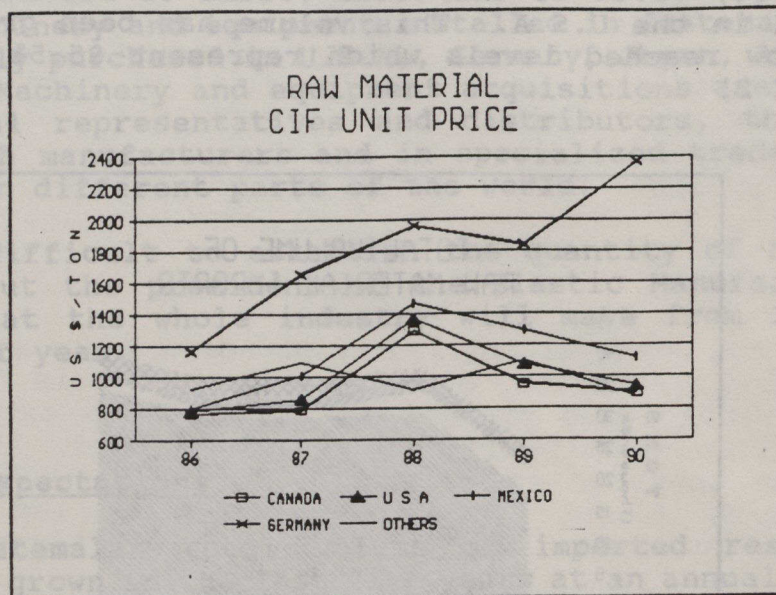


maintained a very predictable share of the market.

From 1986 to 1990 the CIF value for imports (US\$), has had an annual average growth of 17%. In general terms, the performance of the CIF per ton values for each of the supplier countries involved is very similar. (SEE ANNEX B)

When analyzing the fluctuations of the average unitary CIF price of the raw material imported, it is interesting to note that the average value is maintained between 800 and 900 dollars per ton. The exception is in 1988 when it rises as much as 1,300 \$/ton. It can also be observed that, since 1986, the unitary price of Canadian raw material is lower than all the rest of supplying countries



In the case of Germany, it becomes clear that its diminishing market share percentage is due principally to its price increases. While other suppliers show signs of price declines. (SEE ANNEX B)

#### Main Suppliers and their representatives

80% of raw material transactions are handled by the following local representatives and/or agents.