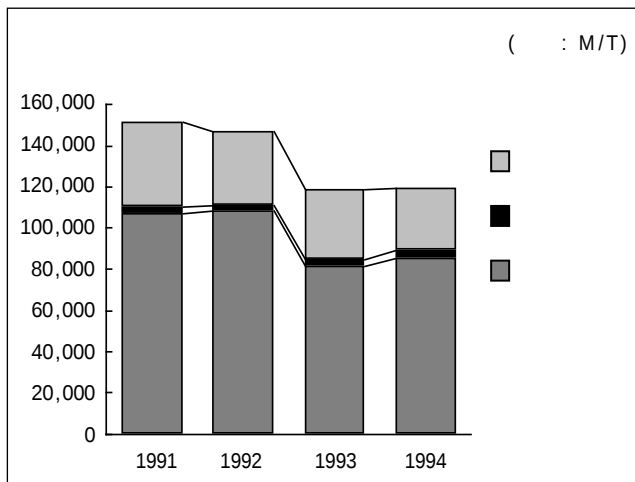


10 10~15% 93
 90
 94 11 9321 0.5% 가 , 28 2796
 2.9% 가 40 2117 2.2% 가
 94 9 7760 10.2%
 26 6065 1.8% 가 36 3825 4.2%
 4
 가 , 가



가 가
 가 , 가
 가 73.0% ,
 가 20.2% ,
 0.1% 가 6.7%
 가 가

가 ,

LAS

가 가

(: M/T, %)																	
			1990			1991			1992			1993			1994		
			110,261	25.1	13.8	101,617	23.5	7.8	93,089	21.9	8.4	75,857	20.0	18.5	69,418	19.1	8.5
			6,731	1.5	57.2	2,773	0.6	58.8	2,876	0.7	3.7	2,891	0.8	0.5	4,019	1.1	39.0
			116,992	26.7	18.6	104,390	24.1	10.8	95,965	22.6	8.1	78,748	20.7	17.9	73,437	20.2	6.7
			34,355	7.8	21.3	36,524	8.4	6.3	31,297	7.4	14.3	30,106	7.9	3.8	24,323	6.7	19.2
			151,347	34.5	12.0	140,914	32.5	6.9	127,262	29.9	9.7	108,854	28.7	14.5	97,760	26.9	10.2
가			179,764	41.0	11.5	188,463	43.5	4.8	187,151	44.0	0.7	167,568	44.1	10.5	169,137	46.5	0.9
			102,306	23.3	9.9	99,183	22.9	3.1	106,639	25.1	7.5	100,889	26.6	5.4	96,613	26.6	4.2
			282,070	64.3	11.0	287,646	66.4	2.0	293,790	69.1	2.1	268,457	70.7	8.6	265,750	73.0	1.0
			5,014	1.1	2.8	4,770	1.1	4.9	4,229	1.0	11.3	2,378	0.6	43.8	315	0.1	86.8
			287,084	65.5	10.7	292,416	67.5	1.9	298,019	70.1	1.9	270,835	71.3	9.1	266,065	73.1	1.8
.			438,431	100.0	1.6	433,330	100.0	1.2	425,281	100.0	1.9	379,689	100.0	10.7	363,825	100.0	4.2

) , CRI

가 가

Year	Yield (Kg)	Yield deviation (%)
1991	14,000,000	10
1992	20,500,000	100
1993	11,000,000	550
1994	16,500,000	200

