



glassglobal Plants
Glass Market Report and Study

Functions

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June 2022

We about us: glassglobal Group / the global glass competence



Business Segments

glassglobal Community

www.glassglobal.com is the leading portal for the international glass industry. Visitors 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, being leader in that topic, worldwide. Moreover, our team prepares 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

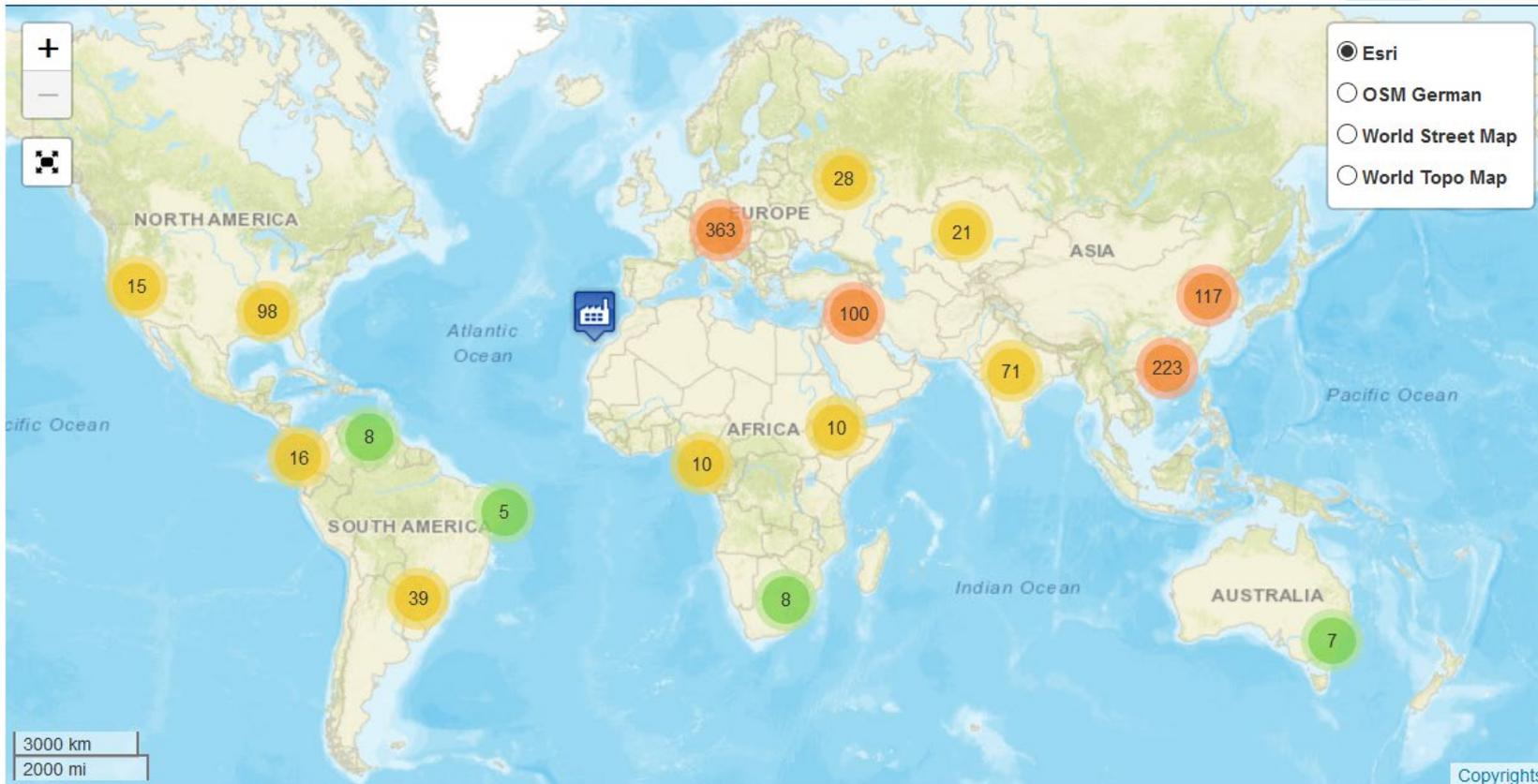
Contact

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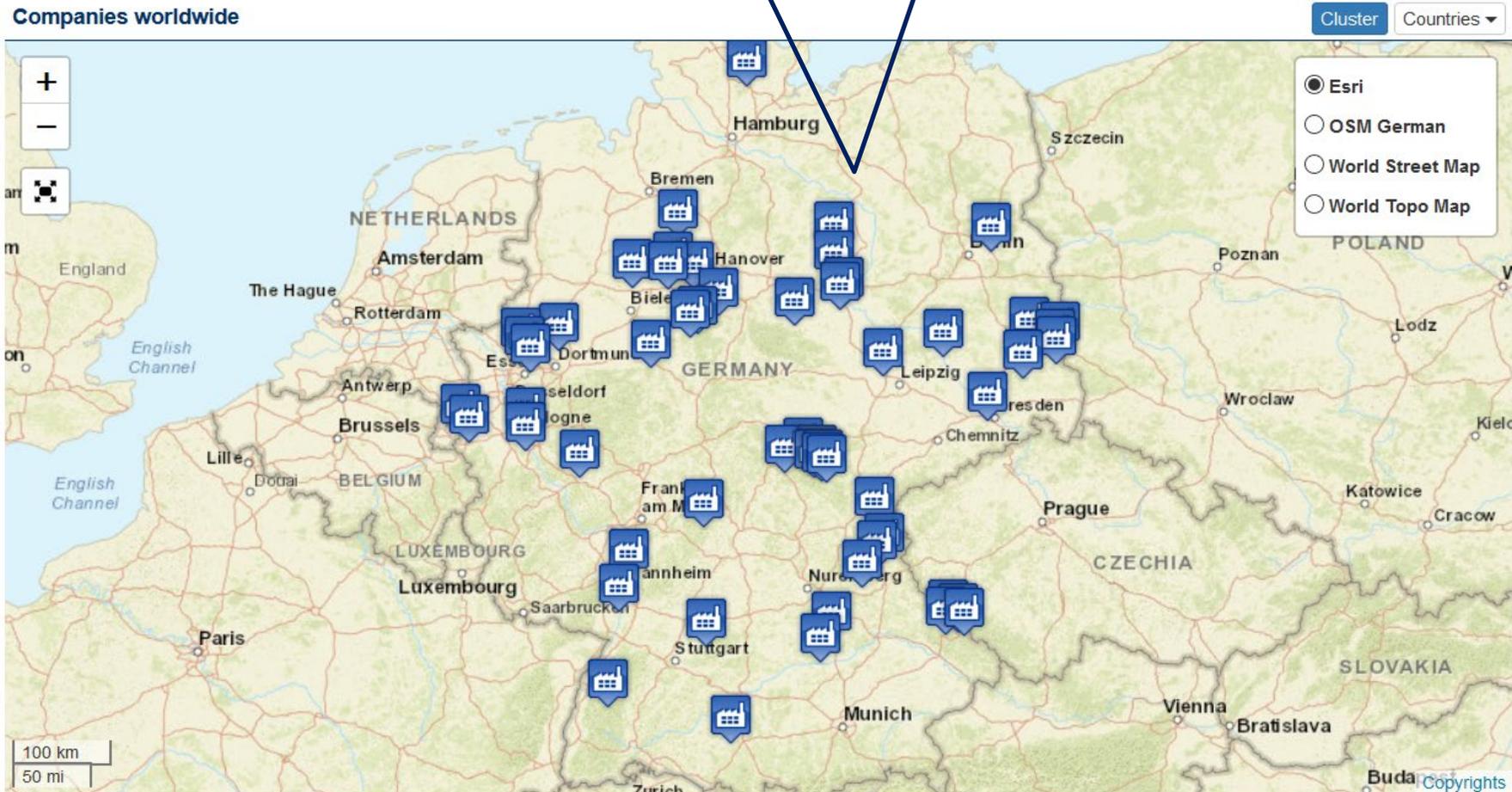
Change the display by clicking "Cluster".
Select a country to zoom in.

Companies worldwide

Cluster Countries ▾



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



Filter

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

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

Select a target group with filters.

