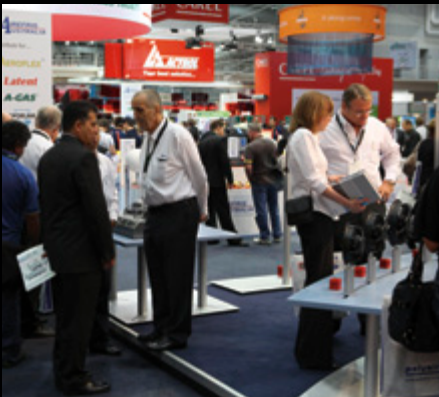


arbs 2012

Australia's **ONLY** International HVAC & R and Building Services trade exhibition

7-9 May, 2012 Melbourne Convention & Exhibition Centre



connecting **people**



showcasing **technology**



driving **innovation**

arbs 2012

your **industry...** your **exhibition!**



ARBS is an industry managed and supported exhibition and provides many additional features and facilities to exhibitors (please see some inclusions listed on back page). ARBS is fully supported by the major industry associations AIRAH, AMCA, AREMA, ARWA, CIBSE, RACCA



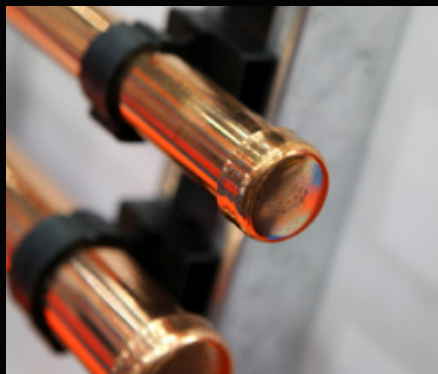
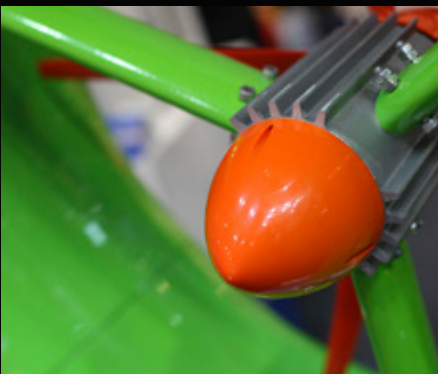
What will **arbs 2012** do for you?

connecting **people**



- We connect buyers with sellers
- We connect manufacturers with distributors
- We connect products with designers, specifiers and installers
- We connect technologies with facilities
- We connect sustainability with end users

showcasing **technology**



- We provide the venue to showcase your products
- We provide the forum to discuss and demonstrate your business
- We provide the appeal and value added events
- We provide the visitors

driving **innovation**



- You provide the technology
- You provide the experts
- You reap the rewards

the visitors that attend **arbs**

We expect to meet and greet more than 6,000 quality targeted attendees in Melbourne 2012

They include thousands of

■ Architects and Building Designers

Architects (commercial & industrial), Building Designers, Draftsmen, Estimators, Graphic Designers, Specifiers

■ Building Owners and Managers

Asset Managers, Property developers, Facility Managers, Financiers, Investors, Waste Services, Insurance & Risk Managers, Operations Managers, Tenderers

■ Contractors

Contracting firms, Installers, Project Managers, Purchasers, Assessors

■ Engineers

Consulting, Design, Mechanical, Commissioning, Hospital, Hotel, Plant, Civil, Electrical, Environmental, Structural, Sustainability Consultants, Energy Consultants, IAQ, Software

■ Educators

Lecturers, Training Organisations, Mechanical Engineering Faculties, Students

■ Food Manufacture, Storage and Transport

Caterers, Research, Scientists, Logistics specialists, Processors, Food Production

■ Government & Utilities

Asset Managers, Facility Managers, Town & Civil Planners, Regulators, Utilities Managers, Government Departments, Power Generation

■ Manufacturing

Exporters, Importers, Distributors, Agents, OEMS, Wholesalers, Equipment Sellers, Production Managers, Quality Controllers, Software Developers

■ Professionals

Accountants, Administrators, Company Directors, Human Resources, Marketing, Sales, Recruitment, Associations

■ Service & Maintenance

Maintenance technicians, Installation technicians, mechanics, plumbers, Refrigeration Mechanics, machinists, Fitters, service personnel, electricians, Quality Control, Supervisors, apprentices, customer service

■ Other

Principal Purchasers, Business Operators, Decision Makers, Product End Users.



