

glasstec 2018 – Exhibitor Quotes

SCHOTT AG

The 25th glasstec was a special highlight for SCHOTT. A new booth concept invited visitors to discover and experience glass. Our feedback was excellent both quantitatively and qualitatively. And, of course, glasstec again offered a perfect platform for networking."

*Salvatore Ruggiero, Vice President Marketing and Communication,
SCHOTT AG*

NSG Pilkington

NSG Group, the owner of the Pilkington brand, celebrated a very successful exhibition at glasstec 2018. But this success was not the only reason for celebration – this year is also the Group's 100th anniversary as well as glasstec's 25th.

"The Glasstec event presented the dynamic evolution of glass applications in the world and we were very pleased to be part of such a successful show. Visitors were able to view a wide range of design options and realise the enormous development in dynamic façade solutions, which, by focusing on energy generation, enable building designers to enhance inhabitants' comfort and well-being.

"This is the generation of products for today and tomorrow and NSG Group presented a variety of products, which are fulfilling these "future" market demands. glasstec 2018 was an excellent platform on which to showcase the Group's capabilities to the world."

Sing Koo, Managing Director Germany & VA Manager Europe

Merck KGaA

This year, Merck joined Glasstec for the first time. After the opening of our production plant in Veldhoven, The Netherlands, nearly one year ago, we found with Glasstec the right platform to successfully launch our new brand for dynamic liquid crystal windows EYRISE™ as well as our new product for dynamic solar control EYRISE™ s350 into the market. We had the chance to engage in meaningful interactions with visitor and



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achieved our goal to position Merck as a top supplier of dynamic liquid crystal windows.

Martin Zitto, Senior Business Development Manager

Grenzebach Maschinenbau GmbH

“Digitization has arrived in the glass world. Innovation and added value in the glass production of the future became tangible and can be experienced at the trade fair. Glasstec has again shown its importance - being a trend compass and a catalyst for the global glass industry. We were impressed by the great interest of international visitors and customers and look forward to seeing you again in two years.”

Markus Gruber, Vice President Sales Business Unit Glass at Grenzebach

Saint-Gobain Building Glass Europe

“For Saint-Gobain, glasstec is a fixture in our calendar as well as a trade fair highlight every two years. Here we meet our worldwide network of sales partners and customers. From the very beginning, we once again recorded an enormous number of visitors. The topic of overlength glass is obviously hitting the bull's eye. Without exception, there was a great response - and not only at the trade fair stand: Notable attractions were also the glass tunnel made of 8-metre-long curved panes at glass technology live, our XXL truck in the open air and the largest PVB laminate in the world at EASTMANN. We produced the basic glass for this.”

Saint-Gobain Building Glass Europe, Martin Stadler, Marketing Director D-A-CH

Bohle AG

glasstec offers us the optimal platform to present our numerous product novelties to a broad trade audience from all over the world. We are very satisfied with both the quality and the quantity of the visitors. The response to our new booth concept was consistently positive and we had many good conversations, so we are sure that the Glasstec will give us tailwind for our continued business success.”

Arne Klöfkorn, Chief Operating Officer at Bohle AG



LiSEC

“The glasstec show 2018 was again the perfect scene to show the many innovations we have and to have high quality meetings with existing and potential customers. Our show’s motto was ‘we innovate for your success’ – a message we were able to convey holistically.

Christian Krenn, International Sales Director LiSEC

DOW

“For DOW, glasstec 2018 will definitively be remembered as an edition of very good quality, a very good barometer for the market dynamic as well as the interests showed for our solutions. As always, we see glasstec as the undisputed trade show for innovation in glass and networking with our global customers. All the staf was exhausted and happy! “

Jean-Paul Hautekeer, Global Marketing Director, High Performance Building, DOW

Actyx AG

Within the conservative glass industry it is hard for startups to connect with companies, even though these companies could significantly profit from innovative technologies. The Startup Zone enabled us to receive valuable feedback and to schedule concrete steps for installations. This is exactly what the industry needs.

Daniel Valenzuela, Business Development Manager, Actyx AG

