

## Exhibitor Statements of glasstec 2016

### Quotes:

It has been both an honor and a joy to be able to serve as President of this year's glasstec. The exhibition once again proved to be a global showcase for our industry. Even despite the great variety of exhibitors and visitors, the material glass and the fascination that emanates from it is what unites us. glasstec again made it clear that this material still has great potential.

### **Dr. Frank Heinrich, President of glasstec**

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“As a leading manufacturer of glass solutions, Guardian needs to have a constant dialogue with the market. We want to introduce new products, highlight our many solutions, inspire innovative applications and see customer reactions, as well as meet new customers, re-connect with existing ones and generate new business opportunities. glasstec 2016 offered us a unique platform to do all of these things in an industry-focused environment. We simply loved being part of the show.”

### **Guus Boekhoudt, Vice President Flat Glass – Europe & Managing Director Guardian Europe S.à r.l.**

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“The NSG Group has had an extremely successful exhibition at glasstec 2016, where we presented a variety of products from our product portfolio alongside new ideas currently in product development. This was an ideal opportunity to invite both existing and potential customers to the stand.

It has been several years since we exhibited at glasstec, but we decided the timing was right to attend the event in 2016.



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Attending glasstec 2016 proved to be a very successful event for the business, with a good flow of visitors to the stand. This resulted in positive discussions taking place about both existing products and new developments in the market place; providing us with useful market insight to help determine future R&D activities.

It was definitely the right decision and the right time to exhibit at glasstec 2016.”

**Jolanta Lessig, Marketing Communications Manager  
Europe Architectural Glass, NSG Group**

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“glasstec is the trade fair highlight every two years. It gives us the opportunity – concentrated in one location and condensed into a few days – to present our machinery, solutions and services to a large international audience. We managed to make many, very good new business contacts and also see strong interest among our existing customers whose feedback and suggestions will be our take-home messages and input for our product development. This year we have used glasstec to present our silk-screen printing solution for the first time; and we received incredibly positive feedback for it on the part of the expert audience. This has confirmed our view that glasstec is the right platform for new launches.”

**Johanna Neumann, Head of Marketing BENTELER  
Maschinenbau GmbH**

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"The demand for technical glass is on the rise in general and the applications for glass are getting more and more special. We can feel this in the requirements made by our customers. For us it is therefore also very important to engage with our customers, listen closely to them and to gain an overview of new developments at the stands. At glasstec we primarily present

exhibits for our skilled crafts customers. Through innovative products we allow them to work more efficiently, thereby giving them a crucial competitive edge. glasstec continues to be the global No. 1 trade fair, which covers all facets of the material that is glass and is therefore the most important trade fair for Bohle worldwide.”

**Dominik Hinzen, Head of Marketing and Communication |  
Head of Direct Marketing Deutschland Bohle AG**

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“Our stand was buzzing with people all the time, the interest was enormous and the conversations were correspondingly very good. Here at glasstec as the leading international trade fair we again received good feedback to our innovations from the market; especially in regards to the new generation of thermal insulation glass and the new triple glazing concept, which we developed together with Saint-Gobain’s subsidiary Swisspacer. We are well set and I am very optimistic regarding future market developments.”

**Jürgen Peitz, General Manager of Saint-Gobain Building  
Glass Germany, Austria, Switzerland**

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“glasstec doubtlessly is and will remain the most important trade fair for glass machinery and plant building. The international origin and high quality of visitors has confirmed this again this year. This position now has to be built upon. A challenge we have to rise up to together with our partners from the glass industry, glazier trades and Messe Düsseldorf.”

**Dr. Bernd-Holger Zippe, Member of the Board at VDMA  
Glass Technology Forum and Chairman of Zippe  
Industrieanlagen GmbH**

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“The programme of high-calibre supporting events is a success factor of glasstec. With the new international conference “Function meets Glass” we have hit the industry’s nerve. New functions, thin and smart glass – we will continue working on that and expand the format further.

The producers of glass machinery and plants have impressively demonstrated how digitization and networking help the glass industry advance using concrete examples – this was extremely well received by the visitors.”

### **Timo Feuerbach, VDMA Glass Technology Forum**

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“glasstec is *the* international No. 1 trade fair and we have been very satisfied with the results of glasstec 2016 so far. We have made brilliant contacts across all the industries we serve. We boast the widest product portfolio in the industry and all sectors were buzzing with activities – without exceptions. The industrialization of production is of major importance – a topic that has risen to international significance now and that we drive very strongly. And glasstec is a very good platform to do so – both at the trade fair stand and at the series of lectures.”



### **Othmar Sailer, CEO of the LiSEC Group**

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“We had a great time at glasstec 2016!  
Many new and interesting contacts, inspiring conversations, and exciting ideas. We´re definitely coming back!”

### **Christof Babinsky, Managing Director at ASB GlassFloor**

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*“We are extremely pleased with the outcome of Glasstec 2016. We welcomed in our booth more than 1.000 visitors from 50 different countries, with a massive participation from USA, East Europe and Oceania, Visitors were focused and well prepared, an indicator that the industry is growing and developing, which is a positive signal for a company that provides technology. This*

*edition of the exhibition is positioned among the best result in sales for the last 10 years both in terms of volumes and quality of the contacts.”*

### **Christian Leschiutta, Intermac Sales Director**

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The 2016 edition of Glasstec confirmed once again the great success of FOREL within the glass processing industry.

Many visitors were present at the stand – the biggest ever for the company – to look closely at the latest technology and cutting edge innovations of the Italian brand, like the gas filling analyzer (world premiere 2016) and the profile bender for plastic material

Lots of interest has also been demonstrated for the vertical cutting line in conjunction with the new Sorting System which FOREL has developed to improve and optimize the logistic inside the glasswork

The Italian company is approaching the end of the year with a renew awareness and the will to continue to deliver the best solutions for its clients

### **Marco Trevisan, Marketing Manager, Forel S.p.A.**

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“glasstec is a unique and unrivalled platform which allows us to meet and discuss business opportunities with customers from around the world. We have fully embraced this chance to showcase our latest silicon innovation which enables efficiency, durability and longevity of high performance building.”

### **Markus Plettau – Dow Corning Regional Market Leader Europe**

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