



# GLASSPEX INDIA

International Exhibition for Glass

Production · Processing · Products

2-4 December 2009

Pragati Maidan, New Delhi, India

[www.glasspex.com](http://www.glasspex.com)

post show report

Supported by Messe Düsseldorf,  
organiser of:

Supported by:



Düsseldorf, Germany  
28 September -  
01 October 2010  
[www.glasstec-online.com](http://www.glasstec-online.com)



## ➤ Glass trade fair celebrates a successful premiere in one of the world's most important growth markets

The 1st Edition of GLASSPEX INDIA 2009, international exhibition for glass production, processing, products concluded successfully at Pragati Maidan, New Delhi. Jointly organised by Messe Düsseldorf GmbH and its Indian Subsidiary Messe Düsseldorf India Pvt. Ltd.



The event was held from 2nd to 4th December 2009 and had 139 exhibitors from over 20 countries as well as over 3,200 registered trade visitors.

“Qualified information”, “interesting new aspects”, “valuable suggestions”, were just a few of the remarks made by visitors, on the one hand. The exhibitors, on the other hand, were taken by the very specific and well guided interest shown by the visitors and their level of knowledge.

The companies that exhibited had come with bundles of optimism and a wealth of innovations, and their expectations were fully met. In a difficult economic climate that hasn't spared the glass industry, GLASSPEX INDIA 2009 offered an excellent opportunity to conquer a wide variety of sectors.

Representatives from the building trade, the pharmaceuticals industry, the food and beverage sector, the booming communications market and the car industry gathered at the Pragati Maidan Exhibition Centre in New Delhi from 2–4 December. Demand and supply for the entire supply chain, from glass production and refinement through to glass applications, were perfectly in tune with each other.



The technical discussions at the booths saw a pleasingly direct exchange of ideas, with interesting and promising contacts made and even some contracts signed. The professional associations which backed it praised GLASSPEX INDIA as a platform for international innovation.

The All India Glass Manufacturers' Federation (AIGMF) organised its 8th conference on "Cutting Cost through Increase in Productivity" as part of GLASSPEX INDIA, which provided interesting insights into the industry. The special show "glass technology live goes India" on solar energy generation was another highlight for the sector, particularly in this country that is spoiled with so much sunshine, providing ideal conditions to exploit solar power to the full.

The exhibitors received a great number of very interested trade visitors, new business contacts and promising enquiries from both SMEs as well as large corporations in the industry, not only from that region, but even from countries as far flung as Singapore, Malaysia and Iran.

Representatives of trade press who attended were also impressed. "GLASSPEX INDIA offered an outstanding opportunity to bolster the position of our magazine in this key region. The quality and quantity of the visitors to our booth far exceeded our expectations", said Dave Fordham from the British trade magazine "Glass Worldwide".

» GLASSPEX INDIA provided an excellent opportunity for us to reinforce Glass Worldwide's strong position in this important region. The quality and quantity of visitors showing an interest in Glass Worldwide exceeded our expectations. «

Dave Fordham, Publishing & Exhibitions Director  
Glass Worldwide (Chameleon Business Media LTD)

» It was a pleasure – and also successful for us – to join GLASSPEX INDIA. The hospitality was first class and also the quality of visitors made us to decide that we will probably take part in 2011 in Mumbai again. Many thanks to you and your staff. «

Christian Roloff  
for queen Germany and Glafit-Queen Switzerland

» Thank you for the well organised event by Messe Düsseldorf. Today I can already say, that GLASSPEX INDIA has opened the Indian market for UNGRICHT. All important customers were there and the quality of the discussions starting from management to all technical aspects make us believe that we have a foothold in the Market. «

Markus Ungricht, General Manager  
A .+ E. UNGRICHT GMBH + CO KG / Roller + Engraving Technology

» We are very positively impressed, not only about the number of visitors but also about the quality of the people that came to our booth. Not only major glass manufacturers, but also the smaller companies came for discussions with our engineering team. We were also impressed by the number of countries the visitors came from, among which were Singapore, Malaysia, Bangladesh, Iran etc. The focus was in energy saving, NO<sub>x</sub>, CO<sub>2</sub> reduction and glass melting process optimization, as well as setting up a production plant for solar (PV) glass. We appreciate the professional and efficient organization of Glasspex India and certainly we will attend the event in Mumbai in 2011. «

Dipl.-Ing. Andre Ommer, General Manager  
OGIS GmbH / glassglobal.com

» We had a positive impression of GLASSPEX INDIA trade fair since we had many visitors interested in our products and we received many inquiries and requestes for quotations. We had established new contacts and received a lot of appreciation for our products. We will certainly participate to the next GLASSPEX INDIA exhibition. «

Mr. Walter Busellato, Managing Director  
Busellato S.p.A.

