

## RESULTS OF THE INTERVIEWS 2011

The companies report that the main current market trends were determined by topics such as: energy saving and environmental issues, renewable energy applications and pharmaceutical packaging.

The main output of glass companies in the near future will be glasses (in the shape of tubes, blocks, sheets, ..... ) and components, but also raw materials for glass still seems to be an important factor in your business.

Organic competitive materials were named as a threat and the main concerns are related to costs (for energy), environmental issues (regulations) and raw materials.

The ICG is recognized as an important platform for information exchange in science and technology.

The ICG should focus on more general long-term R&D topics; specific product development is not of great interest.

An increase in the number of topical workshops, expert meetings and roadmap workshops is desired.

Besides the traditional ICG fields in science & technology more activities are expected for training and education in particular but also for funded projects and lobbying; the expectations in the US are more related to melting technology.

The ICG information and communication system was characterized as weak and should be drastically improved.

The glass companies named pre-competitive ICG activities in technology, legislative and image/marketing issues as a starting point and common ground for coordinated actions.

Also long-term R&D in collaboration among competitors seems to be possible. ICG coordination for funding of R&D is desired including lobbying activities.

Initiations of general actions to improve the image of glass are needed; these seem to be a combination of improved education (to attract young ones) and better marketing of the innovative applications and environmental friendly aspects of the material; the industry is willing to support such coordinated actions, in particular for image improvement.

In addition it is recommended from you that the ICG should act more politically and do more lobbying; a route to governmental organizations and NGOs should be created.