

Fair Profile

GIFA



Based on the results of 1.914 interviews conducted by means of the Computer Interview System
Subject to change

International Foundry Trade Fair
with WFO Technical Forum
12 – 16 June, 2007

Total number of exhibitors 793

Origin of the exhibitors

Germany	336
Other countries	457
Number of countries	44

Space (net, qm)	43.835
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Germany	22.608
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Other Countries	21.227
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Total number of visitors 51.507

Origin of the visitors

Germany	50 %
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Other countries	50 %
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Germany

North Germany	5 %
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West Germany	42 %
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East Germany	8 %
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Southwest Germany	16 %
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South Germany	29 %
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Other countries

Europe	59 %
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- EU	51 %
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- Eastern Europe	1 %
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- Other European countries	7 %
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Asia	22 %
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North America	6 %
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South and Central America	7 %
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Africa	4 %
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Australia/Oceania	2 %
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Countries of origin (Top 9)

India	8 %
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France	8 %
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Netherlands	6 %
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Italy	5 %
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USA	5 %
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Switzerland	5 %
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Spain	4 %
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Belgium	4 %
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Austria	4 %
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Frequency of visits

GIFA 2003	43 %
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GIFA 1999	31 %
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First-time visit in 2007	45 %
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Visitor structure features

Trade visitors	97 %
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Average length of stay (in days)	2,0
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Industrial sector*

Iron, steel and malleable iron foundry	34 %
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Non-ferrous metal casting other foundry	16 %
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Machine engineering	9 %
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Iron, steel and non-ferrous metal industry	6 %
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other industry	7 %
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Services	7 %
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Trade	5 %
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Skilled trade	5 %
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University/college of higher education/technical college	2 %
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other	2 %
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Company size*

1 - 4 employees	5 %
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5 - 19 employees	10 %
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20 - 99 employees	21 %
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100 - 499 employees	31 %
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500 - 999 employees	12 %
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1.000 employees or more	16 %
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Area of responsibility*

Management	24 %
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Manufacture/production	23 %
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Research/development/	
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construction	16 %
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Sales/distribution	6 %
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Planning/operations scheduling	5 %
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Purchasing/procurement	5 %
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Manufacture/quality control	5 %
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Servicing/maintenance	4 %
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Marketing/advertising/PR	2 %
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Other	5 %
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Occupational position

Independent entrepreneur/partner/freelance	14 %
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Managing director/member of the executive board/head of an authority or others	15 %
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Main department head/authorized signatory	10 %
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Department head/group leader	27 %
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Employee	14 %
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Skilled worker	9 %
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trainee	3 %
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Student/school pupil/not working	5 %
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Other	3 %
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Influence on purchasing/procurement decisions*

Decisively	24 %
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Participate in decision making	34 %
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Advisory role	25 %
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No influence	12 %
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Interest in product ranges

(Several answers possible)

Foundry technology	70 %
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Raw materials, auxiliary materials and process materials	24 %
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Diecasting technology	23 %
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Foundry chemistry	23 %
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Supply industry	22 %
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Machining and processing technologies	19 %
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Measuring, controlling, regulating technology and data communications	18 %
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Research and teaching	15 %
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Environment and safety technology, industrial safety	14 %
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Services	10 %
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Other	6 %
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General assessment

Satisfied	98 %
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Not satisfied	2 %
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* difference to 100% = pupil, student, not working (5%)



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