

Fair Profile

Based on the results of 222 interviews conducted by means of the Computer-Interview-System
Subject to change
UI-MF/November 2011

THERMPROCESS

International Trade Fair and Symposium for Thermo Process Technology
28 June - 02 July 2011
www.thermprocess.de



Total number of exhibitors 305

Origin of the exhibitors

Germany	153
Other countries	152
Number of countries	30

Space (net, sq.m.)

Germany	9,601
Other countries	5,306
	4,295

Accredited journalists 371

Number of countries 22

Total number of visitors 7,984

Origin of the visitors

Germany	55%
Other countries	45%

Germany

North Germany	3%
West Germany	56%
East Germany	7%
Southwest Germany	9%
South Germany	24%

Other countries

Europe	66%
- EU	56%
- Other european countries	10%
Asia	18%
North America	4%
South and Central America	7%
Australia/Oceania	1%
Africa	4%

Countries of origin (Top 5)*

India	8%
Netherlands	7%
Belgium	6%
Austria	6%
Slovenia	6%

Frequency of visits

THERMPROCESS 2007	29%
THERMPROCESS 2003	22%
First-time visit in 2011	57%

Length of stay

Average length of stay (in days)	1.7
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Industrial sector**

Construction of machines, plant and apparatus	19%
Stone, soil, cement, glass, ceramics	6%
Iron, steel and tempering foundries	5%
Vehicle and gearbox construction, supplier industry	5%
Other industry/manufacturer	28%
Trade	8%
Skilled trade	3%
Services	10%
University/(technical) College	4%
Other	5%

Company size**

1 - 19 employees	22%
20 - 49 employees	14%
50 - 99 employees	9%
100 - 499 employees	22%
500 - 999 employees	8%
1,000 employees or more	18%

Area of responsibility**

Management	24%
Research, development, design	25%
Manufacture, production	
quality control	18%
Sales, distribution	13%
Buying, procurement	4%
Maintenance and repairs	4%
Marketing, advertising, PR	1%
Other	4%

Occupational position

Independent entrepreneur, co-owner, freelance employee	22%
Managing director, board member, head of an authority	10%
Area, operations, plant, branch manager, office head	12%
Department head/group leader	23%
Employee, civil servant, specialist	21%
Lecturer, teacher	2%
Trainee	1%
Other	2%
Pupil, student	6%
Not working	1%

Influence on purchasing/ procurement decisions**

Decisively	30%
Contributory	26%
In an advisory capacity	26%
No influence	11%

Interest in product ranges

(Several answers possible)

Industrial furnaces and heat treatment plant	76%
Fire-resistant and heat insulating furnace construction materials and machines	32%
Measuring, controlling, regulating technology and data communications	32%
Environment and safety technology, industrial safety	21%
Construction elements, raw, auxiliary and process materials	18%
Research and teaching	16%
Services	8%
Other	6%

General assessment

Satisfied	96%
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*Basis: other countries

**Difference to 100% = pupil, student, not working (7%)



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