



FOR IMMEDIATE RELEASE

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## **BUILDSITE FORMS STRATEGIC PARTNERSHIP WITH THE DRAKE GROUP**

The Drake Group, an association of 77 member/owner companies operating 335 dealer locations in the U.S., has formed a strategic partnership with BuildSite. The partnership, developed to increase sales at both branch and corporate levels, makes BuildSite available to all Drake Group members.

Using BuildSite Search and software tools, Drake Group dealers can increase sales by turning “no sales to a stock sale” and by selling full systems of products more easily. With imbedded BuildSite software, members are able to build submittal packages for clients quickly, with an archive of those submittals available from any web-enabled computer.

“Our partnership with BuildSite, and their job submittal software, is expected to be another example where additional knowledge, technology, efficiencies and growth opportunities are leveraged among leading independent, private specialty dealers servicing the commercial and residential markets,” said Robb Rugg, Executive Director, The Drake Group.

Drake Group members are regional leaders in commercial product distribution, focused primarily on drywall and other interior products. Collectively, they serve well over 10,000 of the leading contractors and builders in the country, working to integrate and coordinate the best value chain in the industry for their members.

“As we continue to focus more thoroughly on interiors distributors and contractors, we are thrilled to be working with a leader as dominant as The

Drake Group” said Ned Trainor, BuildSite President. “Feedback from both manufacturers and individual Drake Group members has been highly positive.”

ABOUT THE DRAKE GROUP: The Drake Group, headquartered in Mission Viejo, CA is an association of independent, privately held specialty dealers from across the United States. The Group currently has 77 member/owners and 335 locations across the U.S. Based on its core values of safety, quality, cost, commitment, mutual growth, strength, trust & integrity, The Drake Group is working with its members, vendors and contractors in an effort to better integrate and coordinate the best value chain in the industry. The Drake Group and its members services well over 10,000 of the leading contractors and builders across the country, working very closely with some of the leading building material vendors including 3M, CertainTeed, Clark/Western, Dietrich Metal Framing, EZ Taping, Franklin International, Fry Reglet, Johns Manville, USG, Grace Construction Products, National Gypsum Company, Marino/Ware, CEMCO, Owens Corning, Knauf Insulation and Wind-Lock.

Additional information on The Drake Group LLC can be found at [www.GypsumToday.com](http://www.GypsumToday.com), or by calling their corporate office at 949-582-8695.

ABOUT BUILDSITE: BuildSite is a single source of product and technical information for construction, used by sales reps throughout the building materials industry. Accessed by distributors and contractors from coast to coast, BuildSite’s database includes more than 200 manufacturers and in excess of 15,000 products. BuildSite’s Channel Communications program lets manufacturers of building materials promote the benefits of individual products and systems at the exact time of purchase. To learn more, visit [www.BuildSite.com](http://www.BuildSite.com) or phone 888-717-8665.

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