LAS LAB
가 가

(: Kg, , %)											
	1990			1991				1992			
	19,759,070	9,384,144	50.4	9,110,302	4,777,327	50.8	53.9	14,811,645	6,546,563	59.6	62.6
				1,729	9,072			701	13,055		59.5
	15,705,443	16,587,324	40.1	5,047,716	7,382,284	28.1	67.9	5,359,584	8,002,430	21.6	6.2
	209,813	217,858	0.5	154,654	211,833	0.9	26.3	420,221	819,793	1.7	171.7
	419,684	510,422	1.1	354,430	469,481	2.0	15.5	776,188	169,780	3.1	119.0
	789,386	600,580	2.0	931,647	706,700	5.2	18.0	1,604,405	1,216,227	6.5	72.2
	447,400	490,541	1.1	23,904	23,821	0.1	94.7	9,500	22,815	0.0	60.3
	840,250	311,852	2.1	1,620,000	1,615,141	9.0	92.8	1,327,500	1,302,834	5.3	18.1
	1,021,281	4,100,935	2.6	706,883	3,793,322	3.9	30.8	551,750	3,497,491	2.2	21.9
	39,192,327	32,203,656	100.0	17,951,265	18,988,981	100.0	54.2	24,861,494	21,590,988	100.0	38.5
	1993			1994							
	6,215,597	2,746,486	33.9	58.0	11,926,366	5,204,827	36.0	91.9			
					6,293	28,090					
	4,704,195	7,871,083	25.7	12.2	4,152,991	6,893,839	12.5	11.7			
	314,706	1,170,073	1.7	25.1	475,731	1,379,542	1.4	51.2			
	5,043,298	7,042,579	27.5	549.8	14,534,492	19,622,621	43.9	188.2			
	1,513,728	1,194,635	8.3	5.7	1,544,258	1,230,266	4.7	2.0			
	6,500	87,049		31.6	40,000	47,200	0.1	515.4			
	57,500	54,128	0.3	95.7	10,792	23,908	0.0	81.2			
	469,738	4,281,682	2.6	14.9	422,884	5,109,013	1.3	10.0			
	18,325,262	24,447,715	100.0	26.3	33,113,807	39,539,306	100.0	80.7			

) .
) . , CRI

(: Kg, , %)											
	1990			1991				1992			
				1,440	10,002			62,709	48,573	0.3	
	2,490	16,811		16,225	94,747	0.1		4,395	42,742		72.9
	3,751,214	6,981,631	21.0	3,273,905	9,600,477	15.2	12.7	2,585,646	7,082,524	11.2	21.0
	2,636,410	2,521,077	14.7	1,961,030	2,505,972	9.1	25.6	2,598,495	2,687,556	11.3	32.5
	1,794,755	2,968,476	10.0	2,034,167	5,483,026	9.4	13.3	1,176,871	4,236,799	5.1	42.1
	6,995,858	4,158,973	39.1	6,227,466	3,652,486	28.9	11.0	9,386,585	5,199,110	40.7	50.7
	561,134	429,251	3.1	3,975,527	2,805,454	18.4	608.5	2,734,981	1,992,271	11.9	31.2
	179,642	333,526	1.0	2,038,734	2,284,788	9.4	1034.9	1,564,911	1,851,643	6.8	23.2
	10,646	87,783	0.1	66,506	193,731	0.3	524.7	147,031	465,039	0.6	121.1
	1,942,761	1,678,834	10.9	1,990,016	1,944,705	9.2	2.4	2,781,615	2,935,279	12.1	39.8
	17,874,910	19,176,362	100.0	21,585,016	28,575,388	100.0	20.8	23,043,239	26,541,536	100.0	6.8
	1993			1994							
	4,829	27,989		9.9	914	12,509					
	3,308,356	7,663,655	9.3	28.0	7,337,207	12,401,832	18.1	121.8			
	4,276,136	3,423,973	12.0	64.6	4,633,675	4,442,915	11.4	8.4			
	2,211,072	5,034,977	6.2	87.9	1,756,110	4,657,227	4.3	20.6			
	16,074,829	8,397,748	45.3	71.3	17,491,598	9,302,478	43.1	8.8			
	2,850,159	2,940,875	8.0	4.2	2,515,366	3,509,033	6.2	11.7			
	3,661,323	4,033,748	10.3	134.0	2,562,673	4,574,304	6.3	30.0			
	194,389	955,825	0.5	32.2	194,925	896,414	0.5	0.3			
	2,908,298	2,874,783	8.2	4.6	4,079,921	3,694,348	10.1	40.3			
	35,489,391	35,353,573	100.0	54.0	40,572,389	43,491,060	100.0	14.3			

