

## MEMBER CASE STUDY

**John Dickson**

Chairman, Owen Pugh Holdings Ltd

*Owen Pugh is a privately owned, medium sized civil engineering supplies company employing 420 people in the North East of England across six business divisions. The business has almost trebled over ten years and now has a turnover of £40m.*

I brought Owen Pugh into CBI membership in 2014, during a tough year of trading conditions because I saw some major threats in the external environment that could have had a really negative impact for my business. I wanted to find a way of accessing politicians to explain how detrimental some of their ideas could be for businesses operating at the coal face because businesses like mine are facing awful decisions between failing to comply with accounting standards and company law on the one hand and insolvency on the other.

Damaging changes around the extent of employer liability on holiday pay are one particular example. The changes could have put me out of business. The issue was brought to my attention through the CBI and they brought me and similarly affected companies together to discuss the extent of the implications and develop an action plan of how we'd tackle this with government. The working group really helped me feel that I wasn't alone, and together we managed to get an outcome that was much more favourable for business.

I regularly receive invites to attend meetings with government through the CBI in the North East. A recent meeting with Treasury officials for example, was a

great way to talk to them about the implication that some of their processes have on my business in terms of the amount of time I have to spend on them.

I've also just been invited to sit on the CBI's Construction Council which not only gives me a platform to decision makers on issues impacting my sector such as prompt payment, but also puts me in a room with the CEOs of organisations that are my customers.

### THE BENEFITS OF MEMBERSHIP:

1. It's a strong network of likeminded people in your community across sectors, all operating at the top-level in their business
2. It gives me a platform and mechanism to access government that's impossible to get as an individual business
3. It gives me access to my customers at the highest level

# WE'RE YOUR VOICE

A COMMUNITY FOR YOUR BUSINESS

[membership@cbi.org.uk](mailto: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.