



EQUIPMENT WORLD'S
contractor of the year

2010 Entry Form

Owner's Name: _____
(Please note: The owner will be the recipient of the award. Please indicate if there is more than one owner. All named owners must be active in the daily activities of the firm.)

Company: _____ Address: _____

City/State/Zip: _____

Daytime phone: _____ Nighttime phone: _____ Cell phone: _____

Fax: _____ E-mail (required): _____

Website: _____

Are you currently an *Equipment World* subscriber? Yes ___ No ___ If not, please check here if you would like to be. ___

NOW, A LITTLE BIT ABOUT YOUR COMPANY...

Year you started your company: _____ Years you have been in construction: _____

Annual volume (check one): _____ \$3 to \$5 million _____ \$5 to \$7 million _____ \$8 to \$10 million
_____ \$11 to \$13 million _____ \$14 to \$15 million

Number of employees: _____ Types of projects _____

Experience mod rate (current year): _____ Lost time incident rate (past 3 years): _____

REFERENCES:

Note: Make sure all your references know you and your work well!

Please list three client references (first and last names) and their contact information:

Client: _____ Contact Name/Title: _____

City: _____ Daytime Phone: _____

Client: _____ Contact Name/Title: _____

City: _____ Daytime Phone: _____

Client: _____ Contact Name/Title: _____

City: _____ Daytime Phone: _____

Please list three industry references (dealers, rental centers, other contractors, associations, vendors, etc.)

Company/Agency: _____ Contact Name/Title: _____

City: _____ Daytime Phone: _____

Company/Agency: _____ Contact Name/Title: _____

City: _____ Daytime Phone: _____

Company/Agency: _____ Contact Name/Title: _____

City: _____ Daytime Phone: _____

NEEDED: YOUR OPINIONS ... (These can be filled out on a separate sheet, if necessary.)

What do you think is the greatest challenge facing contractors today? How can they cope with this challenge?

To what do you attribute your growth? _____

What do you believe makes you a successful contractor? _____

(REMEMBER: YOU CAN ATTACH UP TO THREE SUPPORTING DOCUMENTS TO THIS ENTRY FORM!)

Simply return this entry by fax (205-345-5695) or mail it to:
Marcia Gruver
Equipment World
P.O. Box 2029
Tuscaloosa, AL 35403-2029 Phone: 800-633-5953

Thanks for your entry and good luck!

Handy Checklist:

- This form is completely filled out.
- Supporting documents (letters of reference, newspaper clippings, etc.) are attached.
- Equipment list is attached.

Nominating salesperson's name (if applicable). Please print.

Signature

Company

Email (required)

Rules and Criteria

The Contractor of the Year 2010 contest recognizes contractors who have annual revenues of between \$5 million and \$15 million and who exemplify the highest standards of construction professionals: business acumen, equipment management expertise, attention to safety and community involvement.

Contractors who meet these qualifications are invited to enter. Contractors also can be nominated by others in the construction industry. To enter an applicant must:

- Have annual revenues of between \$3 million and \$15 million.
- Have at least 10 years of construction company ownership experience.
- Have a proven, excellent safety record.
- Own at least five ride-on construction machines.
- Be able to represent the construction industry in a positive way.

An applicant is required to complete this form in its entirety. Co-owners should submit one application, listing all owners. All entries must be received by October 2, 2009.

Equipment World editors will carefully review each entry and select 12 finalists. Each finalist will be featured in *Equipment World* magazine and will win a free trip for the finalist and his/her guest to Las Vegas to attend a NASCAR race. One finalist will be chosen as the Contractor of the Year 2010. All information is confidential and is only used for judging purposes.

NO PURCHASE NECESSARY. To enter, fill out all information requested on this entry form and mail or email to: Marcia Gruver, Contractor of the Year 2010, P. O. Box 2029, Tuscaloosa, Alabama 35403; mgruver@rrpub.com. All entries must be received by October 2, 2009. The Contractor of the Year 2010 contest is open only to contractors who have annual revenues of between \$5 million and \$15 million. It is NOT open to employees of Randall-Reilly Publishing Co./Construction Division and its agents, and suppliers of this program and their families. Offer void where prohibited and is subject to all federal, state and local laws. Construction Division editors will select the 12 finalists and the 2010 Contractor of the Year. Their decisions will be final. No responsibility is assumed for lost, misdirected, damaged or illegible entries.

