

Index

- A C Nielsen Co (Nielsen)
 - data on retail price increases 5.55
 - survey of sanpro sales 5.18-5.22
- AAH Pharmaceuticals Limited
 - relations with Tambrands 4.33
 - views 6.83-6.85
- Advanced Absorbent Products Ltd 6.45
- Advertising expenditure
 - increase 2.14, 5.43, 5.45
 - Kimberly-Clark 5.45
 - Proctor & Gamble 2.14, 5.45, 6.25
 - impact on Tambrands 4.8, 4.40, 6.69
 - Smith & Nephew 5.45
 - Tambrands 1.2, 2.14-2.15, 2.18, 4.8, 4.40-4.41, 5.43, 5.45
- Advertising on television
 - relaxation of controls 2.8, 2.14, 3.4, 4.40, 5.44, 6.5-6.6, 6.8, 7.18
 - effects on costs 7.20
- Aldi Einkauf GMBH & Co OHG, relations with Tambrands 4.32
- Always
 - impact on tampon sales-*see* Towels, innovations
 - prices-*see* Prices, external sanitary protection
 - promotion by Proctor & Gamble 6.8 (*see also* Advertising expenditure, Proctor & Gamble)
 - sales 5.41
- Asda Stores Ltd, relations with Tambrands-*see* Supply conditions, retailers
- Barriers to entry
 - findings of MMC 1.2, 1.6-1.7, 2.7-2.8, 2.45-2.46, 3.3, 3.5, 4.26
 - findings of OFT 2.23, 3.8
 - views of Hygieia 6.23
 - views of Smith & Nephew 6.2, 6.5-6.9
 - views of Tambrands 7.19-7.24, 7.28-7.30, 7.34
 - views of UniChem 6.93-6.94
- Bodyform 5.35, 6.57
 - sales 5.41 (*see also* Mölnlycke Ltd, Panty liners, Sanitary protection)
- Bodywise UK Ltd (Bodywise), products 5.31, 6.9
- Booker plc, views 6.79
- Boots The Chemists Ltd (Boots)
 - relations with Tambrands-*see* Supply conditions, retailers
 - sales of Tambrands' products 2.21
 - views 6.31-6.33
- Budgens plc, views 6.80
- Carefree 5.41, 6.56 (*see also* Johnson & Johnson, Panty liners, Sanitary protection)
- Chemist retailers-*see* Retailers
- Chemist wholesalers
 - relations with Tambrands 4.30, 4.33 (*see also* Supply conditions, chemist wholesaler terms)
- Co-operative Retail Services Ltd
 - relations with Tambrands 4.32
- Co-operative Retail Services Ltd-*contd*
 - views 6.81
- Compak
 - definition 2.6, 2.26, 2.33, 4.24, 5.23
 - imports 4.4
 - manufacturing costs 4.37-4.38
 - prices-*see* Prices, tampons
 - profitability 4.22, 4.39
 - promotion by Tambrands 2.29, 2.49, 5.36, 5.54, 6.22, 7.33
 - sales 5.41
 - views of Superdrug 6.51 (*see also* Tambrands Ltd, Tampons, Sanitary protection)
- Competition
 - findings of MMC 1.6-1.8, 2.7-2.8, 2.19, 2.38-2.39
 - views of Boots 6.33
 - views of Hygieia 6.23
 - views of L Rowland & Co (Wholesale) Ltd 6.88
 - views of Numark Limited 6.82
 - views of Smith & Nephew 6.12
 - views of Tambrands 5.55, 7.25-7.32
 - views of UniChem 6.93
- Competition Act 1980 1.1, 2.1-2.3, App 1.1
- Confab Corporation, agreement with Johnson & Johnson 5.28
- Confident 5.29, 6.9, 7.28
 - sales 5.41 (*see also* Hygieia Healthcare Ltd, Sanitary protection, Tampons)
- Contour 5.25, 6.2 (*see also* Smith & Nephew, Sanitary protection, Tampons)
- Discounts
 - policy of Hygieia 6.19
 - policy of Proctor & Gamble 6.28-6.29
 - policy of Smith & Nephew 6.16-6.18
 - policy of Tambrands 1.1, 1.4, 2.24-2.25, 2.31-2.33, 2.38, 2.47, 2.50, 3.11-3.12, 4.34, 7.9
 - variations between retailers 3.20-3.21, App 3.3
 - views of Booker plc 6.79
 - views of Budgens plc 6.80
 - views of chemist wholesalers 6.84, 6.87, 6.95-6.96
- Durham Pharmaceuticals Ltd, views 6.86-6.87
- Economies of scale 6.23
- European Commission, decision, *Proctor & Gamble/VP Schickedanz (II)* (94/893/EC) 2.19, 6.27, 7.14
- Exclusive dealing 1.4, 2.35, 2.38, 3.7
- Full-line forcing 2.34-2.36, 2.38, 3.7, 7.3
- Helen Harper-*see* Ontex
- Hygieia Healthcare Ltd (Hygieia)
 - financial results
 - profitability 6.24
 - sales 5.29
 - market share-*see* Market shares

