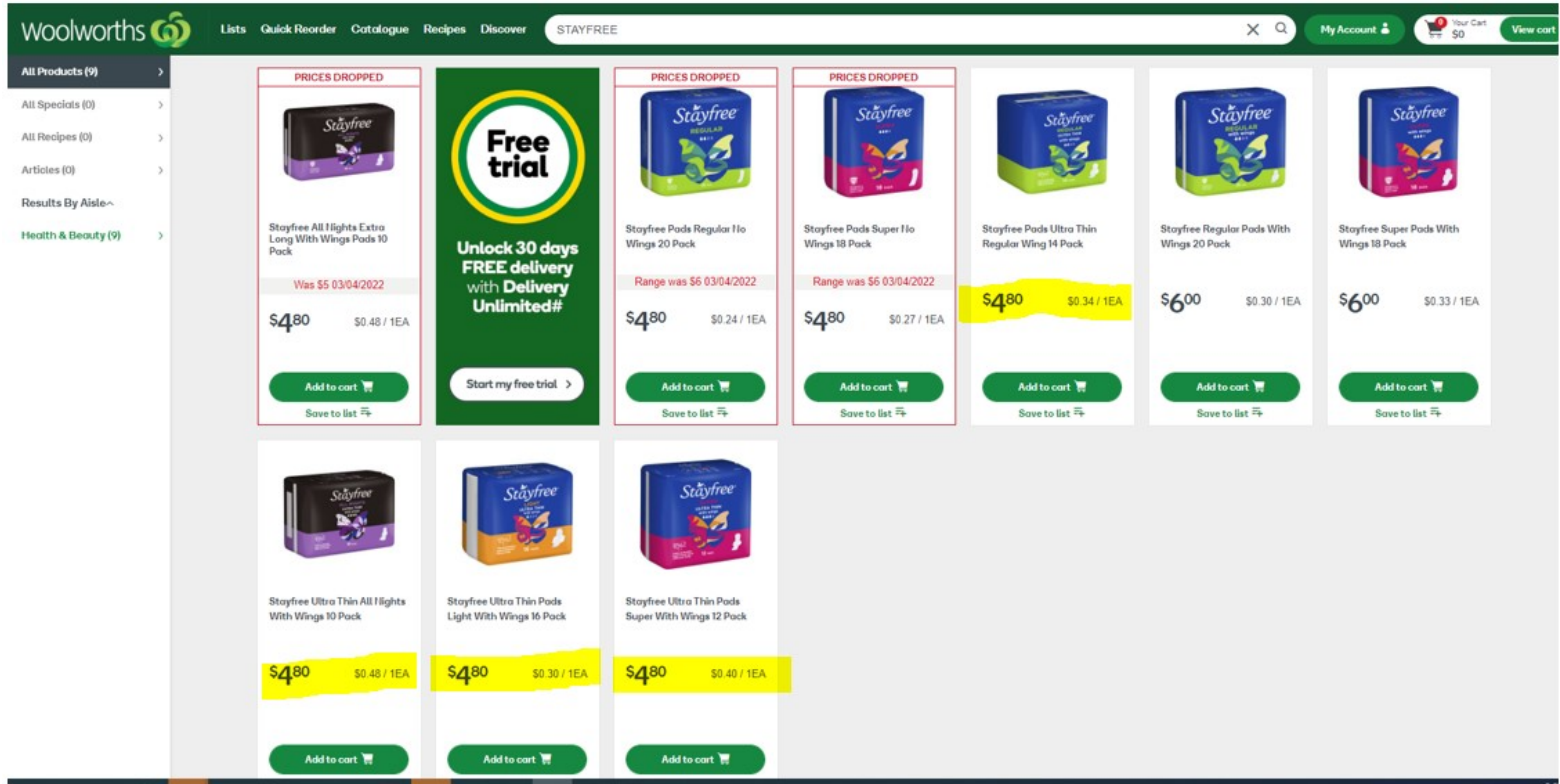
From: Caton, Jade [JJPAU] [REDACTED]@its.jnj.com> on behalf of Caton, Jade [JJPAU]
Sent: Monday, 4 April 2022 3:32 PM
To: Tim Moffatt; Nathan Connor
Cc: James Goudie
Subject: RE: Prices Dropped Carefree and Stayfree Lines 04/04

Hi,

Just following up, I checked the SKUs on the website and majority filtering through as planned.

All aligned with the prior emails, with the exceptions highlighted.

The 4 SKUs below do not have the “dropped” red box and call out on them however they are supposed to. Nathan is this something you can please investigate?