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

Select the menu Furnaces and click the button “Customer”

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

Home **Furnaces** Queries Data-Tables ▾ Study News Messages Contact ▾ We about us LOGOUT

reset Map
Lines 30 ▾ Technical Customer Save favorite Load favorite Delete favorite
Distance any ▾ From my company From current location

Filter

Furnace Type **none ▾** Glass Type **none ▾** Category **none ▾** Glass Colour **none ▾** Region **none ▾** Country **Germany ▾** Group **Heinz (11) ▾** TPD >

Customer **Yes ▾** ABC-Analysis **none ▾** Responsible **none ▾** Competitors **none ▾**

Total Records: 3, Number of Companies: 1, Total tonnes per day: 155, Total tonnes per year: 56,575

Furnace Data

Profile	Company	Country	Region	City	Furnace	Year	Glass	Category	TPD	TPA	Glass Colour	Customer	ABC-Analysis	Responsible	Competitors	Remarks
Profile	HEINZ-GLAS Group Holding	Germany	Europe	Tettau-Kleintettau	Reg EP	2008	Container	Pharma & Cosmetic	65	23,725		Yes				
Profile	HEINZ-GLAS Group Holding	Germany	Europe	Tettau-Kleintettau	EM	2019	Container	Pharma & Cosmetic	50	18,250	flint	Yes				
Profile	HEINZ-GLAS Group Holding	Germany	Europe	Tettau-Kleintettau	Reg EP	2011	Container	Pharma & Cosmetic	40	14,600		Yes				

Access a company by clicking "Profile".

Furnace Data

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

Home Furnaces Queries Data-Tables ▾ Study News Messages

[Profile](#) [News](#) [PDF](#)

Address

Address	HEINZ-GLAS Group Holding Glashüttenplatz 1-7 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	<input checked="" type="checkbox"/> Yes
ABC-Analysis	<input type="text" value="please select"/>
Responsible	<input type="text" value="please select"/>
Competitors	<input type="text" value="none"/>
Remarks	<input type="text"/>

Add and save your input.

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Furnaces/Custom Fields



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

Selection with a continuous text in “Remarks” is possible.

reset Map Lines 30

Filter

Furnace Type Glass Type Category Glass Colour Region Country Designer
TPD >
Customer ABC-Analysis Responsible Competitors

Total Records: **3**, Number of Companies: **1**, Total tonnes per day: **155**, Total tonnes per year: **56,575**

Furnace Data

Profile	Company	Country	Region	City	Customer	ABC-Analysis	Responsible	Competitors	Remarks
Profile	HEINZ-GLAS Group Holding	Germany	Europe	Tettau-Kleintettau	<input checked="" type="checkbox"/>	B	Angela	C	Example text, only vis access to this tool
Profile	HEINZ-GLAS Group Holding	Germany	Europe	Tettau-Kleintettau	<input checked="" type="checkbox"/>	B	Angela	C	Example text, only vis access to this tool

reset 5 Entries, TPD: 8,585, TPA: 3,133,525, No. 40 Save favorite Load favorite Delete favorite

Select Groups

- Furnace Type
- Glass Type
- Category
- Country
- Region
- Company Parent

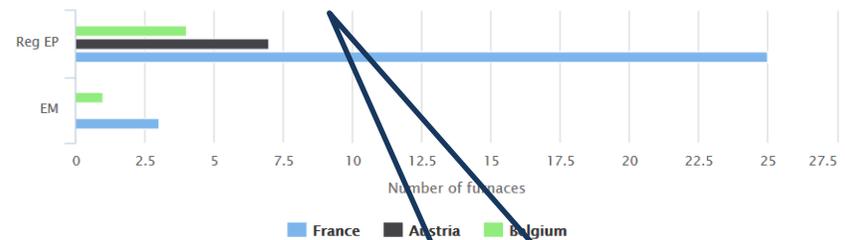
Filter

- Furnace Type 2 selected ▾
- Glass Type Container ▾
- Country 3 selected ▾

Query Result

Furnace Type	Glass Type	Country	TPD	TPA	No.
Reg EP	Container	France	6,115	2,231,975	25
Reg EP	Container	Austria	1,430	521,950	7
Reg EP	Container	Belgium	705	257,325	4
EM	Container	France	290	105,850	3
EM	Container	Belgium	45	16,425	1

Show me **Furnace Type,Country** ▾ with **NO. Furnaces** ▾



Create bar charts by selecting groups and filters.

Display several versions of bar charts.