) .
) . , CRI

가 6.0

가
가
가

700

가 4.0

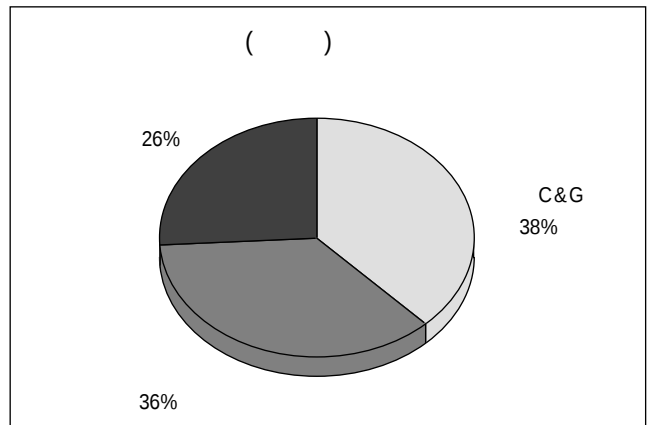
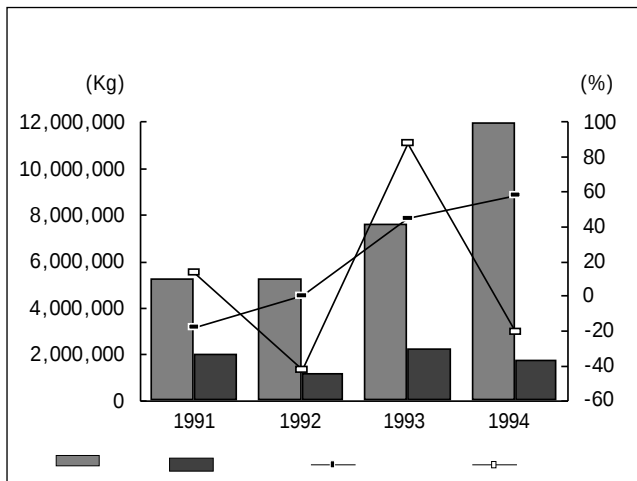
가

94
23.5%

8 9286

5.1% 가

93 8 4955



94 7 3437 6.7%

93 7 8748 17.9%

94 418 2.8%
가 37.8% 가

35.9%, 26.3% C&G

90% 가

() (: , %)					
	1993		1994		
		M/S		M/S	
C&G	160	37.2	158	37.8	1.3
	150	34.9	150	35.9	0.0
	120	27.9	110	26.3	8.3
	430	100.0	418	100.0	2.8

가
10 가

95 SKM

가
가

가

C&G

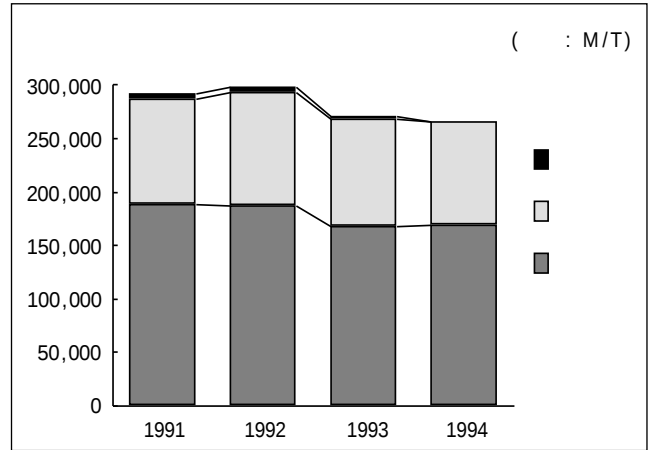
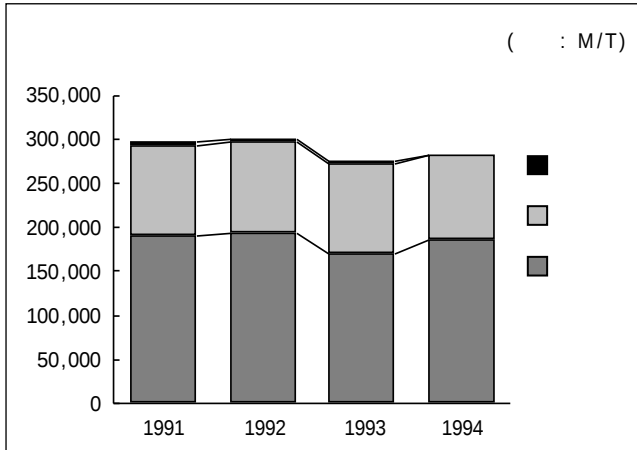
SKM

