



# GLASS EXPO

## THE BUILDING SERVICES AND CONSTRUCTION EXHIBITION

That hosts the full spectrum of building and related industries in residential, commercial and industrial development



## 8-11 SEPTEMBER 2010

JOHANNESBURG EXPO CENTRE  
NASREC  
SOUTH AFRICA



[www.glassexpo.co.za](http://www.glassexpo.co.za)

**The Star**

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AFRICA 2010**  
CONSTRUCTIVE BUILDING SOLUTIONS

PRESENTS

**GlassExpo**  
AFRICA 2010

# YOUR WINDOW OF OPPORTUNITY

Glass Expo Africa embraces all aspects of the glass and aluminium window industries and is a forum for key industry players to showcase the latest trends, technologies and products as well being a vital networking opportunity for the large number of small glass and aluminium windows companies eager to develop greater global competitiveness.

Glass manufacturers and wholesalers, including suppliers of equipment, services and technology associated with the manufacture and conversion of glass, and manufacturers and converters of aluminium products and services related to glass application will be participating, as well as many renowned international producers of glass processing machinery – machinery often seen for the first time on this continent. Much focus is around residential and commercial Energy Efficient window and door systems, which is of great interest to Architects, Quantity Surveyors and Property Developers, as well as the rapid growth in demand for laminated safety glass and the role of double-glazing – an advantage for energy-saving, safety and cost saving.

## EXHIBITOR PROFILE

The exhibitor profile covers a broad spectrum of products and services: Suppliers of equipment, services and technology associated with the manufacture and conversion of glass and aluminium; manufacturers, fabricators and installers of glass across residential and commercial; manufacturers and converters of aluminium products and services, typically related to any glass applications found in the building and construction field; manufacturers, fabricators and installers of aluminium; manufacturers, distributors and installers of all automotive glass.

## VISITOR PROFILE

The visitor profile will include high quality decision makers in all areas of building and construction, such as: Architects, Engineers, Interior Decorators, Glaziers, Manufacturers of aluminium window products, Buyers and Specifiers, Building Contractors and sub-contractors, Furniture Trade, Shower industry, Automotive industry, Insurance industry, Consumers wanting to know more about the industry.

## INDUSTRY SUPPORT

Glass Expo Africa has the full support and assistance of the South African Glass & Glazing Association (SAGGA) and the South African Glass Institute (SAGI).

## STANDS

**20m<sup>2</sup> and smaller:** a PACKAGED stand is compulsory for all stands 20m<sup>2</sup> and smaller. Package includes – Space, Shell Scheme, Fascia with Company Name, DB Board, 1 x 1,5m Double Fluorescent Light, Carpeting, Stand Cleaning, plus a listing in The Star Newspaper.

**21m<sup>2</sup> and larger:** available inside halls or outside space, with compulsory listing in The Star at set cost.

## WHY EXHIBIT

It's an excellent, results-driven opportunity that makes good financial sense. Exhibiting at Glass Expo Africa is the most cost effective way to reach the greatest number of decision makers in your specific target market in the shortest space of time. RESEARCH\* indicates that only ONE call is needed to close a qualified exhibition lead compared to FOUR calls to close a typical business sale. STUDIES\* show that approx. 67% of visitors to your stand are likely to be NEW PROSPECTS, 79% have buying influence and 49% are PLANNING TO BUY in the near future. 48% of EXHIBITION LEADS do not require a sales call to CLOSE the deal.

Backed by an INTERNATIONAL NETWORK of contacts across Chambers of Commerce, Trade Consuls and Agencies, with strong marketing support into Africa. STAGED at the Johannesburg Expo Centre, NASREC – the VENUE OF CHOICE for many high profile and successful shows, and selected as the media centre of choice for the soccer world-cup 2010.

\* CEIR

## CONTACTS

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