

# GLASSPEX INDIA<sup>®</sup>

2nd International Exhibition for Glass

Production · Processing · Products

12-14 January 2011

Bombay Exhibition Centre  
Hall 6, Mumbai, India

DISCOVER THE  
WORLD OF GLASS

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INTERNATIONAL TRADE FAIR FOR GLASS  
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Ministry of Science  
and Technology  
Government of India

Düsseldorf, Germany  
23-26 October 2012

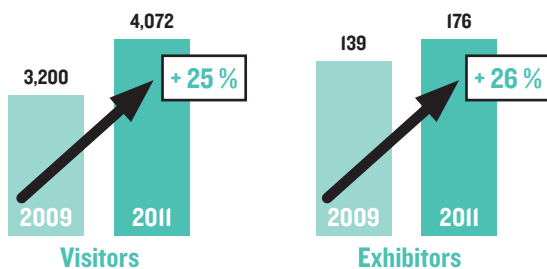


Messe  
Düsseldorf  
India

post show report

## ➤ 2nd GLASSPEX INDIA establishes itself as a key market place for the glass industry on the Indian Subcontinent

**GLASSPEX INDIA has become established!**



By the end of the fair, which took place in Mumbai from the 12 to 14 of January, 2011, it was clear that GLASSPEX INDIA 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, Grenzebach, Hindustan National Glass, Saint-Gobain SEFPRO, Shamvik Glasstech, Bassra Machine Tools, Den Breven, CUMI, IAG, Gujarat Borosil, K-bond, Techno Trade Links, Zippe Industrieanlagen and many others stood for the 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 into a dialogue with crucial target groups for the Indian market.

As Mr. Gohul Deepak, from the Glazing Society of India, summarized: "GLASSPEX INDIA 2011 was organised 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 INDIA. “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 INDIA exhibition, with excellent road connections. Being a centralized location, it is very convenient for both participants and visitors. The organisation 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 and 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 organisers, 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 GLASSPEX INDIA trade fair is used by Löwinger GmbH as a platform to be able to work the large Indian market more effectively. Löwinger GmbH has been producing machinery for the thermotechnical processing of tubing glass for more than 60 years. Through interesting contacts and intensive conversations at a well-organised trade fair venue, the growing Indian market is clearly recognisable. With these prerequisites and the plan to have GLASSPEX INDIA take place every 2 years, this trade fair could grow into being the leading fair for the glass processing industry in the future. «

Löwinger GmbH

» It was a great time here on the German booth. Like everytime I am very satisfied with this organisation, everything is so perfectly organised and there is always somebody to ask if you have questions or if you need help in any way. I recommend to be a partner of this booth in any case. «

Solarzentrum Allgäu, Nicole Bihler, PR/Marketing

» SPT thanks Messe Düsseldorf India for conducting a good fair at Mumbai. Appearance of hall is good and is well maintained during GLASSPEX INDIA. Staff is cooperative and helpful. Over all we are satisfied with the show and organiser. «

Shanghai Pony Technology, Vinod Kumar Turki, Project Manager

» The second time we exhibit at the GLASSPEX INDIA. 2011 in Mumbai we had very interesting contacts to many container glass plants in India and we are looking forward to successful business in the next months. During the fair we have many contacts to interesting clients and we are looking forward to successful business in the future. «

WIDMANN Cleaning Systems, Dieter Widmann, Managing Director

» The location of the exhibition is better than the last GLASSPEX INDIA exhibition, well connected to the highway. Being a centralized place, it is very convenient for both participants and visitors. Organisation team was offering quick and personalized services. New contacts and opportunity promotion new sales was possible. In short time of three days maximum interaction with customers could take place. «

Gardner Denver, Wolfgang Schulze Kadelbach, Sales Manager

» I am happy that all our customers from India have been on our booth. We also have had some very interesting new prospects. «

OCMI, Michele Gusti, Managing Director



The 2nd Glass Performance Days India (GPD) began on the 11th 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 Organising Committee summarized: “As part of our commitment to provide the best possible service, GPD teams up with other leading organisations 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!”

“Organising 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 INDIA).”

Mr. Dave Fordham, Publishing and 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 INDIA 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 13th of January was dominated by the “1st 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, organised 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 to 13 January, where about 150 participants found out more about the topic of “Managing Sustainable Growth”.

