

APPENDIX 4.7
(referred to in paragraph 4.122)

**Owens-Corning Building Products (UK) Limited: sales of stone wool—volume,
revenue and average prices by product**

Product group	1996			1997			1998		
	Tonnes	£	£/t	Tonnes	£	£/t	Tonnes	£	£/t
<i>UK production</i>									
Rocksil insulation mat	{	{	{	{	{	{	{	{	{
Quietzone acoustic quilt/Rocksil lamella									
Rocksil fireseal/floorseal/cavity stop sock									
Rocksil slabs/liner board									
Rocksil fireslab/customer brand slab									
Rocksil firetech									
Roofmax									
Promalit/spiralite									
Multigrow slab									
Rocksil mattress/smoke and fire barrier									
Rocksil pipe insulation									
Visé slab									
Rocksil loose wool	20,395.4	12,505,084	613.1	21,023.7	12,461,010	592.7	20,014.2	11,431,185	571.2
<i>Of which:</i>									
Exports	1,717.2	1,149,474	669.4	1,578.4	842,512	533.8	1,726.6	929,735	538.2
Internal transfers	<u>656.5</u>	<u>396,299</u>	603.6	<u>1,567.7</u>	<u>905,676</u>	577.7	<u>1,615.5</u>	<u>538,215</u>	333.2
Sub-total: export sales	2,373.7	1,545,773	651.2	3,146.1	1,748,188	555.7	3,342.1	1,467,950	439.2
<i>Imports</i>									
Icerock rolls	{	{	{	{	{	{	{	{	{
Paroc batts									
Paroc/Icerock slab									
Cavity wall insulation									
Icerock loose wool									
Paroc pipe insulation									
Sub-total: imports	5,077.4	2,935,633	578.2	5,500.7	3,489,298	634.3	5,219.5	2,993,398	573.5
Total: all sales (including exports)	25,472.8	15,440,717	606.2	26,524.4	15,950,308	601.3	25,233.7	14,424,583	571.6

Source: Owens Corning.

Notes:

1. Average prices include allowances for delivery costs.
2. Sales revenue and therefore average prices are after all discounts, returns and allowances, customer deductions and rebates.