

The conclusions of major importance to be drawn from the data in Table I are as follows:

1. President Kennedy's action in 1962 in partially withdrawing previous trade agreement concessions significantly strengthened the U. S. flat glass industry in its competition with foreign glass in the United States market.
2. President Johnson's action in January 1967 in restoring the concession rates on thin and heavy sheet glass contributed to a serious reversal of the domestic flat glass industry's economic position vis-à-vis foreign competition.

The share of the domestic market accounted for by imports indicated on Table I was derived in relation to the value of foreign-produced goods landed in the U. S. market compared with the value of domestic shipments minus exports. With the improved import-regulatory effect of President Kennedy's tariff increase, the ratio of imports to domestic market was brought to the level of 10% (in dollar terms) by 1965.

As Table I indicates, the President's action in partially restoring the earlier tariff cuts in January 1967 allowed import penetration to rise above the level of 13% of the domestic market.

These ratios, based upon value, somewhat understate the true extent of the import penetration. A more accurate measurement of the extent to which imports have captured an increasing share of the domestic market may be made in terms of physical units (square feet), the accepted unit of measure within the industry. For the same key reference points in time used in Table I, this measurement of import penetration in physical units is shown in the following table.