



# media pack



**Grosvenor House Hotel**  
**Park Lane, London**

Tuesday 19th April 2011

# Welcome

## A powerful business opportunity for your company

The H&V News Awards are the independent stamp of approval for excellence across the HVAC industry. Now in their 17th year, the 2011 awards will be bigger and better than ever. We recognise that the past year has been a challenging time for everyone, so there really is no better way to secure your competitive edge than by winning an H&V News award.

Companies receive substantial business benefits from winning or even being shortlisted for an award. Previous winners have revealed just how much of a difference the awards have made. Some manufacturers have said the phone started to ring as soon as our promotional material was circulated to the industry. Others have said that success has put their company or product firmly in the spotlight and helped to open new doors to new markets.

This year we have added two new categories: Merchant of the Year and Outstanding Contribution to the Industry.

The entry deadline for the 2011 awards is 3rd December, so start working on your entries now.

## Why are the H&V News Awards important for you?

The 19 award categories, covering initiatives, products, projects and outstanding achievement, ensure that everyone, including contractors, consultants, service firms and manufacturers are honoured.

These awards allow you to raise your company's profile and gain the all-important competitive advantage.

## Entering the H&V News Awards is free and easy and can deliver you:

- Recognition
- Prestige
- Publicity
- Success

## Entering is quick and easy:

Entries for the H&V News Awards 2011 will only be accepted online. Simply visit [www.handvawards.com](http://www.handvawards.com) and follow the instructions. Don't forget to read the hints and tips to seamlessly go through the entry process.

Best of luck!

Dennis Flower  
Editor, H&V News



# Harness the power of the industry's most prestigious event

The H&V News Awards are the most prestigious awards for the heating and ventilation industries, recognising companies for their skill and innovation



**Andrews Water Heaters and Potterton Commercial were proud to be associated with the H&V News Awards 2010 as sponsors for the Graduate Award.**

Paul Hardy, Managing Director, commented, "Not only were we pleased to be involved in the most prestigious awards ceremony in the HVAC Industry but I was personally delighted to see such a broad range of professionals attending the event. Baxi Commercial Division brands have been supporting these awards for several years now and there were more consulting engineers, contractors, manufacturers and distributors present this time, than ever before.

This could be because they recognise that a greater degree of interaction is required between all these elements of the supply chain, if the industry is to deliver effective solutions for a low carbon environment. In focusing on the excellence that can be achieved through combined endeavour, this event engenders the spirit of cooperation that I believe is vital for the future."

# Judges and judging process

## Judges

The judging panel is a mix of senior managers and leading consultants from some of the UK's biggest companies and technical experts. We make sure that we get the key people for each category who are able to use the knowledge they have in their specific fields to ensure we get the highest quality shortlist for each category in the awards.

## Judging Process

The judging process is broken down into two stages. The judges will firstly look at all of the entries online and then come together at our offices for a judging day where they will discuss what they have read. We will then ask them to score each entry confidentially which will determine the shortlist and the winner.

## H&V News Awards Judges 2011

Paul Newby	NG Bailey
Bill Bucknell	IDHE
Phil Harris	Chief Engineer at Worcestershire County Council
Michael Duggan	FETA
Tim Dwyer	South Bank University
Lindsay Gillespie	SummitSkills
Sarah Hallett	John Lewis
David Hughes	ICOM Energy Association
Andrew Iveson	SIAS Building Svcs
Graham Manly	Gratte Bros Ltd
Peter Mayo	Former Head of Engineering at The John Lewis Partnership
John Miller	J H Shouksmith & Sons
Neil Pennell	Land Securities
David Scott	John Laing
Peter Thom	Green Heat
Dean Wood	ACDP Consulting Engineers
Terry Wyatt	Hoare Lea & Ptnrs
	H&V News Advisory Board



# H&V News Awards 2011

## Gold Category Package – £16,000 pa

Over 8 months worth of marketing activity promoting the awards in H&V News magazine and online including:



### Integrated Marketing Campaign Pre-Event

- Logo to appear on 6 award entry attendance advertisements in H&V News
- Logo & 100 word profile in Launch issue to be distributed to full H&V News circulation – **NEW!**
- Logo & 100 word profile in Special preview issue to be distributed to full H&V News circulation – **NEW!**
- Opportunity to put forward names to be invited to enter the awards – **NEW!**
- Sponsors logo & 100 word profile to appear on the awards website and click through to sponsors website until the site is refreshed for the launch of H&V News Awards 2012 – **NEW!**
- Sponsors logo to appear in a Shortlist Announcement issue in H&V News – **NEW!**
- Opportunity to write to the finalists in your category to wish them luck in the awards preview issue – **NEW!**
- Sponsors logo on all email marketing to our full database announcing finalists, winners and promoting entries and table sales.
- Sponsors logo on all tickets
- 40% discount on all full page, half page and strip advertisements in the launch, preview and shortlisted issues of H&V News – **NEW!**
- Personal invitation to sponsors lunch organised and run by the H&V News awards team

