# glassglobal

## Group

# glassglobal Plants
## Glass Market Report and Study

# Functions

# plants.glassglobal.com

**October 2019**

# We about us: glassglobal Group / the global glass competence

**glassglobal Group**

## Business Segments

### glassglobal Community

www.glassglobal.com is the leading portal for the international glass industry. Over 360,000 visitors/month use the portal as expert marketing channel, browse the portal to get updated information, execute researches or successfully trade equipment or glass. www.glassglobal.com

### glassglobal Trading

The Trading platform is an international business area for all companies active in purchase and sale, covering all technologies. The key segments are dedicated to glass production and processing equipment and float resp. container glass trade. www.glassglobal.com/trading

### glassglobal plants

Access to data from glass producers worldwide – display factories by furnace details, capacities, glass types, year of construction, IS-machines, etc. Glass market and product statistics.
plants.glassglobal.com

### glassglobal Consulting

Our team of glass production and market experts prepares general and customized glass market studies and marketing concepts, conducts price and competitor analyses, SWAT analyses and evaluation of investments, and develops sales strategies and bankable business plans e.g. for greenfield glass production plants. www.glassglobal.com/consulting

### glassglobal IT-Services

Professional realization of all elements in websites from presentations to calculations, from design to CRM. Our glass expert team supports industry-related design, keyword programming, search engine optimization and target oriented customer approach. www.ogis.de

### Contact

**glassglobal Group**
Grafenberger Allee 277-287
40237 Düsseldorf (Germany)
Phone +49 (0)211 280733-0
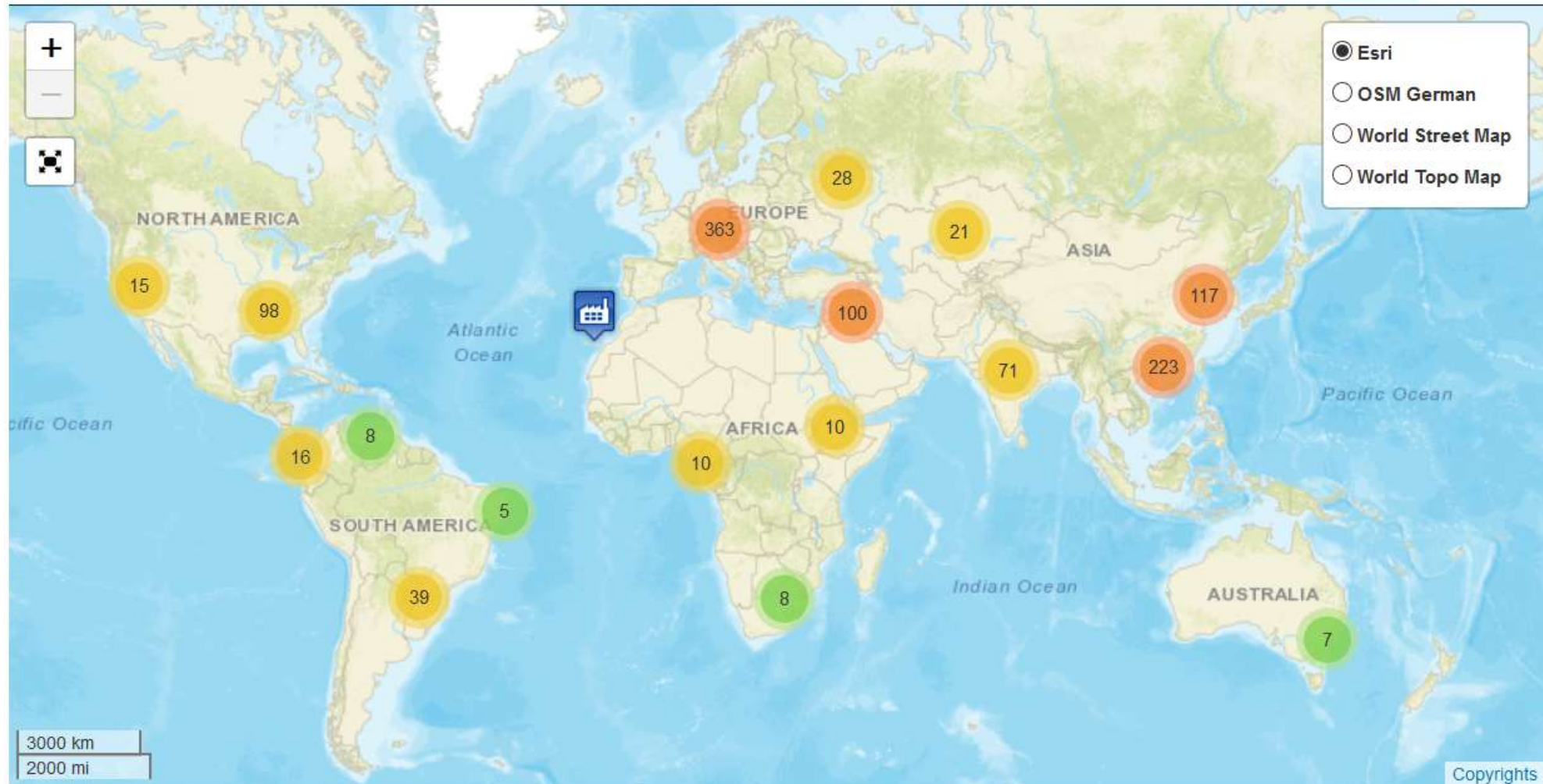Fax +49 (0)211 280733-22
office@glassglobal.com

