

Tube 2016

Exhibitors total	1,277
Exhibitors Germany	321
Exhibitors other countries	956
Number of countries	51

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



Visitor data:

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

TOP 10 visitor countries	
<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

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

Area of responsibility*	
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%

Occupational position	
Top-Management	50%
Middle-Management	24%
Low-Management	26%

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

Industrial sector*	
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%

Interest in product ranges	
<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%

Reasons for visit	
<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%

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

Overall assessment	
Satisfied	98%

Recommendation	
Yes	95%

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

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