



# Fair Profile THERMPROCESS

11th International Trade Fair and Symposium for Thermo Process Technology  
16th - 20th June, 2015  
www.thermprocess-online.com

Subject to change (UI-MF/September 2015)

<b>Exhibitors total</b>	<b>314</b>
<b>Exhibitors by origin</b>	
Germany	166
Other countries	148
Number of countries	30

<b>Net space total (sqm)</b>	<b>10,389</b>
<b>Net space by origin</b>	
Germany	5,909
Other countries	4,480

<b>Visitors total</b>	<b>7,196</b>
<b>Visitors by origin</b>	
Germany	3,526
Other countries	3,670
Number of countries	112*

**294 accredited journalists from 20 countries\*\***

## Visitor structure

Based on the results of 168 interviews with visitors during THERMPROCESS 2015 conducted by means of the Computer-Interview-System

<b>Origin of the visitors</b>	
Germany	49%
Other countries	51%

<b>Germany</b>	
West Germany	51%
Southwest Germany	18%
East Germany	15%
South Germany	12%
North Germany	5%

<b>Other countries</b>	
Europe	57%
- EU	46%
- Other european countries	11%
Asia	26%
- South/East/Central Asia	22%
- Middle East	4%
South and Central America	9%
North America	5%
Africa	2%
Australia/Oceania	1%

<b>Countries of origin (Top 5)***</b>	
France	6%
The Netherlands	6%
India	6%
Belgium	5%
Italy	5%

<b>Visitor structure features</b>	
Private visitors	5%
Trade visitors	95%

<b>Decision-making powers****</b>	
Decisively	26%
Contributory	29%
In an advisory capacity	25%
No influence	13%

<b>Industrial sector****</b>	
Mechanical engineering, apparatus construction (gen.), toolmaking	16%
Plant manuf./engineering	14%
Iron/steel production	9%
Non-ferrous metals industry	8%
Automobile manuf., transmission manuf., supply industry	6%
Services/consulting	6%
Energy technology	5%
Stone, clay, cement, glass, ceramics	4%
Metal forming, surface hardening, surface tempering, specialist tempering plant	4%
Steelworks	3%
Other	19%

<b>Area of responsibility****</b>	
Business/company/ plant management	16%
Research and development, design	26%
Manufacture, production, quality control	19%
Sales, distribution	14%
Servicing/maintenance	7%
Purchasing/procurement	4%
Other	6%

<b>Occupational position</b>	
Independent entrepreneur, co-owner, freelance employee	13%
Managing director, board member, head of an authority	14%
Area, operations, plant, branch manager, office head	16%
Department head/group leader	21%
Other Employee, civil servant, specialist	24%
Trainee	1%
Other	11%

<b>Interest in product ranges</b>	
<i>(Several answers possible)</i>	
Industrial Furnaces, Industrial Heat Treatment Plants & thermal processes	74%
Equipment for special use	23%
Componentes, equipment & other supplies	21%
Consulting, design, service & engineering	12%
Workers safety and ergonomic	4%
Other	8%

<b>Reasons for visit</b>	
<i>(Several answers possible)</i>	
Innovations/trends	42%
Search for new suppliers and business partners	42%
Contact to existing suppliers and business partners	34%
Preparation of purchase decision	13%
Purchase/Order	5%

<b>New suppliers were found</b>	
Yes	58%

<b>Overall assessment</b>	
Satisfied	97%

<b>Recommendation</b>	
Yes	97%



\* Number of countries GIFA/METEC/THERMPROCESS/NEWCAST  
\*\*Press accreditation for GIFA/METEC/THERMPROCESS/NEWCAST  
\*\*\*Basis: Other countries  
\*\*\*\*Difference to 100% = Pupil, student, not gainfully employed (8%)

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