# plants.glassglobal.com
# Homepage: Map

glassglobal
**Group**

Change the display by clicking "Cluster".
Select a country to zoom in.

# plants.glassglobal.com
# Homepage: Map

Example Germany. Click a plant symbol and access details of the location.

# plants.glassglobal.com
# Menu: Furnaces

**glassglobal Group**

| reset | Map | search... 🔍 | Lines | 30 | Technical | Customer | Save favorite | Load favorite | Delete favorite | Distance | any | From my company | From current location |

**Filter**

| Furnace Type | Reg EP ▾ | Glass Type | Container ▾ | Category | Pharma & Cosmetic ▾ | Glass Colour | none ▾ | Region | Europe ▾ | Country | Germany ▾ | Group | Heinz (11) ▾ | TPD > |
| Customer | Any ▾ | ABC-Analysis | none ▾ | Responsible | none ▾ | Competitors | none ▾ |

Total Records: **3**, Number of Companies: **2**, Total tonnes per day: **225**, Total tonnes per year: **82,125**

> Select a target group with filters.

**Furnace Data**

| Profile | Company | Country | Region | City | Furnace | Year | Glass | Category | TPD | TPA |
|---------|---------|---------|--------|------|---------|------|-------|----------|-----|-----|
| Profile | HEINZ-GLAS GmbH | Germany | Europe | Piesau | Reg EP | | Container | Pharma & Cosmetic | 120 | 43,800 |
| Profile | HEINZ-GLAS Group Holding | Germany | Europe | Tettau-Kleintettau | Reg EP | 2008 | Container | Pharma & Cosmetic | 65 | 23,725 |
| Profile | HEINZ-GLAS Group Holding | Germany | Europe | Tettau-Kleintettau | Reg EP | 2011 | Container | Pharma & Cosmetic | 40 | 14,600 |

> Result list of a target group.

## Filter selection example:

- Furnace Type:                EP (regenerative end port)
- Glass Type and Category:     Container (Pharma & Cosmetic)
- Region and Country:          Europe, Germany
- Group:                       Heinz

# plants.glassglobal.com
# Menu: Furnaces / Custom Fields

**glassglobal**
**Group**

Select the menu Furnaces and click the button "Customer"

- Select Filter options as previously described
- Select additional options from the filters below



Customer data, acc. to your input.

