THERMPROCESS 2019 - Fair Profile

Visitor data from registry:

Exhibitors total 337
Exhibitors Germany 143
Exhibitors other countries 194
Number of countries 34

Net space total (sqm) 11,600
Net space Germany 5,507
Net space other countries 6,093

Visitor data from registry:

Visitors total 5,923
Origin*:
Germany 34%
Other Europe 37%
From Non-European countries 29%
Number of countries 127

*The origin of the visitors refers to the common number of visitors of GIFA/METEC/THERMPROCESS/NEWCAST 2019.

260 accredited journalists from 16 countries**

G1-MF / November 2019

Quality and structure of trade visitors

Based on the results of 246 interviews with trade visitors during THERMPROCESS 2019 conducted by means of the Computer-Interview-System

Industrial sector***
Mechanical engineering, apparatus construction (general), toolmaking 26%
Plant manufacturing/engineering 11%
Services/consulting 7%
Iron and steel production 6%
Automobile manufacturing, transmission manufacturing and supply industry 6%
Stone, clay, cement, glass, ceramics 5%
Energy technology 5%
Non-ferrous metals industry 5%
Metal forming, surface hardening, surface tempering, specialist tempering plant 5%
Other 18%

Area of responsibility***
Business/company/plant management 22%
Research and development, design 24%
Sales, distribution 20%
Manufacture, production, quality control 15%
Buying, procurement 3%
Planning, work preparation 3%
Other 7%

Reasons for visit (Several answers possible)
New suppliers were found 22%
Contact with existing suppliers/business partners 27%
Identifying new suppliers/business partners 30%
Initiating purchase decisions 10%
Purchase/Order 5%

Decision making powers***
Decisive 25%
Contributory (jointly decisive) 34%
Advisory function (consultative) 23%
Not involved 12%

Occupational position***
Top-Management 48%
Middle-Management 20%
Low-Management 26%

Interest in product ranges
Industrial Furnaces, Industrial Heat Processes 80%
Equipment for special use 34%
Componentes, equipment and other supplies 31%
Consulting, design, service and engineering 16%
Workers safety and ergonomic 4%
Other 11%

New suppliers were found
Yes 54%

Overall assessment
Satisfied 98%

Recommendation
Yes 96%

**Press accreditation for GIFA/METEC/THERMPROCESS/THERMPROCESS
***Difference to 100% = Pupil, student, not gainfully employed (6%)