# GLASSPEX INDIA

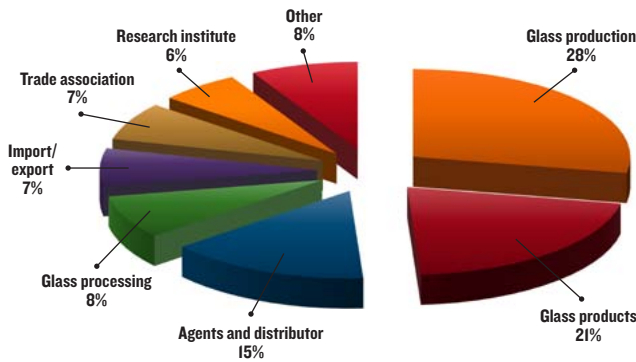
International Exhibition for Glass

Production · Processing · Products

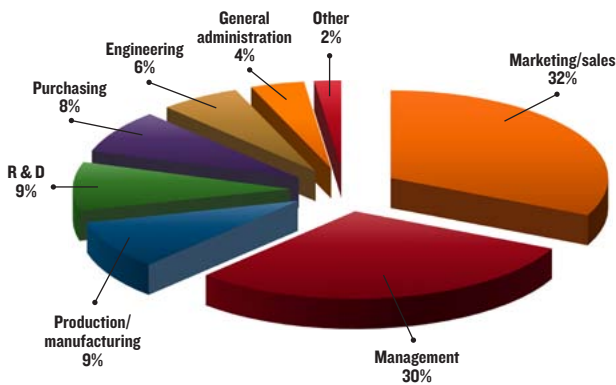
## Visitor Analysis



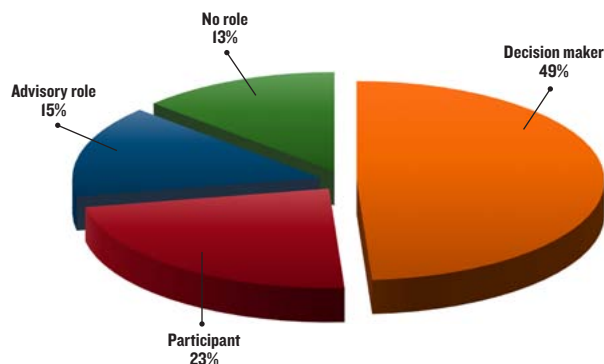
### Visitor's nature of your business



### Visitor's primary job function



### Visitor's role in purchasing / procurement decisions



» With reference to our talk this afternoon F+W want take chance to thank you again for the good organization of the fair. Almost all producer of pattern glass in India has visit our booth and give us the chance to talk with them about the F+W machinery. We had also some contacts and inquiry's for new projects as well as some other visitors requested information about our machinery for refractory cutting and milling. Thanks for all. «

Werner Jackwert, Sales Manager  
Fickert + Winterling Maschinenbau GmbH  
Maschinenbau für Stein - und Glasbearbeitungsmaschinen

» Excellent Quality of Visitors & Exhibitors combined with the high Messe Duesseldorf Exhibition standards of cleanliness, service and overall event quality clearly states that GLASSPEX INDIA will emerge as the leading networking platform for the Indian Glass Industry in the coming years. «

Sumit Sharma, Regional Manager  
VDMA North India Office

» This is one show where I am able to finalise more business than any other show other than glasstec Duesseldorf. We have been able to finalise large no. of machinery, refractory, consumables, spare parts and down process equipments of over 25 million Euros as of now and further 10 million Euros to be closed in the next few days, when people are calling on me after the show. Apart from this the world's first global installation of the Total Forming Analysis System was done by Quantum Engineering Products at the Bahadurgarh plant of Hindustan National Glass, run successfully by Joseph W. Kazora and showcased live at GLASSPEX INDIA via internet. «

Mr. Sanjay Somany, Managing Director  
Hindustan National Glass & Industries Ltd.