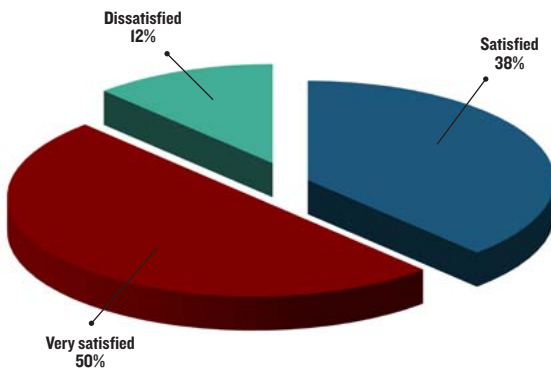
Last but not least, the second special show glass technology live goes India, which is especially popular with architects, civil engineers, planners and designers, once again proved itself to be a source of new ideas and as an insight into the future of glass and solar technology.

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

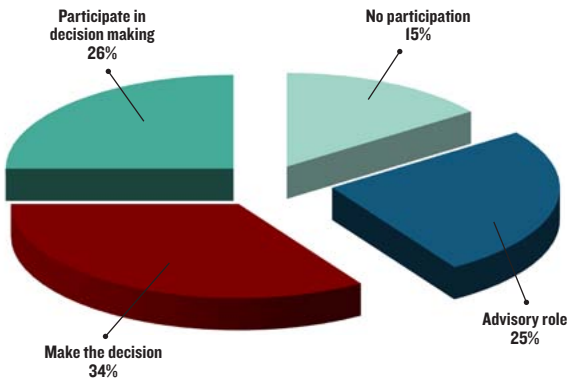


# » Visitor Analysis

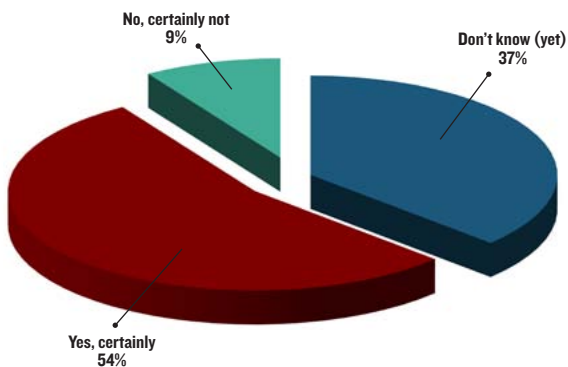
## » Visitor's achievement of the objectives



## » Visitor's influence in purchasing/procurement decisions



## » Decision maker's attitude to visit GLASSPEX India in 2013



» The combination of GLASSPEX INDIA with GPD definitely brings more visitors to our booth with a strong interest in PV glass. The response in this industry by PV module makers is very promising and shall be continued/intensified in the future. For glassglobal.com network, GLASSPEX INDIA proved to be an extremely successful event, reaching the whole spectrum of glass making from raw materials, glass production to final processing. We were very happy with the number of international visitors as well as with their quality. We will definitely join next GLASSPEX INDIA event in 2013. <<

Glass global consulting GmbH, Dipl. Ing. Hans Mahrenholtz

» It's the second time we participate in GLASSPEX INDIA – we find that the Indian market is today a potential source of growing business. During the exhibition we had the opportunity to meet customers, suppliers and agents. We are very glad to come back to Italy with many new projects in our portfolio and with the certainty of new relationships and future cooperation. We really appreciate this kind of marketing activities and we think that also in the future we'll choose to attend the exhibitions in India, in Mumbai or in other cities. <<

Antonini Sri, Dipl. Eng. Francesca Antonini, Technical Department

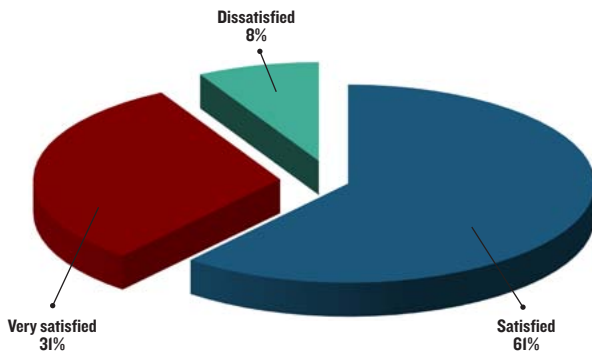
» More Visitors than in 2009, good networking and promising new contacts and new projects – that is how VDMA Forum Glass Technology, partner of GLASSPEX INDIA, summarise the result of the show. Now German exhibitors estimating successful post show business. Just like 2009, 2010 was another difficult year for German glass machinery and plant manufacturers. For 2011 the sector is more positive. According to a VDMA business survey among German companies over half those polled expect their business situation to clearly improve while none expect further deterioration. "We see this positive trend also for the Indian market. India will post tremendous demand for glass over the next few decades holding great potential for machine builders" Dr. Bernd-Holger Zippe, Chairman of the VDMA Forum Glass Technology, said at GLASSPEX INDIA. Taking this into account as well as the excellent development of the exhibition within two years, VDMA looks forward to outstanding perspective for the next show in 2013. <<