# plants.glassglobal.com
# Menu: Furnaces / Custom Fields

**glassglobal**
**Group**

**Furnace Data**

| Profile | Company | Country |
|---------|---------|---------|
| Profile | HEINZ-GLAS Group Holding | Germany |
| Profile | HEINZ-GLAS Group Holding | Germany |
| Profile | HEINZ-GLAS Group Holding | Germany |

Access a company by clicking "Profile".

Home    Furnaces    Queries    Data-Tables ▾    Study    News    Messages

Profile    News    PDF

**Address**

| Address | **HEINZ-GLAS Group Holding**<br>Glashüttenplatz 1-7<br>96355 Tettau-Kleintettau |
|---------|---------|
| Country | Germany |
| Phone | 0049 9269 77 0 |
| Fax | 0049 9269 77 333 |
| Email | get in contact... |
| Internet | www.heinz-glas.com |
| Employees | 3.000 |
| Turnover | 236 m € |
| Certificates | DIN EN ISO 9001 |

**Custom Fields** Save

| Customer | Yes |
|----------|-----|
| ABC-Analysis | please select |
| Responsible | please select |
| Competitors | none ▾ |
| Remarks | |

Add and save your input.

# plants.glassglobal.com
# Menu: Furnaces / Custom Fields

**glassglobal**
**Group**

Select a target group or company with filter functions including selection from custom fields.

Selection with a continuous text in "Remarks" is possible.

# plants.glassglobal.com
# Menu: Queries

**glassglobal**
**Group**



**Chart creation example:**

| | |
|---|---|
| Groups: | Furnace Types, Glass Types and Countries |
| Filter Furnaces: | Regenerative End Port (Reg EP) and Electric (EM) |
| Filter Glass Types: | Container |
| Filter Countries: | Austria, Belgium and France |

# plants.glassglobal.com
# Menu: Messages



**Contacts**

| Contact 1. | General Director |
| | Phone: ▓▓▓▓▓▓▓ |
| | Fax: 00▓▓▓▓▓▓ |
| | get in contact... |

| Contact 2. | Technical Director |
| | Phone: ▓▓▓▓▓▓▓ |
| | Fax: 00▓▓▓▓▓▓ |
| | get in contact... |

| Contact 3. | Batch Expert |
| | get in contact... |

| Contact 4. | Sales Export |
| | get in contact... |

| Contact 5. | Project Manager of Glass container sales |
| | get in contact... |

Click to send messages to target persons or departments.

Send a message directly out of the study with your e-mail address (which is your username.

# plants.glassglobal.com
# Menu: Messages



See messages which you have already sent. The attachment of files is possible.

# plants.glassglobal.com
# Option: Mailings

**glassglobal**
**Group**

glassglobal Plants users are provided with the option to select a target group out of the furnace database. We prepare and send a template with target addresses in MS Word format, for you can print them on labels.

Send printed mailings e.g. for acquisition, customer information or seasons greetings.

