

MEMBER CASE STUDY

Chris Emes

Managing Director, Mechatherm

Mechatherm International is a leading provider of equipment for the aluminium industry and with increasing international demand have been able to work on projects all over the world. We have now won 3 Queens Awards for our international trade and growing annual turnover.

We joined the CBI because of the work they were doing in championing small and medium sized enterprises. There is a perception that the CBI only caters to larger organisations, the benefits we've gained from membership are proof that this isn't the case. CBI has campaigned on a number of business issues that have a direct impact on us such as access to improved banking facilities for SMEs.

Being part of such a large organisation that speaks on behalf of all business means we are represented by a strong and legitimate voice acting for the benefit of all business, including Mechatherm. Being a member of the CBI has also allowed us to attend events such as the M-Clubs. These events are run for medium sized companies and address the issues that affect us on a daily basis such as corporate governance, accessing and retaining talent, developing our brand and disruptive business models. Through this and larger events, such as the Annual Conference I've been able to meet other companies who are either in the same position as me, or who have already gone through some of the challenges that affect my business and industry. Networking for me isn't limited to meeting other small and medium sized companies, I've had the opportunity to sit in the room with large international firms and as a result I can learn from them on best

practice but also how to avoid making some of the common mistakes that could be detrimental to my organisation. The CBI facilitates these meetings and allows you to build strong networks which, in the end provide you with invaluable information but also a degree of reassurance as to your business and practises.

THE BENEFITS OF MEMBERSHIP:

1. The chance to be represented by a strong and legitimate voice on issues that affect our business
2. Attending the M-Clubs which have allowed us to learn more about the different business issues that are pertinent to our industry
3. The strong networks I've had the opportunity to build which are made up of contacts from all business sizes, sectors and regions

WE'RE YOUR VOICE

A COMMUNITY FOR YOUR BUSINESS

membership@cbi.org.uk

ABOUT CBI MEMBERSHIP

Membership of the CBI means you are part of the UK's premier business community giving you access to a network of 190,000 ambitious businesses across all sectors and sizes. Bringing you together with likeminded individuals to ensure that the UK is the best place in which to invest and do business from.

The CBI represents all business, regardless of size or sector

The CBI is the leading business organisation for all sizes and all sectors of business across the UK. Whether you're an ambitious start-up, are an established local business, or are multi-national, CBI membership can benefit your business.

No two memberships are the same

We know that you are busy running your business and there is no 'correct' model of engagement, we look to make our opportunities as flexible as they can be. Whether you want to receive our information virtually, dial into the occasional webinar and attend the odd event or would prefer to get fully involved in our consultations, forums and events – your membership is tailored to you.

The CBI is an organisation for business funded by business

We're a not-for-profit organisation financed by our member contributions and participation in commercial events.

The CBI is unique amongst membership organisations

The seniority of our network and our access into government is what sets us apart from other business organisations. It is CEOs steering our agenda, and the top levels of government want the CBI and our members round the table when making policy decisions. The fact we represent all sectors and have offices throughout the UK and internationally also means we have a diversity of views no other organisation can compete with.

We want your whole organisation to benefit from your membership

There are a variety of opportunities at the CBI for everyone across your business. Many of these are at board level and we will work with you to manage the relationship, and meet your business needs.

The benefits are tailored to you

CBI members use their membership in different ways depending on what they are looking to get from the relationship usually members are looking for a combination of: access to government, influence over policy, good practice sharing, B2B networking opportunities to grow their business, insight & intelligence to help their business planning.