» On behalf of AIGMF I would like to congratulate Messe Düsseldorf and Messe Düsseldorf India on their efforts in organizing this show and bringing together exhibitors from all parts of the globe and showcasing the latest technologies in the glass industry. «

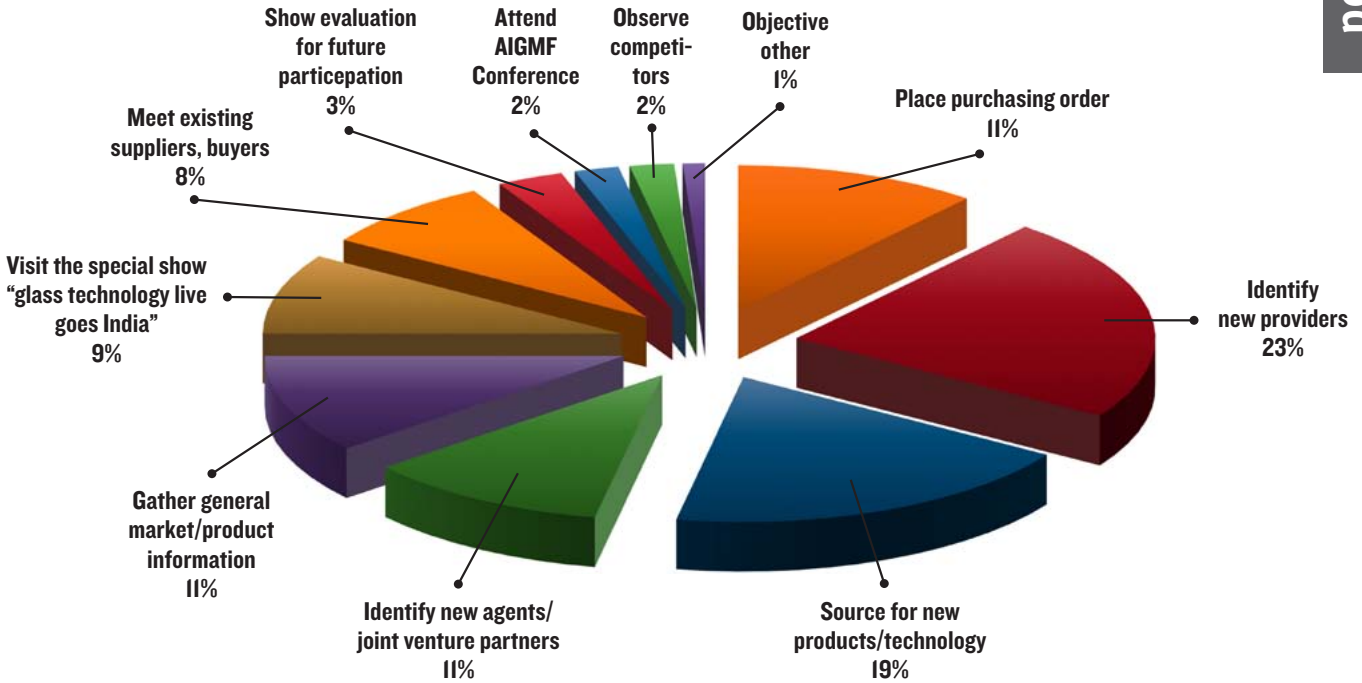
Mr. Subhash Vishwakarma, President  
All India Glass Manufacturers' Federation

» The stall arrangement is very good and attractive. The layout is very good. All other services provided by the service people were satisfactory. The gala diner with the cultural event was an impressive show. «

K.S. Kumar, Sales & Marketing Manager  
Saint-Gobain Sefpro

Statements of the exhibitors 2009

» Visitor's main objectives in visiting this exhibition



» The expo has been well attended and the participation has been good as far as the manufacturing scope is concerned. We have achieved our objective in announcing our new product – low iron solar glass, from Gujarat Borosil Ltd., which is a very first in India. The PV section in India is pleased and excited to know about our product which comes with the Borosil trust, quality & dependability. We have been appreciated for our service to our nation and shall convince to pursue this mission relentlessly. We wish you all the best and success and congratulate you on your endeavour! Thank you and see you at the next GLASSPEX INDIA ! <<

Mr. Shaibal Ghosh, Asst. Vice President – Marketing  
Gujarat Borosil Ltd.

