

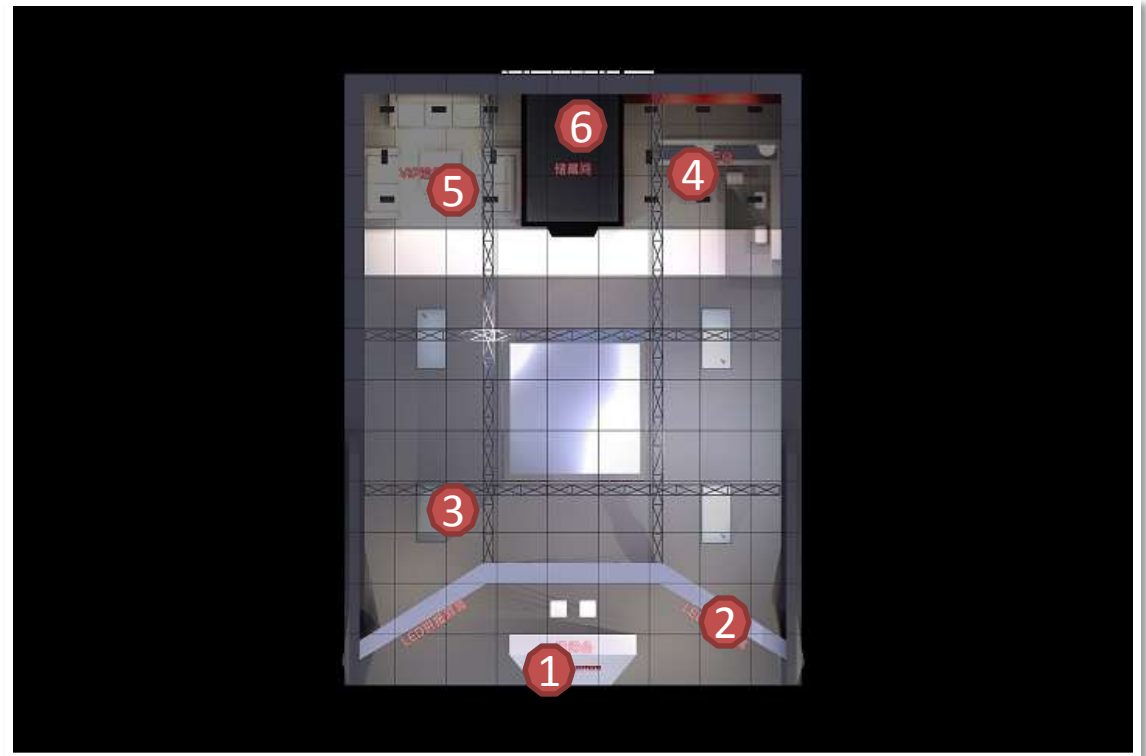


ISH China & CIHE 2014

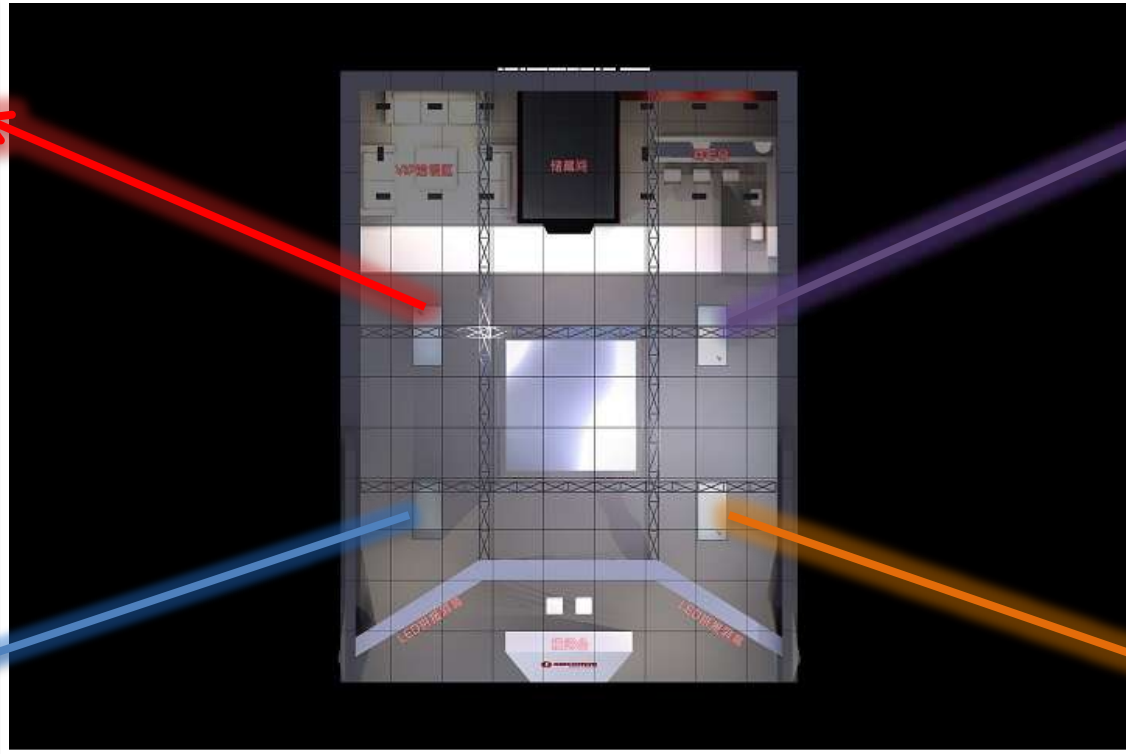
GIACOMINI'S STAND



12X9 meters, ¹ Front Desk with ² 2 LED Screens, ³ 4 Showcases, ⁴ Relax Area, ⁵ Negotiation Area and a ⁶ Storage Room.