- products 2.13, 2.43, 2.45, 5.29, 6.9
- views 2.42, 5.30
- Independent Broadcasting Authority (IBA)
 - decision to allow sanpro advertising 5.44, 6.5, 7.18
 - (see also Advertising on television)
- Independent chemists, relations with Tambrands 4.30, 7.26
- Interbrand 5.29
 - (see also Hygieia Healthcare Ltd)
- IRI Infoscan, survey of sanpro sales 5.21
- J Sainsbury plc (Sainsbury's)
 - relations with Tambrands-see Supply conditions, retailers
 - sales of Tambrands' products 2.21, 5.38
 - sales of tampons 5.38
 - views 6.34-6.39
- Johnson & Johnson Ltd (Johnson & Johnson)
 - financial results, sales 5.28
 - licensing agreements 5.25, 5.28, 7.22
 - products 5.6, 7.29
- Kimberly-Clark Europe (Kimberly-Clark)
 - advertising expenditure-see Advertising expenditure
 - market share-see Market shares
 - products 2.43
- Kotex 5.27, 5.36
 - sales 5.41
 - (see also Kimberly-Clark, Tampons)
- Kwik Save Stores Limited, relations with Tambrands 4.32
- L Rowland & Co (Wholesale) Ltd, views 6.88
- Libra 5.35
 - (see also Mölnlycke Ltd, Panty liners, Sanitary protection)
- Lil-lets
 - market share 2.10, 5.23, 6.22
 - (see also Market shares)
 - prices-see Prices, tampons
 - promotion by Smith & Nephew 5.25, 5.36, 5.45, 7.17
 - sales 5.41
 - (see also Sanitary protection, Smith & Nephew plc, Tampons)
- Lites 7.30
- Lloyds Chemists PLC, relations with Tambrands 4.33
- Market definition 2.18-2.19
 - views of Proctor & Gamble 6.27
 - views of Smith & Nephew 6.2-6.4
 - views of Tambrands 5.55, 7.13-7.18
 - views of Tesco 6.66
- Market shares
 - tampons
 - Hygieia 5.21, 5.36
 - Kimberly-Clark 2.12, 5.21, 5.27
 - multiple retailers 6.10, 6.20
 - own-label products 1.2, 2.8, 2.12, 2.21, 3.4, 5.21-5.22
 - Smith & Nephew 2.10-2.11, 2.23, 3.5, 5.21-5.22, 5.23, 6.13, 6.15, 6.22
 - Tambrands 1.2, 2.4, 2.20, 2.22-2.23, 2.37, 3.5, 4.6, 5.21-5.22, 6.41
 - towels
 - Germany and Spain 2.19
- Market shares, towels-*contd*
 - Johnson & Johnson 5.33
 - Kimberly-Clark 5.33
 - Mölnlycke 5.33
 - own-label products 5.33
 - Proctor & Gamble 5.33-5.34, 6.25, 6.56
 - Smith & Nephew 5.33
 - (see also Tampons, sales, share of sanpro sector)
- Media Expenditure Analysis Limited (MEAL)
 - analysis of advertising expenditure 5.45
 - (see also Advertising expenditure)
- Mölnlycke Ltd (Mölnlycke) 5.35
 - (see also Market shares)
- Monopolies and Mergers Commission (MMC)
 - conclusions 1.6-1.8, 2.33, 2.39-2.54
 - report *Full-line forcing and tie-in sales: a report on the practice of requiring any person to whom goods or services are supplied to acquire other goods or services as a condition of supply* (HC 212, 1981) 2.34-2.35, 2.37-2.38, 3.7-3.8
 - report *Tampons: a report on the supply in the United Kingdom of Tampons* (Cmnd 8049, 1980) 2.7, 3.2-3.3, 3.11, 4.26, 5.50
 - report *Tampons: a report on the supply in the United Kingdom of Tampons* (Cmnd 9705, 1986) 1.2, 2.7-2.9, 2.22-2.23, 3.4-3.5, 4.26, 5.22, 5.32, 5.39, 5.43, 5.51, 6.3-6.6, 6.9-6.10, 7.15
 - terms of reference 1.1, 2.1-2.3, 2.33, 3.1, App 1.1
- Natracare 5.31, 6.9, 7.28
 - (see also Bodywise Limited, Sanitary protection)
- Numark Limited, views 6.82
- Office of Fair Trading (OFT)
 - review of UK tampon market 2.23-2.25, 3.5-3.6, 3.8
 - survey of sanitary protection users 5.15-5.17
- Ontex, products 6.9, 5.36, Apps 5.1-5.2
- Own-label products
 - market shares-see Market shares
 - prices-see Prices
 - profitability 6.61
 - retailer brands 5.32, 5.36, 6.45, 6.61, 6.89, 7.16
 - shelf space-see Shelf space
 - tampons, suppliers 5.25, 6.9
 - towels, suppliers 5.26
 - views of Smith & Nephew 6.2, 6.10, 6.13
- Panty liners
 - definition 2.6, 5.1, 5.8
 - own-label products 5.32, 6.45
 - prices-see Prices, external sanitary protection
 - product development 6.56
 - products available App 5.1-5.2
 - sales 5.18, 5.41
 - usage, survey by OFT 5.15
 - (see also Bodyform, Libra, Pennywise, Sanitary protection)
- Pennywise 5.35

