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# Helping you develop your business

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When you're looking to develop your business, talk to the British Valve & Actuator Association. We offer our members key promotional opportunities, vital industry exposure and access to major networking events.



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*Our mission*

To create value for our members by providing excellent business networks, new business opportunities, industry recognised training, technical expertise and influence.

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# Boosting your Sales

At BVAA we work hard to give our members a competitive edge.  
The Business Development (BD) related features of membership are:

**Meet top buyers and specifiers at BVAA BD events**

**Business Development Events**

Our Partnership with NOF Energy allows you to meet large contractors and customers

**BVAA Desktop Exhibitions**

Demonstrate your products to top specifiers and buyers



**Valve industry events**

Conferences, seminars, golf days and social events



**Free entry to BVAA Buyers Guide**

DVD and online product sourcing portal promoted world wide

**Hundreds of thousands BVAA product sourcing DVDs distributed over the last five years**

**Thousands of visits to our online valve and actuator sourcing portal each year**



**Live enquiries delivered via BVAA on a weekly basis**

**Build your network within the industry**



**Amec, BP, Petrofac, KBR, Worley Parsons, Ministry of Defence, British Energy, Bechtel, Score, Foster Wheeler...**

Just some of the companies we have arranged desktop exhibitions for

**Support in all areas from the BVAA team**

We exist to support our members



**Editorial in Valve User Magazine**

Two free stories per quarterly issue

**Subsidised advertising opportunities**

**Weekly e-newsletter**

Latest news and contract / business opportunities

**FREE Market Forecast Reports**

Detailed five year industry forecasts by region, industry and product type



**“Our story in Valve User Magazine led directly to a substantial order”**

*Hobbs Valve*

**Representation at major exhibitions**

Including the BVAA British Pavilion at Valve World Europe

## Sales Benefits

Your sales team will love being a BVAA member:

Meet those who buy and specify valves and actuators

Grow your network

Receive live enquiries

Win orders

“As a direct result of an enquiry received through the BVAA, John Mills Valves won an order worth over £400k”

*Noel Barker, John Mills Valves*

## Annual events include

**BVAA Annual Meetings** - the industry get together

**BVAA Conferences** - Technical & commercial conferences and associated networking

**BVAA Spring Golf Day** - Entertain and network at top flight courses

**Aberdeen Golf Day** - Entertain your customers in Aberdeen

**NOF Networking Lunches** - at least one event per month

**Desktop Exhibitions** - with top industry clients

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## NOF Energy

BVAA's partnership with NOF Energy means that as a BVAA member you can attend NOF Energy events at discounted member rates. Typically events feature a key note talk from a top energy industry contractor or operator. The speaker will outline the plans for forthcoming projects and explain how companies in the audience can bid for contracts and tenders.

The events are well attended, which results in fantastic networking opportunities among delegates.

Further opportunities at NOF events include the option to take an exhibition stand and the excellent introduction service, where staff are on hand to introduce members to the contacts they wish to make.

Find out more about all the ways your business could benefit with the BVAA. For a no obligation discussion:

Call **01295 221 270**  
Email **[enquiry@bvaa.org.uk](mailto:enquiry@bvaa.org.uk)**  
Visit **[bvaa.org.uk](http://bvaa.org.uk)**

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“The NOF Energy Service takes a lot of the pain away from getting the right contacts”

*Alison Ennis, Marketing Manager, BEL Valves*

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