

Fair Profile

Based on the results of 1.579 interviews conducted by means of the Computer Interview System
Subject to change

A+A

Safety, Security and Health at Work
18th - 21th of September 2007



Total number of exhibitors 1,455

Origin of the exhibitors

Germany	564
Other countries	891
Number of countries	49
Space (net, qm)	54.438
Germany	28.588
Other Countries	25.850

Total number of visitors 55.100

Origin of visitors

Germany	77 %
North Germany	11 %
West Germany	55 %
East Germany	5 %
Southwest Germany	14 %
South Germany	15 %

Other countries 23 %

Europe	76 %
- EU	65 %
- Eastern Europe	2 %
- Other European countries	9 %
Asia	15 %
North America	3 %
South-/Central America	2 %
Africa	2 %
Australia/Oceania	2 %

Countries of origin (Top 7)

Netherlands	14 %
Belgium	10 %
Italy	6 %
Switzerland	5 %
Austria	5 %
France	5 %
Spain	4 %

Frequency of visits

A+A 2005	46 %
A+A 2003	36 %
First-time visit in 2007	38 %

Length of stay

Average length of stay (in days)	1,6
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Industrial sector *

Industry	40 %
Trade	15 %
Skilled Trade	3 %
Employers' liability insurance association	3 %
Public emergency services	3 %
Security service providers	2 %
Health service and social welfare	2 %
Hospital/doctor's surgery/medical laboratory/institute	2 %
Other services/technical management consultancy	9 %
Public authority/public institution	9 %
University/technical college	2 %
Other	7 %

Company size *

1 - 4 employees	8 %
5 - 19 employees	11 %
20 - 99 employees	16 %
100 - 499 employees	22 %
500 - 999 employees	11 %
1.000 employees or more	29 %

Area of responsibility *

Business/company/plant management	15 %
Administration/organisation/ personnel management/social affairs/training and further training	11 %
Manufacture/production	10 %
Sales/distribution	9 %
Purchasing/procurement	8 %
Servicing/maintenance	6 %
Research/development/construction	5 %
Planning/operations scheduling	4 %
Manufacture/quality control	3 %
Warehousing/material management/logistics/transport	3 %
Marketing/advertising/PR	2 %
Other	21 %

Influence on purchasing/ procurement decisions *

Make the decision	19 %
Participate in decision making	33 %
Advisory role	35 %
No participation	10 %

Occupational position

Independent entrepreneur/partner/freelance	13 %
Managing director/member of the executive board/head of an authority or others	8 %
Main department head/authorized signatory	4 %
Department head/group leader	22 %
Other Employee/civil servant	28 %
Skilled worker	12 %
trainee	1 %
Other	9 %
Student/school pupil	2 %
Not working	1 %

Professional capacity*

Safety engineer	15 %
Safety officer	15 %
Safety technician	6 %
Safety foremen	5 %
Buyer	15 %
Member of factory/workers' council	6 %
Fire protection officer	4 %
Technical supervision officer	3 %
Instructor, trainer	3 %
Company doctor/industrial medical practitioner	2 %
Factory engineer	2 %
Hazardous goods officer	1 %
Audit engineer	1 %
Environmental protection officer/immission protection officer	1 %
Employee of an industrial physician's office	1 %
Other	17 %

Interest in product ranges

(Several answers possible)	
Personal Protection	66 %
Operational safety	55 %
Health in the workplace	37 %
Other	6 %

General assessment

Satisfied	98 %
Not satisfied	2 %

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* difference to 100% = pupil, student, not working (3%)