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

Contacts	
Contact 1.	General Director Phone: [REDACTED] Fax: 00 [REDACTED] <input type="button" value="get in contact..."/>
Contact 2.	Technical Director Phone: [REDACTED] Fax: 00 [REDACTED] <input type="button" value="get in contact..."/>
Contact 3.	Batch Expert <input type="button" value="get in contact..."/>
Contact 4.	Sales Export <input type="button" value="get in contact..."/>
Contact 5.	Project Manager of Glass container sales <input type="button" value="get in contact..."/>

Click to send messages to target persons or departments.

Send a message directly out of the study with your email address (which is your username).

Lines

Sent messages via contact-form

0

Message

No messages found with your current settings.

Email Date	
Sender	
Sender Name	
Recipient Name	
Subject	
Message	<input type="text"/>
Files	

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

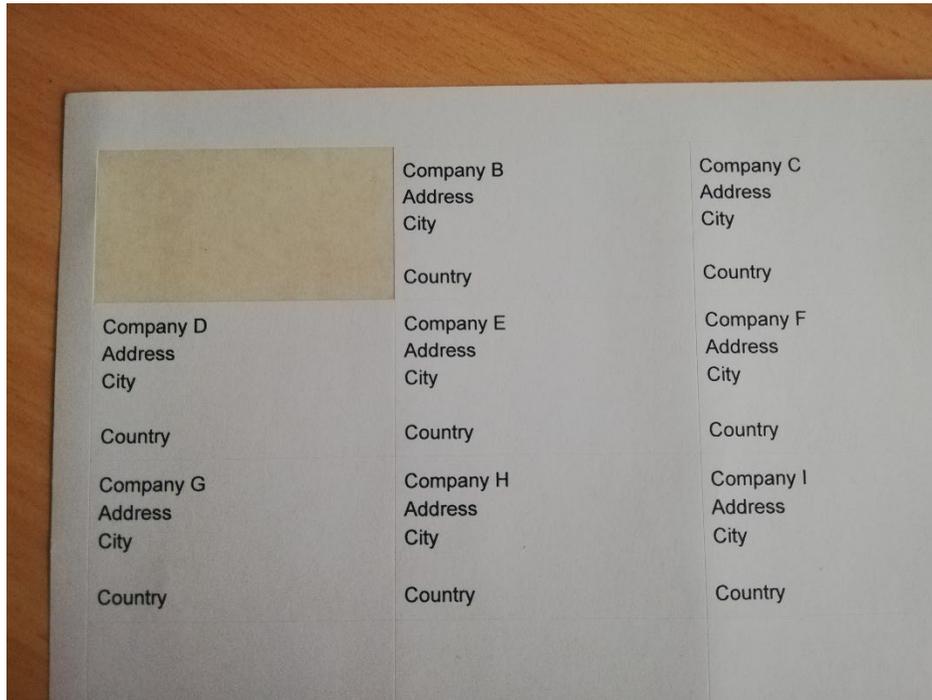
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Mailings



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.



Calculation Options:

- Production capacity in a country $\times 0.8$ = 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 \times consumption per capita:
 - Market development

- Consider the market development from step 1
- Compare with the current local production
 - Discover potential space for new glass production plants

Approximate figures:

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

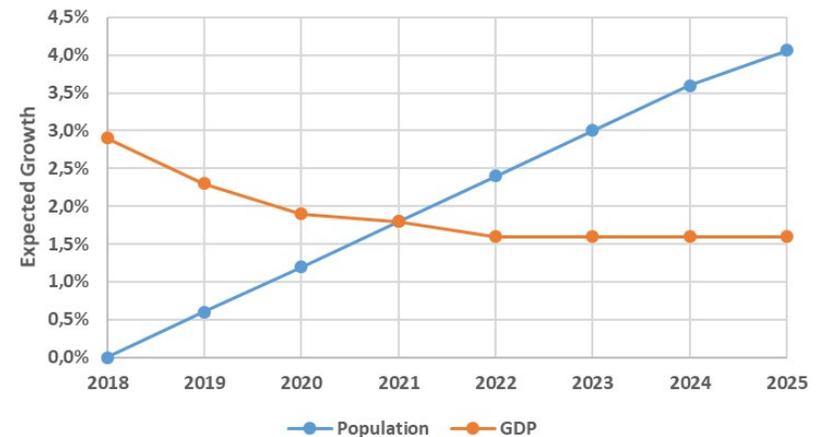
Increase 2018 to 2025:

- 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

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



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