97

C&G				OEM					
C&G									
가 97				가					
Collgate	P&G	가		가	가				
95									
94	3 35		10.9%	93	3 3714	5.3%			
91									
91 3 6524		6.3%	가	92 3 1297	14.3%	93 3	3		
106	3.8%	, 94 2 4323	19.2%	가					
93 3308 , 766 4000		28.0%		가	2 94 7337 , 1240				
121.8%,		61.8%	가						
		가							
				P&G	Unilever				
93									
93			Unilever	Lux					
		P&G	Dove						
				가					
93	4704	12.2%	94 4153	11.7%					
가				가					
C&G	「	」 LG 「PH7」	가	1500	가				
「	」 「Dove」 「Caress」			1000					
가									
94 가 26 5750		1.0%				16			
9137	0.9%	가	315	9 6613 4.2%					
				93 2378 86.8%					

26 6065 1.8%
 91 29 2416 1.9% 가
 93 27 835 9.1% 94

90 28 7084 10.7% 가
 92 29 8019 1.9% 가
 94 1.8%



92 가

가 가

10~15%

93 8 5000 92 5 3000 60% 가
 94 1 1
 1/2
 2 가 1/3 가 가
 LG 20 15 5 5
 5 50 가 16 9000
 91
 OEM
 91 354 15.5% 92 776 119.0% 가
 93 5043 549.8% 가
 94 1 4534 188.2% 가 5
 가
 가 가
 가

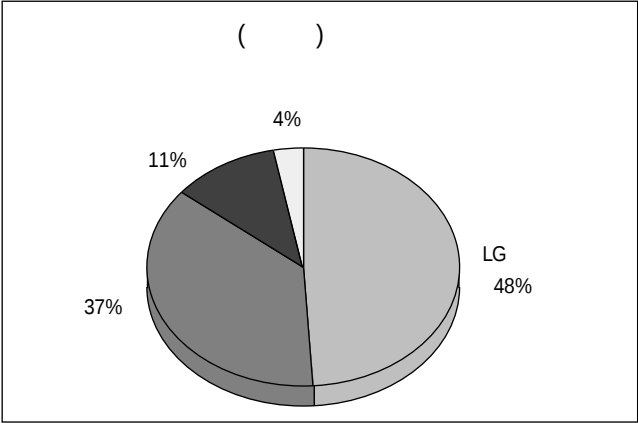
, 95

20~30%

2~3

92 660 , 93 720 9.1% 가 94 830 15.3% 가
95 850 2.4% 가
94 가 10 1000 8.9% 가

()		(: , %)		
	1994		1995	
		M/S		M/S
L G	398	48.0	213	49.5
	309	37.2	158	36.7
	87	10.5	45	10.5
	36	4.3	14	3.3
	830	100.0	430	100.0



95

94 , LG 398 48.0% 93 47%
309 37.2% 93 32%
87 10.5% 93 17%

「 」
가

1.2~1.5

가

SLS, SLES

95 7 LG

APG

APG 가 가

40 ~ 50%

Henkel

LG

가

가 94

27% 95

35%

93 13% 95

30%

< 96 >