



**Constructionline**

Part of Capita plc

## Case Study - Southport Gate Company Ltd

### Who is SGC?

SGC (Southport Gate Company Ltd) are a small steel fabrication company based in the North West, they work predominately in the social housing regeneration and new build sector. In the main they work as specialist subcontractors in architectural steelwork. The company manufacture and install gates, railings, balconies, hand rails etc and also manufacture small scale structural steelwork.

SGC do not carry stock items, every item they make is manufactured to the client's exact specifications, and this can be anything from Wrought Iron Gates, Juliet Balconies to Balustrading, Commercial and Industrial Security Gates.

'As a company we are constantly evolving and improving the way we work, striving to maintain and achieve industry accreditations to ensure that we are the best we can be, in all that we make and in the service we provide. In recent years we have been working towards and achieved a number of critical accreditations.' With this focus in mind, SGC have been members of Constructionline for a number of years.

As the only government owned accreditation service, Constructionline strives to reduce duplication within the pre-qualification process. We retain supplier information and accreditations on an interactive database, making them instantly available to our substantial list of registered buying organisations.

### Making the connection

Constructionline operate a large programme of regional Meet the Buyer events across the UK. These events provide an invaluable platform for buyers to meet with local suppliers. The event offers suppliers the chance to meet face-to-face with buyers, discussing upcoming work opportunities and how to become a member of a supply chain.

Margaret Sumner, Operations Manager at SGC attended the Constructionline North West Meet the Buyer event in February 2013. The event was held at the Stobart Rugby Stadium in Widnes, home to the Widnes Vikings. We asked Margaret about her experience at the event, she told us: "This is our third Meet the Buyer event we have attended, and this one has been the best. We've found so many buyers in the room relevant to what we offer. Compared to the tedious process of phoning receptionists, this event gave us the chance to take the next step and meet the decision makers."



### Company Profile

Located:  
Southport

Areas of Operation:  
North West England

Members with Constructionline:  
Since 2010

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**Margaret Sumner**

Operations Manager at Southport Gate Company Ltd



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When asked about her success in making contact with the host of buying organisations in attendance, Margaret replied: "We made some good connections. After a busy day of networking we have generated four leads that we're very confident about. The day couldn't have been more successful."

In addition to meeting buyers, there is an opportunity for suppliers to meet a member of our team who will take them through their Constructionline profile to ensure they are getting the most out of their membership. "We found this very useful," explained Margaret. "We received some good advice about updating our profile to ensure we don't miss out on any opportunities. After talking to the expert, we realised the importance of displaying our maximum contract value on our profile."

**For more  
information on  
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