Giacomini's Stand – Sub brands and Showcases



Giacomini's Stand – Sub brands and Showcases



Each showcase will display products of the relative Sub-Brand. Each showcase have drawers allowing to pull out products.



Activities

- Customers and visitors welcoming
- Display and presentation of new products
- Shows
- Corporate presentation on LCD screens
- Hostess
- Transfer from Exhibition Center to our Training center for Course Program

Our Sales Team will invite our **trusted customers** to join the training activities in our Training Center. Every participant will find our hostess with the form to be filled and **attach a business card** to it. Our Sales Managers will check the customers credentials and sign the receipt, to allow our staff on the bus to **recognize genuine customers** and take them to our premises.

Business Card
名片



ACCADEMIA
TERMOTECNICA GIACOMINI

Course Application Form – 培训申请表

CLIENT NAME – 客户姓名 : _____
NUMBER OF PARTICIPANTS – 参与人数 : _____

培训规划 :

Company presentation (30 min.) - 公司简介

Presentation about radiant underfloor system (30 min.) - 地板辐射系统简介

Practical presentation & demonstration of (approx. 1 hour) - 实物展示

- radiant ceiling & underfloor systems - 吊顶辐射系统和地板辐射系统
- radiator valves, lockshields and thermostatic heads - 散热器阀门和相关产品
- fire protection valves & components - 消防栓
- ball valves, gate valves, thermostatic mixing valves, zone valves, hydraulic separator and other products - 球阀、逆水中心、区域控制等产品

* All the program will take 2-3 hours for each group of visitors – 每个小组的全部培训为2-3个小时

The shuttle to our headquarter will leave from the Exhibition center at 10.00 am (first trip) and 01.30 pm (second trip) and will go back to the exhibition center at 01.15 pm (first trip) and 04.45 pm (second trip). Present this receipt to Giacomini staff to get your seat on the shuttle.

从展览馆到我公司享有巴士免费接送服务。两班巴士上午10.00 (第一班) 和下午13.30 (第二班) 分别从展览馆出发, 下午13.30 (第一班) 和下午16.30 (第二班) 分班返回展览馆。请把本票交给票务科长后员工即可搭乘巴士。

CLIENT NAME – 客户姓名 : _____
NUMBER OF PARTICIPANTS – 参与人数 : _____

Sales Manager Signature

Activities - Shows

On the 14th there will be two components of the music band “Red Orchestra” that will perform four exhibitions during the day:

10.15

11.45

14.15

15.30



Activities – Transfer to Training Center

With this slip the interested customers will be allowed on our shuttle bus to the Training Center. Our staff will check the slip and welcome them on-board.

The shuttle to our headquarter will leave from the Exhibition center at 10.00 am (first trip) and 01.30 pm (second trip) and will go back to the exhibition center at 01.15 pm (first trip) and 04.45 pm (second trip). Present this receipt to Giacomini staff to get your seat on the shuttle.

从展览馆到我公司可享受巴士免费接送服务，两班巴士上午10:00（第一组）和下午13:30（第二组）分别从展览馆出发，下午13:30（第一组）和下午16:30（第二组）分别返回展览馆。请把本票给嘉科米尼员工即可搭乘巴士。

CLIENT NAME – 客户姓名 :
NUMBER OF PARTICIPANTS – 参与人数 :

Sales Manager Signature

May 13th and 14th

The shuttle bus will drive the customers to our Training Center and back to the Exhibition Center twice during the day:

- **First Trip: 10.00 – 13.15**
- **Second Trip: 13.30 – 16.30**

Qualified Dealer Meeting

EVENT PROGRAM

- 09.00 REGISTRATION
- 09.15 WELCOME FROM GIACOMINI
PRESIDENT MR. ELIA GIACOMINI
- 09.20 COMPANY MISSION MR. ROBERTO
FERRARO
- 09.40 VIP EXPERT SPEECH
- 10.30 COFFEE BREAK
- 10.50 NEW PRODUCTS PRESENTATION MR.
MIRKO FIORE
- 12.00 LUNCH
- 13.40 GIACOMINI DEALERS OLIMPIC GAMES
- 18.00 GALA DINNER



Location: 鹏润国际大酒店 - 中国北京市朝阳区
区霄云路26号鹏润大厦A座1区
Grand Concordia Hotel - A-1 Pengrun Mansion,
No.26 Xiaoyun Road, Chaoyang District, Beijing

Giacomini Dealers Olimpic Games:

- Tug of War
- Bowling
- Valves Pairing

Thank You for your attention!

