

# Successful premiere for Glasspex India

Organisers report that after the three days of the inaugural Glasspex India, the 139 exhibitors from over 20 countries and the 3200 registered trade visitors were very satisfied with the premiere of the trade fair for the glass industry.



SANJAY SOMANY (CHAIRMAN OF THE ORGANISING COMMITTEE) IS WATCHED BY (LEFT TO RIGHT) UDI SCHÜRTZMANN (MESSE DÜSSELDORF), DIRK ELBERS (LORD MAYOR OF DÜSSELDORF), MUKUL SOMANY (MANAGING DIRECTOR, HNG) AND WERNER DORNSCHIEDT (CEO & PRESIDENT, MESSE DÜSSELDORF GROUP)



THE GLASS WORLDWIDE STAND



DIRK ELBERS CUTS THE RIBBON AT THE OPENING CEREMONY

In a difficult economic climate, Glasspex India 2009 offered an excellent opportunity for a wide variety of sectors, such as the building trade, the pharmaceuticals industry, the food and beverage sector, the communications market or the car industry. The exhibition at the Pragati Maidan Exhibition Centre in New Delhi, which took place in December, covered demand and supply for the entire glass industry, from production and refinement through to applications.

## TRADE ASSOCIATIONS

Technical discussions at the booths saw a direct exchange of ideas, promising contacts made and 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) held its 8th conference as part of Glasspex India. The special show 'Solar energy generation' was another highlight and was particularly pertinent for India, a country that has a relatively high amount of sunshine and therefore ideal conditions to fully exploit solar power.

Other trade associations in the glass industry, such as iGlass, CREDAI, SESI and the VDMA, were also very positive following the fair. "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 stated. Messe Düsseldorf, as the organiser of glasstec, the world's largest trade fair for the industry for the past 40 years, was in an excellent position to contribute its experience in the sector at Glasspex India, together with its subsidiary, Messe Düsseldorf India.

## EXHIBITOR FEEDBACK

The organisation was also appreciated by the 38 German companies which collaborated to present 'Quality from Germany' at a joint booth. Zippe Industrieanlagen, Grenzebach, Heavy Drive and KL Megla were all of the opinion that the fair 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 from Mönchengladbach, as "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. OGIS, Busellato and F+W reported welcoming a great number of very interested trade visitors, new business contacts and promising enquiries from both SMEs and large corporations in the industry, from countries in the region and also from Singapore, Malaysia and Iran.

"We have been able to finalise a large number of machinery, refractory, consumables, spare parts and down process equipment worth over €25 million with a further €10 million to be closed in the next few days," said Sanjay Somany, Managing Director of Hindustan National Glass & Industries (HNG). "In addition Quantum Engineering Products installed a Total Forming Analysis system at HNG's Bahadurgarh plant which was showcased live at Glasspex India via the internet."

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 UK trade magazine *Glass Worldwide*.

The next Glasspex India will take place in Mumbai from 12-14 January 2011. ■

## FURTHER INFORMATION:

Gabriele Schreiber / Heiko Stutzinger, Messe Düsseldorf, Germany  
tel: +49 211 45 60 7762 / +49 211 45 60 273  
email: SchreiberG@messe-duesseldorf.de / StutzingerH@messe-duesseldorf.de  
web: www.glasspex.com