

## Contractor of the Year

The winning contractor will be someone who is regarded as an essential part of their farming customers' business. They will be market-focused providing a reliable, efficient, punctual, and above all, cost effective service to farmers either nationally or regionally.

### CONTACT DETAILS (please complete all fields)

Name:	
Job Title/Position:	
Address 1:	
Address 2:	
Town:	
County:	
Postcode:	
Email:	
Telephone:	
Mobile:	
Website:	

What is the name that should appear on the winning trophy?

### BUSINESS DETAILS (please complete all fields)

Company Name:	
Main services offered:	
Main customer base (e.g. arable, dairy)	
Number of clients and area covered:	
Turnover and pre-tax profit for the past two years ( <i>this information is in confidence and not for publication</i> )	

## Questions

Please answer the following questions as best you can, supported by data wherever possible.

<b>1. Costings:</b> How you manage your operational costs and achieve a profitable business	
How do you calculate how much to charge?	
Do your charges change from year to year?	
How do you charge – by area, hour, etc.?	
Do you have different payment plans to suit different customers?	

<b>2. Machinery:</b> Describe your fleet, how it has changed over the years and why you bought those machines	
How do you pick the machines that you run?	
Do you buy new or second-hand?	
How long do you keep machines for, and does this vary?	
Do you rely on warranty, or do you do most of the fixing yourself?	
How do you handle the rising capital cost of machinery?	

<b>3. Relationships.</b> How do you balance your needs with those of your customers?	
How do you maintain relationships with existing customers?	
Do your staff play a role in this?	
How do you build relationships with potential new customers?	
Do you have a close relationship with your local dealers?	

<b>4. Social responsibility:</b> Adhering to legislation, communicating with the public and looking after the environment	
How do you keep up with health and safety laws?	
Have you implemented any rules to improve workplace standards?	
How do you minimise the impact of your work on the public?	

Do you doing anything to engage with the local community?	
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<b>5. Staff management.</b>	
How many staff do you have?	
Where do you find new staff?	
Do you provide accommodation?	
Do you offer staff training?	
What appraisal and payment schemes do you operate?	

6. **Achievements/differentiators:** What would you say are your biggest achievements over the past few years? Why do customers choose you rather than your competitors?

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**Anything else?** Is there anything else that you would like to tell us about you or your business that marks you out as a winner?

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**Client References:** Please supply the names and contact details of two farming clients who can be contacted to support your entry.

Reference One

Name:	
Address:	
Telephone:	
Email:	
What services do you supply this client?	
How long have you been working for this client?	

Reference Two

Name:	
Address:	
Telephone:	
Email:	
What services do you supply this client?	
How long have you been working for this client?	