

Date March 30, 1996

**SAMPLE SURVEY FORM
PRODUCT INFORMATION PACKET
SALES DATA**

Product Information Packet # 1 of 1

Check here if Confidential Information

1. Company Name:

Splash Beauty Care Company

2. Division Name:

Beauty Soaps Inc.

3. What is the three digit product category code of the product?
(see p. 1.7 and Attachment A)

420

4. Please provide the name of the product as shown on the *principal display panel* or a representative name for a group of products that have been aggregated according to the criteria for grouping products (see p. 1.7 and Attachment D).

Product
Name(s):

Soothing Hand and Body Wash

5. What is the form of the product (see p. 1.7 and Attachment D)? **Select only one form.** (If the product appears in more than one form, use a separate product information packet for each form).

2

- (1) *Aerosol*
- (2) *Liquid*
- (3) *Pump Spray*
- (4) *Semisolid* (gel, grease, etc.)
- (5) *Solid* (including powders)
- (6) Other (specify _____)

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6. What option below describes the type of customers using the product (see p. 1.8 and Attachment D)? **Note: Please do not report products that are sold only to industrial customers.**

3

- (1) *Household* only
 (2) *Institutional* only
 (3) Some *Household* and some *Institutional**
 (4) Some *Institutional* and some *Industrial**
 (5) *Household, Institutional, and Industrial**

* If you answered question 6 with options (3), (4), or (5), list the approximate percentage of sales to each consumer type, if known (*Household* 80 %, *Institutional* 20 %, *Industrial* _____ %)

7. Is the product sold as a *concentrate* that requires dilution (see p. 1.8)?

1

- (0) No
 (1) Yes

If you answered (0) No, please go to question number 9.

If you answered (1) Yes, please fill-in the spaces below with the recommended minimum and/or maximum dilution ratios and continue to question number 8.

Dilute 2 fl.OZ. of product into 1 gal. of *diluent*.
 (minimum rec. amount) (units) (minimum rec. amount) (units)

Dilute 7 fl.OZ. of product into 1 gal. of *diluent*.
 (maximum rec. amount) (units) (maximum rec. amount) (units)

8. If you answered (1) Yes to question number 7, please enter the recommended *diluent*(s) in the box provided below (see Attachment D and p. 1.8).

Water

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California Product Sales: You have **two options** for providing product sales (see p. 1.8 and 1.9). Use calendar year 1995 California sales, or, if calendar year 1995 data are not available, use the most recent 12-month consecutive period beginning no earlier than 1/1/94 (see page 1.9 for estimating California sales). If you are determining California sales using a method other than population, briefly describe the method in the comments section at the end of this form.

Option 1: Calculate the total 1995 product sales in California in pounds (less packaging) and enter this amount in the box provided. **Option 1 is not available to products in any of the following product categories: "Pipe Cement and Primer," "Sealant and Caulking Compound," "Wood Filler," and "Multi-purpose Solvent."** When reporting products in any of these product categories, please use Option 2 because size information is necessary for these categories.

9. Total product weight in pounds (less packaging) pounds

Option 2: In the table below (questions 10-17), list the product sizes (in ounces by weight or fluid ounces) sold in California, less packaging, for the product form shown in question number 5. Also, list the estimated total number of units of each product size sold in California in calendar year 1995 (see p. 1.8 and 1.9).

PRODUCT SIZE DISTRIBUTION TABLE (see p. 1.8 and 1.9)

Net Product Size	Units Sold in CA	Net Product Size	Units Sold in CA
10. 5	100,000	14.	
11. 10	100,000	15.	
12. 20	100,000	16.	
13.		17.	

18. If you are using **option 2**, what are the units for the product sizes listed in the table above (see p. 1.8)? 1

(1) Fluid Ounces (2) Weight Ounces

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Company File Number	<input type="text"/>	Product Number	<input type="text"/>
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19. If you answered question number 18 with a (1), Fluid Ounces, please list either the density of the product in **grams per milliliter (g/ml)** at 20 °C or the specific gravity at 20 °C (see p. 1.8).

Density =

Specific Gravity =

SAMPLE

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