



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)

Exhibitors total	314
Exhibitors by origin	
Germany	166
Other countries	148
Number of countries	30

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

Visitors total	7,196
Visitors by origin	
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

Origin of the visitors	
Germany	49%
Other countries	51%

Germany	
West Germany	51%
Southwest Germany	18%
East Germany	15%
South Germany	12%
North Germany	5%

Other countries	
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%

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

Visitor structure features	
Private visitors	5%
Trade visitors	95%

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

Industrial sector****	
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%

Area of responsibility****	
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%

Occupational position	
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%

Interest in product ranges	
<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%

Reasons for visit	
<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%

New suppliers were found	
Yes	58%

Overall assessment	
Satisfied	97%

Recommendation	
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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