ECONOMIC TRENDS IN THE U.S. FLAT GLASS INDUSTRY

	AVERAGE 1958-60	TARIFF INCREASE 1962	PEAK YEAR 1965	TARIFF REDUCTION 1967 (annual rate)	% CHANGE 1958-60 to 1967	% CHANGE 1965 to 1967
VALUE OF SHIPMENTS, ALL FLAT GLASS (in millions of dollars)	$490.6	$490.6	$676.4	$585.9	+19.4%	-13.4%
of which -						
Sheet glass	111.1	126.4	140.6	116.5	+ 4.9%	-17.1%
Plate, float, rolled & wire glass	157.1	159.5	213.7	190.4	+21.2%	-10.9%
Laminated, specially tempered & other flat glass	222.4	204.7	322.1	279.0	+25.4%	-13.4%
EMPLOYMENT (in thousands)	32.2	30.4	32.3	30.2	+ 6.2%	-6.5%
AVERAGE WEEKLY HOURS, PROD. WKRS.	40.1	38.3	42.5	40.8	+ 1.7%	-4.0%
AVERAGE HOURLY EARNINGS, PROD. WKRS.	$ 3.09	$ 3.29	$ 3.52	$ 3.63	+17.5%	+3.1%
- Avg. Hourly Earnings, All Mfg.	$ 2.19	$ 2.39	$ 2.61	$ 2.82	+28.8%	+8.0%
DOMESTIC MARKET ($ millions)	$538.6	$542.9	$720.6	$636.6	+18.2%	-11.7%
IMPORTS, f.o.b. U.S. port ($ millions)	$ 63.4	$ 70.6	$ 69.4	$ 86.4	+36.3%	+24.5%
EXPORTS, f.o.b. mill ($ millions)	$ 15.5	$ 18.3	$ 25.2	$ 35.7	+130.3%	+41.7%
of which, Canada ($ millions)	$ 10.1	$ 12.0	$ 15.8	$ 23.6	+133.7%	+ 49.4%
IMPORTS AS A % OF DOMESTIC MARKET	11.8%	13.0%	9.6%	13.6%	+15.3%	+ 41.7%
EARNINGS PERFORMANCE:						
Net Profit After Taxes as a % of Sales (Sheet Glass)	4.9%	1.1%	4.8%	2.7% (1966)	- 44.9%	-43.8%
Gross Earnings, *All Flat Glass, as a % of Sales	35.8%	31.1%	38.1%	33.8%	- 5.6%	-11.3%

* Sales less payroll and materials purchases, before payment of overhead, depreciation, and taxes.