» GLASSPEX INDIA has been organized for the first time this year and AIS is proud to associate with such an event. The step taken by Messe Dusseldorf is really an important one which will be successful in bringing together various aspects of the Glass Industry under one roof where domestic and international players can showcase their products ranging from capital intensive machinery to the end product. Our presence in this prestigious event has enabled AIS to reach out to many segments of its customers right from dealers and retailers to architects, builders, interior decorators as also export customers. I am sure the interaction with our customers we have had on the platform of this event will result in many mutually profitable relationships to be built between AIS and its customers. <<

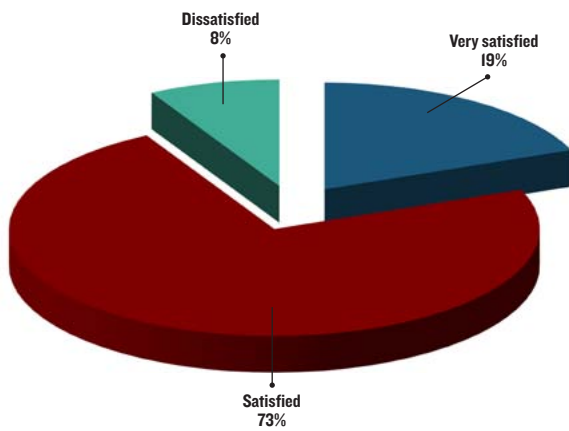
Ms. Kiran Lulla, Senior Manager Marketing  
Asahi India Glass Ltd.



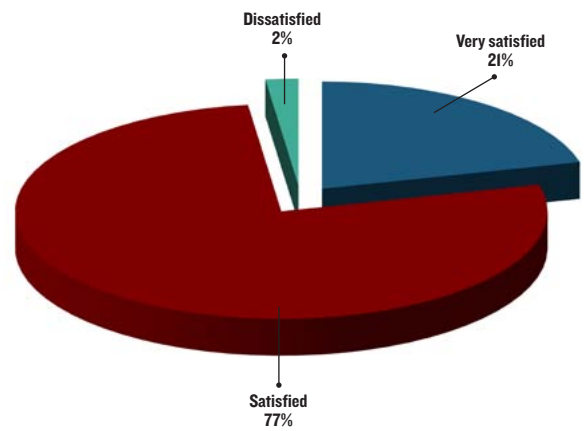
Pictures of the exhibitor evening.

## » Exhibitor Analysis

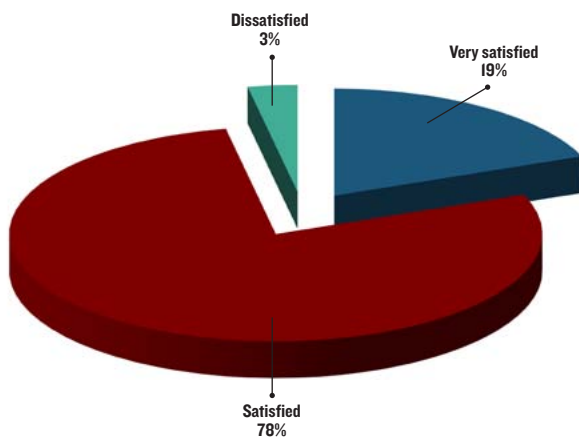
» All things considered, the exhibitors rate their participation at GLASSPEX INDIA 2009



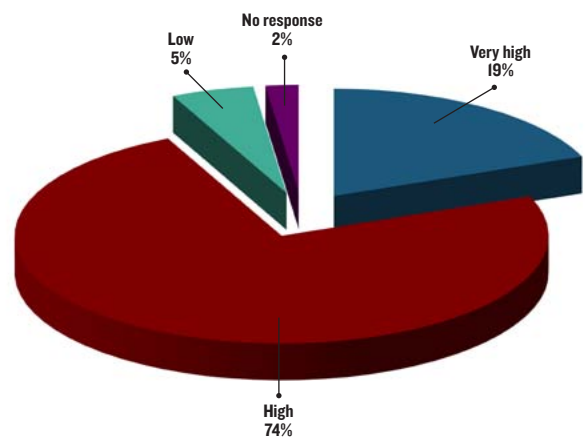
» Exhibitor's satisfaction on the professional qualification of the visitors to their stand



