

# EMERGING CONTRACTOR AWARD



Starting a business in what has been the toughest economic climate in a decade? These companies were up for the challenge.

## Winner Tusk Plant and Civil Engineering

**T**usk Plant and Civil Engineering is a small civils contractor working with the ethos of major player – and the attitude is paying dividends in an incredibly tough market. So say managing director Rory Kennedy and construction director Freddie King.

“We are proud to say that through hard economic times we have kept the company growing at around 40% per year as well as keeping the business profitable,” says Kennedy.

“We have fought hard to be in the position we are in through this recession with a positive attitude instead of negative one,” adds King.

Remaining profitable when others are cutting rates is key, says Kennedy. “The main lesson we have learnt throughout the recession is that working at an affordable rate is foremost. Profitability creates the difference from being dragged down to staying in business.”

The firm has invested heavily in certifications to mark it out as a quality contractor, gaining ISO 9001 and Constructionline certification, and self-lay accreditation that permits it to lay and

test mains for Scottish Water.

It has also invested in training and qualifying its workforce.

“We have taken the approach that through hard times we need to stand out within our sector by making Tusk the first choice contractor,” says King.

Right now it is very much focused on geotechnical and concreting. Its flagship project is St Andrews Cathedral, on the banks of the River Clyde in Glasgow city centre.

Tusk was contracted to carry out major civils within the cathedral itself and to build a new cloister area and Italian garden.

It is this kind of project – with Tusk working as main contractor – that makes Kennedy confident of the firm’s future.

“We feel we are raising the bar within our sector of civil engineering companies of a similar size,” he says. “We are working with the ethos of a larger contractor putting in place all the necessary systems to grow steadily and efficiently throughout the coming years.”

And Kennedy and King are happy to be recognised for their efforts. “We are very proud to win this award and consider it the highlight of our careers.”



**Moving on up:** Rory Kennedy and Freddie King have approached the recession with a positive attitude and a aim to “raise the bar”