

INTRODUCTION

The members of the U. S. flat glass industry are grateful for the action of the Committee in conducting public hearings on the state of our foreign trade policy with the particular emphasis which the Committee has given to areas which are potential candidates for reform. These companies and the location of their U. S. manufacturing plants are set forth in Exhibit 1 to this testimony.

The domestic flat glass industry believes that its experience in foreign trade can provide useful insight for the Committee into inadequacies in the existing concepts which define our foreign trade policy, as well as into inadequacies in its administration.

The term "flat glass" refers to the following principal categories of product: sheet glass, sometimes known as window glass; plate glass; float glass; and cast or rough rolled glass. Special categories of flat glass include laminated or safety glass and toughened or specially tempered glass.

Our Nation is now at the end of an era in foreign economic policy in which through a combination of foreign aid and foreign trade policy actions, it has succeeded in rebuilding the economies of Western Europe and of Japan and affording access to the U. S. market of manufacturing, agricultural, and mineral suppliers from these and other areas of the world to such a degree that many sectors of the American economy have suffered as a result.

The United States industry manufacturing flat glass is one such sector. The industry has seen its share of the United States market curtailed and its access to the export market diminished.

To assist in an understanding of the impact of past and present foreign trade policy on the United States flat glass industry as a means of gaining insight into the reform in policy which is required in the achievement of a foreign trade policy for the future which will advance the national interest, we shall present