

ENFORCETAC

INTERNATIONAL EXHIBITION & CONFERENCE
LAW ENFORCEMENT, SECURITY AND TACTICAL SOLUTIONS

SHOW REPORT

6-7.3.2019

NUREMBERG, GERMANY
ENFORCETAC.COM



NÜRNBERG / MESSE

1. STRUCTURAL DATA



| | TOTAL | GERMANY | INTERNATIONAL |
|--------------------------------|--------------------|------------------|------------------|
| Exhibitors | 304 (243) | 142 (112) | 162 (131) |
| Visitors | 4,759 (3,338) | 2,626 (1,903) | 2,133 (1,435) |
| Total exhibition space (in m²) | 13,700 (14,500) | — (—) | — (—) |
| Exhibitor stand space (in m²) | 5,607 (4,105) | 2,997 (2,267) | 2,610 (1,838) |
| Special shows (in m²) | 108 (121) | 108 (121) | — (—) |

2. CONGRESS

The **EUROPEAN POLICETRAINER CONFERENCE (EPTC)** was attended by

335
PARTICIPANTS

10 presentations provided information on the following topics:

- Islamic State (ISIS) Militarily Defeated... the "Holy War" (jihad) continues
- Attacks on nuclear facilities – utopia or real threat?
- 12 minutes – 9 deaths and numerous injuries - Consideration of the "Active Shooter" from 22.7.2016 in Munich
- The Reality of School Violence
- Scanner for hidden objects directly during operation
- Police middle range weapons – situation update - Technique, Training, Operation
- Use of firearms in knife attack – a case analysis
- G20 in Hamburg – A new form of militancy?
- Defence against attacks by militant groups with less than lethal means of action
- Ballistic and wound ballistic aspects of non-lethal projectiles

139 PARTICIPANTS

of the European Policetrainer Conference attended the **Practical Training**.

The organiser is Polizeitrainer in Deutschland e.V. - PiD

At the **POLICE MANAGEMENT ACADEMY CONFERENCE (DHPOL)**

207
PARTICIPANTS

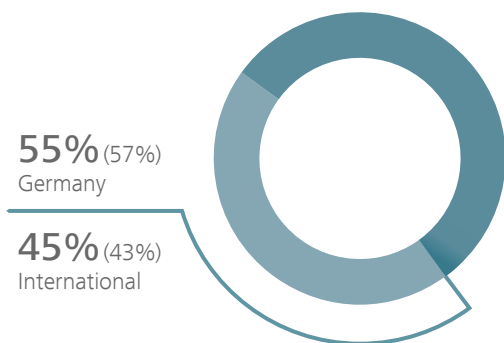
sourced information at **12 presentations** on:

- New developments in guns, ammunition, non-lethal weapons and equipment
- Exchanging views on resources introduced to service by state and federal agencies
- Trial results and procurement projects for technical resources

The organiser is Deutsche Hochschule der Polizei - German Police University (DHPol)

3. VISITOR REGISTRATION

3.1 ORIGIN OF VISITORS



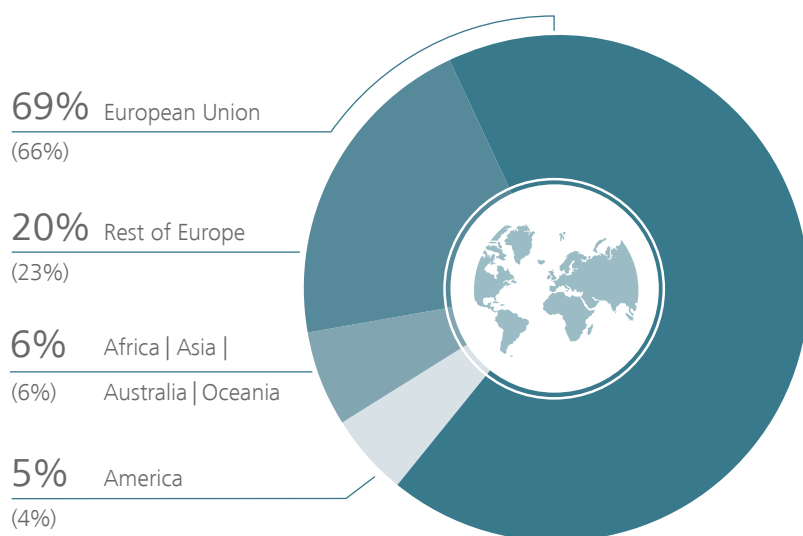
NUMBER OF COUNTRIES:

