

## **2<sup>nd</sup> GLASSPEX INDIA establishes itself as a key market place for the glass industry on the Indian Subcontinent**

**176 exhibitors from 19 countries and 4,072 visitors in Mumbai**

GLASSPEX INDIA has become established! By the end of the fair, which took place in Mumbai from the 12 - 14 of January, 2011, it was clear that it has already established itself as fixed part of the international trade fair calendar.

Some 176 exhibitors (139 exhibitors in 2009) from 19 countries presented the entire value creation chain of the glass manufacturing process, including finishing and glass applications, to 4,072 visitors from 31 countries (3200 visitors in 2009) in Hall 6 of the Bombay Exhibition Center. Renowned exhibitors such as Bottero, DSF Refractories, Emhart Glass, Grenzabach, Hindustan National Glass, Saint-Gobain SEFPRO, Shamvik Glasstech, Bassra Machine Tools, Den Breven, CUMI, IAG, Gujarat Borosil, K-bond, Techno Trade Links and Zippe Industrieanlagen stood for top quality.

The reason for this success is not least due, amongst other things, to the fair's close cooperation with glasstec, the world's leading international trade fair of the glass industry, which made it possible to reach and enter a dialogue with other crucial target groups for the Indian market.

As Mr. Gohul Deepak, from the Glazing Society of India, summarized: "GLASSPEX 2011 was organized very well by Messe Düsseldorf India. The quality of visitors was excellent. It was an ideal opportunity to network with the stakeholders in the industry. We would like to continue our partnership with Messe Düsseldorf for GLASSPEX INDIA in the future."

More visitors than in 2009, good networking and promising new contacts and projects - that is how VDMA Forum Glass Technology, partner of GLASSPEX INDIA, summarizes the results of the show. Now German exhibitors anticipate successful post-show business. "We also see this positive trend for the Indian market. There will be tremendous demand for glass in India over the next few decades, which holds great potential for machine builders", Dr. Bernd-Holger Zippe, Chairman of the VDMA Forum Glass Technology, said at GLASSPEX. "Taking this into account, as well as the excellent development of the exhibition within two years, VDMA looks forward to a very good outlook for the next show in 2013."

Mr. Michele Gusti, Managing Director, OCMI said: "I am very pleased that all our customers from India visited our booth. We also have some very interesting new prospects."

Wolfgang Schulze-Kadelbach, Sales Manager at Gardner Denver, added: "This location was better than the last GLASSPEX exhibition, with excellent road connections. Being a centralized location, it is very convenient for both participants & visitors. The organization team offered quick and personalized service. It was possible to make new contacts and there were good opportunities to promote new sales. In just three days, maximum interaction with customers was possible."

UV Printers India Pvt. Ltd. was participating in GLASSPEX INDIA for the first time. "The digital printing technology and glass & ceramics that we presented have generated tremendous interest among the visitors. That can only happen if the visitors are knowledgeable. The credit for this must go to the organizers, as they succeeded in reaching the right audience."

The discussion between industry insiders rounded off the very varied supporting program. The fact that an exhibition and conferences were held at the same location simultaneously not only meant a symbiosis for the visitors, but also a considerable time saving.

The 2<sup>nd</sup> Glass Performance Days India (GPD) began on the 11<sup>th</sup> of January and lasted for 2 days, focusing on topics such as glass architecture, flat glass and solar technology – especially tailored to the challenges facing the Indian market. Over 100 high ranking national and international visitors attended on each day of GPD.

Mr. Brown Onduso from the GPD India Organizing Committee summarized: “As part of our commitment to provide the best possible service, GPD teams up with other leading organizations to hold world-class conferences in different parts of the world. Cooperating with Messe Düsseldorf India provided us with a partner that shares the same vision: Quality!”

“Organizing GPD India in conjunction with GLASSPEX INDIA 2011 offered participants two high-quality events in parallel that provided high quality education and networking opportunities with experts from different fields of the glass industry worldwide (at GPD) combined with ample international business and networking opportunities with professionals from the flat and hollow glass industries (at GLASSPEX).”

Mr. Dave Fordham, Publishing & Events Director at Glass Worldwide, praised the synergies achieved between the trade fair and the congress. "Having been involved with the AIGMF-sponsored glass exhibitions since their conception in the mid 1990's it is very impressive to see how Messe Düsseldorf have put their stamp on the event and expanded it so that GLASSPEX is now a major highlight of the global glass industry calendar. The accompanying GPD and solar conference also added significant value for visitors at the 2011 event.”

The 13<sup>th</sup> of January was dominated by the “1<sup>st</sup> Solar Industry Summit India” conference, which focused on the areas of development, financing and realization of production facilities, the latest production technologies and the international solar power market as well as the current quality assurance standards. This was the first time that this technical conference, organized in cooperation with Solarpraxis AG, took place and it was attended by about 100 representatives from Indian and international solar power companies, suppliers and investors.

“GLASSPEX INDIA and the partnership with Messe Düsseldorf offered us a very good framework to position our first conference on the promising Indian solar power market. We are very satisfied with the great interest and the good feedback from the participants and we are looking forward to more projects in India in future!” Miriam Hegner, head of the Conference Department at Solarpraxis AG concluded.

Industry representatives met at the ninth conference of the All India Glass Manufacturers’ Federation (AIGMF) to discuss latest developments from 12 – 14 January, where about 150 participants found out more about the topic of “Managing Sustainable Growth”.

Last but not least, the second special show *glass technology live goes India*, which is especially popular with architects, civil engineers, planners and designers, once again proved itself to be a source of new ideas and as an insight into the future of glass and solar technology.

The next GLASSPEX INDIA will take place in Mumbai from 20 - 22 March 2013.