



## Case studies

Construction • Property • Building Services • Environmental

### Client

#### Airius Europe

### Company Overview

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

### Target Sectors

Food & Beverage, Manufacturing, Pharmaceuticals, Retail, Banking & Finance, Leisure

### 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

### Sample of Opportunities Created

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 Neame 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, Microturbo Ltd, Meggitt 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

Retail	John Lewis Plc, TK Maxx, Next Plc, Somerfeld Stores Ltd, DSGI, Arcadia Group Plc, BP Retail, Superdrug, Woolworths Group Plc, WHSmith, Pizza Hut, Lidl Group UK Properties, Mothercare Plc, HMV, Carpetright Plc, Clarks Shoes, Wyevale Garden Centres, Harrods, Harvey Nicholls, McDonalds, Dreams Plc, Musgrave Group, Blockbuster Entertainment
Leisure	Butlins Ltd, CentreParcs, Whitbread Plc, X-Leisure, Sports & Leisure Management Ltd, Genting Stanley Plc, Luminar Leisure Group, Gala Coral Group, Synergy Health Clubs, David Lloyd Leisure, Cineworld, Greenwich Leisure Ltd, Bowlplex Plc
Other	Bank of England, Royal Bank of Scotland Group, BNP Paribas, Allied Irish Bank, Aecom, Mitie Group, Troup Bywaters & Anders, Vinci Construction, Chapman Bathurst Partnership