77
(67)

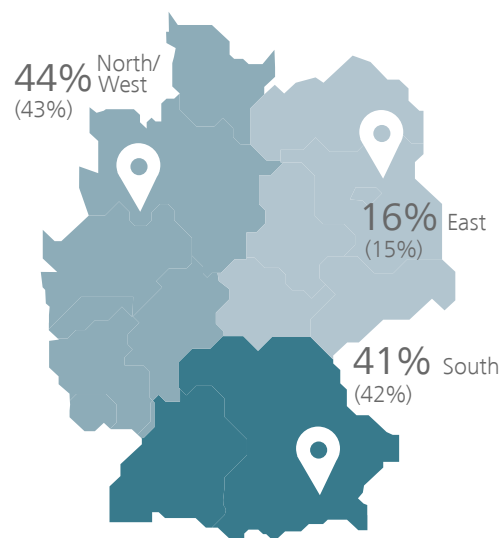
TOP 10 COUNTRIES FOR INTERNATIONAL VISITORS

- 1 Switzerland
- 2 The Netherlands
- 3 Czechia
- 4 Austria
- 5 Poland
- 6 USA
- 7 Belgium
- 8 Sweden
- 9 France
- 10 Great Britain / Northern Ireland

STRUCTURE OF INTERNATIONAL VISITORS



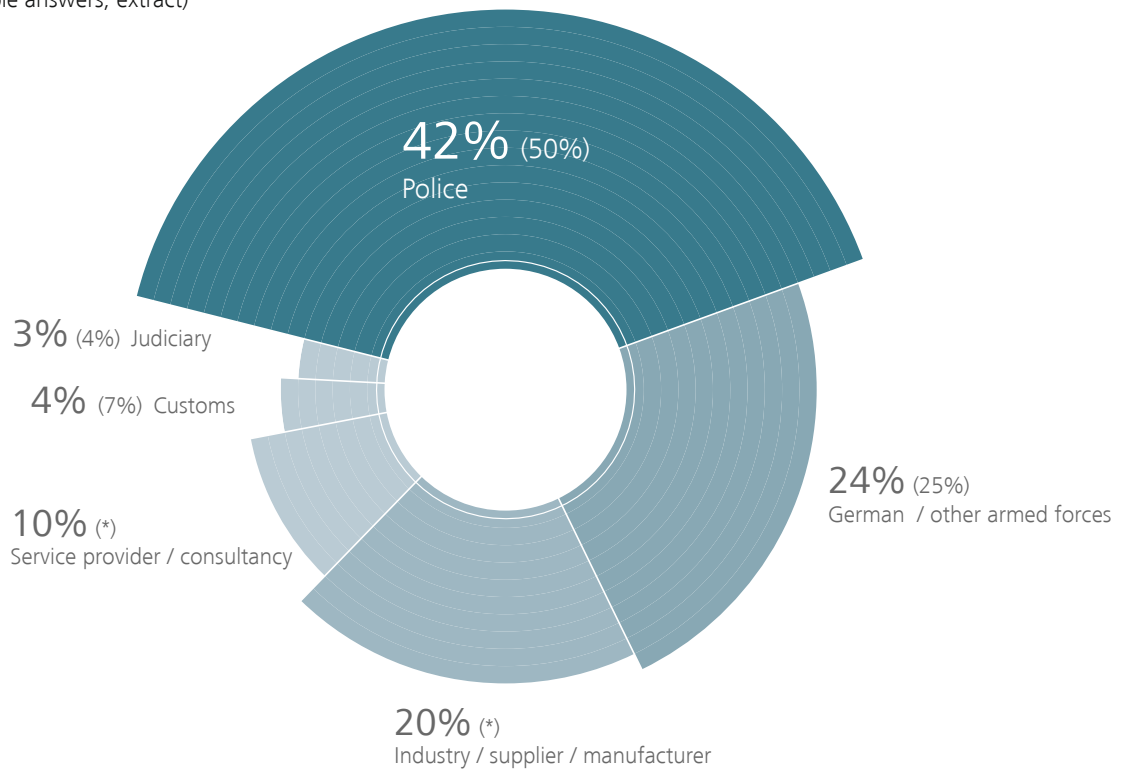
STRUCTURE OF GERMAN VISITORS



4. VISITOR SURVEY

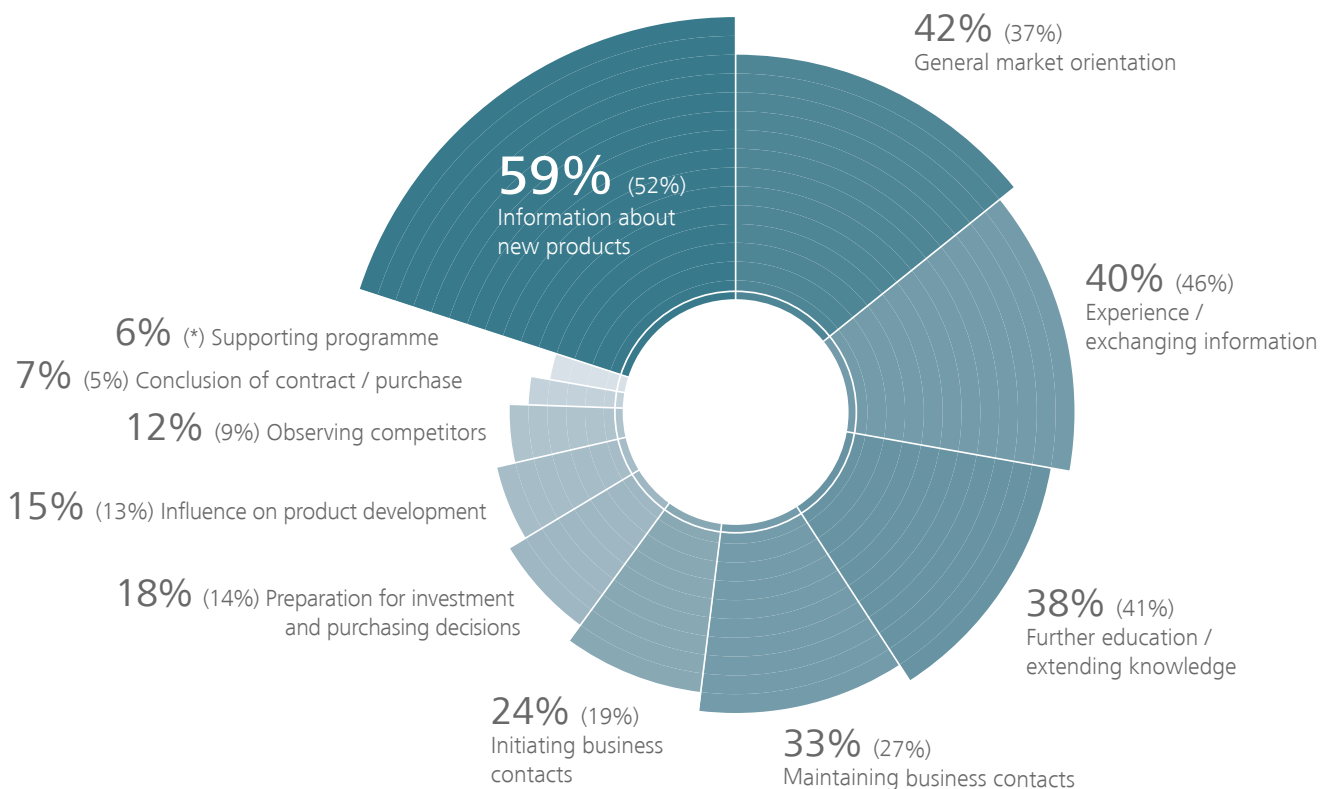
4.1 VISITORS' BRANCHES/INSTITUTIONS

(Multiple answers, extract)



