

Fair Profile



International Trade Fair
For Solar Production Equipment
29.09. - 01.10.2010

Based on the results of 132
interviews conducted by means of
the Computer Interview System
Preliminary data; Subject to change
UI-MF / October 2010

Total number of exhibitors	196
Origin of the exhibitors	
Germany	129
Other countries	67
Number of countries	21
Space (net, qm)	1.321
Germany	954
Other Countries	367

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

Total number of visitors	5.112
Percentage of glasstec visitors interested in solarpeq	37%
Total number of visitors glasstec	44.298

Origin of the visitors	
Germany	58 %
Other countries	42 %
Number of countries	30

Germany	
North Germany	1 %
West Germany	42 %
East Germany	18 %
Southwest Germany	19 %
South Germany	20 %

Other countries**	
Europe	67 %
- EU	58 %
- Other European countries	9 %
Asia	9 %
Other non-European countries	24 %

Countries of origin (Top 9)**	
Netherlands	18 %
U.K.	9 %
Italy	6 %
Austria	6 %
USA	6 %

Length of stay	
Average length of stay (in days)	1,6

Industrial sector *	
Machine and plant construction	14 %
Panel industry	7 %
Silicon industry	2 %
Turnkey supplier	2 %
Other industry	3 %
Trade	8 %
Project developer, engineering and planning offices for the installation of large PV facilities, solar park investor, energy supplier	5 %
Other services	18 %
Facility planner/ engineering and planning offices, production supplier	5 %
Craftmanship	2 %
University/college of higher education/technical college	1 %
other	24 %

Company size *	
1 - 4 employees	10 %
5 - 19 employees	16 %
20 - 99 employees	18 %
100 - 499 employees	19 %
500 - 999 employees	9 %
1.000 employees or more	19 %

Area of responsibility *	
Management	24 %
Research, development, design	22 %
Distribution, sales	21 %
Marketing, advertising, PR	8 %
Manufacture, production	3 %
Other	13 %

Occupational position	
Independent entrepreneur/ partner/freelance	14 %
Managing director/board member/ head of an authority	17 %
Main department head/other employee with managerial responsibility	9 %
Department head/group leader	17 %
Other employee, civil servant	22 %
Skilled worker	1 %
Trainee	1 %
Other	10 %
Student, school pupil	8 %
Not gainfully-employed	1 %

Influence on purchasing/ procurement decisions *	
Decisively	20 %
Collectively	33 %
In an advisory capacity	21 %
No influence	17 %

Interest in product ranges	
(Several answers possible)	
Panel production (thin-film)	42 %
Panel production (crystalline)	36 %
Research/ development	34 %
Cell production (thin-film)	31 %
Cell production (crystalline)	29 %
Silicon production	25 %
Wafer production	24 %
Process-accompanying technology and components	22 %
Measuring and testing technology/ software	17 %
Materials and process materials	17 %
Services	15 %
Ingot production	11 %

General assessment	
Satisfied	82 %
Not satisfied	18 %

Visit in 2012	
Intention to visit again	86 %

* difference to 100% = pupil, student, not gainfully employed (9%)

** Basis: other countries

*** total glasstec/ solarpeq

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