

Glass Jars

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Containers are a very essential input to many specialty food producers. As a matter of fact, for the very special “niche” markets, some say the jar and label are more important than the product. Whether this is fact or fiction . . . the jar (and other packaging materials) is an important and most likely a costly input. As a result, the jar design should be carefully considered and its cost should be closely monitored. The ADC is not aware of any research that reveals which jar style contributes to the most sales. However, jar selection should be consistent with the overall image the product is trying to project. For example, in positioning a product as “old-fashioned and homemade,” it would be desirable to have a jar that looks like it is old-fashioned and filled in the home.

There are no glass jar manufacturers in Tennessee. However, there are some glass jar distribution centers and warehouses in the state. There are many different styles/designs and sizes of jars for packaging specialty foods. Some of the most common designs and sizes are given below. In addition, there are a number of factors that contribute to the cost of a jar. Typical characteristics include size and style, number ordered, shipping costs and account history.

Common Jar Designs & Sizes	
<u>DESIGNS</u>	<u>SIZES</u>
Universal/Standard	1.5 oz.
Hexagon	4 oz.
French Square	8 oz.
Paragon	16 oz.
Quilted Design	32 oz.

Size & Style: As a general rule, the universal/standard type jars will be the least expensive. Depending on tax, volume and shipping specifics, 8 oz. standard jars cost between \$0.18 and \$0.40 each, with an average around \$0.35. Fancier jars cost more than standard jars. Compared to the standard, hexagon and french square jars will cost anywhere from ten to twenty-five cents more per jar. Jars with a quilted pattern will cost twenty to thirty cents more per jar while a paragon (olive jar type) will cost ten to fifteen cents more per jar.

Number Ordered: Prices also vary by the quantity ordered. For instance, jars are often packed in a “case.” A case is typically a box of 12, 24 or 48 jars (depending on size). Cases may be packed in a gross, which consists of 144 jars or 6 cases. For larger quantities, jars may be packed on pallets. One pallet may hold 400 cases (9,600 jars) of 8 oz. jars. Some companies may price their product on a “per pallet” or “less than pallet” basis. Volume discounts for orders by the “pallet” are often available. Other volume discounts such as by the truckload are also often possible. For instance one company offers an eight cent per jar discount for quantities over 15,000 jars. This discount is not available for smaller orders, e.g. 5,000 jars. On the average, a \$0.10 per jar discount may be experienced for orders of a pallet or more (a pallet may contain from 2,000 to over 10,000 jars depending on size). An entire truckload of jars is even cheaper. A truckload of 16 pallets could contain over 150,000 jars, which may cause quiet an inventory challenge but could really lower the per jar cost. As a matter of fact, while an order of 5000 jars may average \$0.35 each, a truckload could average less than \$0.18 each. Another point of interest to consider concerns the ability to “split” a pallet. Some companies will ship a

pallet of different size jars. But because it is still a pallet, a discount is still offered. Other companies do not offer to split a pallet but most all tend to split a load, in that if a truckload of jars is ordered, the load can consist of different styles and size jars.

Example Prices: Below is an example of different prices for different glass jar styles and sizes.

Price Estimates from Smith Container Corp. - - 6-1-98 (*)				
Standard-Round	<i>< Pallet Jar</i>	<i>< Pallet Lid</i>	<i>> Pallet Jar</i>	<i>> Pallet Lid</i>
4 oz.	\$0.294	\$0.09	\$0.206	\$0.06
8 oz.	\$0.35	\$0.11	\$0.225	\$0.03
12 oz.	\$0.32	\$0.17	\$0.225	\$0.11
16 oz.	\$0.445	\$0.17	\$0.28	\$0.11
Straight-Sided				
1 oz.	\$0.232	\$0.07	\$0.193	\$0.04
4 oz.	\$0.30	\$0.9	\$0.25	\$0.6
9 oz.	\$0.386	\$0.17	\$0.32	\$0.11
Paragon Olive				
8 oz.	\$0.388	\$0.11	\$0.23	\$0.03
16 oz.	\$0.496	\$0.13	\$0.40	\$0.8

Shipping Costs: Shipping costs also vary by supplier. Some companies do not impose a shipping charge for customers that establish accounts. Other companies ship C.O.D. while others require the customer to establish a certain carrier with all shipping negotiations to be handled by the customer and the carrier. Other companies will arrange shipping and charge it to the customer as part of the invoice amount. As a general rule, shipping costs may range between 15 and 25% of the total cost of the order.