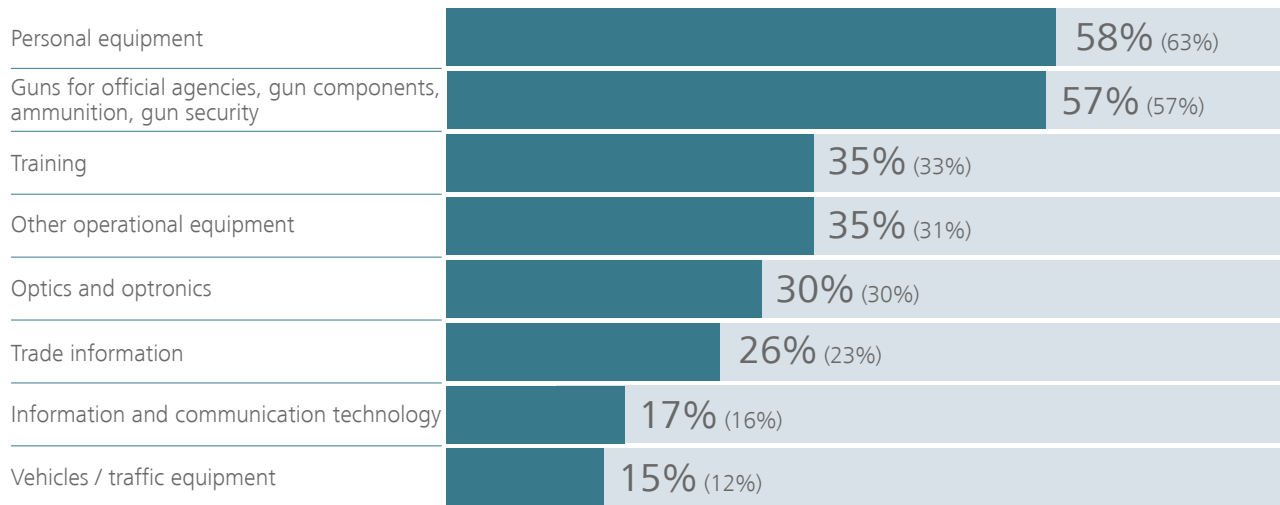
4.2 MAIN REASONS FOR VISIT

What are the main reasons for your visit to Enforce Tac 2019? (Multiple answers, extract)



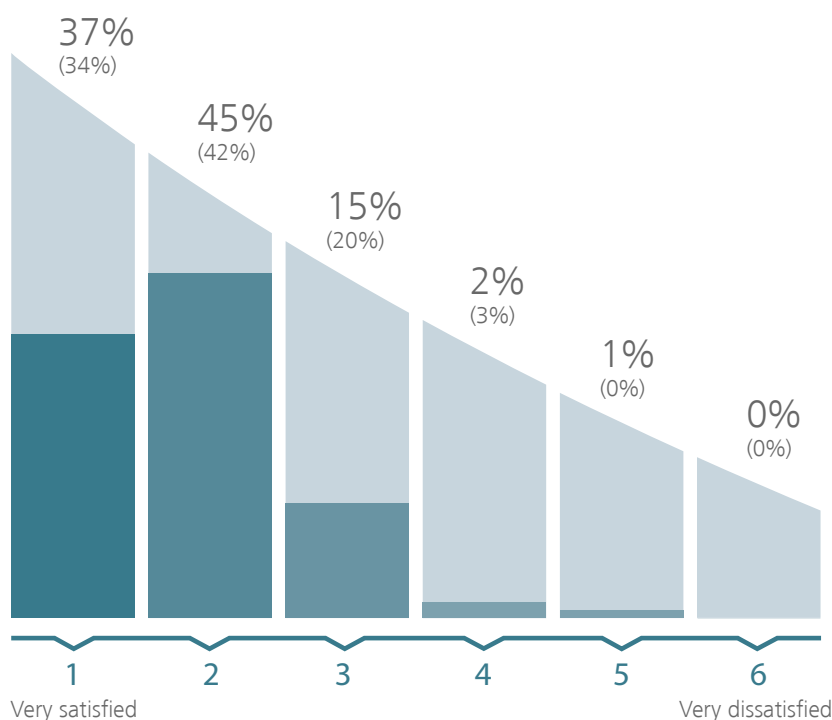
4.3 PRODUCT GROUPS (main interest of visitors)

