



**Client**

**Honeywell UK**

**Company Overview**

Honeywell is a recognised global market leader in Automation and Control Solutions, Aerospace, Specialty Materials and Transportation Systems.

**Targeting Approach**

- End User Clients

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Honeywell UK](#) website

**Key Engagements**

Target Area	Client Engagements
Food & Beverage	Coca Cola Schweppes, Cadbury Trebor Bassett Ltd, Tate & Lyle PLC, Premier Foods Plc, Unilever Ice Creams & Frozen Foods Ltd, Walkers Snack Foods Ltd, Carlsberg UK Ltd, McCain Foods Ltd, RHM Group, Warburtons Ltd, Pork Farms Bowyers, Ginsters, Uniq PLC, Masterfood Group, Sun Valley Foods Ltd, Kerry Foods Ltd, Moy Park Ltd, Dale Farm Dairies, BV Dairy Ltd, British Bakeries Ltd, William Grant & Sons Distillers, Nestle UK
Manufacturing	Rolls Royce PLC, BMW UK, Goodyear Dunlop Tyres UK Ltd, Lafarge UK Ltd, Johnson Diversey UK, Pilkington UK, Dupont UK Ltd, Depuy International, Dunlop Aerospace, Pilkington Automotive, Thales Air Defence, Robert McBride Ltd, Linpac Materials, BMW, Knauf Insulation, Tyco Electronics UK Ltd, Marley Eternit UK Ltd, Sharp Electronics UK, Wavin Plastics, Milliken Industries Ltd, Intier Automotive Interiors, Saint Gobain Glass
Pharmaceuticals	GlaxoSmithKline, Lonza Biologics, Novartis, PZ Cussons UK, Genzyme Pharmaceuticals, Novartis Vaccines, Seven Seas, Kimal PLC, Lundbeck Pharmaceuticals Ltd, Microbrand, Protherics UK, Perrigo Laboratories, Convatec Limited, Norbrook Laboratories Ltd, SHS International Ltd, Pharmaserve Ltd, Napp Pharmaceutical, Perrigo Laboratories Ltd
Chemical	Cognis Performance Chemicals, Terra Nitrogen UK Ltd, Hayman Ltd, Rohm & Haas UK, 3M UK, Rhodia Organique Fine Ltd, Comma Oil & Chemicals, Lucite International UK Ltd, Thor Specialities UK Ltd, Ineos Enterprises Ltd, Innospec Active Chemicals, Hunstman, ACC Silicones Ltd, NP Automotive Coatings, ACC Silicones, Rockwood Additives, Contract Chemicals Ltd, Amcol, Pentagon Fine Chemicals, Thomas Swan & Co

## Client

### Sembcorp Utilities - Protection

#### Company Overview

Sembcorp UK's Protection business provides Integrated Emergency Management solutions designed to help companies protect their business and safeguard their assets

#### Targeting Approach

- End User Clients

#### Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Business Intelligence & Customer Specific Qualification

#### Links

To see the testimonial please click [here](#) or visit the [Sembcorp Utilities Protection](#) website

#### Key Engagements

Target Area	Client Engagements
Oil & Gas	Shell UK Exploration & Production, BP Oil UK Ltd, Esso Petroleum Co. Ltd, Chevron Texaco Ltd, ConocoPhillips UK Ltd, Exxon Mobil UK Ltd, Texaco UK Ltd, BP Exploration Operating Co., GB Oils Ltd, Topaz Energy Ltd, Total UK Ltd, OMV Ltd, Tedcastles Oil Products, Calor Gas Ireland, Bord Gais Networks, Cawoods Ltd, Baker Petrolite Ltd, Petroplus Ltd, Rix Petroleum Limited, South Hook LNG Terminal, Shell UK Oil Products
Chemical	Huntsman Europe Ltd, BASF Plc, Colorcon Ltd, Invista UK Ltd, Nippon Gohsei, Clariant UK Ltd, Rhodia UK Ltd, Rohm & Haas Europe Ltd, Yara Industrial Ltd, Solutia UK, Croda Europe, Chemtura, Cabot Carbon, Thor Specialties UK Ltd, British Vita Plc, Fosroc Ltd, Fisher Scientific UK, Goulding Chemicals, AP Chemicals, Ineos Chlor, Kemira, Exchem Plc, Sigma Aldrich, Nufarm Ltd, Baxenden Chemicals, Sevalco, Scott Bader UK
Food & Beverage	Unilever Bestfoods Ltd, Premier Foods Ltd, Tetleys GB Ltd, Cadbury PLC, HJ Heinz Co, Constellation Europe Plc, Cadbury Trebor Bassett, Nestle UK Ltd, Coca Cola Enterprises, ESB, Carlsberg UK, Molson Coors, Robert Wiseman Diaries Plc, Beam Global UK Ltd, Bakkavor Foods Ltd, Vion Food Group, InBev UK, Diageo Plc, Lothian Distillers UK Ltd
Manufacturing	BAE Systems Advanced Technology, BAE Land Systems, Tate & Lyle Plc, Corus UK, Rolls Royce, Airbus UK, BAE Systems CS&S Naval, Kronospan, DSF Refractory & Minerals Ltd, Leighs Paints, EnerSys Newport, Argent Energy Ltd, John Dewar & Sons, Givauden, Constellation Europe Ltd, Alcan Smelting & Power UK, Fluorocarbon Co Ltd, Alcan Aluminium UK Ltd, Encocam UK Ltd, Becker Acroma, Chemring Countermeasures
Pharmaceuticals	Astra Zeneca, Pfizer Pharmaceuticals, Lonza Biologics Plc, 3M Healthcare, Convatec UK, Galen Pharmaceuticals, Protherics UK Ltd, Millipore UK, Pharmaserve, Eli Lilly, Thornton & Ross Ltd, Universal Products Manufacturing, Sanofi-Synthelabo, Unilever UK Ltd, DDD Group, Shasun Pharma Solutions, Britannia Pharmaceuticals Ltd, Novozymes Biopharma, Bepak Europe Ltd, Actavis Ltd, Schering Plough, Almac Pharma Services, GRI Group