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what visitors say about **arbs**

“ ARBS was well presented could not have asked for anything further ”

“ All bases were covered in relation to my business ”

“ Products and services in relation to our business were all represented well ”

What are the main reasons you attend ARBS?:

Find out what the various suppliers offer	48.8%
Find new suppliers	44.1%
Update knowledge on products and technologies	42.8%
Face to face impressions of suppliers & products	40.4%
Best place to find out about industry and players	38.0%
Networking opportunities	35.0%
Find new contacts	31.7%
See the products in action	31.5%
Business opportunities	27.9%



How valuable is ARBS to your business?

Excellent value	39.0%
Good value	54.8%
Fair value	6.7%

Some of the product categories that will be on display

- Air Conditioning – Commercial
- Air Conditioning – Industrial
- Air Conditioning – Residential
- Building Management & Control Systems
- HVAC & R Components
- Controls
- Contractors
- Designers
- Energy Management & Monitoring
- Environmentally Sustainable Products & Services
- Fans
- Food Handling & Storage
- Heating – Commercial
- Heating - Industrial
- Heating - Residential
- Hot Water
- Ice Making & storage
- Instrumentation
- Insulation
- Lighting, Lifts
- Mobile Air Conditioning
- Motors
- Noise & Vibration Control
- Parts
- Pipes
- Plumbing
- Pumps
- Refrigerants
- Refrigeration – Commercial
- Refrigeration – Industrial
- Thermal Storage Systems & Equipment
- Tools & Accessories
- Valves
- Ventilation
- Water Treatment

For a full listing visit www.arbs.com.au

exhibitor space & stand options

Exhibiting at ARBS is easy and hassle free - we are there every step of the way. We provide you with a range of benefits and support to enable you to get on with the business of selling.

■ Space Only option

You buy the floor space only and provide your own stand or display. This option allows you to design and build a custom display to suit your requirements. Carpet is included if required.



■ Standard Shell option

This is the easiest way to walk in and walk out of the exhibition. A standard shell scheme frame is provided which includes your signage, electrics and carpet flooring. Included in your cost is:

Corinthian (fabric) walls, carpet, fascia with standard signage, 1 power point and two spot lights per 9 m².

This option must be purchased in multiples of 9 m² (min of 9 m²). Furniture is not included.



■ Premium Shell option

An upgrade to the standard shell which will make you stand out from the crowd.

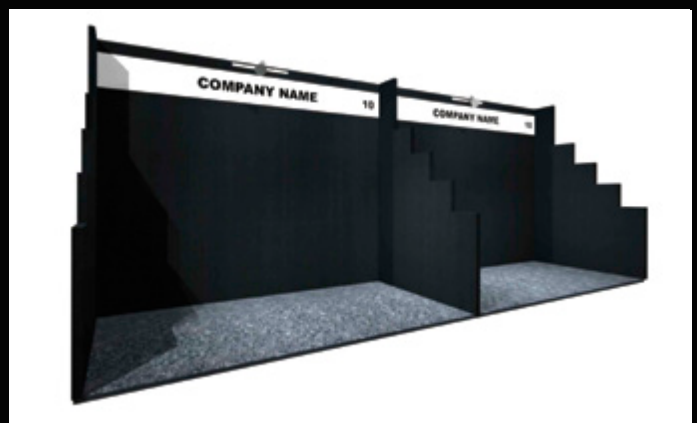
This option includes syma walls (white), carpet, premium curved fascia, name and colour logo signage, 1 power point and two spot lights per 9m². Optional extras are available at extra cost including digital printing for walls. Furniture not included.



■ Poster Display option

For the budget conscious exhibitor wanting a presence or just testing the waters.

Includes carpet, black fabric walls, stepped panel side walls, corflute sign with vinyl text, 1 spotlight and 1 power point. Furniture not included. (Note: limited poster stands available only in allocated areas)



what exhibitors say about **arbs**



“ Could not be better. We do a number of shows and no one does it as well as ARBS ”

“ An excellent show. Very well organised. Good cross section of trades. Great location ”

“ Well organised. It is a true global exhibition in terms of quality ”



exhibitor benefits & inclusions

- Visitor tracking is provided*
- Free Exhibitor Directory listing and profile
- Free online listing on the ARBS 2012 website including NEW products & services search options
- Unlimited use of exhibitor and business centre providing fax, photocopy, phone and light refreshments
- A fully carpeted venue
- Free stand cleaning every day
- Free Forklift facilities to and from your stand
- 24 hour venue security
- Comprehensive supporting advertising and marketing campaigns
- Unlimited free trade invitations and promotional materials
- Free attendance for all exhibiting staff at the 'Exhibitor Welcome' cocktail hour

* Details of visitor tracking options are available on booking

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ARBS 2012

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Find us on Facebook



And follow us on Twitter: @arbs2012

