

## Fair Profile tasc 2017

Based on the results of 254 interviews with visitors during tasc 2017 conducted by means of the Computer-Interview-System

Next Date:

11th/12th of October 2019 Areal Böhler, Düsseldorf



## » www.tasc-expo.de

| Exhibitors total           | 50 |
|----------------------------|----|
| Exhibitors Germany         | 44 |
| Exhibitors other countries | 6  |
| Number of countries        | 6  |

| Net space total (sqm)     | 896 |
|---------------------------|-----|
| Net space Germany         | 815 |
| Net space other countries | 81  |

| Visitors total | 1.159 |
|----------------|-------|
| From Europe    | 100%  |
| - Germany      | 91%   |
| - Other Europe | 9%    |

22 accredited journalists from Germany

| TOP 10 visitor countries           |      |
|------------------------------------|------|
| Visitor data from registry:        |      |
| (Basis: all foreign visitors)      |      |
| The Netherlands                    | 35%  |
| Belgium                            | 17 % |
| Switzerland                        | 9 %  |
| Denmark                            | 6 %  |
| Luxembourg                         | 6 %  |
| Poland                             | 4%   |
| Romania                            | 4%   |
| Austria                            | 3 %  |
| Great Britain and Northern Ireland | 3 %  |
| Sweden                             | 3 %  |
|                                    |      |









(G1-MF/October 2017)

## **Structure of visitors**

**(** 

| Decision making powers*          |      |
|----------------------------------|------|
| Decisive                         | 45 % |
| Contributory (jointly decisive)  | 29%  |
| Advisory function (consultative) | 14 % |
| Not involved                     | 11 % |

| Economic / business sector*  |      |
|--|------|
| Automotive glass specialists   | 29%  |
| Auto repair shops (independent)  | 16 % |
| Car detailers  | 11%  |
| Smart-Repair-Shops   | 8 %  |
| Authorized repair shop   | 4%   |
| Car body shops   | 4%   |
| Car dealers/Car centers  | 2 %  |
| Paint shop   | 2 %  |
| other skilled crafts and trade   | 3%   |
| Fleet management   | 2 %  |
| Car rental company   | 1%   |
| Motor insuerer   | 1%   |
| Other services   | 3%   |
| Automotive parts/accessories/<br>chemical trade                              | 4%   |
| Other retail trade   | 2 %  |
| automotive industry  | 2 %  |
| Manufacturing of automotive equipment (supplier for the automotive industry) | 2 %  |
| Other  | 3%   |

| Top-Management    | 72 % |
|-------------------|------|
| Middle-Management | 9 %  |
| Low-Management    | 19 % |
|                   |      |
|                   |      |

Quality of visitors

| Occupational position*                                     |      |
|--|------|
| Independent entrepreneur / co-owner, freelancer            | 48%  |
| Managing director, board member, head of an authority      | 14%  |
| Area -, operations -, plant -, branch manager, office head | 11 % |
| Mechanics, skilled worker, other employee                  | 10 % |
| Head of department, group -, team leader, master craftsman | 9%   |
| Other  | 7%   |
|  |      |

| Reasons for visit                                      |      |
|--|------|
| (Several answers possible)                             |      |
| New developments/trends                                | 37%  |
| Contact with exisiting suppliers/<br>business partners | 21%  |
| Identifying new suppliers business partners            | 23%  |
| Initiating purchase decisions                          | 13 % |
| Purchase/Order   | 7%   |

| Interest in product ranges  |      |
|---|------|
| (Several answers possible)  |      |
| Tools   | 60 % |
| Replacements and Solutions to<br>Automotive Glass, Smart Repair<br>and Car Detailing industries | 60%  |
| Auto Repair Shop Supplies   | 50 % |
| Cleaning, Care, Accessories   | 44 % |
| Consumption Devices   | 39%  |
| Software Calibration for Driving<br>Assistance Systems  | 35%  |
| Training Programs   | 31%  |
| Accident Management, Claims<br>Investigation, Insurance Companies                               | 26%  |
| Car Wrapping  | 17 % |
| Safety at Work  | 16 % |
| Institutes, Associations  | 13 % |
| Other   | 13 % |
|   |      |

| New suppliers were found   |     |
|----------------------------|-----|
| Yes                        | 37% |
|                            |     |
| Overall assessment         |     |
| Very satisfied / satisfied | 87% |
|                            |     |

Recommendation

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<sup>\*</sup> Difference to 100 % = Pupils, Students (1%)