



## VISITOR DATA

9,984 FIT SHOW 2017 VISITORS



## JOB FUNCTIONS

	2017	2019
Owners / Directors	59%	60%
Managers	27%	27%
Sales / Marketing	11%	10%
Other	3%	3%



10,107 FIT SHOW 2019 VISITORS



## PRODUCTS OF INTEREST

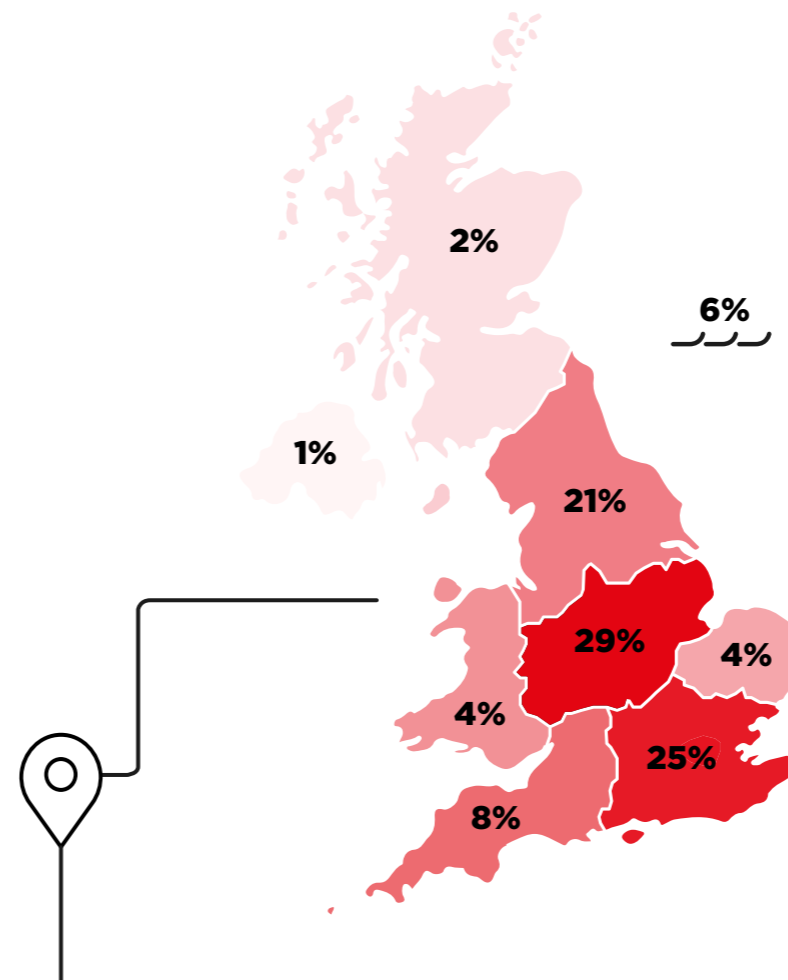
Bi-Fold Doors	3612	Garden Rooms	941
Aluminium	3254	Insulated Glass Units	832
PVCu Windows & Doors	2746	Ventilation	812
Door & Window Hardware / Furniture	2361	Clothing	793
Sliding Doors	2190	Marketing/Media	776
Patio Doors	2128	Trade Association/Professional Body	776
Conservatory Roofs	2054	Maintenance & Repair	770
Composite	2039	Certification / Testing	736
Glass & Glazing Accessories	2027	Warehouse & Distribution	693
Sash Windows	2013	Steel Doors / Windows	689
Software	1867	Glass Processor / Manufacturer	670
Door Panels	1763	Lead Generation	664
Adhesives / Sealants	1668	Spacer Bars	627
Lanterns / Atriums	1639	Base & Wall Systems	606
PVCu Roofline	1460	Colour Coaters	604
Fire Doors	1337	Profile Bending	566
Glass (Low E, Laminated, Touch, Fire Resistant)	1286	Safety Equipment	549
Fixings & Fasteners	1244	Weatherproofing	512
Blinds / Shutters	1191	Glass Racking	458
Curtain Walling / Commercial	1142	Foiling / Laminating	409
Orangeries	1139	Commercial Vehicles	338
Secondary Glazing	1124	Trade Publications	268
Conservatory Accessories	1116	Website Developers	266
Tools	1082	Absorbents / Desiccants	259
Machinery	1077	Education	252
Timber Systems	1039	Financial Services	214
Garage Doors	963	Recruitment	187
		Other	165

## COMPANY ANNUAL SPEND ON GLASS & GLAZING

£5 million +	26%
£1 million - £5 million	25%
£500,001 - £1 million	13.5%
£250,001 - £500,000	10.5%
£100,001 - £250,000	7%
£50,001 - £100,000	5.5%
£0 - £50,000	4%
Not Applicable	8.5%

## NUMBER OF EMPLOYEES PER COMPANY

1 - 25	58%
26 - 75	17%
76 - 150	9%
150 +	16%



## COMPANY / ORGANISATION MAIN ACTIVITY

Installers / Glaziers - Windows, Doors, Conservatories	4340
Fabricators - Windows, Doors, Conservatories	2507
Systems Manufacturer	1398
Builder / Contractor / Developer	1166
Hardware Manufacturer / Distribution	898
Composite Door Fabricator	827
Ventilation	689
Architects & Designers	563
Adhesives & Sealants	508
Glass Manufacturer	512
Conservatory Roof Fabricator	498
Glass Processor / Stockist	476
IGU Manufacturer	359
Specialist Glazing Supplier	349
Merchant	270
Blinds / Shutters	252
Other	226
Media / Trade Assoc / PR / Recruitment	214
Specialist Roof Manufacturer	211
Machinery	197
Security	184
Surveyors	178
Glass Treatment / Finishing	158
IT / Software	148
Local Authority / House Association / Public Sector	109
Product Testing	99
Students & Education	79
Commercial Vehicles	72

## CUSTOMER GEO LOCATION

Midlands	29%
London & South East	25%
North	21%
South West	8%
Overseas	6%
Wales	4%
East Anglia	4%
Scotland	2%
Northern Ireland	1%