Glass & Glass Product Manufacturing

Description:

Brief Excerpt from Industry Overview Chapter:

Companies in this industry manufacture glass and glass products, including glass containers, flat glass, fiberglass, and specialty glass products. Major companies include Corning, Guardian Industries, Owens-Illinois, and PPG Industries (all based in the US) as well as Asahi Glass (Japan), Compagnie de Saint-Gobain (France), Fuyao Glass Industry Group (China), and SCHOTT (Germany).

Annual global glass and glass product exports are valued at about $75 billion. Top exporters include China, France, Germany, Japan, and the US.

The US glass and glass product manufacturing industry includes about 1,500 companies with combined annual revenue of $26 billion.

Most companies in the industry manufacture products from bulk glass bought from a handful of primary glass manufacturers. Production of optical fiber from glass is included in the industry; use of that fiber to produce fiber optic cable is not.

COMPETITIVE LANDSCAPE

Demand comes mainly from the construction, auto, bottling, and container industries. The profitability of individual companies depends on efficient operations, because most products are commodities that are bought based on price. Large manufacturers enjoy significant economies of scale in operations, which is why the industry is so concentrated. Small manufacturers can compete effectively by producing specialty products or serving a local market. The US industry is highly concentrated: the 50 largest companies account for about 80% of revenue.

Imports of glass and glass products account for about 25% of the US market and come primarily from China, Germany, Mexico, and Canada.

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