

Fair Profile

Based on the results of 1.297 interviews conducted by means of the Computer Interview System
Preliminary data; Subject to change
UI-MF / October 2010

glasstec

International Trade Fair for Glass
Production • Processing • Products
29.09. - 01.10.2010

Total number of exhibitors	1.173
Origin of the exhibitors	
Germany	389
Other countries	784
Number of countries	52
Space (net, qm)	61.875
Germany	21.116
Other Countries	40.759

Accredited journalists***	308
Number of countries***	24

Total number of visitors	44.298
Origin of the visitors	
Germany	43 %
Other countries	57 %
Number of countries	86

Germany	
North Germany	11 %
West Germany	40 %
East Germany	13 %
Southwest Germany	14 %
South Germany	22 %

Other countries**	
Europe	67 %
- EU	57 %
- Other European countries	10 %
Asia	12 %
- Middle East	5 %
- South-/East-/Central Asia	7 %
North America	7 %
South and Central America	6 %
Africa	5 %
Australia/Oceania	3 %

Countries of origin (Top 9)**	
Italy	8 %
Netherlands	8 %
France	7 %
Belgium	6 %
USA	6 %
Switzerland	4 %
U.K.	4 %
Austria	4 %
India	4 %

Frequency of visits	
glasstec 2008	48 %
glasstec 2006	40 %
First-time visit in 2010	35 %
Average length of stay (in days)	1,9

Industrial sector *	
Flat glass industry	17 %
Hollow glass industry	9 %
Insulating glass industry	6 %
Solar industry	2 %
Special glass industry	2 %
Glass supply industry	5 %
Other glass industry	10 %
Other industry	15 %
Skilled Trade	7 %
Architecture / engineering/ planning office, facade planning	5 %
Trade	4 %
Other services	4 %
University/college of higher education/technical college	1 %
Other	8 %

Company size *	
1 - 4 employees	12 %
5 - 19 employees	16 %
20 - 99 employees	21 %
100 - 499 employees	20 %
500 - 999 employees	6 %
1.000 employees or more	20 %

Area of responsibility *	
Management	27 %
Manufacture, production	17 %
Research, development, design	15 %
Distribution, sales	9 %
Buying, procurement	4 %
Maintenance, repairs	4 %
Planning, work preparation	3 %
Marketing, advertising, PR	3 %
Manufacture, quality control	2 %
Administr./organis., personnel, social welfare, training	2 %
Other	9 %

Occupational position	
Independent entrepreneur/ partner/freelance	23 %
Managing director/board member/ head of an authority	17 %
Main department head/other employee with managerial responsibility	9 %
Department head/group leader	21 %
Other employee, civil servant	11 %
Skilled worker	6 %
Trainee	2 %
Other	6 %
Student, school pupil	3 %
Not gainfully-employed	2 %

Influence on purchasing/ procurement decisions *	
Decisively	28 %
Collectively	29 %
In an advisory capacity	23 %
No influence	15 %

Interest in product ranges	
(Several answers possible)	
Glass processing and finishing technology	49 %
Glass manufacture, production technology	45 %
Glass products and applications	38 %
Tools, spare and expandable parts	26 %
Measuring and control technology	19 %
Solar applications (solar modules, solar heat, solar glass etc.)	14 %
Research and training, trade publishers, associations and organizations	10 %
Contracting, Consulting, Engineering	9 %

General assessment	
Satisfied	96 %
Not satisfied	4 %

Visit in 2012	
Intention to visit again	94 %

* difference to 100% = pupil, student, not gainfully employed (5%)

** Basis: other countries

*** total glasstec/ solarpeq

Messe Düsseldorf GmbH
Postfach 101006
40001 Düsseldorf
Germany
Tel. +49 (0) 211/45 60-01
Fax +49 (0) 211/45 60-6 68
www.messe-duesseldorf.de

