

Cuba Glass

The Glass Industry Event for Cuba and the Caribbean Region

2016

6 - 7 DECEMBER 2016
LA HABANA, CUBA

MELIÀ COHIBA
HOTEL

• MANUFACTURING • PROCESSING • PRODUCTS • SERVICES



FREE ENTRY FOR BUSINESS
& PROFESSIONAL VISITORS

MEDIA PARTNERS:

WWW.GLASSONLINE.COM

glassmachinery
world
plants & accessories
BI-MONTHLY INTERNATIONAL MAGAZINE FOR GLASS MANUFACTURING

glassOnline
The World's Leading Glass Industry Website

**Glass-Technology
International**
THE LEADING MAGAZINE FOR THE INTERNATIONAL FLAT GLASS INDUSTRY

ORGANIZER:

A151 Srl

SALES OFFICE:

Smartenergy Srl

Via Antonio Gramsci 57, 20032 Cormano, Milan (Italy) • Tel.: +39-02-66306866 • Fax: +39-02-66305510

Cuba is starting to open up to modernization and development in its economical and industrial system and this process also includes the glass sector. A great deal of machinery and technology is obsolete and requires complete renovation or even total replacement. According to IMF estimates, the island has incredible potential: it is now moving towards new investments involving foreign capital and will soon start producing goods locally.

Cuba Glass is the first international event that offers the opportunity to meet the very people who need to renew and modernize, as well as those who want to invest in the island. Glass is certain to be at the forefront of Cuba's development – just think how many square meters of glass will go into modernizing and expanding tourist facilities, shops and offices, private and public housing. Moreover, according to a recent survey, pharmaceuticals and the supply chain for alcoholic and soft drinks are amongst the most promising sectors.



Exhibitors Company profile – Suppliers of equipment and materials

GLASS MANUFACTURING

- Raw materials for glass production
- Preparation of raw materials and batches
- Glass melting technology
- Forming for hollow glass
- Forming for flat glass
- Forming for fiber glass
- Equipment for glass tube production
- Equipment for glass fiber production
- Furnace, lehr, kiln technology
- Cold end technology for hollow glass
- Cold end technology for float glass, laminated glass, wired glass and other types of flat glass
- Pyrolytic coating systems for flat glass
- Coating technology for hollow glass
- Conveying, transport, packaging and warehouse technology
- Decorating equipment

GLASS PROCESSING

- Cutting, breaking and snapping
- Drilling
- Edge and surface finishing
- Forming and bending
- Laser technology
- Coating
- Electronic display glass
- Insulation glass
- Safety glass
- Cleaning
- Auxiliary products
- Recycling
- Suppliers for the glass machinery industry
- Nanotechnology
- Artistic glass

GLAZING & FENESTRATION

- Commercial Glass and Curtain Wall Products, Systems,
- Hardware & Related Components
- Equipment for Glass and Metal Fabrication
- Residential Glass Products, Systems, & Related Components

- Residential Window & Door Products, Systems, Hardware & Related Components
- Supplies (Abrasives, Cleaning Products, Lubricants) & Tools
- Equipment for Residential Window & Door Manufacturing
- Equipment for Commercial Fenestration, Glazing, Installation
- Software

SOLAR & PHOTOVOLTAIC

- Solar glass
- Photovoltaic production
- Solar technology
- Building integrated photovoltaic (BiPV)

TOOLS, CONSUMABLES, SPARE PARTS AND EQUIPMENT

- Glazing tools
- Cutting, grinding and drilling tools
- Handling tools, hand-guided
- Spare parts
- Protection devices
- Work clothing

- Lifting and working platforms
- Brackets for glass applications
- Adhesives
- Extrusion
- Consumables
- LED technology

MONITORING AND CONTROL SYSTEMS

- Measurement and testing
- Sensing
- Computer systems
- Software and applications

CONSULTANCY, ENGINEERING, SERVICES

- Laboratories
- Universities
- Test institutes
- Research institutes
- Architects & designers
- Project engineering
- Main contractors
- Associations and organisations
- Specialized media
- Trading companies

Visitor Profile

The event will be free-to-attend for all business and professional visitors who will be registered on entry:

