

# Press Release

26 August 2010

For immediate release

## **NFB joins forces with Glenigan to help its members get ahead of the game.**

The National Federation of Builders (NFB) has joined forces with research outfit Glenigan to help its members win more business. Glenigan combines comprehensive data gathering and exhaustive research with detailed statistical modelling and expert analysis, to deliver a trusted insight into UK construction trends and activity.

Glenigan customers include government agencies, construction companies, manufacturers and suppliers of materials used in construction projects and specialist service providers including recruitment agencies, financial institutions, IT and telecoms companies.

The information available to members will provide them with the ability to:

- **win new business**
- **increase profits**
- **build company relationships**
- **make informed sales pitches**
- **target decision makers**
- **track construction projects**
- **find new sector opportunities**
- **forecast market trends**
- **increase efficiency**

Julia Evans, NFB Chief Executive commented 'Glenigan provides the most up-to-date and detailed UK construction contract sales leads and analysis to help companies win more contracts.

'Our members can subscribe to precisely the information they need, for example a subscription can be for a single county, a mixture of sectors across different regions or all sectors across all regions. A member of the Glenigan sales team will explore each member's specific business needs and present the most appropriate subscription level for their business, ensuring that the service is tailored to them.'

Mike Woolfrey, Glenigan Managing Director commented: 'Glenigan is proud to work with the NFB to deliver a valuable new benefit to members. We are extremely confident that this is the start of a very long and fruitful relationship.'

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## ENDS

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### Notes:

1. The NFB is one of the UK's longest established trade federations for small to medium-sized (SME) builders, contractors and house builders across England and Wales. It was created 150 years ago to represent the building profession and to help create the conditions for its members to thrive and contribute to the economic success of the UK. Its members range from the sole trader to large, multi-million pound construction companies, with turnover ranging from below £500k to £100m plus. The NFB provides advice, training and business solutions to ensure members stay up to date.
2. The NFB campaigns on the issues that impact the construction industry such as procurement, utilities, sustainability and funding. It represents the industry at government and industry forums and is an active media commentator and policy influencer.