

APPENDIX 2.4
(referred to in paragraph 2.25)

Akzo Chemicals: product profitability of rheological additives

	<i>Sales, tonnes</i>		
	<i>1988*</i>	<i>1989</i>	<i>1990 7 months</i>
<i>World market</i>			
Organoclay for drilling muds		[<i>Figures omitted.</i>	
Additives for solvent-based systems		See note on page iv.]	
Total sales (tonnes)	4,789	4,489	3,098
<i>Sales value, £'000</i>			
<i>World market</i>			
Organoclay for drilling muds		[<i>Figures omitted.</i>	
Additives for solvent-based systems		See note on page iv.]	
Merchantable products			
Total sales value	6,893	5,928	3,640
<i>Selling price (average), £ per tonne</i>			
<i>World market</i>			
Organoclay for drilling muds	[<i>Figures omitted.</i>	
Additives for solvent-based systems		See note on page iv.]	
Total	1,439		
<i>Net margin, per cent</i>			
<i>World market</i>			
Organoclay for drilling muds	[<i>Figures omitted.</i>	
Additives for solvent-based systems		See note on page iv.]	
Total]

Source: Akzo.

*Analysed figures for 1988 were not available in a form comparable with later years.