PRIZES: Contractor of the Year finalists will receive a trip to Las Vegas to attend a NASCAR event. Winners will be notified by mail and have an article on them published in a 2010 or 2011 issue of *Equipment World* magazine. Limit one (1) prize per family or household. For a list of the finalists, send a self-addressed stamped envelope after January 1, 2010 to Promotion Partners, Contractor of the Year 2010 Finalist List, P.O. Box 550841, Dallas, Texas 75355-0841. No substitution or transfer of prizes allowed. Applicable taxes are the responsibility of the winner. © 2009, Randall-Reilly Publishing Co.

EQUIPMENT WORLD'S

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Dear Contractor:

Attached to this letter is an entry form for the 2010 Contractor of the Year contest, sponsored by Caterpillar and *Equipment World* magazine.

THIS PROGRAM HONORS CONTRACTORS WHO HAVE...
successfully managed their companies through the ups and downs of construction. These contractors exemplify the highest standards of construction professionals, including business acumen, marketing and equipment management expertise, attention to safety and community involvement. (This contest is limited to contractors with between \$3 million and \$15 million current annual revenues.)

AS RECOGNITION FOR THESE QUALITIES...
each 2010 Contractor of the Year finalist company will be featured in a three-page article in *Equipment World*. In addition, a representative from each finalist company and a guest will win a trip to Las Vegas to attend a NASCAR race. All 12 finalist companies will be honored at an awards banquet where the 2010 Contractor of the Year will be named. (See rules and criteria on entry form.)

TO CONTINUE TO BE CONSIDERED...
you will need to fill out the attached form and return it to us by October 2, 2009. All questions must be answered by yourself and not by another person. Please type or print legibly. You may attach up to three additional items, such as letters of reference, newspaper clippings on yourself or your company, photos, etc. Be sure to look at the tip sheet for additional information.

Return the completed form to 2010 Contractor of the Year, c/o Marcia Gruver, *Equipment World* Editorial Department, P.O. Box 2029, Tuscaloosa, AL 35403-2029; fax it to (205) 345-5695; or submit your entry via our website, www.equipmentworld.com/coy. Please make sure all additional items are clearly labeled as coming from you.

If you have any questions, don't hesitate to call me at (800) 633-5953 or email me at mgruver@rrpub.com. I look forward to receiving your entry!

Sincerely,



Marcia Gruver
Editorial Director
Equipment World

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TIPS FOR FILLING OUT YOUR 2010 CONTRACTOR OF THE YEAR ENTRY FORM

1. **REFERENCES ARE CRITICAL.** We will be calling at least three of the six references you list and making a significant percentage of our judgment from what your references say about you. Make sure every reference knows your work well and can speak highly of you and your company. Nothing is so damaging to an applicant than for us to hear “Well, I don’t know him very well but he seems like a good guy.” It’s a good idea to let your references know ahead of time that you’ve listed them as a reference.

Please give us the full name of each reference. You may know your reference as “Joe down at the building supply store,” but we need to know both first and last names so we can be sure we’re talking to the right person.

Also, it doesn’t hurt to list a second phone number for a reference if you have it. It helps us track down what are bound to be busy people.

2. **REMEMBER YOU CAN ATTACH UP TO THREE ADDITIONAL ITEMS SUPPORTING YOUR ENTRY.** These can include letters of reference, your marketing or safety manuals, your employee handbook, newspaper clippings on yourself or your company, etc. Attach things you think would help us understand your company more thoroughly.

3. **BE SURE TO FILL OUT ALL THREE QUESTIONS AT THE END OF THE APPLICATION FORM.** Your responses will help us determine your attitude toward your work and your company. These questions can be filled out on a separate sheet, if necessary.

4. **DON’T PROCRASTINATE!** Even though the deadline is October 2, projects like these have a way of getting buried on your desk if you don’t act on them immediately. Take the time **NOW** to fill out the application, attach your supporting items and mail or fax it in. You can also submit your entry via our website, www.equipmentworld.com/coy.