VDMA, Dr. Bernd-Holger Zippe

» GLASSPEX INDIA 2011 was a well organised event by Messe Düsseldorf India Pvt Ltd. The quality of visitors was more meaningful and excellent. It was a good opportunity to network with the Stakeholders of the industry. We would like to partner with Messe Düsseldorf for all the future editions of GLASSPEX INDIA in the Country. <<

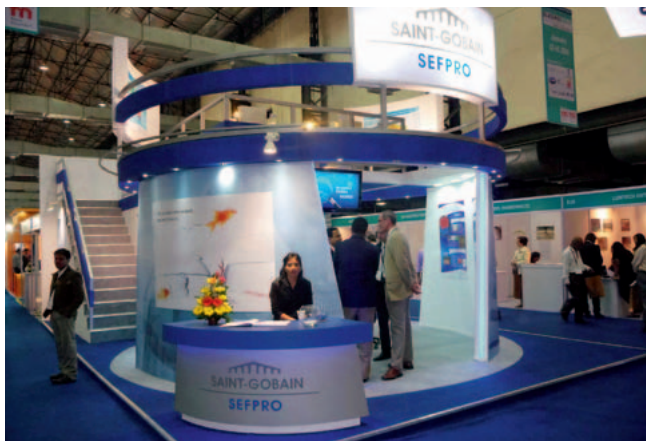
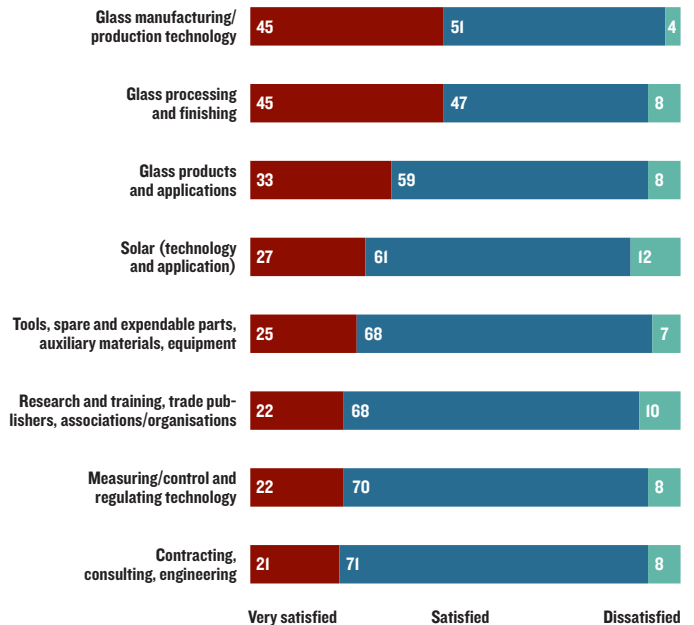
Glazing Society of India, G N Gohul Deepak

#### » Visitor's judgement of their areas of interest ...



**50 % of all visits are related to specific plans for investments and purchases!**

#### ... and in detail (in %)



» This edition of GLASSPEX INDIA is great! 25% increase in the exhibitors had visible impact on the quality of visitors visiting the trade fair. The footfalls on both i.e. 1st and 2nd day were excellent. We expect a good follow up business. Shamvik Glasstech applauds the GLASSPEX INDIA team for a very successful show edition. <<

Shamvik Glasstech, Vijay Goel

» HNG concluded business worth 4 million Euro by day 2 of the exhibition, and expects to finalize business up to 10 million euro before the show ends. <<

Hindusthan National Glass & Industries, Mr. Sanjay Somany

» U V Printers India Pvt. Ltd. is participating in GLASSPEX INDIA for the first time. The digital printing technology on glass and ceramics, introduced by us, has generated tremendous interest among the visitors that can happen only if the visitors are knowledgeable, for this the credit must go to the organisers as they have been able to reach the right audiences. <<

