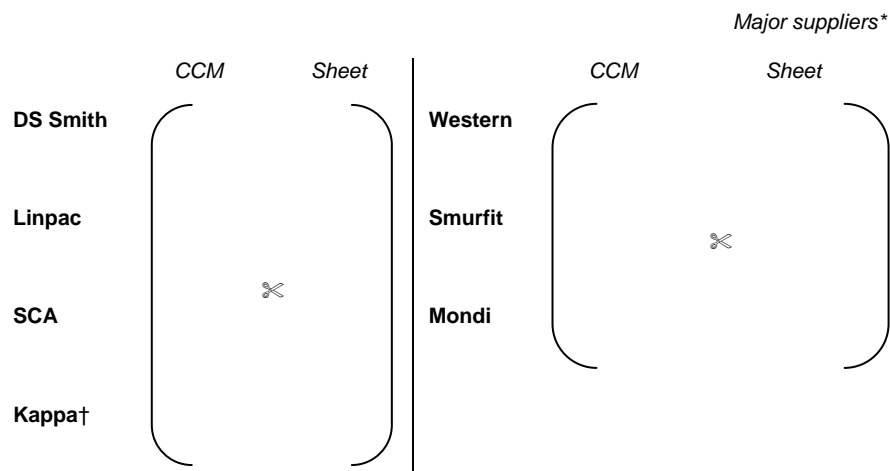


Major suppliers of CCM and sheet

- The corrugated industry has a number of long-term supply arrangements and a significant level of cross-selling. Cross-selling enables producers to be aware of headline price increases by their competitors.

TABLE 1 **Supplier relationships, 2003**



Source: CC competitor questionnaires.

*Producers gave their top three suppliers.
 †Kappa buys only a small amount of sheet.