

Fair Profile

Based on the results of 278 interviews conducted by means of the Computer Interview System
Subject to change

THERMPROCESS

International Trade Fair and Symposium for Thermo Process Technology
12 – 16 June, 2007



Total number of exhibitors 288

Origin of the exhibitors

Germany	165
Other countries	123
Number of countries	31

Space (net, qm)

Germany	8.659
Other Countries	5.574
	3.085

Total number of visitors 7.024

Origin of the visitors

Germany	55 %
Other countries	45 %

Germany

North Germany	4 %
West Germany	56 %
East Germany	7 %
Southwest Germany	16 %
South Germany	17 %

Other countries

Europe	60 %
- EU	47 %
- Eastern Europe	1 %
- Other European countries	12 %
Asia	25 %
North America	2 %
South and Central America	12 %
Australia/Oceania	1 %

Countries of origin (Top 10)

India	8 %
Netherlands	7 %
Belgium	6 %
France	6 %
Sweden	6 %
Switzerland	6 %
Turkey	5 %
Japan	5 %
Italy	4 %
Iran	4 %

Visitor structure features

Trade visitors	98 %
Average length of stay (in days)	1,6

Industrial sector*

Machine engineering	23 %
Iron, steel and non-ferrous metal industry	16 %
Other industry	32 %
Services	12 %
(Technical/specialist retail) trade	11 %
University/college of higher education/technical college	1 %
Other	3 %

Company size*

1 - 4 employees	10 %
5 - 19 employees	12 %
20 - 99 employees	23 %
100 - 499 employees	23 %
500 - 999 employees	6 %
1.000 employees or more	22 %

Area of responsibility*

Management	27 %
Research/development/construction	25 %
Sales/distribution	14 %
Manufacture/production	12 %
Servicing/maintenance	5 %
Purchasing/procurement	4 %
Planning/operations scheduling	3 %
Marketing/advertising/PR	1 %
Other	5 %

Frequency of visits

THERMPROCESS 2003	32 %
THERMPROCESS 1999	18 %
First-time visit in 2007	54 %

Occupational position

Independent entrepreneur/partner/freelance	19 %
Managing director/member of the executive board/head of an authority or others	12 %
Main department head/authorized signatory	12 %
Department head/group leader	26 %
Employee	19 %
Skilled worker	4 %
Trainee	1 %
Student/school pupil/not working	4 %
Other	3 %

Influence on purchasing/procurement decisions*

Decisively	27 %
Participate in decision making	35 %
Advisory role	23 %
No influence	11 %

Interest in product ranges

(Several answers possible)

Industrial furnaces and heat treatment plant	75 %
Fire-resistant and heat insulating furnace construction materials and machines	34 %
Measuring, controlling, regulating technology and data communications	26 %
Research and teaching	15 %
Environment and safety technology, industrial safety	13 %
Services	10 %
Construction elements, raw, auxiliary and process materials	10 %
Other	6 %

General assessment

Satisfied	99 %
Not satisfied	1 %

* difference to 100% = pupil, student, not working (4%)



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