U V Printers, Mr. Kirti

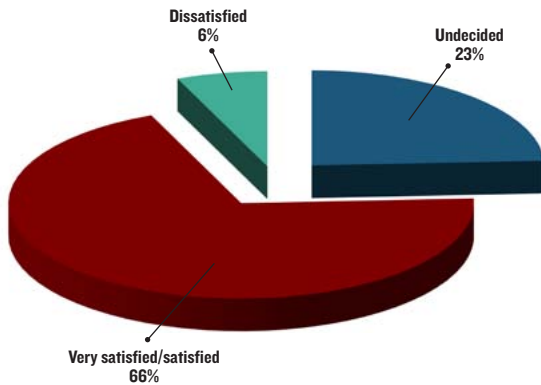
» For us, GLASSPEX INDIA and the partnership with Messe Düsseldorf offered a very good framework to position a first conference on the very promising Indian solar market. We are very satisfied with the major demand and good feedback from participants and look forward to further projects in India. <<

Solarpraxis AG, Miriam Hegner, Head of Conference Department

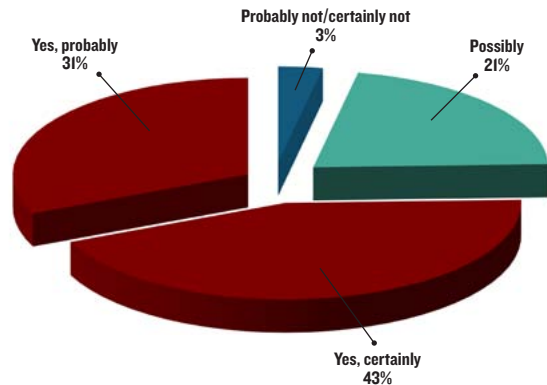


## ➤ Exhibitor Analysis

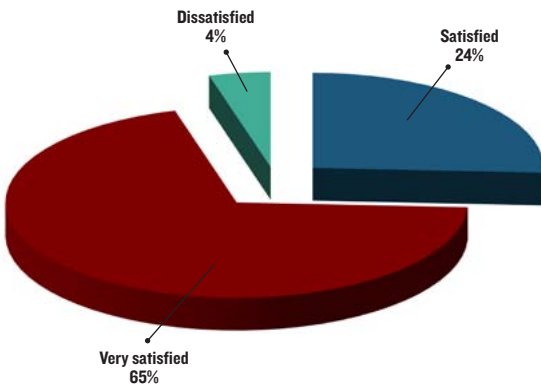
### ➤ Exhibitor's achievement of the objectives



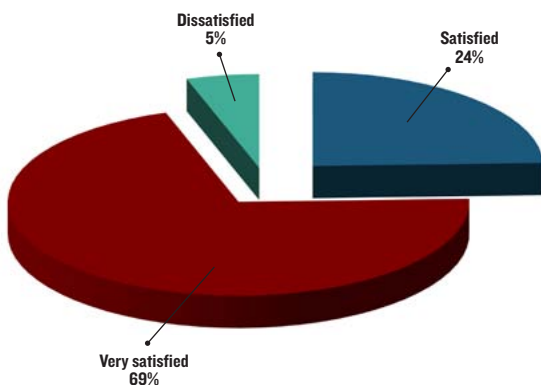
### ➤ Will you exhibit at this fair in future?



### ➤ Exhibitor's expectations for the follow-up business



### ➤ Exhibitor's satisfaction on the participation of GLASSPEX India 2011



➤ 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 INDIA is now a major highlight of the global glass industry calendar. The accompanying GPD and solar conference also added significant value to visitors at the 2011 event. <<

Glass Worldwide, Mr. Dave Fordham, Publishing and Events Director

➤ As part of our commitment to give the best services, GPD teams up with other top organisations to put together leading conferences in different parts of the world. Cooperating with Messe Düsseldorf India provided us with a partner that shares the same vision. Quality! Organising GPD India in conjunction with GLASSPEX INDIA 2011 offered participants two parallel high-quality events that provided the following:

- High quality education and networking opportunities with experts from different fields of the glass industry worldwide (GPD part).
- Ample international business and networking opportunities with professionals from the flat and hollow glass industries. (GLASSPEX INDIA part). <<

GPD India Organising Committee, Brown Onduso

➤ We see this positive trend also for the Indian market. India will post tremendous demand for glass over the next few decades holding great potential for machine builders. <<

Dr. Bernd-Holger Zippe, Chairman of the VDMA Forum Glass Technology

## GLASSPEXINDIA®

2nd International Exhibition for Glass

Production • Processing • Products

» Glass Performance Days (GPD) is an independent forum dedicated to the development of the global glass industry

It has a record of success stretching back over two decades, during which it has become the world's premier conference for glass specialists. The international sessions have spread from their origin in Finland to China, South America and India.

