

# Tube 2016

<b>Exhibitors total</b>	<b>1,277</b>
Exhibitors Germany	321
Exhibitors other countries	956
<b>Number of countries</b>	<b>51</b>

<b>Net space total (sqm)</b>	<b>51,183</b>
Net space Germany	16,689
Net space other countries	34,494



Visitor data:

<b>Visitors total</b>	<b>31,304</b>
From Europe	84%
- Germany	38%
- Other Europe	46%
From Non-European countries	16%
- Asia	9%
- America	4%
- Africa	2%
- Australia/Oceania	1%
<b>Number of countries</b>	<b>134</b>

<b>TOP 10 visitor countries</b>	
<i>(Basis: all foreign visitors)</i>	
The Netherlands	8%
Italy	7%
France	6%
India	5%
Spain	5%
Poland	4%
Great Britain / Northern Ireland	4%
Turkey	4%
Austria	4%
Switzerland	4%

International Tube and Pipe Trade Fair

Dusseldorf, Germany

4. - 8. April 2016

[www.tube.de](http://www.tube.de)

Preliminary data;  
Subject to change

**82 accredited journalists from 8 countries**

(GI-MF/April 2016)

## Quality and structure of visitors

Based on the results of 756 interviews with visitors during Tube 2016 conducted by means of the Computer-Interview-System

<b>Area of responsibility*</b>	
Business/company/plant management	23%
Manufacture, production, quality control	20%
Purchasing/procurement	19%
Sales, distribution	16%
Research and development, design	11%
Marketing, advertising, PR	2%
Other	7%

<b>Occupational position</b>	
Top-Management	50%
Middle-Management	24%
Low-Management	26%

<b>Decision-making powers</b>	
Decisively	35%
Contributory	36%
In an advisory capacity	18%
No influence	11%

<b>Industrial sector*</b>	
Tube industry (manufacturers/users)	28%
Iron, steel and NF metal industry	10%
Automotive/Supplier industry	7%
Other industry	21%
Technical/specialist retail trade	9%
Other trade	10%
Services	5%
Skilled trades	4%
Other	4%

<b>Interest in product ranges</b>	
<i>(Several answers possible)</i>	
Tubes	54%
Machines for treatment of tubes	26%
Raw materials	25%
Machines for processing of tubes	24%
Machines for production of tubes	22%
Accessories	15%
Profile	15%
Testing technology	13%
Tools for process technology and auxiliaries	11%
Measuring, control/regulating technology	10%
Trade with tubes of all kinds	10%
Machines for production of profiles	9%
Machines for treatment of profiles	8%
Pipeline and OCTG Technology	7%
Machines for processing of profiles	6%
Second-hand machines	5%
Logistics	4%
Special areas	2%
Other	5%

<b>Reasons for visit</b>	
<i>(Several answers possible)</i>	
Innovations/trends	32%
Contact to existing suppliers and business partners	39%
Search for new suppliers and business partners	39%
Preparation of purchase decision	15%
Purchase/Order	12%

<b>New suppliers were found</b>	
<i>(Basis: Visitors looking for new suppliers and business partners)</i>	
Yes	66%

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

<b>Recommendation</b>	
Yes	95%

\*Difference to 100% = Pupil/student, not gainfully employed (2%)

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