Which product groups mainly interest you at Enforce Tac 2019? (Multiple answers)



4.4 SATISFACTION WITH EXHIBITS

Were you satisfied with the range of products/services presented at Enforce Tac 2019?

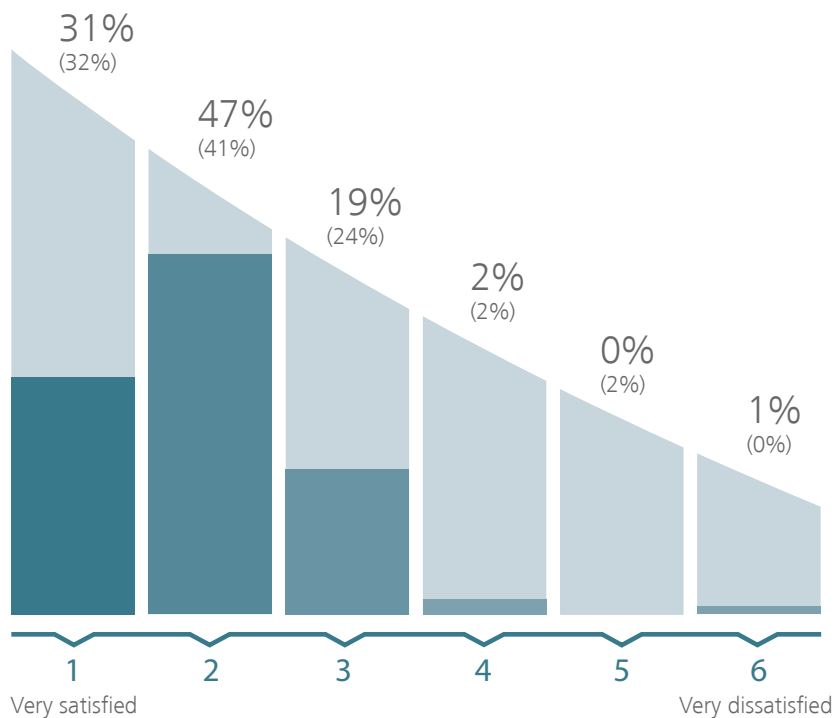


99 %

99% (99%) of the visitors were satisfied with the range of products and services presented at Enforce Tac 2019.

4.5 OPPORTUNITIES FOR INFORMATION AND CONTACT

How satisfied are you with the opportunities for obtaining information and establishing contacts at the exhibitors' stands?