Account History: Some companies have mentioned offering discounts for large-volume, established customers. No definitions of large-volume or established have been provided. However, customers that meet these criteria tend to have long-standing accounts, good credit and good account histories.

Lids: Lids for glass jars are generally not “included” with jars - - they must be purchased separately. As a general rule, lids are available in much large quantities than the jars. For instance, lids commonly are packaged by the thousand and may cost from \$0.03 to \$0.12 each, with an average of \$0.08. Example prices for lids are given in the table above. Approximate Cost per ½ pint jar = \$0.35 and lid = \$0.12.

Suppliers of Glass Jars Attached is a list of companies that are suppliers of glass jars. Most of these companies can provide a catalog of their products. Before requesting price information, it is advised that a catalog be obtained. Specific price quotes will be more accurate if the exact size, style and quantity desired is indicated.

(*) Smith Containers Corp., 4440 Malone Road, Memphis, Tennessee 28181-0551, (901) 794-0597. Telephone conversation with Terrie, 6-1-98, pp. 60 & 61, Product Catalog. Prices do not include any tax or shipping.

SUPPLIERS OF GLASS JARS

This list of suppliers of glass jars is not intended to be all-inclusive. It was developed as part of an *Agricultural Development Center* project during June, 1998 and is presented here only as a resource. This list is designed to be updated and inclusion of additional suppliers of glass jars is welcomed. Jars and lids should be carefully ordered. The price ranges are very dynamic from company to company, from location to location and from one type to another type within the same company. A few hints:

- **Start contacting companies early - - Request a catalog or other printed general information**
- **Know what type and size container you want (this makes comparisons easier)**
- **Know the quantity you desire and can handle (this will allow the company to more accurately give a price quote)**
- **Know how you will handle shipping**

Richards Packaging, Inc.
4721 Burbank Road - Suite 21
Memphis, Tennessee 38118
(901) 360-1121

Northwestern Bottle Company
460 N. Lindbergh Blvd.
St. Louis, MO 63141
(314) 569-3633

Twin City Bottle Company
1227 E. Henepin Ave.
Minneapolis, MN 55414
1-800-697-0607

Alltrista Consumer Products Company
915 Haverhill Trail
Lawrenceville, GA 30244
(770) 979-5896

Sunburst Bottle Company
5710 Auburn Blvd. Suite #7
Sacramento, CA 95841
(916) 348-5576

Crown Glass Corporation
2345 W. Hubbard Street
Chicago, IL 60612
(312) 666-2000

National Packaging Corp.
411 Reynoldsburg - New Albany Road
Box 13256
Columbus, Ohio 43213
1-800-676-5277 ext. 117

All Pack Inc.
2260 Roswell Drive
Chartiers Valley Industrial Park
Pittsburgh, PA 15205
(412) 257-3000

Berlin/Alco Packaging
1720 S. Caraway Road
Suite 1050
Jonesboro, AR 72401
1-800-4-BERLIN
(501) 932-0508

Continental Glass & Packaging Inc.
841 West Carmak Road
Chicago, IL 60608-4582
1-800-787-5277
(312) 666-2050

Kaufman Container Co.
4700 Spring Road
Cleveland, Ohio 44131
1-800-824-4119

General Bottle Supply
1-800-782-0198
(213) 581-2001

House of Cans
7060 N. Lawndale
Chicago, IL 60645
(847) 677-2100 ext. 25

Freud Container Company
167 W. 84th Street
Chicago, IL
(773) 224-4230 ext. 167

Smith Container Corp.
4440 Malone Road
Memphis, TN 38118-7303
(901) 794-0597

C. L. Smith Company
Container Specialists
1311 S. 39th Street
St. Louis, MO 63110
1-800-264-1202