

1,175

TOTAL NUMBER OF EXHIBITORS

Origin of the exhibitors

Germany	397
Other countries	778
Number of countries	54

60,453

SPACE (NET, QM)

Germany	21,210
Other countries	39,243

285

ACCREDITED JOURNALISTS

Number of countries	23
---------------------	----

42,414

TOTAL NUMBER OF VISITORS

Origin of the visitors

Germany	41%
Other countries	59%
Number of countries	86

Top 10*

COUNTRIES OF ORIGIN

Netherlands	8%
France	7%
USA	6%
Belgium	6%
Italy	6%
United Kingdom	5%
Austria	4%
Switzerland	1%
India	3%
Brazil	3%

* other countries

national

VISITORS

West Germany	37%
South Germany	24%
East Germany	15%
Southwest Germany	14%
North Germany	10%

international

VISITORS

Europe	66%
Asia	14%
North America	7%
South and Central America	7%
Africa	4%
Australia/Oceania	2%

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%



1,9

Average length of stay (in days)

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 %

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 %

Influence on purchasing**

Decisively, contributory, in an advisory capacity 83 %

Interest in product ranges***

(Several answers possible)

glasstec

Glass processing and finishing	83 %
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 %

solarpeq

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 %

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

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

*** Basis: decisive intention to visit: glasstec

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