

Tube 2018 - Fair Profile



Exhibitors total	1,242
Exhibitors Germany	309
Exhibitors other countries	933
Number of countries	57

Net space total (sqm)	52,436
Net space Germany	16,387
Net space other countries	36,049

Visitor data from registry:

Visitors total	29,838
Origin*:	
From Europe	79%
- Germany	33%
- Other Europe	46%
From Non-European countries	21%
- Asia	12%
- America	6%
- Australia/Oceania	0,3%
- Africa	2%
Number of countries	135

Visitor data from registry:

TOP 10 visitor countries*	
<i>(Basis: all foreign visitors)</i>	
Italy	9%
Turkey	7%
France	5%
The Netherlands	5%
USA	5%
Spain	4%
Poland	4%
India	4%
Great Britain and Northern Ireland	4%
Russian Federation	3%

International Tube and Pipe
Trade Fair

Düsseldorf • Germany
16. - 20. April 2018

www.tube.com

*The origin of the visitors refers to the common number of visitors of wire / Tube 2018.

254 accredited journalists from 18 countries

G1-MF / July 2018

Quality and structure of visitors

Based on the results of 1.097 interviews with visitors during Tube 2018 conducted by means of the Computer-Interview-System

Economic sector*	
Tube industry (manufacturers/users)	27%
Iron, steel and NF metal industry	16%
Automotive industry incl. supply industry	8%
Oil and gas industry	7%
Construction industry	3%
Chemical industry	2%
Wire industry	2%
Other industry	11%
Trade/retail	13%
Services	3%
Energy and water supply	2%
Skilled trade	2%
Other	2%

Area of responsibility*	
Business/company/plant management	24%
Sales	20%
Manufacture, production	18%
Buying, procurement	16%
Research and development, design	11%
Marketing, advertising, PR	3%
Manufacture-/quality control	2%
Maintenance, repairs	2%
Other	2%

Decision making powers*	
Decisive	36%
Contributory (jointly decisive)	32%
Advisory function (consultative)	19%
Not involved	11%

Occupational position*	
Top-Management	52%
Middle-Management	24%
Low-Management	22%

Reasons for visit	
<i>(Several answers possible)</i>	
New developments/trends	18%
Contact with existing suppliers/ business partners	20%
Identifying new suppliers	22%
Identifying new business partners	19%
Initiating purchase decisions	8%
Purchase/Order	8%

New suppliers were found	
Yes	57%

Concrete investment intentions	
Yes	51%

Recommendation	
Yes	96%

Interest in product ranges	
<i>(Several answers possible)</i>	
Tubes	58%
Machines for processing tubes	26%
Raw materials	23%
Machines for treating tubes	23%
Machines for manufacturing tubes	22%
Profiles	16%
Accessories	16%
Trade with tubes of all kinds	12%
Plant engineering and construction	11%
Measuring, control/regulating technology	10%
Test engineering	10%
Machines for manufacturing profiles	8%
Process technology tools and auxiliaries	8%
Pipeline and OCTG Technology	8%
Machines for processing profiles	8%
Machines for treating profiles	6%
Second-hand machines	6%
Sawblade grinding machines	5%
Logistics	4%
Specialist areas	2%
Refurbishment and repair work	1%
Other	7%

Overall assessment	
Satisfied	98%

* Difference to 100% = Pupils, Students, not employed (2%)



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