

GLASSPEX INDIA

International Exhibition for Glass

Production · Processing · Products

Press release

GLASSPEX INDIA 2009: Glass trade fair celebrates a successful premiere in one of the world's most important growth markets

Who dares wins! The people behind GLASSPEX INDIA dared – and have won. After the three days of the fair, both the 139 exhibitors from over 20 countries as well as over 3,200 registered trade visitors to the fair were very satisfied with the premiere of the trade fair for the glass industry.

"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. Be it representatives of the building trade, the pharmaceuticals industry, the food and beverage sector, the booming communications market or the car industry – everyone was 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. Amongst other things, the All India Glass Manufacturers' Federation AIGMF, which held its 8th conference as part of GLASSPEX INDIA, provided interesting insights into the industry. The special show "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.



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The other globally active trade associations in the glass industry such as iGlass, CREDAI, SESI and the VDMA were also all very positive following the fair, with the opportunities on the market having been sounded out excellently and the ground prepared for extensive business relationships. “The outstanding quality of both the visitors and the exhibitors, coupled with the exacting demands made by Messe Düsseldorf in terms of cleanliness, service and the high standards of the fair clearly testify to the fact that GLASSPEX INDIA is set to develop a network and become *the* leading platform for the Indian glass industry in the years ahead“, the VDMA North India office said in a statement.

It was apparent that Messe Düsseldorf, as the organiser of the world's largest and most important trade fair for the industry for the past 40 years, glasstec (with 1,300 exhibitors and 55,000 trade visitors from a total of 90 countries attending the last glasstec), was in an excellent position to contribute its experience in the sector at GLASSPEX INDIA. Together with its subsidiary on the subcontinent, Messe Düsseldorf India, it was thus able to create ideal conditions for a successful event.

The excellent organisation was also appreciated by the 38 German companies, which joined forces to present concentrated “Quality from Germany” at a joint booth. Zippe Industrieanlagen, Grenzebach, Heavy Drive and KL Megla were all of the same opinion that the fair in Delhi could successfully open the door to the Indian market. GLASSPEX INDIA was “the right fair to access this key market and get a lasting foothold here”, said a spokesman from A. + E. Ungricht GmbH + Co KG from Mönchengladbach, “all of the really important customers were here”.

“Participating in GLASSPEX INDIA was both a pleasure as well as a success for us. The first class hospitality and the high standard of the trade visitors prompted us to the decision to probably attend the fair in Mumbai in 2011, too“, said Christian Roloff from the exhibitor Queen Germany and Queen–Glafit Switzerland, expressing the feedback heard from most of the exhibitors in a nutshell. He was not alone in thanking Messe Düsseldorf GmbH for its excellent organisation, but was also joined by others such as OGIS GmbH, Busellato and F + W. They all reported welcoming 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".

The next GLASSPEX INDIA will take place in Mumbai from 12 - 14 January 2011. For information, please visit www.glasspex.com or contact Gabriele Schreiber, SchreiberG@messe-duesseldorf.de, Tel. +49/(0)211/45 60-7762 or Heiko M. Stutzinger, StutzingerH@messe-duesseldorf.de, Tel. +49/(0)211/45 60-273 at Messe Düsseldorf.

Further information on GLASSPEX India is available online from: www.glasspex.com.

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Upon publication a reference copy would be appreciated.

Photos are available on enquiry.