# plants.glassglobal.com
# Country Analysis Step 1

**glassglobal**
**Group**
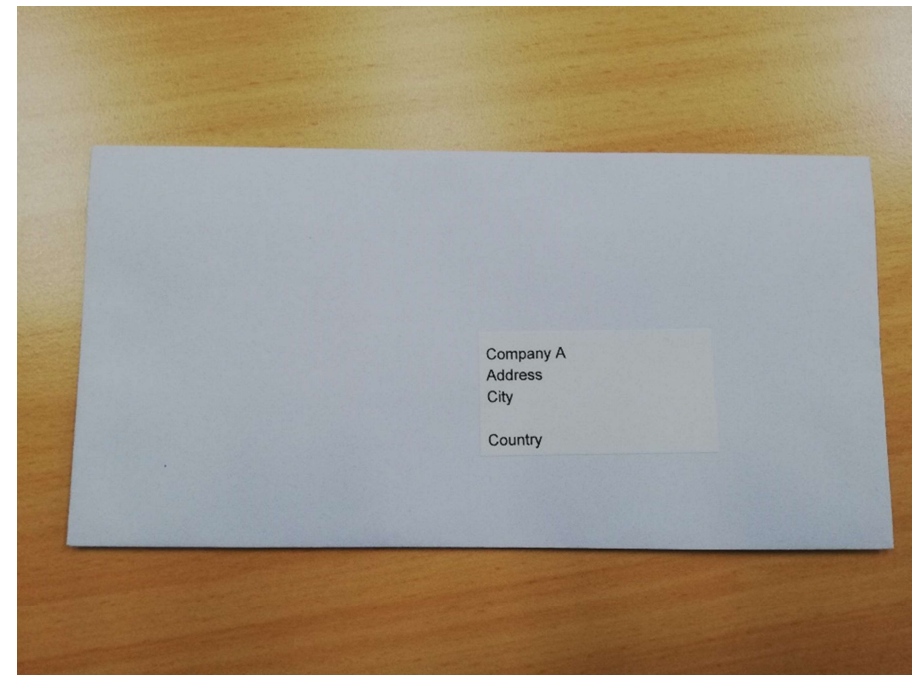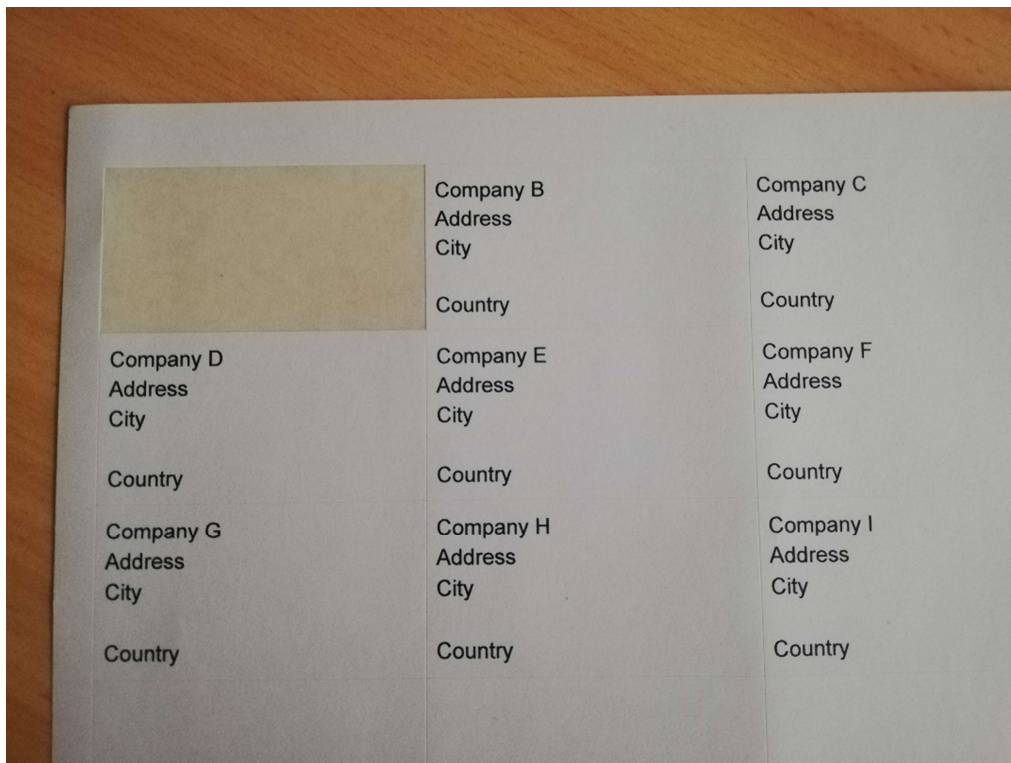
**Calculation Options:**

- **Production capacity in a country x 0.8 = approx. local production**
- **Add import and subtract export quantity**

