

The OPUS Specification Package represents your business and its products to building services engineers working on a wide variety of projects, with direct responsibility for specifying

# What OPUS Users Say...

**OPUS**  
Building Services 2008  
www.opus-bs.com

## Making the good even better...

When we took over the publishing of OPUS we decided to see how we could make a good product even better, by taking an independent look at it from a specialist directory publisher's point of view and we asked our users - your customers - what they thought of OPUS.

## How?

We ran a series of independent focus groups with CIBSE members who are actively specifying building services products. We also conducted a series of independent telephone interviews and email questionnaires to find out what your target market thought...

## And this is what they told us about OPUS...

*'A source of ideas and inspiration for the busy engineer'*

*'Comprehensive and user friendly'*

*'One stop shop for suppliers and regulations'*

*'A comprehensive source of information on a wide range of equipment'*

*'Everything you need to get your designs up and running'*

*'OPUS is a great, one stop shop'*

*'A very useful tool for the building services engineer'*

- They like and know OPUS - they rely on the information it provides to put into a specification.
- They refer to it weekly to locate manufacturers' information and for equipment details.
- It's their first point of call - OPUS is referred to primarily at the earliest stages of the specification process, as an excellent source of ideas.
- Once they've found the information - the next step is to either call a manufacturer direct, or refer to the manufacturer's website, then invite a rep to visit.
- Building services engineers like the additional information OPUS provides on Standards and trade names, so it remains in constant use.

The CIBSE members who regularly use OPUS also told us they like to show products to potential clients - so images are welcomed. In addition, manufacturers who included the most technical information, such as specifications in tabular form, are the most preferred.



# Key Features of OPUS

Ensure your products are prominently displayed in the latest edition of OPUS Building Services, circulated to active UK members of CIBSE

## Focus on sustainability...

- Focus on sustainability...**  
 Sustainable products are included throughout our product entries and OPUS has a dedicated Sustainability Showcase to cater specifically for this key area.
- Logical arrangement by topic...**  
 OPUS underwent a complete classification review in 2007, undertaken by highly experienced building services professionals. All headings within OPUS were examined for relevance and accuracy, new headings added and a logical section order adopted, whilst still including the essential Common Arrangement of Work Sections (CAWS) references. OPUS is divided into logical sections covering all aspects of the industry.



- Layout...**  
 OPUS pages are structured and templated to provide consistency of content for users. Manufacturers are able to add a good selection of images, tables and descriptive text which gives building services engineers what they want - a useful reference to compare and contrast products with illustrations and technical references.
- Format...**  
 The size of OPUS directory was increased in 2007 to allow users to refer to it more easily and manufacturers more room to display their products to best effect. In addition, the coloured corner tabs and signposting throughout enables quick and easy location of both products and contacts.

**PACKAGED PLANT ROOMS**  
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**Ellison AC Packaged Plant Solutions**

At Ellison Engineering Services Ltd we offer a complete range of packaged plant solutions for industrial and commercial applications. Our products are designed to meet the needs of the industry and are available in a wide range of capacities and configurations. Our products are designed to be easy to install and maintain, and are available in a wide range of capacities and configurations. Our products are designed to be easy to install and maintain, and are available in a wide range of capacities and configurations.

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For additional information go online at [www.opus-bs.com](http://www.opus-bs.com)

**OPUS Building Services**

Home Search Publications Manufacturers Area Companies Product Index About Us Contact

**Search**

Supplier: Any  
Trade Name: Any  
Key: Any  
Region: Any  
Key: Any

**SEARCH KEY**

Information Icons: Home Entry, Improved Entry, Best Entry

**Search Results**

Keywords: boilers  
Search Type: [ ] Product [ ] Supplier/Trade Name [ ] ISO 9000 Quality Assured Firm

23 suppliers found for Product Search on 'boilers' with product type 'Boilers (T31)'.  
Click here to go back to results page

Results 4 - 23 of 23 Print Current Print All

Supplier Name	Head Office	Entry Type	Documents	Contact
Hibarb 2000	Austin-under-Lyne, Lancs			
Brag	Warrington, Berks			
Hear	Newark, Yorks			
Stabus Energy Systems	East Windsor, Surrey			
Talbots Biomass Energy	Stafford			
Wood Energy	Therion, Devon			
BB Cowan	Ames, Cheshire & Salford			
CambridgeKOK	Brough, E Yorkshire			

Advertisements: Babcock Wanson UK, Fulton, Talbot's Biomass Energy, Vaillant, ROTEX HEATING SYSTEM

- Easy to use website...**  
 To complement the book, the OPUS website, [www.opus-bs.com](http://www.opus-bs.com), features all the comprehensive features of the directory, with fast searching and clear display of information. Extra images and downloadable product catalogues, as well as supplier case studies, are also available - providing additional promotional opportunities for you.

The site has been search engine optimised to ensure your company and products are given improved ranking in Google and other search engines. It also makes the most of our strong links with both CIBSE and BSJ.