

Fair Profile

Based on the results of 1,136 interviews conducted by means of the Computer Interview System Preliminary data; Subject to change UI-MF / November 2012

glasstec

solarpeq

International Trade Fair for Glass
Production • Processing • Products
23 - 26 October 2012
www.glasstec-online.com

International Trade Fair
for Solar Production Equipment
23 - 26 October 2012
www.solarpeq.com

Total number of exhibitors	1,175
Origin of the exhibitors	
Germany	396
Other countries	779
Number of countries	54
Space (net, qm)	60,428
Germany	21,185
Other countries	39,243
Accredited journalists	285
Number of countries	23
Total number of visitors 42,414	
Origin of the visitors	
Germany	41%
Other countries	59%
Number of countries	86
Germany	
West Germany	37%
South Germany	24%
East Germany	15%
Southwest Germany	14%
North Germany	10%
Other countries	
Europe	66%
- EU	55%
- Other european countries	11%
Asia	14%
- Middle East	5%
- South/East/Central Asia	9%
North America	7%
South and Central America	7%
Africa	4%
Australia/Oceania	2%
Countries of origin (Top 10)*	
Netherlands	8%
France	7%
USA	6%
Belgium	6%
Italy	6%
United Kingdom	5%
Austria	4%
Switzerland	4%
India	3%
Brazil	3%

Frequency of visits of glasstec	
glasstec 2010	41%
glasstec 2008	35%
First-time visit in 2012	42%
Average length of stay (in days)	1.9
Industrial sector**	
Manufacturing, processing finishing glass (glass industry)	34%
Machine and plant construction	11%
Glass supply industry	7%
Windows + facades (manufacturer)	4%
Skilled crafts and trades	9%
Trade	8%
Architecture + construction	5%
Research institute/University/college/technical college	1%
Press / Media	1%
Other services	4%
Solar energy	2%
Other	9%

Company size**	
1 - 4 employees	14%
5 - 19 employees	17%
20 - 99 employees	21%
100 - 499 employees	22%
500 - 999 employees	6%
1,000 employees or more	15%

Area of responsibility**	
Business/company/plant management	28%
Manufacture, production, quality control	18%
Research, development, design	16%
Sales, distribution	13%
Purchasing/procurement	5%
Servicing/maintenance	3%
Marketing, advertising, PR	2%
Other	10%

Influence on purchasing/procurement decisions**	
Decisively	32%
Contributory	32%
In an advisory capacity	19%
No influence	12%

Occupational position	
Independent entrepreneur, co-owner, freelance employee	24%
Managing director, board member, head of an authority	16%
Area, operations, plant, branch manager, office head	15%
Department head/group leader	18%
Employee, civil servant, specialist	16%
Lecturer, teacher	1%
Trainee	2%
Other	3%
Pupil, student	4%
Not working	1%

Interest in product ranges of glasstec***	
<i>(Several answers possible)</i>	
Glass processing and finishing	53%
Glass manufacture/production technology	50%
Glass products and applications	46%
Tools, spare/expendable parts, auxiliary materials, equipment	26%
Measuring, controlling, regulating technology, software	19%
Solar applications	16%
Research and training, trade publishers, associations/organizations	11%
Solar production engineering	10%
Contracting, consulting, engineering, services	9%
Glass recycling	9%
Materials/components for solar production	8%

Interest in product ranges of solarpeq (Top 4)****	
Solar applications	19%
Research / devel	18%
Panel production (thin-film)	13%
Measuring and testing technology / software	12%

General assessment	
Satisfied	95%

Revisitation in 2014	
Intention to visit again	94%

*Basis: other countries

**Difference to 100% = pupil, student, not gainfully employed (5%)

***Basis: decisive intention to visit: glasstec

****Basis: decisive intention to visit: solarpeq

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