- ➢ **Local production + import – export = local consumption**

- **Division: local consumption / population = consumption per capita**

- **Assumption: consumption per capita remains stable**

- **Population development x consumption per capita:**

  ➢ **Market development**

# plants.glassglobal.com
# Country Analysis Step 2

**glassglobal**
**Group**

- **Consider the market development from step 1**

- **Compare with the current local production**

  - ➢ **Discover potential space for new glass production plants**

# plants.glassglobal.com, Country Analysis Example USA Container Glass

**glassglobal**
Group

## Approximate figures:

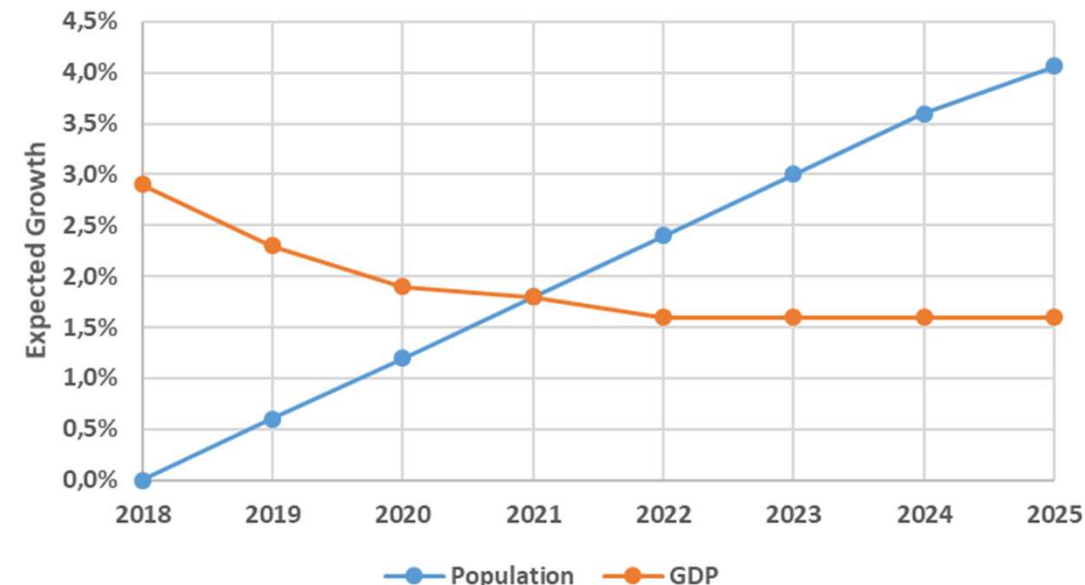| | |
|---|---|
| Current Market | 9.1 m tons |
| Current Production | 8 m tons |
| Current Population | 329 million |
| Population in 2025 | 340 million |

**Increase 2018 to 2025:**
- **400,000 tons per year**
- **4%**

➢ **Market size approx. 9.5 m tons in 2025**

Approx. 4.100 tpd

➢ **Gap of 1.5 m tons per year production, which could be equalized by production increase.**

Sources: www.worldometers.info, www.imf.org

# plants.glassglobal.com
# Benefits

**glassglobal**
**Group**

**Benefits for suppliers to the glass industry:**

- Find potential customers, see locations, production capacity, furnaces, future plans
- Contact potential customers directly out of the study
- Save time for the discovery and acquisition of new leads

**Benefits for glass producers:**

- See the locations, production capacity, furnaces from competitors / potential partners
- See future plans of competitors, to evaluate the future market situation
- See the current and future local market in countries, to support investment decisions

**Benefits for customers of the glass industry:**

- See potential suppliers with their locations, products and capacities
- Contact potential suppliers directly out of the study
- See future plans of suppliers, to evaluate the future supply chain situation

# Contact

**glassglobal**

**Group**

glassglobal Group / OGIS GmbH

Grafenberger Allee 277-287

40234 Düsseldorf / Germany

Email: office@glassglobal.com

Web:    Plants.glassglobal.com

Tel.:      +49 211 280733-0