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The roughly equal shares of the United Kingdom market supplied by imports, whether expressed in value or in quantity, as indicated by the above quotation, are in marked contrast to the situation previously discussed in the United States in which very low unit values for foreign products yield a much lower market penetration ratio by value than by quantity. The implication is clear that as a result of the working arrangement between Pilkington and the European cartels, prices are maintained at levels acceptable to the European and United Kingdom groups, and the actual volume of imports permitted into England is correspondingly controlled.

In addition to the cartel arrangement mentioned for sheet glass, the Monopolies Commission reported that the four principal overseas suppliers of float and plate glass are the Western European producers which charge identical delivered prices and have identical conditions of sale. Further, the Commission reported that the share of the Western European glass makers of the market in the United Kingdom has been much reduced, and those producers "like Pilkington itself, may be willing on occasion to dispose of surplus production by selling it abroad at a low margin of profit." [p. 77]

The result of Pilkington's monopoly position and the cartel agreement between the Western European flat glass producers and Pilkington is to reduce competition within the home market of each producer from other members of the cartels while leading to a concert of pricing and export actions on their part in disposing of their surplus production in the open markets of the world, the principal one of which is the United States.