

# Tube 2018 - Fair Profile



<b>Exhibitors total</b>	<b>1,242</b>	<b>Net space total (sqm)</b>	<b>52,404</b>
Exhibitors Germany	309	Net space Germany	16,355
Exhibitors other countries	933	Net space other countries	36,049
<b>Number of countries</b>	<b>57</b>		

Visitor data from registry:

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

Visitor data from registry:

<b>TOP 10 visitor countries*</b>	
<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](http://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 / June 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

<b>Economic sector*</b>	
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%

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

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

<b>Occupational position*</b>	
Top-Management	52%
Middle-Management	24%
Low-Management	22%

<b>Reasons for visit</b>	
<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%

<b>New suppliers were found</b>	
Yes	57%

<b>Concrete investment intentions</b>	
Yes	51%

<b>Interest in product ranges</b>	
<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%

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

<b>Recommendation</b>	
Yes	96%

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



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