

APPENDIX 4.4
(referred to in paragraphs 2.32 and 4. 78)

Prices to smaller customers

We asked Pentre and Askern for prices charged to a number of named smaller customers, for the five most commonly purchased drum types. Responses are summarized below. Prices of steel drums were not comparable due to changes in specification.

TABLE 1 Prices to smaller customers

<i>Askern</i>	<i>Period</i>	<i>Price change %</i>	<i>Comments</i>
<i>Timber</i>			
Customer 1	1995–1999	+0 to +10	-
Customer 2	1995–1999	-19 to -37	-
<i>Plywood</i>			
Customer 1	1995–1999	-15 to -30	Some specification changes
Customer 2	1995–1999	-21 to -38	-
Customer 3	1995–1999	-15 to -38	-
Customer 4	1995–1999	-13 to +15	Some specification changes
<i>Cardboard:</i>			
Customer 1	1995–1999	+5	-
Customer 2	1995–1999	+5	-
Customer 3	1995–1999	+11	-
Customer 4	1998–1999	+5 to +13	-
Customer 5	1998–1999	0	-
 <i>Pentre</i>			
<i>Timber</i>			
Customer 1	1995–1999	0	-
<i>Plywood</i>			
Customer 1	1996–1999	-10 to -28	-
Customer 2	1995–1999	0	-
<i>Cardboard</i>			
Customer 1	1995–1999	0	-
Customer 2	1995–1999	-14 to + 2	Price increase was for one product, which was the subject of a specification change