» Exhibitor's assessment on their success at the fair



» Exhibitor's expectations for follow-up business



» The exhibition is superbly planned and this particular exhibition by Messe Duesseldorf has put the Indian chapter of glass on an international exhibition level and I think for our suppliers – Indian and international – GLASSPEX INDIA is going to be one show that they would not like to miss in their schedule of exhibitions. As far as Shamvik is concerned, GLASSPEX INDIA has been an exceptionally successful exhibition because we have signed possibly the largest contract – a 550 tonnes per day turnkey glass container project. «

Mr. Vikram Munshi, Managing Director  
Shamvik Glasstech Pvt. Ltd.



## » Supporting programme

glass technology live GOES INDIA

### » High-class accompanying conference

Parallel to GLASSPEX INDIA 2009, the **8th International Glass Technology Conference** organized by the AIGMF was held. The event, which is highly respected internationally, was directed at representatives from industry and politics and covered the current developments and trends in the glass industry, presented market opportunities and provided information about technical aspects.

In several lectures and topical sessions professionals had the opportunity to discuss:

- the state of the glass industry and its future
- recent market developments and opportunities
- investments and future plans
- technical aspects and issues
- new projects

The conference was held concurrent to the show and formed an ideal networking platform for establishing valuable business contacts.

### » Special show displaying state-of-the-art solar technology

“Solar energy generation” was the subject of the special show **glass technology live goes India** that premiered at GLASSPEX INDIA. Nine companies from Germany, Austria and the Netherlands presented innovative solar panels, glass and solar energy systems, solar thermal collectors and photovoltaic cells in a display of trendsetting developments and applications. The special show supplemented the range of products and services supplied by the 139 exhibitors that are participating in the first edition of GLASSPEX INDIA.

The following companies were taking part and have shown their innovations:

- |                                  |                                  |
|----------------------------------|----------------------------------|
| • Glaswerke Arnold GmbH & Co. KG | • Solarwatt AG                   |
| • Kuraray Europe GmbH            | • Sulfurcell                     |
| • Narva Trade Solartechnik       | • Sunways AG                     |
| • Scheuten Solar                 | • Wagner & Co. Solartechnik GmbH |
| • Solarfocus                     |                                  |



# GLASSPEXINDIA

International Exhibition for Glass

Production · Processing · Products

## » Organiser

Messe Düsseldorf India Pvt. Ltd.  
1 Commercial Complex,  
2<sup>nd</sup> Floor, Pocket H & J, Sarita Vihar  
New Delhi – 110 076  
India  
Phone +91-2-697-10 56/-10 66/-17 45  
Fax +91-2-697-17 46  
[www.md-india.com](http://www.md-india.com)  
[www.glasspex.com](http://www.glasspex.com)

in co-operation with

Messe Düsseldorf GmbH  
Messeplatz,  
40474 Düsseldorf  
Germany  
Phone +49-211-45 60-77 62  
Fax +49-211-45 60-77 40  
[www.messe-duesseldorf.de](http://www.messe-duesseldorf.de)  
[www.glasstec-online.com](http://www.glasstec-online.com)

## » Contact

International Exhibitors  
Messe Düsseldorf GmbH  
Düsseldorf, Germany  
Ms. Gabriele Schreiber  
Phone +49-211-45 60-77 62  
Fax +49-211-45 60-77 40  
[SchreiberG@messe-duesseldorf.de](mailto:SchreiberG@messe-duesseldorf.de)

National Exhibitors (India)  
Messe Düsseldorf India Pvt. Ltd.,  
New Delhi, India  
Ms. Lata Subramanian  
Phone +91-11-26 97-30 68  
Fax +91-11-26 97-19 40  
[SubramanianL@md-india.com](mailto:SubramanianL@md-india.com)

# SEE YOU AGAIN

# AT GLASSPEX INDIA 2011

12–14 January 2011

Bombay Exhibition Centre, Hall 6

Mumbai, India

[www.glasspex.com](http://www.glasspex.com)



Messe  
Düsseldorf  
India



Messe  
Düsseldorf