- (*see also* Mölnlycke Ltd, Panty liners, Sanitary protection)
- Playtex Corporation, agreement with Johnson & Johnson 5.28
- Playtex Ltd (Playtex), attempt to enter tampon market 3.3-3.4
- Prices
- competition
 - digital and applicator tampons 5.49
 - tampons and towels 1.3, 2.19-2.20, 5.50-5.55
 - views of Somerfield 6.40
 - discounts-*see* Discounts
 - external sanitary protection
 - Always brand 2.15, 5.54-5.55, 6.25, 6.29-6.30, 6.57
 - reductions 2.8, 3.4, 6.40
 - own-label products
 - policy of Smith & Nephew, views of Superdrug 6.60
 - retail price trends 5.49
 - views of Tambrands 5.17
 - tampons
 - Compak 4.28, 5.46-5.48, 5.54-5.55
 - increases 1.3, 2.15, 5.49, 5.53
 - reaction of consumers 5.15, 5.17, 5.55
 - Tambrands
 - retail price trends 2.15, 4.29, 5.47-5.48
 - trade price trends 2.15, 4.17-4.28, 5.46, App 5.3
 - Lil-lets 5.49, 5.54
 - MMC findings 2.7, 3.3-3.4
 - policy of Tambrands 2.7, 2.15
 - policy of Tambrands Inc 4.3, 4.25-4.29
 - Tampax 5.54
 - views of Tambrands 5.17, 5.55, 7.35
- Procter & Gamble Limited (Procter & Gamble)
- advertising expenditure-*see* Advertising expenditure
 - financial results, sales 5.34, 5.37
 - market share-*see* Market shares
 - merger with VP Schickedanz-*see* European Commission
 - products 1.2, 2.11, 6.27
 - (*see also* Towels, Always)
 - views 6.27-6.30
- Public interest
- previous findings of MMC 1.2, 2.7-2.8, 2.35, 3.3, 3.7
 - terms of reference 1.1
 - views of Numark Limited 6.82
 - views of Smith & Nephew 6.12
 - views of Tambrands 7.33-7.35
 - views of UniChem 6.95
- Refusal to supply 1.4, 2.36, 2.38, 7.6
- Retail price index (RPI) 4.12, 4.27-4.28
- Retailers
- marketing strategy of Tambrands 4.30
 - own-label products-*see* Own-label products
 - policy on stocking 5.42, 6.32, 6.38, 6.44, 6.55, 6.59, 6.63, 6.68, 6.72, 6.77
 - products stocked App 5.2
 - views of Tambrands 7.27
 - relations with Tambrands-*see* Supply conditions
- sales of tampons-*see* Tampons, sales
 - shelf space-*see* Shelf space
- Sainsbury's-*see* J Sainsbury plc
- Sancella Ltd 5.35
- Sanitary protection (sanpro)
- consumer preferences 2.18-2.19, 5.11-5.14
 - brand loyalty
 - views of MMC 2.19-2.20, 5.17, 6.5
- Sanitary protection, consumer preferences, brand loyalty-*contd*
- views of retailers 6.40, 6.57, 6.65, 6.68
 - views of Smith & Nephew 6.6-6.9
 - views of Tambrands 5.55, 7.21
 - views of wholesalers 6.90
 - survey by OFT 5.15-5.17
 - demand 5.9-5.10
 - dual usage-*see* Substitutability
 - external
 - definition 2.6, 5.1
 - (*see also* Panty liners, Towels)
 - internal-*see* Tampons
 - market shares-*see* Market shares
 - prices-*see* Prices
 - product types 5.1
 - products available App 5.1
 - sales broken down by types
 - comparison between rate of sale and value-weighted distribution 5.42
 - rate of sale 5.41
 - volume 2.11, 5.18-5.20
 - suppliers 4.1-4.41, 5.23-5.37
- Scott Paper (UK) Ltd 5.35
- Scottish Healthcare Supplies, views 6.97
- Shelf space
- allocation
 - policy of retailers 1.2, 2.21, 5.41, 6.32, 6.37, 6.43, 6.58, 6.67, 6.71
 - views of Smith & Nephew 6.4, 6.10, 6.14
 - views of Tambrands 2.36, 7.5, 7.23, 7.27, 7.31
 - availability 2.25, 2.46, 3.8
 - impact of own-label brands 7.23
 - views of Budgens plc 6.80
 - views of Hygieia 6.21
- Simplicity Freedom 5.27
- (*see also* Kimberly-Clark, Sanitary protection, Tampons)
- Smith & Nephew plc (Smith & Nephew)
- advertising expenditure-*see* Advertising expenditure
 - agreement with Johnson & Johnson 5.25, 5.28
 - financial results
 - profitability 6.13, 6.15
 - sales 5.24
 - market share-*see* Market shares
 - pricing policy-*see* Discounts, Prices, tampons
 - products 2.10, 2.13, 5.25-5.26, 6.2, 7.29
 - views 6.2-6.18
- Somerfield Stores Ltd (Somerfield)
- relations with Tambrands-*see* Supply conditions, retailers
 - views 2.24, 2.29, 2.42
- Southalls (Birmingham) Ltd (Southalls), pricing policy 2.7, 3.3