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## Client

### Aggreko UK

## Company Overview

Aggreko is a market leading manufacturer and supplier of power, temperature control and air related products and solutions to multiple market sectors around the world

## Targeting Approach

- End User Clients
- Appointed 3<sup>rd</sup> Parties; Facilities Management and Managed Services

## Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Key Account Development
- Sector Profiling – Rail and Oil Refineries
- Territory Development - Ireland
- Business Intelligence & Customer Specific Qualification

## Links

To see the testimonial please click [here](#) or visit the [Aggreko UK](#) website

## Key Engagements

Target Area	Client Engagements
Pharmaceuticals	GlaxoSmithKline, Pfizer, United Drug, Forest Tosara Products Ltd, Eli Lilly & Company, Roche Ireland, Clonmel Healthcare Ltd, Baxter Healthcare Ltd, Cahill May Roberts Group, Recordati Ireland, Forest Laboratories, Gerard Laboratories, Allergen Pharmaceuticals, Boston Scientific Ireland, Clonmel Healthcare, Athlone Laboratories, Abbott Laboratories
Data Centres	Citigroup Centre, Barclays Group, Sun Life Financial of Canada, Credit Suisse First Boston, Telehouse, Future-Tech SCI Ltd, Keysource Ltd, Telecity, Pfizer Ltd, BAA Ltd, Debenhams Retail Plc, Clyde & Co, Commerzbank, BT Group Plc, BlueSquare Data Services, CPP, Axiom Managed Services Ltd, B&Q, Equinix, Royal Bank of Scotland, Lloyds of London, Senokian, Data Centre Services Ltd
Refineries	Exxon Mobil Chemical Ltd, Shell Stanlow Manufacturing Complex, Total UK Ltd, ConnocoPhillips Whitegate Refinery, PetroPlus, Ineos Manufacturing Scotland Ltd



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**Client**

**Filtration Engineering Ltd (FEL)**

**Company Overview**

FEL is a specialist provider of air quality control solutions to the food & beverage sector

**Targeting Approach**

- End User Clients

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Filtration Engineering](#) website

**Key Engagements**

Target Area	Client Engagements
End User Clients	Coca Cola Schweppes, AG Barr Plc, Milk Link Ltd, Ginsters, Uniq Plc, Unilever Bestfoods Ltd, Premier Foods Ltd, Parkham Food Group, Norside Foods Ltd, Britvic Soft Drinks Ltd, Noble Foods Ltd, Trophy Foods Ltd, Anchor Catering Ltd, Walkers Charnwood Bakery Ltd, Cromer Crab Company, First Cotteswold Ltd, Beacon Foods Ltd, Adams Bakery Ltd, Lubborn Cheese Ltd, International Produce South, WA Turner Ltd, Cranswick Cooked Meats Ltd, Ensors Gloucestershire, Nene Valley Foods, The Cheese Company, Bakkavor New Primebake, Dan Dairies, Cotteswold Dairy, Ensors Gloucestershire Ltd, Danby's Foods Ltd, Dairygold Food Ingredients Ltd, Waters & Robson Ltd, Givaudan, Butlers Farmhouse Cheeses Ltd, Arlesford Salads, RF Brookes Ltd, Cranswick Convenience Foods Ltd, Cranswick Delico Ltd, Budelpak March Ltd, PV France Ltd, Glanbia Cheese, SK Chilled Foods Ltd, Moy Park Ltd, McVitie UK Ltd, Baxter Foods Ltd, Silver Spoon Ltd, British Sugar Plc, Cereform, Fox's Biscuits Plc, Dan Dairies Ltd, Heinz Single Service Ltd