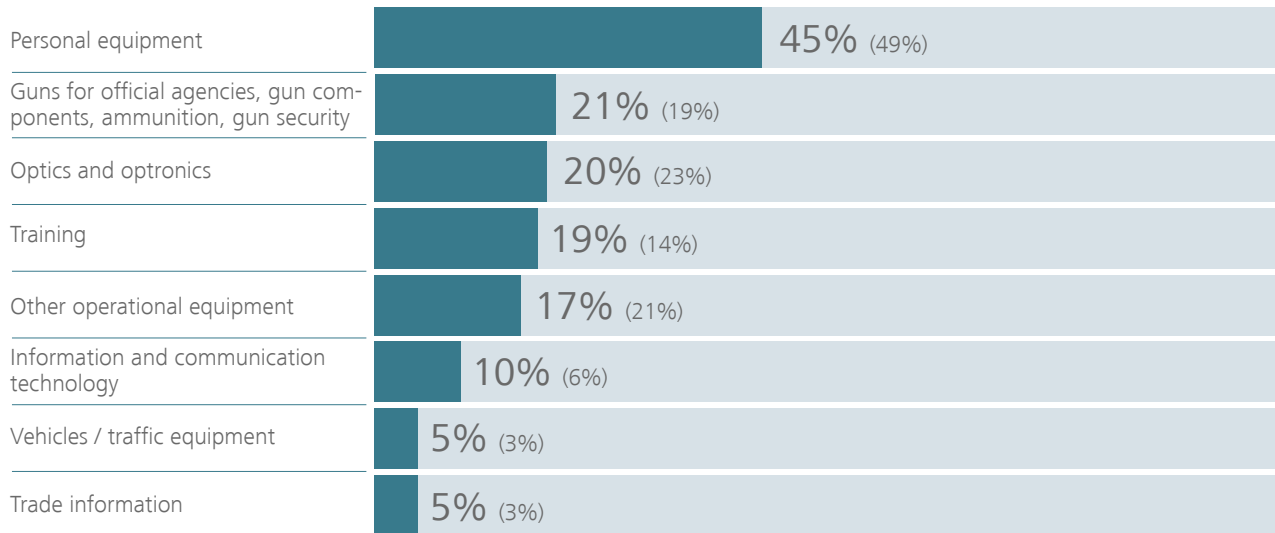
99 %

99% (99%) of the visitors were satisfied with the opportunities for obtaining information and establishing contacts at the exhibitors' stands.

5. EXHIBITOR SURVEY

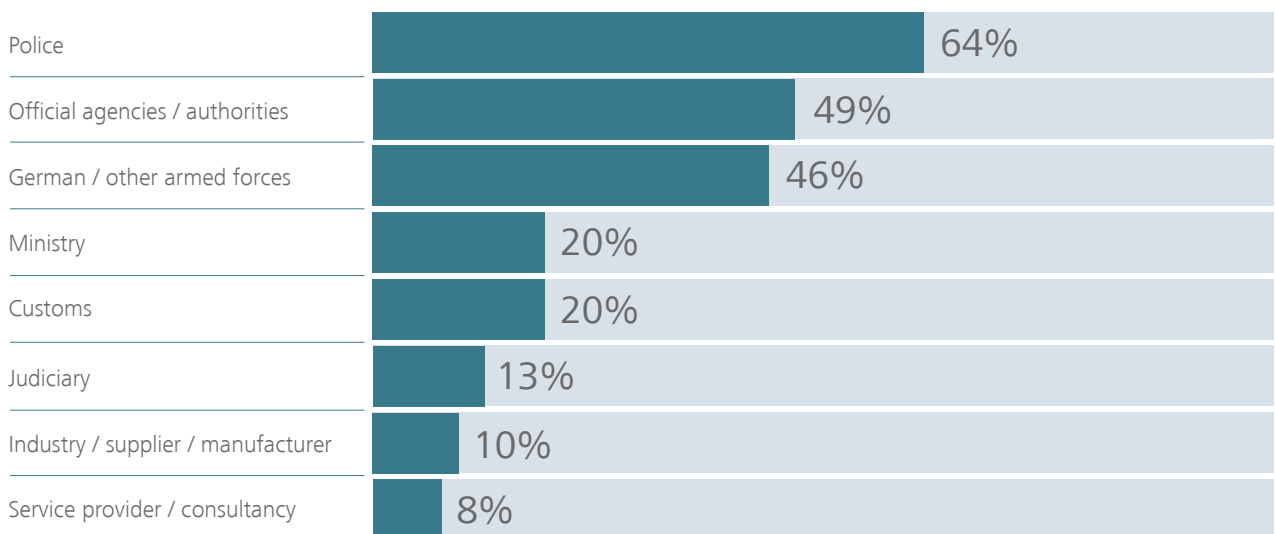
5.1 PRODUCT GROUPS (of exhibitors)

