



## Case studies

Construction • Property • Building Services • Environmental

### 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

### Sample of Opportunities Created

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

Public Sector	Bradford Teaching Hospitals NHS Trust, South Tees NHS Trust, Royal Liverpool & Broadgreen Hospital NHS Trust, Alder Hey Childrens Hospital, East Lancashire Hospital, Doncaster & South Humber NHS Trust, County Durham & Darlington NHS Trust, Royal Bolton Hospitals NHS Trust, York City Council, Sunderland City Council, Hambleton District Council, Selby District Council, University of Edinburgh, University of York
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
Other	Urban Vision Partnership Ltd, Scottsman Publications, CJ Lang & Son, Jackson Landing Factory Outlet Shopping Centre, Environmental Research Centre, Pillans & Waddies