**Client**

**Airius Europe**

**Company Overview**

Airius Europe is a manufacturer and supplier of thermal destratification solutions to multiple market sectors

**Targeting Approach**

- End User Clients

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Airius Europe](#) website

**Key Engagements**

Target Area	Client Engagements
Food & Beverage	PepsiCo, Walkers Snack Foods Ltd, Cadburys Schweppes PLC, McCain Foods GB Ltd, Iceland Foods PLC, Sara Lee, United Biscuits, Greencore Frozen Foods, Premier Foods, Scottish & Newcastle Breweries, Carlsberg UK, William Grant & Sons, Pork Farms, Shepherd Name Ltd, Britvic Soft Drinks Ltd, Ringwood Brewery, British Bakeries
Manufacturing	H+H Celcon, GKN Aerospace, IBM UK, BAE Land Systems, ICI Paints, GE Aerospace, Magellan Aerospace Ltd, Dunlop Breaking Systems, GE Aviation, BK Bluebird Ltd, Micro Turbo Ltd, Maggit Defence Systems, Pitney Bowes, Marley Eternit, Kingspan Insulation, Caterpillar Power UK, Eaton Aerospace Ltd, Cummins Turbo Technologies
Pharmaceutical	GlaxoSmithKline, AstraZeneca, GE Healthcare, Pfizer Ltd, Novartis UK, UCB Celltech, Napp Pharmaceutical, Covidien Tyco Healthcare, GE Healthcare, Depuy International, Radcom Technologies, AAH Pharmaceuticals Ltd, BarlowWorld Scientific, Coopervision, Wyeth Laboratories UK Ltd, Typharm Ltd, Systagenix Wound Management, BPL Ltd

**Client**

**Jet Environmental Systems**

**Company Overview**

Jet Environmental specialise in the design and provision of energy efficient climate control solutions for large open plan industrial areas

**Targeting Approach**

- End User Clients
- Key Specifier Groups

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Jet Environmental](#) website

**Key Engagements**

Target Area	Client Engagements
Pharmaceuticals	GlaxoSmithKline, Astra Zeneca, Merck Sharp & Dohme, Novartis, Sanofi Aventis, 3M Healthcare, Genzyme Pharmaceuticals, SSL International, Kent Pharmaceuticals, DDD Ltd, Bio-Products Laboratories, Brecon Pharmaceuticals, Avecia Biologics, Napp Pharmaceuticals, Braun Medical Ltd, GR Lane Health Products, Advanced Medical Solutions, Baxter Healthcare, Biomerieux UK, Tyco Healthcare (Covidien), G Pharma Ltd, Accord Healthcare UK, A1 Pharmaceuticals, Schering Plough Ltd, Bristol Laboratories,
Food & Beverage	Uniq Plc, Ginsters, Walkers Snack Foods, Britvic Soft Drinks, McCain Foods, Warburtons,, Unilever Bestfoods Ltd, McVities, Kraft Foods UK Ltd, Nestle UK, Unilever Bestfoods Ltd
Logistics & Distribution	Kuehne & Nagel, James Irlam & Sons, iForce, World Courier, Tibbett & Britten Group, Cert Octavian, The Elite Group, Royal Mail, Howard Tenens Associates, Caterpillar Logistics, Wincanton, Amazon.co.uk, The Elite Group, NYK Logisitics, DHL Excel
Facilities/Property Management	Norland Managed Services Ltd, Emcor Facilities Services Ltd, Interserve Ltd, Integral, Taylor Woodrow FM, Covidien, McBains Cooper Property Ltd, Johnson Controls, Incentive FM, HS Environmental, Drivers Jonas, Integral FM, Incentive FM, Gleeds,

**Client**

**TTF Air Conditioning**

**Company Overview**

TTF Air Conditioning is an independent provider of air conditioning & refrigeration solutions

**Target Sectors**

Food & Beverage, Manufacturing, Pharmaceuticals, Leisure, Healthcare, Local Government, Other

**Targeting Approach**

- End User Clients

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [TTF Air Conditioning](#) website