Kind Regards
Jade

From: Caton, Jade [JJPAU]
Sent: Monday, 4 April 2022 9:19 AM
To: Tim Moffatt [REDACTED]@woolworths.com.au>; Nathan Connor [REDACTED]@woolworths.com.au>
Cc: James Goudie [REDACTED]@woolworths.com.au>
Subject: RE: [EXTE] Prices Dropped Carefree and Stayfree Lines 04/04

Hi Tim,

Yes aligned the sooner the better, let me know when works for you, would 4 weeks be ok 2/5 or could we do sooner?

Kind Regards
Jade

From: Tim Moffatt [REDACTED]@woolworths.com.au>
Sent: Saturday, 2 April 2022 1:40 PM
To: Nathan Connor [REDACTED]@woolworths.com.au>
Cc: Caton, Jade [JJPAU] [REDACTED]@ITS.JNJ.com>; James Goudie [REDACTED]@woolworths.com.au>
Subject: [EXTERNAL] Re: Prices Dropped Carefree and Stayfree Lines 04/04

Hi Jade,

Thank you for putting through these deferred deals.

Looks like James has managed to correct the challenges with the 3 articles below, and we will need to align on a new date to have these put onto dropped (sooner rather than later is our goal).

I have sent the below cases back to you so we can align on timing Monday and you can edit the dates to ensure they line up.

01352254	Price Detail CR - Stayfree Super Wings 18-Joh...	Stayfree Super Wings 18
01352240	Price Detail CR - Stayfree Regular Wings 20-Jo...	Stayfree Regular Wings 20
01352196	Price Detail CR - Carefree Liners F/wrap Regul...	Carefree Liners F/wrap Regular 30pk

Cheers,

Tim Moffatt
Category Manager
M [REDACTED] | E [REDACTED]@woolworths.com.au



"100% of me is nothing compared to 1% of the whole team" – E Kipchoge

On Fri, 1 Apr 2022 at 15:39, Nathan Connor [REDACTED]@woolworths.com.au> wrote:

Hi All,

Quick change to the plan. Jame's has actioned the price change on the non-conforming lines effective 04/04 rather than tomorrow.

Nathan

On Fri, 1 Apr 2022 at 15:25, Nathan Connor [REDACTED]_woolworths.com.au> wrote:

Hi Tim and Jade,

I can confirm that James has now loaded the new RRP and flagged the red ticket in the system for the below lines effective Mon 04/04:

Article Number	SKU	Dropped Price
166305	Carefree Original Regular Tampons 16S	\$4.00
376708	Carefree ProComfort Tampons Regular 32 Pack	\$6.80
376702	Carefree ProComfort Tampons Super 32 Pack	\$6.80
96696	Carefree Original Unscented Long Panty Liners 30 Pack	\$3.80
44861	Stayfree Ultra Thin All Nights with Wings 10 Pack	\$4.80
58657	Stayfree Ultra Thin Super Wing 12s	\$4.80
370631	Stayfree UltraThin Regular Pads with Wings 14 Pack	\$4.80
233495	Stayfree Light Ultra Thin with Wings 16 Pack	\$4.80
272088	Stayfree All Nights with Wings 10 Pack	\$4.80
77342	Stayfree Regular No Wings 20	\$4.80
77341	Stayfree Super No Wings 18	\$4.80

Unfortunately the below lines were never increased to the new price post CPI:

Article Number	SKU	Current Price in Woolworths System	Correct Price as per CPI Agreement	Dropped Price
92512	Carefree Original Panty Liners Unscented 30 Pack	\$3.60	\$4.00	\$3.80
823943	Stayfree Regular Wings 20	\$4.30	\$6.00	\$4.80
823940	Stayfree Super Wings 18	\$4.30	\$6.00	\$4.80

As you can see, it will be impossible to move to the Dropped Program for these lines on Monday. To rectify this, James has now updated the sell price to the correct sell price before moving onto the dropped program effective tomorrow 02/04. We will discuss timelines for transitioning these lines onto dropped next week.

Woolworths will ensure that the new deferred deals are not accepted for these lines until they are put onto the dropped program. We can discuss how we address the diminished margin on these lines post CPI next week.

Have a great weekend everyone!

Nathan

--

Nathan Connor - (He/Him)
Assistant Category Manager - Paper Goods, Period and Continence Care Supermarkets

M [REDACTED]
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1 Woolworths Way Bella Vista, NSW 2153



We acknowledge the many Traditional Owners of the lands on which we operate, and pay our respects to their Elders past, present and emerging as the custodians of the oldest continuing cultures on the planet. Woolworths Group remains committed to actively contributing to Australia's reconciliation journey.



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Nathan Connor - (He/Him)
Assistant Category Manager - Paper Goods, Period and Continence Care Supermarkets

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