

APPENDIX 3.3
(referred to in paragraphs 3.81 and 3.91)

Suppliers' views on recommended resale prices

	P & C	E L	Y S L	C K	C C	C D	E A	Gy	G B H	G	S B	N R	C F	R	M	P & G	L G
<i>Includes RRP's in its price lists</i>	-	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
<i>Comments on recommended resale prices for domestic sales</i>																	
Customary in the industry to set RRP's	-	-	-	✓	✓	✓	✓	✓	✓	-	✓	-	-	-	-	-	-
Helpful to retailers if manufacturers set RRP's	✓	✓	-	-	✓	✓	✓	✓	-	✓	✓	-	-	-	-	-	-
Provide consumers and retailers with information	✓	✓	-	-	✓	-	✓	✓	✓	✓	-	-	-	-	✓	-	✓
Establishes correct market position of (new) product	✓	✓	✓	-	-	-	✓	✓	✓	-	-	✓	-	-	✓	-	-
Indicates satisfactory margins to manufacturer and retailer	-	✓	-	-	✓	-	-	✓	-	-	-	-	-	✓	✓	-	-
Ensures pricing strategy is competitive	-	✓	✓	-	-	-	-	-	-	-	-	-	✓	-	-	✓	-
Acts as a guide to the retail price	-	✓	-	-	-	-	-	✓	-	✓	✓	-	-	-	-	✓	✓
Allows the setting of uniform wholesale prices as a % of RRP's	-	-	-	✓	-	-	-	-	-	-	-	-	-	-	-	-	-
Does not now issue wholesale price lists showing RRP's	✓	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Source: MMC, based on the suppliers' responses to a questionnaire.

Notes: P&C = Prestige & Collections (UK) Ltd
 EL = Estée Lauder Cosmetics Ltd
 YSL = Parfums Yves Saint Laurent Ltd
 CK = Calvin Klein Cosmetics (UK) Limited
 C = Chanel Limited
 CD = Parfums Christian Dior (UK) Ltd

EA = Elizabeth Arden Limited
 Gy = Parfums Givenchy Limited
 GBH = Giorgio Beverly Hills Incorporated
 G = Guerlain Ltd
 SB = Sanofi Beauté Ltd
 NR = Nina Ricci (UK) Ltd

CF = Creative Fragrances Ltd
 R = Revlon International Corporation
 M = Muelhens Ltd
 P&G = Procter & Gamble (Cosmetics & Fragrances) Limited
 LG = Lancaster Group Ltd