



m&e - the building services event
Concept | Design | Installation
 10-11 October 2012, London Olympia



The only building services event in association with:



Exhibit at M&E - The Building Services Event

M&E and its co-located events attracted over 6,442* industry professionals to London Olympia in October.

The 2012 event will combine the successes of the M&E exhibition with a new original CIBSE conference. Visitors and delegates from the UK and overseas will be presented with this new platform where they can meet, learn and network with the industry's leaders & innovators. This CIBSE event will provide a unique opportunity for the industry, to share the latest thinking on business growth strategies, new technological innovations and future market trends. The event will also provide information on the latest updates on regulation, legislation and compliance. The event will provide suppliers and manufacturers with unique access to key building services professionals.

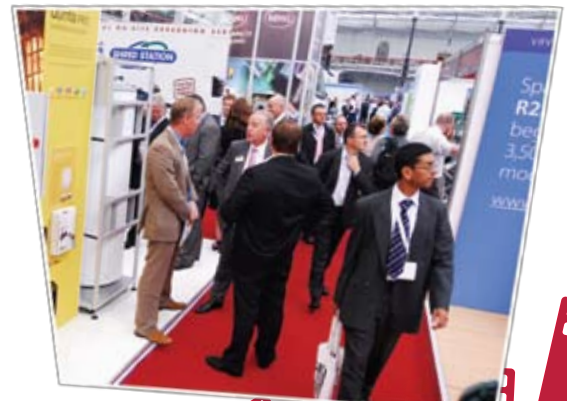
M&E - The Building Services Event is ABC audited



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“One of the main things we've found about the show is the quality of people who've actually been here, they're all key decision makers.”

Simon Jennings, Marketing Manager, SE Controls



M&E 2011 supporting partners and associations included:

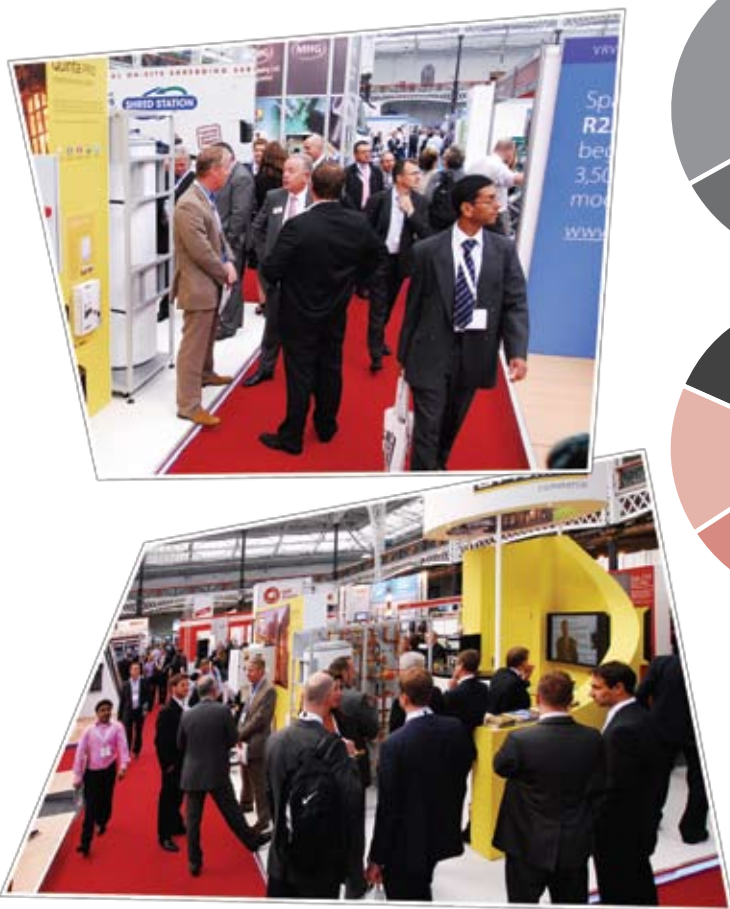


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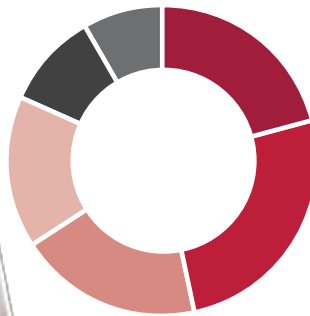


M&E 2011 visitor demographics



Annual budgets for energy products & services

Over 10,000,000	19%
5,000,001 - 10,000,000	8%
3,000,001 - 5,000,000	6%
1,000,001 - 3,000,000	7%
501,001 - 1,000,000	12%
101,001 - 500,000	53%
100,000 or less	33%



Visitor by job function

Manager	31%
Board Director/CEO/MD/Owner/Partner	23%
Consultant/Engineer	19%
Engineer/Designer/Operative	12%
Non-board Director/Senior Manager	10%
Assistant/Coordinator	5%

“

“We’re also meeting maintenance engineers and FM engineers, consultants and specifiers.”