- ✓ Owner / Chairman
- ✓ Managing Director / CEO
- ✓ Plant / factory director
- ✓ Technical director
- ✓ Production director
- ✓ Purchase department
- ✓ Technicians / engineers
- ✓ Production department
- ✓ R&D department
- ✓ Test & inspection department
- ✓ Sales & marketing manager
- ✓ Finance and accounting manager
- ✓ IT department
- ✓ Logistics, handling and storage department
- ✓ Repair and maintenance department
- ✓ Education & training department

Global marketing campaign

The organizers will provide a comprehensive marketing campaign spearheaded by **Glass Machinery Plants & Accessories, Glass-Technology International** and **Glassonline.com**, the world's leading business media for the glass industry:

- Extensive advertising campaign in the magazines
- Weekly news bulletin updates
- Announcements on www.glassonline.com and on other international industry websites
- Personal invitations to leading players
- Social networking

Partners



vidrioperfil.com
EL PORTAL DEL VIDRIO Y LA GARPINTERIA





THE GLASS INDUSTRY EVENT FOR CUBA AND THE CARIBBEAN REGION

Cuba

Cuba has more than 11 million inhabitants and receives 3 million tourists a year while its economy is the second largest among Caribbean countries, registering 3% GDP growth in 2014. However, the island is heavily dependent on imports throughout the economy, and needs investment at all levels. A recent law seeks to promote growth in the local market by encouraging the in-flow of foreign capital and the government is aware that internationalization will also mean greater internal demand and higher consumption. The Economic Commission for Latin America and the Caribbean (ECLAC) has already detected greater dynamism in the construction sector, mostly related to private operations (+ 19.7%). Cuba could become the benchmark for the entire Caribbean area.



Meliá Cohiba Congress Centre

Boasting spectacular views over the city and the seafront, the 22-storey Meliá Cohiba offers comfort and elegance in keeping with its 5 star status. Located in the central business district of Vedado, the most modern area of downtown Havana, and just 50 meters from the famous Malecon esplanade (Avenida del Maceo), the hotel is a metropolitan landmark for business and conventions.

List of registered visitors available to all participating companies

Shortly after the event, all exhibitors and sponsors at **CUBA GLASS 2016** will receive the complete list of registered visitors (excel file) with their company data.

Sponsorship opportunities

CUBA GLASS 2016 offers a wide range of sponsorship opportunities to enhance company's presence: visitor lanyards and badges, newsletters, posters and banners, event catalogue, lunch/coffee areas, etc.

Opportunities at a glance

- Business meetings with local professionals
- Visitors data available to all participating companies
- Dedicated meeting rooms for private business meeting
- Promotion of the brand through sponsorship opportunities

Contacts:

LUCIANO MOLINA
Sales - International

luciano.molina@glassonline.com

JESSICA GIULIETTI
Sales - International

jessica.giulietti@glassonline.com

MAURIZIO LOZZA
Sales - Italy

maurizio.lozza@glassonline.com

Ph.: +39 02 66306866 • Fax: +39 02 66305510 • www.glassonline.com

APPLICATION FORM - CAN BE COMPLETED ONLINE

COMPANY DATA

Company Name: _____

Address: _____

Post Code: _____ City: _____ State: _____ Country: _____

Tel.: _____ Fax: _____

E-mail: _____ Web Site: _____

VAT Number: _____

Tax Code: _____

INVOICING ADDRESS - complete ONLY if different from the one above.

Company Name: _____

Address: _____

Post Code: _____ City: _____ State: _____ Country: _____

Tel.: _____ Fax: _____

E-mail: _____ Web Site: _____

VAT Number: _____

Tax Code: _____

PERSON TO CONTACT REGARDING THE EVENT - MANDATORY DATA

Name and Surname: _____ E-mail: _____

CONTACT DESK

DESCRIPTION	QUANTITY	COST	SUBTOTAL
<input type="checkbox"/> CONTACT DESK/S	no.	1 st € 2.800/each 2 nd € 2.500/each	€

Includes: area (approx. 3x2 mt), 1 desk (180 x 75 cm), 4 chairs, 1 placeholder/name board*, general lighting.
Company profile both in English and Spanish within the Official Catalogue, excel file with registered visitor data.
*Placeholders/name boards will be printed and supplied by the Organizers, exhibitors will supply the graphic files.

