

GLASSPEX India 2015

Some 130 exhibitors entered into constructive dialogue with 3222 trade visitors at GLASSPEX India 2015 exhibition in Mumbai last March. Despite a difficult market environment, the trade fair is established as a useful platform for the exchange of themes, contact making and business deals in the local market.

Exhibitors from 13 countries participated, namely India, Germany, France, the UK, Italy, Singapore, China, Taiwan, Czech Republic, Austria, Iran, Finland and the USA. They included Accuramech Industrial, AIGMF, AMBEG Dr J Dichter, BDF, Bottero, Carmet, Ceracon, CNUD, Dornbusch, Dukhiram Maurya, Electroglass, EME, Emmeti, Eriez, Eurotherm, Fickert and Winterling, FIC, Fives, FlammaTec, Fosbel, Forma, Gardner Denver, GIMAV, Glass Service (Czech Republic), Glass Service (Italy), GPS, Graphoidal, Heat Applications, Hindusthan National Glass and Industries, Hindustan Platinum, HORN, Indotherm, IproTec, IRIS Inspection machines, IWG, JSJ Jodeit, Lahti, Lubitech, LWN, Mascot, Mappi, P-D Refractories, OCMI, Pennekamp, Pennine, Pneumofore, Poco, PSR, Quantum, Rafbrix, Ramsey, Raytek, Rondot, Saint Gobain SEFPRO, Shamvik, Sheppee, Siemens, SORG, Special Ceramics, SGS, SVA, TECO Group, Tiama (msc and sgcc), Waltec, Z & J Technologies and ZIPPE. Exhibitors underlined their satisfaction with the quality of visitors.



Over 3200 trade visitors attended GLASSPEX India 2015 exhibition in Mumbai last March.



Dignitaries at the official opening of GLASSPEX India 2015.



Glass Worldwide was a media partner for GLASSPEX India 2015.

The 11th international conference staged by the All India Glass Manufacturers' Federation accompanied GLASSPEX India 2015 and on both days, the event welcomed top ranking national and international participants. Support was provided by the Confederation of Construction Products and Services (CCPS).

After an opening address by former AIGMF President, Sanjay Somany, technical presentations were made during a session on 'Cost-effective technology in container glass for tomorrow' from representatives of EME, Fosbel, HORN, IRIS, STG, Technical Universität Freiberg, Tiama (msc and sgcc) and ZIPPE.

A conference dedicated to the use of glass in buildings – facades of the future and separately, the need for regulations relating to human impact, fire safety and energy was chaired by Sanjay Ganjoo, AIGMF President. This featured presentations from Asahi India, Banaras Hindu University,

Dow Corning India, Govt College of Engg and Ceramic Technology - Kolkata, Gold Plus, Gujarat Guardian and LGF Sysmac India. Sessions then followed covering Façade: Future, emerging directions and challenges with Chief Guest, Sunil H Nesarikar, Chief Fire Officer, Mumbai Fire Brigade and Guest of Honour, Kamal Preet Singh, Special DG, CPWD, with panel discussions and contributions from Archinova Environ, Façade India Testing and Saint-Gobain.

The successful and well-attended conference was concluded with a session on Modern façades - Regulations and standards, with presentations by the Bureau of Energy Efficiency, Central PWD, Confederation of Construction Products and Services (CCPS), Façade Concept Design Group, Meinhardt Façade Technology and the Mumbai Fire Brigade.

For more information on the conference and speakers, visit www.aigmf.com



The 11th international conference staged by the All India Glass Manufacturers' Federation welcomed top ranking national and international participants.



Former AIGMF President, Sanjay Somany (far left) at the conference opening ceremony, alongside Sanjay Ganjoo (AIGMF President), Arun Kumar Dukkkipati (AIGMF Vice President) and Vinit Kapur (AIGMF Secretary).

As preferred international journal of the All India Glass Manufacturers' Federation (AIGMF), *Glass Worldwide* was a media partner of GLASSPEX India 2015. According to Dave Fordham, Publisher, the event exceeded expectations in terms of quality of attendance. "It provided the perfect platform for glassmakers and suppliers to collaborate, as the Indian hollow glass sector heads back towards former heights and the flat glass sector continues to flourish." Because *Glass Worldwide* is preferred international journal of the All Indian Glass Manufacturers' Federation, it was also encouraging to see the impressive attendance and excellent programme at the concurrent AIGMF International Conference.

"We renewed our long-term contacts with Indian customers" confirmed Harald Hickl-Zimolong, Key Account Manager, Container Glass Vertrieb Anlagenbau at ZIPPE Industrieanlagen GmbH. The company also made good contacts with potential suppliers and although its expectations were based on the prevailing economic situation in India, its goals were more than fulfilled. "From the point of view

of the organisation, 2015 was the best show yet."

Jens Dubert, Service Engineer at GPS Glasproduktions-Service GmbH was equally pleased: "As an exhibitor of IS machines, we were very satisfied with the results of introducing some new developments, as well as cultivating existing business relationships. We were able to obtain an overall impression of the Indian market situation, which allowed us to initiate new business opportunities."

Simon Holmes, Sales Director at Sheppee International confirmed some busy days with very positive meetings throughout the event. "The Indian market feels very vibrant at the moment, with some excellent opportunities."

Werner M Dornscheidt, President and CEO, Messe Düsseldorf GmbH, values the Indian subcontinent as a venue for the event. "Despite the marked decline in the Indian glass industry over the last two years, India is a market experiencing strong growth and the glass industry is an attractive economic sector. Growth is already expected in the second half of this year. The rising standard of living in India is ensuring great demand for the material glass, which is being used in an increasing number of applications in daily life."

As the organiser of GLASSPEX India, Messe Düsseldorf GmbH can draw on its extensive knowhow, acquired via the staging of glasstec every two years in Düsseldorf. The industry's leading trade fair enables the opening of the market and dialogue with other target groups of importance to the Indian market. Furthermore, alongside AIGMF and the VDMA (German Engineering Federation which supported the official participation by the Federal Republic of Germany), the event has strong co-operation partners. This includes the Italian Association,

GIMAV, which provided support for Italian participation.

Italian companies exhibiting as part of the GIMAV group stand reported strong interest. Gimav Deputy Director, Laura Biason commented: "Our companies signalled a large amount of interest, which further demonstrates how Italian products have a great appeal for the local glass industry. The overall optimism was clearly perceivable; at the stand, we also had a catalogue library and distributed lots of information about member companies that had not come to the exhibition. We also helped by providing information and detailed answers to very specific, motivated questions. We were pleased to see that there was an overall willingness to analyse new proposals, a clear sign that the market is dynamic and there is a high propensity to invest."

The next GLASSPEX India will be held from 2 to 4 March 2017, again in Mumbai. ■

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