**Mike Link, National Sales Manager,
Pegler Yorkshire Group**

M&E 2011 attendees were particularly looking for products & services on

- Access / Fire & security systems
- Air conditioning / Refrigeration
- Building management systems / Controls
- IT & Lan cabling / Cable management
- Combined heat & power
- Electrical equipment / Supplies
- Facades
- Industrial, commercial & domestic heating
- Installations
- IP-enabled
- Lighting
- Lifts & escalators
- Solar PV/Solar thermal heating
- Ventilation and cooling

Multi-channel Marketing & PR support

With a dedicated Marketing & PR team in place, M&E benefits from an integrated, informative and vibrant campaign to bring you the decision-makers you want to see

- A series of over 20 emails including product-focuses to bring visitors the innovations exhibitors will be showcasing at the event
- Two direct mail pieces to over 170,000 recipients
- Combined promotion with over 25 industry partners
- Online advertising and PR campaign
- Google pay per click campaign
- Industry updates and news via Twitter
- Unique visitors to the show website saw an increase of 20% throughout 2011

100% of exhibitors found the pre-show PR & Marketing extremely useful*

Fusion Communications, Nov 2011

London Location

The majority of the UK’s building services consultancies and 5,650 CIBSE members are based in London and the South-East. Exhibitors are ideally placed to meet with these unique visitors who are looking to source product and service information, find out about the latest trends, legislation updates and ideas to ultimately affect their bottom line.

London is the home of UK Plcs, FTSE 100 headquarters & more than 100 of Europe’s largest companies.

86%

of exhibitors attend M&E because of it’s location in London*



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Exhibitor & Visitor Market Research Findings*

*Independent research carried out by Fusion Communications, November 2011



Exhibitor

Creating sales leads

71% of exhibitors achieved their objectives by exhibiting

Networking

75% of exhibitors believe M&E is the best show for networking

We asked our exhibitors to rate all available sources of product & service information - trade shows came 1st!

1. Trade exhibitions
2. Mail shots/Direct mail
3. Articles in professional magazines
4. Professional bodies or associations

Visitors

84% of visitors picked up valuable product information at the event

90% of visitors rated M&E as THE event to attend

88% of visitors think the quality of exhibitors at M&E were of a very high standard

77% of visitors agree it is important to attend M&E

Education & features at M&E



CIBSE Theatre

The new CIBSE conference is designed to provide attendees with the latest information within the industry. Visitors will have access to the tools and knowledge to implement cost and energy saving strategies as well as new technologies, legislation, compliance and regulation updates.



Visitors are given the opportunity to gain valuable CPD points at these free to attend, product-based educational seminars delivered by M&E industry experts who are CPD accredited.



Recognise the very best innovations, products and services that have noticeably improved sustainability in private and public sector businesses.

For more information on exhibiting and sponsorship opportunities, contact Nathalie Storey, Sales Manager, +44 (0)20 7921 8087, Nathalie.storey@ubm.com



"The M&E show is important because it focuses on the customer groups we're looking to promote to."

Alex Gale, Marketing Supervisor, VES



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Sample visitor list from the 2011 event

