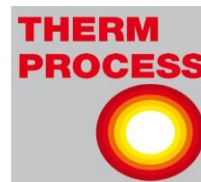


# THERMPROCESS 2019 - Fair Profile



12th International Trade Fair and  
Symposium for Thermo Process  
Technology

Dusseldorf • Germany  
25th - 29th of June 2019

[www.thermprocess.com](http://www.thermprocess.com)

Visitor data from registry:

<b>Exhibitors total</b>	<b>337</b>
Exhibitors Germany	143
Exhibitors other countries	194
<b>Number of countries</b>	<b>34</b>

<b>Net space total (sqm)</b>	<b>11.600</b>
Net space Germany	5.507
Net space other countries	6.093

Visitor data from registry:

<b>Visitors total</b>	<b>5.923</b>
<b>Origin*:</b>	
Germany	34%
Other Europe	37%
From Non-European countries	29%
<b>Number of countries</b>	<b>127</b>

<b>TOP 10 visitor countries</b>	
<i>(Basis: all foreign visitors)</i>	
India	10%
Italy	7%
China	7%
Turkey	6%
Japan	5%
France	4%
Russian Federation	4%
Spain	4%
Austria	4%
South Korea	3%

\*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

<b>Industrial sector***</b>	
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%

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

<b>Occupational position***</b>	
Top-Management	48%
Middle-Management	20%
Low-Management	26%

<b>Area of responsibility***</b>	
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%

<b>Reasons for visit</b>	
<i>(Several answers possible)</i>	
New developments/trends	22%
Contact with existing suppliers/business partners	27%
Identifying new suppliers/business partners	30%
Initiating purchase decisions	10%
Purchase/Order	5%

<b>Interest in product ranges</b>	
<i>(Several answers possible)</i>	
Industrial Furnaces, Industrial Heat Treatment Plants and thermal 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%

<b>New suppliers were found</b>	
Yes	54%

<b>Overall assessment</b>	
Satisfied	98%

<b>Recommendation</b>	
Yes	96%

\*\*Press accreditation for GIFA/METEC/THERMPROCESS/THERMPROCESS

\*\*\*Difference to 100% = Pupil, student, not gainfully employed (6%)

