ENFORCE TAC
INTERNATIONAL EXHIBITION & CONFERENCE
LAW ENFORCEMENT, SECURITY AND TACTICAL SOLUTIONS
SHOW REPORT

6 – 7.3.2019
NUREMBERG, GERMANY
ENFORCE TAC.COM
1. **STRUCTURAL DATA**

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>GERMANY</th>
<th>INTERNATIONAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitors</td>
<td>304</td>
<td>142</td>
<td>162</td>
</tr>
<tr>
<td></td>
<td>(243)</td>
<td>(112)</td>
<td>(131)</td>
</tr>
<tr>
<td>Visitors</td>
<td>4,759</td>
<td>2,626</td>
<td>2,133</td>
</tr>
<tr>
<td></td>
<td>(3,338)</td>
<td>(1,903)</td>
<td>(1,435)</td>
</tr>
<tr>
<td>Total exhibition space (in m²)</td>
<td>13,700</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td></td>
<td>(3,338)</td>
<td>(1,903)</td>
<td>(1,435)</td>
</tr>
<tr>
<td>Exhibitor stand space (in m²)</td>
<td>5,607</td>
<td>2,997</td>
<td>2,610</td>
</tr>
<tr>
<td></td>
<td>(4,105)</td>
<td>(2,267)</td>
<td>(1,838)</td>
</tr>
<tr>
<td>Special shows (in m²)</td>
<td>108</td>
<td>108</td>
<td>–</td>
</tr>
<tr>
<td></td>
<td>(121)</td>
<td>(121)</td>
<td>(-)</td>
</tr>
</tbody>
</table>

(Figures in brackets) = figures for previous event | Deviations from 100% possible due to rounding up | * = no comparison possible

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

STRUCTURE OF GERMAN VISITORS

- 55% Germany
- 45% International

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

- 69% European Union (66%)
- 20% Rest of Europe (23%)
- 6% Africa | Asia (6%)
- 5% America (4%)

(Figures in brackets) = figures for previous event | Deviations from 100% possible due to rounding up | * = no comparison possible
4. VISITOR SURVEY

4.1 VISITORS’ BRANCHES/INSTITUTIONS
(Multiple answers, extract)

- Police: 42% (50%)
- Customs: 4% (7%)
- Judiciary: 3% (4%)
- Service provider / consultancy: 10% (*)
- Industry / supplier / manufacturer: 20% (*)
- German / other armed forces: 24% (25%)

4.2 MAIN REASONS FOR VISIT
What are the main reasons for your visit to Enforce Tac 2019? (Multiple answers, extract)

- General market orientation: 42% (37%)
- Information about new products: 59% (52%)
- Experience / exchanging information: 40% (46%)
- Further education / extending knowledge: 38% (41%)
- Initiating business contacts: 24% (19%)
- Maintaining business contacts: 33% (27%)
- Conclusion of contract / purchase: 12% (9%)
- Observing competitors: 15% (13%)
- Preparation for investment and purchasing decisions: 18% (14%)
- Supporting programme: 6% (*)
- Conclusion of contract / purchase: 7% (5%)

(Figures in brackets) = figures for previous event | Deviations from 100% possible due to rounding up | * = no comparison possible
4.3 PRODUCT GROUPS (main interest of visitors)
Which product groups mainly interest you at Enforce Tac 2019? (Multiple answers)

<table>
<thead>
<tr>
<th>Product Group</th>
<th>Interest (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal equipment</td>
<td>58% (63%)</td>
</tr>
<tr>
<td>Guns for official agencies, gun components, ammunition, gun security</td>
<td>57% (57%)</td>
</tr>
<tr>
<td>Training</td>
<td>35% (33%)</td>
</tr>
<tr>
<td>Other operational equipment</td>
<td>35% (31%)</td>
</tr>
<tr>
<td>Optics and optronics</td>
<td>30% (30%)</td>
</tr>
<tr>
<td>Trade information</td>
<td>26% (23%)</td>
</tr>
<tr>
<td>Information and communication technology</td>
<td>17% (16%)</td>
</tr>
<tr>
<td>Vehicles / traffic equipment</td>
<td>15% (12%)</td>
</tr>
</tbody>
</table>

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

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

(Figures in brackets) = figures for previous event | Deviations from 100% possible due to rounding up | * = no comparison possible
5. EXHIBITOR SURVEY

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

<table>
<thead>
<tr>
<th>Product Group</th>
<th>Percentage</th>
<th>Previous Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal equipment</td>
<td>45%</td>
<td>(49%)</td>
</tr>
<tr>
<td>Guns for official agencies, gun components, ammunition, gun security</td>
<td>21%</td>
<td>(19%)</td>
</tr>
<tr>
<td>Optics and optronics</td>
<td>20%</td>
<td>(23%)</td>
</tr>
<tr>
<td>Training</td>
<td>19%</td>
<td>(14%)</td>
</tr>
<tr>
<td>Other operational equipment</td>
<td>17%</td>
<td>(21%)</td>
</tr>
<tr>
<td>Information and communication technology</td>
<td>10%</td>
<td>(6%)</td>
</tr>
<tr>
<td>Vehicles / traffic equipment</td>
<td>5%</td>
<td>(3%)</td>
</tr>
<tr>
<td>Trade information</td>
<td>5%</td>
<td>(3%)</td>
</tr>
</tbody>
</table>

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)

<table>
<thead>
<tr>
<th>Branch</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Police</td>
<td>64%</td>
</tr>
<tr>
<td>Official agencies / authorities</td>
<td>49%</td>
</tr>
<tr>
<td>German / other armed forces</td>
<td>46%</td>
</tr>
<tr>
<td>Ministry</td>
<td>20%</td>
</tr>
<tr>
<td>Customs</td>
<td>20%</td>
</tr>
<tr>
<td>Judiciary</td>
<td>13%</td>
</tr>
<tr>
<td>Industry / supplier / manufacturer</td>
<td>10%</td>
</tr>
<tr>
<td>Service provider / consultancy</td>
<td>8%</td>
</tr>
</tbody>
</table>

(Figures in brackets) = figures for previous event | Deviations from 100% possible due to rounding up | * = no comparison possible
5.3 TARGET GROUP ACCURACY  
Did you reach your most important target groups at Enforce Tac 2019?

96%

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%

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?

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?

(Figures in brackets) = figures for previous event | Deviations from 100% possible due to rounding up | * = no comparison possible
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, T +49 9 11 86 06-0, F +49 9 11 86 06-82 28, info@nuernbergmesse.de.

April 2019
NürnbergMesse GmbH
- Market Research -