TOTAL €

 **CLICK HERE TO ADD VAT**
(FOR ITALIAN COMPANIES ONLY)

VAT 22% €

TOT+VAT €

METHOD OF PAYMENT

BANK TRANSFER: copy of the bank transfer, authorized and stamped by the bank, in favour of A151 S.r.l. • BANCA INTESA SAN PAOLO, Branch 353 - Corso Sempione, 65/A - 20149 MILANO (MI) Italy • IBAN: IT 43 N 0306901603100000067167 - SWIFT/BIC CODE: BCITITMM
Company address: **A151 srl** - Via Carlo Farini, 34 - 43121 Parma (PR) - Italy • Vat Number: 02769870342

Following receipt of this contract and payment of the deposit, the organizers will send all technical-logistical documents regarding participation at the event.

COMPLETE, STAMP, SIGN AND SEND BY E-MAIL TO EVENTS@GLASSONLINE.COM OR BY FAX TO +39 02 66305510

Authorized Signatory - Name and Surname

Place and date

Company stamp

Signature of the above

SPONSORSHIP OPPORTUNITIES

COMPANY DATA

Company Name: _____

Address: _____

Post Code: _____ City: _____ State: _____ Country: _____

Tel.: _____ Fax: _____

E-mail: _____ Web Site: _____

VAT Number: _____

Tax Code: _____

SPONSORSHIP OPPORTUNITIES

- PLATINUM SPONSOR** € 2,800.00
Includes: 1 welcome coffee, logo in a primary position on all communications regarding the event, on all posters and all printed invitations; 1 dedicated poster* to be placed in the visitors registration area, banner on the homepage, company logo on all dedicated newsletters, company logo on the conference programme in the reception area, company logo on all scheduled ads, company logo on Glassonline.com and Glassindustry.net.
-
- GOLD SPONSOR** € 2,200.00
Includes: logo in a primary position on all communications regarding the event, on all posters and all printed invitations; 1 dedicated poster* to be placed in the visitors registration area, banner on the homepage, company logo on all dedicated newsletters, company logo on the conference programme in the reception area, company logo on all scheduled ads, company logo on Glassonline.com and Glassindustry.net.
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- BADGES & RIBBONS** € 1,300.00
Company name and logo on all badges distributed for free to all participants at registration. Personalized ribbons to be supplied by the sponsor.
-
- WELCOME COFFEE OR COFFEE BREAKS** € 1,500.00/each
To take place in the exhibition area or foyer. 1 dedicated poster*, company logo on all communications regarding the event and on all event posters.
 December 6th h. 11.30
 December 6th h. 15.30
 December 7th h. 11.30
-
- BANNER IN NEWSLETTERS** 1 week = € 250.00
 2 weeks = € 450.00
Company header banner in the newsletters of Glassonline.com for 1 week (5 newsletters) or 2 weeks (10 newsletters).
-
- ADVERTISING** Please send me the rates for advertising in one of these issues
The Official Catalogue will be published in English and Spanish inside **issue no. 6/2016** of the magazines **Glass Machinery Plants & Accessories** (hollow and special glass) and **Glass-Technology International** (flat and bent glass).

* Posters will be printed and supplied by the Organizers, exhibitors will supply the graphic files

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**BALANCE (INCLUDING VAT FOR ITALIAN COMPANIES ONLY)
ON SIGNING THE CONTRACT**

TOTAL €

**CLICK HERE TO ADD VAT
(FOR ITALIAN COMPANIES ONLY)**

VAT 22% €

TOT+VAT €

Following receipt of this contract and payment of the deposit, the organizers will send all technical-logistical documents regarding participation at the event.

COMPLETE, STAMP, SIGN AND SEND BY E-MAIL TO EVENTS@GLASSONLINE.COM OR BY FAX TO +39 02 66305510

Authorized Signatory - Name and Surname

Place and date

Company stamp

Signature of the above