- Special contract terms-*see* Tambrands Ltd, conditions of supply
- Substitutability
 - survey by OFT 5.15
 - views of Hygieia 6.26
 - views of MMC 2.19, 5.53
 - views of Proctor & Gamble 6.28
 - views of Somerfield 6.42
 - views of Superdrug 6.56
 - views of Tambrands 5.55
 - views of UniChem 6.91
- Superdrug Stores plc
 - relations with Tambrands-*see* Supply conditions, retailers
 - views 6.51-6.61
- Supply conditions
 - chemist wholesalers 1.4-1.5, 2.24, 2.26, 2.30-2.32, 3.6, 3.10, 3.13, 3.22-3.23, App 3.4
 - views of wholesalers 6.83-6.97
 - discounts-*see* Discounts
 - history 3.11-3.13
 - minimum direct order requirements 2.26, 2.38, 3.10, 3.14-3.16, App 3.2
 - concessions negotiated by retailers 3.21
 - views of retailers 2.40, 6.39, 6.49-6.50, 6.52-6.53
 - payment terms 2.26, 3.18, 4.35
 - views of Superdrug 6.52
 - range-stocking requirements 1.1, 1.4-1.5, 2.24-2.28, 2.30-2.33, 3.6, 3.10, 3.18, App 3.2
 - effects on competing products 2.43-2.45
 - policy of Proctor & Gamble 6.54
 - views of chemist wholesalers 2.26, 2.44, 6.83-6.88, 6.92
 - views of MMC 2.41, 2.50-2.52
 - views of retailers 2.24, 2.26, 2.40, 2.42, 6.33-6.39, 6.46-6.55, 6.62-6.64, 6.70-6.74, 6.77-6.78, 6.80-6.82
 - views of suppliers 2.42, 6.19, 6.29
 - views of Tambrands 2.29, 2.36, 2.47-2.49, 7.2-7.12, 7.25-7.35
 - retailers
 - not on special terms 2.38, 4.32
 - views 6.79-6.82
 - special contract terms 1.4-1.5, 2.24-2.29, 2.31, 2.32, 3.10, 3.12, 3.14-3.21, App 3.1
 - complaints by Somerfield 2.24, 2.29, 3.6, 6.47
 - products stocked App 5.2
 - share of Tambrands sales 4.31, 5.38-5.39
 - share of tampon sales 5.38
 - views 6.31-6.78
 - Tambrands Inc, overseas markets 7.11-7.12
- Tambrands AG 4.5, 4.22, App 4.1
- Tambrands Inc
 - brand support 4.3
 - financial results 4.7-4.9
 - exports 4.4-4.5, 4.11, 4.23, App 4.1
 - imports 4.4, 4.22, App 4.1
 - return on capital employed (ROCE) 4.9
 - sales 2.4, 4.8
 - history 4.1-4.5
 - manufacturing policy 4.3-4.4
 - overseas markets 7.11-7.12
 - structure 4.3-4.4
