

SOBRE LA FERIA CERAMITEC

DATOS IMPORTANTES

- 1.237 expositores de 52 países. 62% internacional
- 10.105 visitantes de 121 países
- Conferencias con expertos en forma "Think Tank" - combina teoría y práctica
- Un ambiente excelente para las inversiones

QUE PUEDES ENCONTRAR

- Vidrio Fino con un grosor de hasta 0.1 - 2 mm, también con aislamiento triple o cuádruple.
- Vidrios fino como materiales de soporte para la bioingeniería.
- Uso innovador del vidrio grueso: Soluciones de vidrio de fundición y paneles de vidrio flotado apilados.
- Funcionalidad integrada en el vidrio: Sensores integrados en el vidrio y vidrio electrocrómico. Cristal líquido para acristalados con conectividad.
- Vidrio curvado: libertad en las formas de las fachadas, demarcación en frío y en caliente.
- Eficiencia de los recursos y diseño de vidrio: Avances de diseño y las tecnologías y nuevos componentes.

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VISITANTES

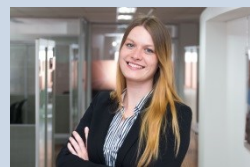
DOCUMENTOS QUE PUEDEN SOLICITAR AL SALIR O AL INGRESAR A UN PAIS EUROPEO

- Pasaporte Electrónico
- Tiquete aéreo ida y Vuelta
- Comprobante de la reserva del hotel
- Recursos económicos suficientes (aprox. 60 € por día)
- Seguro Médico (Cobertura de 30.000 €)
- Boleta de la Feria

TEN EN CUENTA

- Plano, horario y tarifas de transporte de la ciudad
- Lista de los expositores
- Horarios de apertura:
Todos los días de 9:00 am a 6:00 pm
- *Adquirir la boleta con anticipación a través de nosotros:*
 - 1 día → 38 Euros
 - 2 días → 58 Euros
 - 4 días → 90 Euros
- La boleta da derecho a transporte público de ida y vuelta gratis el día de la visita a la feria

MAYOR INFORMACIÓN



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Deutsch-Kolumbianische
Industrie- und Handelskammer
Cámara de Industria y Comercio
Colombo-Alemana

Representante oficial de la feria GLASSTEC



BIG BUSINESS DEALS

glasstec – the place to be for business

// Excellent investment climate

// Outstanding business transactions



PERSONAL EXCELLENCE

The high number of decision makers amongst the glasstec visitors is crucial to its success



97% *qualified trade visitors*

86% *were decision makers or involved in the decision making*

75% *came from senior or top-management*

58% *came with concrete investment intentions or looked for new suppliers*

glasstec

INTERNATIONAL TRADE FAIR FOR GLASS PRODUCTION • PROCESSING • PRODUCTS

2016

WORLD LEADING

glasstec claims its position as the world's leading trade fair:

1.237
EXHIBITORS
FROM **52**
COUNTRIES



40.105
VISITORS
FROM **121** COUNTRIES

More internationally frequented than ever before

www.glasstec.de

IMPORTANT IMPULSES

glasstec provides important stimuli for the future of the industry.



Promising new contacts

Concentrated demonstration of innovative strength

Expecting great follow-up business after the trade fair

BEST FEEDBACK

Excellent trade fair results for exhibitors and visitors

96%
was satisfied



95%
would recommend glasstec

Structure of visitors

EXHIBITORS TOTAL	1,237
Exhibitors Germany	358
Exhibitors other countries	879
Number of countries	52

NET SPACE TOTAL (SQM)	64,033
Net space Germany	20,035
Net space other countries	43,998

Visitor data from registry:

VISITORS TOTAL	40,105
From Europe	77%
- Germany	29%
- Other Europe	48%
From Non-European countries	23%
- Asia	12%
- America	8%
- Africa	2%
- Australia/Oceania	1%
Number of countries	121

(Basis: all foreign visitors)

TOP 10 VISITOR COUNTRIES	
Italy	6%
Netherlands	6%
France	6%
USA	5%
United Kingdom	5%
Poland	4%
Belgium	4%
Russian Federation	4%
Spain	4%
Austria	3%

239 accredited journalists from 24 countries

Based on the results of 1,195 interviews with visitors during glasstec 2016 conducted by means of the Computer-Interview-System

Preliminary data, Subject to change (UI-MF/November 2016)

* Difference to 100%:
Pupil, student, not gainfully employed (4%)

INDUSTRIAL SECTOR*	
Manufacturing, processing, finishing glass	29%
Machine and plant construction	18%
Craft	12%
Trade	11%
Architecture + construction	6%
Windows + facades	5%
Glass supply industry	5%
Other	10%

AREA OF RESPONSIBILITY*	
Business/company/plant management	26%
Manufacture, production, quality control	18%
Research and development, design	18%
Sales, distribution	14%
Purchasing/procurement	7%
Marketing, advertising, PR	3%
Other	10%

DECISION-MAKING POWERS	
Decisively	32%
Contributory	32%
In an advisory capacity	22%
No influence	14%

OCCUPATIONAL STATUS*	
Independent entrepreneur, co-owner, freelance employee	21%
Managing director, board member, head of an authority	18%
Area manager, operations manager, plant manager, branch manager, office head	19%
Head of department, group/team leader	18%
other employee/civil servant, specialist	15%
Trainee	2%
Lecturer, teacher	1%
Other occupational status	2%

NUMBER OF EMPLOYEES*	
1 – 4 employees	12%
5 – 9 employees	8%
10 – 19 employees	10%
20 – 49 employees	10%
50 – 99 employees	9%
100 – 199 employees	10%
200 – 499 employees	12%
500 – 999 employees	6%
1000 – 4.999 employees	9%
5000 – 9.999 employees	2%
10.000 and more employees	8%

INTEREST IN PRODUCT RANGES	
(Several answers possible)	
Glass manufacture/production technology	52%
Glass treatment/processing and finishing	35%
Glass products and glass applications	32%
Tools, spare/expendable parts, auxiliary materials, equipment	20%
Measuring, controlling, regulating technology, software	18%
Research/training, trade publishers, associations/organizations	8%
Contracting, Consulting, engineering, services	7%

NEW SUPPLIERS WERE FOUND	
Yes	58%

OVERALL ASSESSMENT	
Satisfied	96%

RECOMMENDATION	
Yes	95%