Associate Director	ATKINS PLC	Facilities Procurement	BLOOMBERG
Associate Director	GRAHAM POWELL CONSULTANTS	Facility Engineer	AWE PLC
Associate Director	INTERSERVE	Field Engineer M&E	TUBE LINES
Associate Electrical Engineer	GRAHAM POWELL CONSULTANTS	Fire Consultant	MENZIES PARTNERS LTD
Associate Partner	EC HARRIS	Fire Engineer	ATKINS LTD
Associate Partner	KUT	Health & Safety Manager	GREENWICH COUNCIL
Building Control Officer (M&E)	CITY OF LONDON CORPORATION	Head of Engineering	DEUTSCHE BANK
Building Services Engineer	BABCOCK INTERNATIONAL	Head of Health & Safety	OSBORNE
Building Services Engineer	LONDON AMBULANCE SERVICE NHS	Head of M&E	BAILY GARNER LLP
Building Services Manager	RICHMOND UPON THAMES COLLEGE	Head of M&E Supply Chain	MORGAN SINDALL
Building Services Manager	WARINGS CONTRACTORS LTD	Head of Procurement	SKANSKA
Building Services Manager	BAM SERVICES ENGINEERING	Head of Stations Engineering	LONDON UNDERGROUND
Building Services Officer	NEWLON HOUSING GROUP	Lead E&M Engineer	LONDON UNDERGROUND
Building Services Surveyor	MOLE VALLEY DISTRICT COUNCIL	M & E Consultant Engineer	MOUCHEL
Building Surveyor	LB NEWHAM	M & E Engineer	SOUTHWARK COUNCIL
Business Development Engineer	ATLAS COPCO LTD	M&E Contracts Manager	OSBORNE
Buyer	IMTECH AQUA BUILDING SERVICE	M&E Engineer	ARCUS CONSULTING LLP
Cad Engineer	INTERSERVE	M&E Engineer	BAM NUTTALL LTD
Chartered Engineer	EPCAS	M&E Project Manager	OPERIS CONSTRUCTION LTD
Consultant	BRE GLOBAL	M&E Quantity Surveyor	RIDGE & PARTNERS
Cpda	METROPOLITAN POLICE	Maintenance Manager	THE INSTITUTE OF CANCER RESEARCH
Critical Engineering Manager	MITIE	Maintenance Manager/Engineer	WESTWAY DEVELOPMENT TRUST
Design Engineer	ATKINS RAIL	Mechanical Engineer	E D F ENERGY
Design Manager	AMEC	Mechanical Engineer	PSW BUILDING CONSULTANCY
Director	ANTHONY JUDD ASSOCIATES	Mechanical Surveyor	POOLE HOUSING PARTNERSHIP LTD
Director	CHAUCER ENGINEERING CONSULTANCY	Operations Manager M&E	JOHN LEWIS PARTNERSHIP
Divisional Procurement Manager	NORLAND	Performance Improvement Manager	CARILLION
E&M Engineer	LONDON UNDERGROUND	Performance Manager	MITIE GROUP PLC
E&M Project Manager	TUBE LINES	Principal E&M Engineer	LONDON UNDERGROUND
Electrical Design Engineer	BAILY GARNER LLP	Principal Electrical Engineer	AWE PLC
Electrical Design Engineer	GL NOBLE DENTON	Principal Engineer	BOOTS UK LTD
Electrical Design Engineer	QUESTHOLME LTD	Project Director	NORLAND
Electrical Engineer	BDSP PARTNERSHIP ET	Project Engineer	TFL
Electrical Engineer	BRE	Project Engineer (L&E)	TUBE LINES
Electrical Engineer	HALCROW	Project Manager	BALFOUR BEATTY WORKPLACE
Electrical Engineer	LONDON UNDERGROUND	Project Manager	BRENT HOUSING PARTNERSHIP
Electrical Engineer	TRANSPORT FOR LONDON	Project Manager	NATIONAL GRID
Electrical Services Officer	UNIVERSITY OF BRIGHTON	Project Surveyor	WATFORD COMMUNITY HOUSINGTRUST
Energy & Environment Manager	KINGS COLLEGE LONDON	Project Services Manager	CENTRICA
Energy Consultant	BUREAU VERITAS	Project/Energy Manager	BRITISH ASSOCIATION FOR CANCER RESEARCH
Energy Manager	CROWN PROSECUTION SERVICE	Senior Building Services Engineer	WOKING BOROUGH COUNCIL
Engineering Design Manager	TESCO STORES LTD	Senior Building Surveyor	WEST OXFORDSHIRE DISTRICT COUNCIL
Engineering Maintenance Manager	NATIONAL GALLERY	Senior Consultant	HALL GREGORY
Engineering Manager	IMPERIAL COLLEGE	Senior Design Engineer	NETWORK RAIL
Site Manager Bakerloo Line	LONDON UNDERGROUND	Senior E & M Engineer	LONDON UNDERGROUND
Specification Manager	3M	Senior Electrical Engineer	ATKINS LTD
Sustainability Consultant	SKELLY AND COUCH LLP	Senior Electrical Engineer	NETWORK RAIL
Sustainability Engineer	MC BAINS COOPER CONSULTING LT	Senior Engineer	BANK OF ENGLAND
Technical and Sustainability	BROADGATE ESTATES	Senior Engineer	CHILTERN DISTRICT COUNCIL
Estates Manager	NHS	Senior Engineer	CITY OF WESTMINSTER
Estates Operations Manager	UNIVERSITY OF BRISTOL	Senior Mechanical Consultant	HALCROW
Estates Systems Manager	NORTHWICK PARK HOSPITAL	Senior Mechanical Engineer	PICK EVERARD
Facilities Manager	CABINET OFFICE	Senior Mechanical Services Engineer	BAILY GARNER LLP
Facilities Manager	GOC	Service Engineer	SPIE UK
Facilities Manager	SOUTHEND COUNCIL	Traction Power Engineer	CROSSRAIL LTD
Facilities Manager (Bs & M)	NORTHAMPTONSHIRE POLICE		

Book your stand

For exhibiting or sponsorship enquiries, please contact

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Co-located events



energy solutions
Efficient | Sustainable | Renewable
10-11 October 2012, London Olympia

Supported by energy INSTITUTE

The leading energy management & procurement event.

As a leading energy event, Energy Solutions provides a great platform to showcase new products, network with colleagues and hear industry speakers discuss the latest legislation updates and trends. The show welcomes a wide variety of professionals looking to gain information on new services and products on energy management, energy efficiency, onsite renewables, carbon reduction and much more.



total workplace management
The FM & Estates Event
10-11 October 2012, London Olympia

In association with BIFM
ADVANCING OUR PROFESSION

Facilities Management needn't cost the earth

Organised in association with the BIFM, Total Workplace Management is the UK's leading London based facilities management event. Focusing on the efficient maintenance and running of a building, exhibitors will have the opportunity to meet with those involved with the upkeep and management of a building or organisation.

www.buildingservicesevent.com

Organised by UBM