 - (*see also* Tambrands Ltd)
- Tambrands Ltd (Tambrands)
 - brand support expenditure
 - advertising-*see* Advertising expenditure
 - all 4.40-4.41
 - distribution methods-*see* Supply conditions
 - financial results 4.10-4.23, App 4.2
 - manufacturing costs 4.11-4.12, 4.15, 4.19, 4.22, 4.36-4.39, App 4.2
 - payments made to Tambrands Inc 4.13-4.14, 4.22
 - profitability 1.2, 2.16, 2.18, 4.12, 4.15-4.17, 4.23, 4.39
 - Tambrands Ltd, financial results-*contd*
 - return on capital employed (ROCE) 2.16, 4.18-4.20, 4.23
 - sales 2.5, 2.18, 2.37, 4.27, 4.31, 5.23
 - market share-*see* Market shares
 - payment terms-*see* Supply conditions
 - prices-*see* Prices
 - products 2.6, 2.26, 2.43, 2.48-2.49, 4.24, 5.23
 - (*see also* Compak, Lites, Tampax, Tampets)
 - views 7.1-7.35
- Tampax
 - brand support 4.3
 - definition 2.6, 5.23
 - history 4.1
 - manufacturing costs 4.37-4.38
 - manufacturing process 4.4
 - mini product, views of Tambrands 7.7-7.78, 7.33
 - prices-*see* Prices, comparison between products
 - profitability 4.39
 - (*see also* Sanitary protection, Tambrands Ltd, Tampons)
- Tampets
 - definition 2.6, 5.23
 - manufacturing costs 4.37-4.38
 - manufacturing process 4.4
 - prices-*see* Prices, comparison between products
 - profitability 4.39
 - promotion by Tambrands 2.43, 2.48-2.49, 3.20, 5.36, 6.22, 7.17
 - complaint by Somerfield 6.47-6.48
 - response of Tambrands 7.32
 - sales 5.41
 - (*see also* Sanitary protection, Tambrands Ltd, Tampons)
- Tampons
 - competition between applicator and digital 6.22, 6.75
 - consumer choice 6.11
 - definition 2.6, 5.1-5.3
 - distribution 2.12, 6.22
 - innovations 5.36, 7.17
 - manufacturing costs, comparison between products 4.38-4.39
 - own-label-*see* Own-label products
 - prices-*see* Prices
 - product types
 - absorbencies 5.4
 - applicator 2.6, 2.13, 5.2-5.4, 5.23
 - digital 2.6, 2.10, 2.13, 5.2, 5.23
 - (*see also* Tambrands Ltd, products)
 - products available App 5.1
 - profitability 2.23, 3.3, 3.5, 6.13
 - comparisons between products 4.39