### The Evening

- Sponsors logo included on any event collateral published or displayed on the night.
- Sponsors logo included on logo loop played during dinner.
- Opportunity to supply names of 2 finalists to be invited from each company in your category to join you at the VIP Sponsors Drinks Reception. H&V News will invite these people on your behalf – **NEW!**
- Sponsors logo on the screen with the winner and finalists of your category.
- Sponsors representative to present the Award to the winner on stage.
- Logo branded meeting table within the VIP Sponsors drinks reception area.
- One table for 10 to entertain your guests near the stage
- Opportunity to purchase further tables at a discount
- Company name to be engraved on the trophy of the winner of the category
- Logo on the menu
- Full page colour advertisement and logo in the award winner's special brochure distributed on the night

### Post Event

- Sponsors logo to appear on email Winners Announcement distributed to our full database – **NEW!**
- First right of refusal to renew sponsorship of your category for the 2012 Awards. Renewal option deadline for the 2012 Awards is 15th August 2011.
- 40% discount on all full page, half page and strip advertisements in the review issue of H&V News – **NEW!**
- Reproduction of winners brochure in the review issue including sponsors logos
- Framed photo of sponsor presenting the winner of your category sent to the sponsor after the event – **NEW!**



# Sponsorship Packages for H&V News Awards 2011

## Platinum Category Package – **NEW! £17,500 pa**

In addition to the gold package, you will also receive the following:

- A magnum bottle of champagne to be offered to the guests of your table prior to the meal being served
- 25% discount off all print advertising with H&V News during the period of the contract
- 15% discount off all online advertising with H&V News during the period of the contract
- Additional photos taken of your table on the night which will be sent to you after the event.

Proposed Length of Contract: 3 years\*

\*Your sponsorship rate will not be affected by any potential rate increases within this period, regardless of any increases in the rate of inflation

## H&V News Award Categories

- H&V News Gold Award
- Training Initiative of the Year
- Environmental Initiative of the Year
- Service & Maintenance Initiative of the Year
- Safety Initiative of the Year
- Marketing Initiative of the Year
- Partnering Initiative of the Year
- Domestic H&V Product of the Year
- Industrial/Commercial Heating Product of the Year
- Rural Installer of the Year
- Air Conditioning Product of the Year
- Renewable Project of the Year
- Apprentice of the Year
- Domestic Heating Installer of the Year
- Domestic Heating Contractor of the Year
- H&V Merchant of the Year – **NEW for 2011**
- H&V Project of the Year
- HVAC Contractor of the Year



“There aren’t many events in the calendar like the H&V News Awards. It provides a golden opportunity to meet pretty much everybody from the industry in one place. It is professionally and efficiently organised. This year, Hugh Dennis made the awards ceremony itself very entertaining – not always an easy thing to do. As a sceptic concerning awards ceremonies generally, I feel that the H&V News Awards does actually deliver value for money in terms of the positive reactions we get from the customers who attended as our guests.”

**Chris Humphreys, Marketing Director,  
Stelrad UK Limited**

# Who's in the room

This company list is taken from the 2010 awards at the Grosvenor Hotel



## Company

A.C Wilgar	Flakt Woods	Quay West Communications
ADEY Professional Heating Solutions	Gardner & Co	RAC
Airflow Developments	Gas Safe Europe	Remeha
Alpha Heating Innovation	Glow-worm	Revolution Power
Andrews Water Heaters & Potterton Commercial	Grant Engineering	Riello Burners
Applied Energy Products	Greenwood Airvac	Rinnai UK
Baxi	H&V News	S&P Coil Products
Ben Webster	Honeywell Control Systems	Saint Gobain Isover
Best	HVCA	Sentinel Performance Solutions
Breathing Buildings	HVR/ACR News	SES
BSW Building Services	Ideal Stelrad	Smith & Byford
Calor Gas	IntaEco	Soler & Palau
Central Heating Services	J S Wright	T Brown Group
Coolmation	Jack Barter	United House
Cool-Therm & Klima-Therm	Joe Cameron	Vaillant
Courtney Smith Group	Kingspan Tarec Industrial Insulation	Vent-Axia
Curzon	Lindab	Victaulic Company
Daalderop	Lochinvar	Viessmann
Daikin Air Conditioning UK	MHG Heating	Vokera
Dart Valley Systems	Mitie	W E Scott & Sons
Dean & Wood	Mitsubishi Electric	Weatherite Manufacturing
Dodd Group	Newham Homes	Wilo (UK)
Domestic & General	Norland Managed Services	Woods North East
EnviroVent	Northern Gas Heating	Worcester Bosch Group
Events	OCO	Wrekin Housing Trust, Phoenix and Affordable Warmth Solutions
Fernox	Parts Center	
Fernox/Alpha Boliers	Plumb Center	
	Plumbing Trade Supplies	
	Premier Energy Solutions	