Which group of products/services do you offer? (Multiple answers, extract)



5.2 THE EXHIBITORS RECEIVED VISITORS FROM THE FOLLOWING BRANCHES:

Which target groups do you wish to reach by exhibiting at Enforce Tac 2019 and with which did you **actually have contact**? (Multiple answers, extract)



5.3 TARGET GROUP ACCURACY

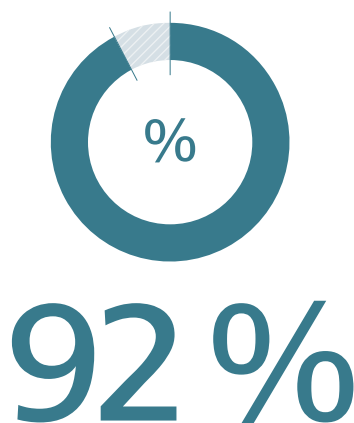
Did you reach your most important target groups at Enforce Tac 2019?



96% (92%) of the exhibitors reached their most important target groups during Enforce Tac 2019.

5.4 NEW BUSINESS RELATIONS

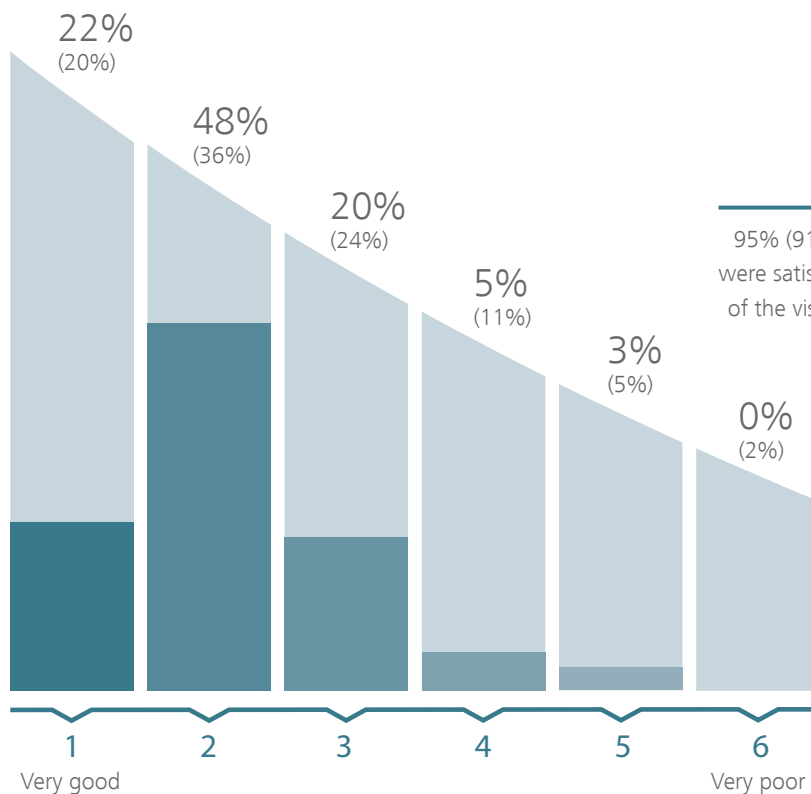
To what extent did your company make new business connections in the course of the fair?



92% (94%) of the exhibitors established new business relations.

5.5 QUALITY OF VISITORS

How do you rate the quality of the visitors at your stand?



No answer: 2% (2%)

95% (91%) of the exhibitors were satisfied with the quality of the visitors at their stands.



5.6 ECONOMIC SITUATION IN SECTOR

How do you rate the current economic situation in your sector?



MISCELLANEOUS

The structural data have been certified by FKM, the Society for Voluntary Control of Fair and Exhibition Statistics, Berlin.



Further information is available at **www.fkm.de**.

The representative surveys were carried out by a neutral market research institute in accordance with the FKM guidelines.

This show report is also available in German.

Other detailed results of the survey can be obtained from NürnbergMesse, Market Research,
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NürnbergMesse GmbH
- Market Research -