Tambrands 6.81
 (*see also* Tambrands Ltd, financial results)
 sales
 international 2.4
 share of sanpro sector 2.11, 5.53, 6.4, 6.57
 through retailers 1.2, 2.10, 2.12, 2.21, 5.38-5.39
 (*see also* Towels, innovations)
 usage, survey by OFT 5.15
 Taylor Nelson Personal Care Panel, survey of attitudes
 to TSS (1995) 5.12
 Tesco plc (Tesco)
 relations with Tambrands-*see* Supply conditions
 sales of Tambrands' products 2.21

 Tesco plc-*contd*
 sales of tampons 5.38
 views 2.26, 6.62-6.69
 Tie-in sales 2.34-2.35, 3.7
 Towels
 innovations 5.5-5.7, 5.52
 ultra-slim 5.6-5.7, 5.52, App 5.1
 impact on shelf space allocation 5.41
 impact on tampon sales 1.2, 2.11, 2.18, 5.14,
 5.34, 6.3, 6.31, 6.42, 6.56, 6.66, 6.69,
 7.14-7, 15
 impact on towel sales 7.16
 profitability 6.25
 sales 5.37
 market share-*see* Market shares
 own-label-*see* Own-label brands
 prices-*see* Prices, external sanitary protection
 products available App 5.1
 usage, survey by OFT 5.15
 (*see also* Sanitary protection)

Toxic shock syndrome (TSS)
 impact on consumer preferences 2.19, 5.13, 6.42,
 6.56
 market research survey 5.12

 UniChem PLC (UniChem)
 relations with Tambrands 4.33
 views 6.89-6.96

 Vespré Silhouettes 5.6, 6.3
 sales 5.41
 (*see also* Johnson & Johnson, Sanitary protection,
 Towels)
 VP Schickedanz-*see* European Commission

 Waitrose
 relations with Tambrands-*see* Supply conditions,
 retailers
 views 2.26, 6.70-6.74
 Wm Morrison Supermarkets PLC, relations with
 Tambrands-*see* Supply conditions, retailers