» Topics of the conference:

- Needs and new challenges of the Indian market
- Latest trends in the usage of glass in architecture
- How to improve the profitability of flat glass companies

» Special attention was dedicated to energy-efficiency issues in solar and glass technology

# GPD

## Innovations in Architecture, Flat Glass- and Solar Technology

### 11-12 January 2011

In conjunction with  
GLASSPEX INDIA

2nd  
GLASS PERFORMANCE  
DAYS INDIA

JANUARY 11-12, 2011  
MUMBAI, INDIA

The Largest Glass Conference in the World Now Also in India!

**Conference Theme:**  
Innovations in  
Architectural and Solar  
Glass Technologies

**Programme Sessions:**  
Design and Architecture of Glass Buildings  
Use of Glass in Architecture  
Solar and Glass Technology  
Glass Processing

**For Participant Registration  
go to [www.gpd.fi/india](http://www.gpd.fi/india)**



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2nd International Exhibition for Glass  
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January 12-14, 2011  
[www.glasspex.com](http://www.glasspex.com)

Organizers

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seeing it through

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Official Media  
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WORLDWIDE**

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**ALUPLEX**

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Keynote Conference Speaker

**LEYBOLD OPTICS**

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**ARUP**

**Solutia**

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**glass global**  
THE GLASS COMMUNITY

OTHER MEDIA SUPPORTERS:

E-glass weekly (USA), USGNN Newsletter (USA), Glass Bulletin (India),  
Photon International (Germany), Glassglobal (Germany)

» **9<sup>th</sup> International AIGMF Conference:  
“Managing Sustainable Growth”, 12–13 January 2011**

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

» **Topics of the conference:**

- **Benefication of raw materials**
- **Efficiency in glass melting operations**
  - Furnace design
  - Hot end process monitoring and control
  - Refractory choice
  - Combusting systems
  - Hot repairs
  - Optimisation of furnace production
  - Extension of furnace life
  - Energy conservation
  - Instrumentation
  - Data controls and data monitoring
  - Tin bath for float glass production
- **Improved technology and process in downstream operations**
  - Cutting machines
  - Glass processing
  - Forming technology
  - Process control
  - Transmission systems
  - Inspection
- **Value addition in glass**
  - Product development
  - New application
  - Improvement in profitability
- **Challenges in packaging and transportation**
  - More efficient and economical packaging
  - Standardisation of transport and logistics
  - Palletisation and depalletisation
- **Upgradation of skills**
  - Training of workforce



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## 1<sup>ST</sup> SOLAR INDUSTRY SUMMIT INDIA

“APPLICATION MEETS PRODUCTION – HOW TO USE AND PRODUCE PV IN INDIA”

13 January 2011  
Bombai Exhibition Centre, Hall 2A  
Mumbai, India

» The 13<sup>th</sup> of January was dominated by the “1st 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, organised 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.

### » Topics of the conference:

- PV market overview
- Technology overview Crystalline and Thin-Film PV
- Factory planning
- Project planning and development
- Optimization of production processes
- Investment, financing, bankability and return of investment

### » Target groups:

- PV planners and project developers
- Contractors, installers, engineering and construction companies
- Financiers, investment banks and investors
- Module and cell manufacturers
- Producers of inverters and power components
- Suppliers of foundations, substructures, cabling and other components
- Journalists addressing economic, technological and energy issues



# GLASSPEXINDIA®

3rd International Exhibition for Glass

Production · Processing · Products

## 20 – 22 March 2013

### ➤ Fax back form

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National Exhibitors (India)

**+91-11-26 97-17 46**

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- receive information about the conferences

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# SEE YOU AGAIN

# AT GLASSPEX INDIA 2013

20 – 22 March 2013

Bombay Convention and Exhibition Centre, Hall V  
Mumbai, India

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