**Key Engagements**

Target Area	Client Engagements
Food & Beverage	Carlsberg Tetley Brewing Ltd, AG Barr PLC, Arla Foods Ltd UK Plc, SK Chilled Foods Ltd, McVities Cake Ltd, Dalepak Foods Plc, Princes Soft Drinks Ltd, Premier Foods, Youngs Bluecrest, Highland Spring, Daleside Brewery Ltd, Paramount Foods Ltd, Facers Brewery Histogram, Loxton Foods Ltd, Gilberts Food, Classic Deserts Ltd, English Provender Ltd, Youngs Seafood, Speedibake, Cott Beverages, Vion Pizza, Dawn Carnaby, Smales Ltd, Richmond Frozen Confections, Gordon Jopling Ingredients, Grampian Country Food
Pharmaceuticals	GlaxoSmithKline, UCB Celltech, Sanofi Aventis, AstraZeneca, Covidien Tyco Healthcare, Dales Pharmaceuticals, BPL, Reckitt & Benckiser, Scottish National Blood Transfusion Service, Harvey Scrutton, Virgen Scotlandservier, DSM Nutritional Products Ltd
Manufacturing	Magna Kansei Ltd, Copley Mouldings, Jaycare Ltd, LMC Technik Ltd, Palram DPL Ltd, Pactiv UK Ltd, Neyr UK Ltd, Raytheon Systems, William Blythe Ltd, Hi-Tech Moulding Ltd, Rose Products Ltd, Sotrlentz UK Ltd, McKechnie Plastic Components Ltd, Bay Plastics Ltd
Leisure	Skanska Rashleigh Weatherfoil, Emcor Facilities Management, Fenwick Ltd, Rye Sport, Wellow Burn Sports & Leisure Centre, The Edge Health & Fitness Clubs, Carlisle Leisure Keswick Leisure Pool, Old Course Hotel St Andrews, Hibernian FC, The Balmoral Hotel

## Client

### Efficient Air Ltd

## Company Overview

Efficient Air specialise in energy saving solutions driven by the modification and replacement of fan technology within large air handling units

## Targeting Approach

- End User Clients
- Property & Facilities Management

## Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific
- Project Identification & Tracking
- Business Intelligence & Customer Specific Qualification

## Links

To see the testimonial please click [here](#) or visit the [Efficient Air](#) website

## Key Engagements

Target Area	Client Engagements
Data Centre Specific	Bank of England, Bank of America, Commerzbank AG, Alliance & Leicester PLC, UBS Warburg, BNP Paribas UK Ltd, Cable & Wireless PLC, Morgan Stanley, Computacentre, Calyon, InTechnology PLC, Allianz Cornhill Insurance, Bache Financial, Virgin Mobile, AXA UK, Sainsburys Supermarkets, Xerox UK, HSBC Group Property, Yell Group, QVC GE Capital, Ernst & Young, Nokia, Boots Plc, University of Wales, University of Derby
Pharmaceuticals	Astra Zeneca, GlaxoSmithKline, Clariant UK, GE Healthcare, 3M UK Plc, Pfizer Plc, Adams Healthcare, Bibby Sterlin Ltd, Ecolab Ltd, Bio Products Laboratories, Lonza Biologics, Coopervision, Bayer Plc, Barloworld Scientific, Q-Park Medical, Smith Medical
Other Clients	British American Tobacco, London City Airport, Carlsberg UK, Greencore Prepared Foods, Coca-Cola Enterprises, BASF, Associated British Ports, Croda Chemicals
Property/Facilities Management	Land Securities PLC, Atis Real, DTZ, Carillion PME, Broadgate Estates, EC Harris, Norland Managed Services, Elyo Services Ltd, CBRE, Modus Group, Nomura Properties, GVA Grimley, HS Facilities Management, Canary Wharf Contractors, Emcor Facilities Services, Mitie Maintenance, Dalkia, Johnson Controls, Knight Frank, FDP Savills



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## Client

### Munters UK (Dehumidification)

#### Company Overview

Munters is a provider of products and services for humidity control in industrial, commercial, residential and agricultural applications

#### Target Sectors

Food & Beverage

#### Targeting Approach

- End User Clients

#### Services Provided

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Business Intelligence & Customer Specific Qualification

#### Links

To see the testimonial please click [here](#) or visit the [Munters](#) website

#### Key Engagements

Target Area	Client Engagements
Food & Beverage	British Sugar Plc, Fox's Biscuits, Nestle UK Ltd, Storck UK Ltd, Nestle Confectionary, Butlers Farmhouse Cheeses, ADM, Cereal Partners UK, Greencore Frozen Foods, Premier Foods, Bakkovar Group, Daily Bread Ltd, Tulip Fresh Meats, Greencore Prepared Meals, East Balt Guenther Bakeries, New Primebake Ltd, Food Maker Ltd, Kettleby Foods, Continental Ice Cream Food, Caledonian Produce, Loseley Dairy Ice Cream Ltd, Light Body Celebration Cakes, Tamar Foods, Kara Foodservice Ltd, Yorkshire Cottage City Bakery, Cargill Meats Europe, Farmhouse Potato Bakers, Kensey Foods, Glendale Frozen Foods Ltd, Tulip Foods, Border Biscuits Ltd, Bradgate Bakery, Tulip International