

# 1st VIENNA WINDOW CONVENTION

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WINDOW VISIONS | WINDOW VISIONARIES

STRATEGY + INNOVATION

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JUNE, 27 + JUNE 28, 2019

PALAIS ESCHENBACH

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## REETING



Dear Ladies and Gentlemen,

On June 27, 2019, we will be launching the **1st Vienna Window Convention**, under the motto „Window Visions – Window Visionaries“. We wish to make the Vienna convention the annual stage for discussing such topics as strategy and innovation. This year, the gathering will be as international and personal as possible.

The development of the window market has not come about by chance. It is created by people who thrive for ideas, design and implement strategies, and who are willing to take risks. And it is precisely these people who will be the focus of our convention and who will be given center stage. All participants can expect the rare opportunity to share ideas and strategies in a collegial setting.

The first Vienna Window Convention will be showcasing the visions and strategies of the very people who shape this industry. Two top players will be discussing growth strategies between Eastern and Western Europe: **Helmut Hilzinger** (Hilzinger GmbH) and **Harald Pichler** (Arbonia, AFG) successfully manage high-growth window construction companies in Eastern and Western Europe and will be explaining their strategies in depth. In addition, **Eckhard Keill** (Roto Frank) and **Peter Mrosik** (profine) will be presenting innovations and strategies from the point of view of suppliers. Alongside the constantly relevant topics expansion and distribution (Western + Eastern Europe) the great issue of our times, the digitalisation (in sales + in production) will be dealt with. There will also be additional lectures and, above all, two podium discussions that will give visitors the opportunity to share their ideas.

An evening event following a full day of activities will provide the ideal setting for conversation and entertainment. Finally, Vienna was selected as the venue on account of its accessibility to all Eastern and Western European countries. And besides, there are worse places to spend a weekend – following the convention.

I am greatly looking forward to meeting you in Vienna.

Dr. Frederik Lehner

CEO, Interconnection Consulting Group

27. + 28.06.2019 | Palais Eschenbach

REGISTRATION: [www.wienerfensterkongress.at](http://www.wienerfensterkongress.at)

PRICES / TICKETS:

1 ½ day ticket, incl. evening event € 690.-

Partner ticket evening event € 40.-

Group ticket: 4 for the price of 3

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### KEY NOTE SPEAKERS 2019



**Helmut Hilzinger | HILZINGER | CEO + Owner**

Helmut Hilzinger, Managing Associate of the hilzinger GmbH, one of the leading European manufacturers of windows and doors, will talk about the growth strategies of his company.



**Dr. Peter Mrosik | PROFINE GROUP | Managing Associate**

Dr. Peter Mrosik is Managing Associate of the profine Group. Peter Mrosik will analyze the future window market from the perspective of a skilled manager and branch expert. What will windows of the future need to be able to do, and how will the market be developing.



**Harald Pichler | AFG ARBONIA | Leader Division Windows**

Harald Pichler, leader of the window division at AFG Arbonia (Egokiefer), will discuss the opportunities and possibilities of digitalization in window production.



**KR Ewald Müller | AluKönigStahl | CSO**

KR Ewald Müller, CSO at AluKönigStahl, will talk about technological innovations of the window from the point of view of a leading system provider.



**Dr. Eckhard Keill | ROTO FRANK | Chairman**

The experienced branch specialist and chairman of the fitting manufacturer Roto Frank will talk about his point of view of the future window from the perspective of a leading company of the window supplier industry.

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### PROGRAM

#### Thursday, 27 June, 2019 / **Strategies**

09.00 Welcome + Opening

09.15 From a regional window manufacturer to a European window group  
– growth strategies of a family business  
**Helmut Hilzinger | hilzinger GmbH**

09.45 Fact-check on the window market: Growth potentials + profitability points  
**Dr. Frederik Lehner | Interconnection Consulting**

10.15 Coffee Break: Space + time for conversation + refreshments

10.45 The future window market as seen from a leading system provider.  
**Dr. Peter Mrosik | profine Group**

11.30 Lunch Break

01.00 Digitalisation in production: Window production 4.0.  
**Harald Pichler | Arbonia Management AG**

01.45 Digitalisation in distribution: Simply buy windows online.  
**Christian Kaminski | Fensterblick**

02.30 Coffee Break: Space + time for conversation + refreshments

03.00 Panel discussion: *Window visions relating to strategy and sales*  
**Helmut Hilzinger | Harald Pichler | Christian Kaminski | Peter Berger**

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### PROGRAM

#### Thursday, 27 June, 2019 / **Strategies**

- 03.30 Martin Wiesmann | Remmers

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- 04.00 Impulses for success in window sales | Peter Berger

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- 04.30 Vienna Window Award

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- 05.00 End of the first convention day

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- 07.00 *The Convention on the Dance Floor*: A festive reception at the Gallery Lehner / Sideshow: The window in painting

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#### Friday, 28 June, 2019 / **Innovations**

- 09.00 The future of the window from the perspective of a leading fitting manufacturer  
Dr. Eckhard Keill | Roto Frank

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- 09.30 What is the future window glas capable of?  
Andreas Bittis | Saint Gobain

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- 10.00 Smart concepts for the future window  
KR Ewald Müller | AluKönigStahl

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- 10.30 Coffee Break: Space + time for conversation + refreshments

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- 11.00 Panel discussion: *Window visions relating to innovations*  
Eckhard Keill | Ewald Müller | Andreas Bittis | Peter Berger

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- 11.45 From innovation to a successful turnover  
Dr. Frederik Lehner | Interconnection Consulting

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- 12.30 Farewell + end of the 1st Vienna Window Convention

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### Registration

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### PRICES / TICKETS

27. + 28.06.2019 including the evening event

€ 690.-

Partner card evening event

€ 40.-

Group discount: 4 for the price of 3

€ 2.070.-

### Supporting Program: EVENING EVENT

After the first day of the convention on June, 27, 2019, we welcome you to a festive reception at the Gallery Lehner starting at 7pm, which will provide the ideal setting for conversation and entertainment. The event will be accompanied by live music throughout the evening.

### ORGANISER

INTERCONNECTION CONSULTING  
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### VENUE

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### SPONSORING

Please find detailed information regarding our Sponsoring-Packages online:  
<http://www.wienerfensterkongress.at/sponsorship/> or contact our Event Management.

### We thank our PARTNERS:



EControl-Glas  
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