

Our ref: SPA14/DB/AAC/

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February 2015

Dear Sirs,

## **SUBCONTRACTOR PERFORMANCE AWARDS 2014 | CONGRATULATIONS AND THANK YOU!**

It is crucial that JN Bentley fulfils its vision and remains the 'first choice' partner for clients and subcontractors, and to do this we depend on the trusted relationships we have established with our supply chain.

Every year we review the performance of our subcontractors and recognise the efforts of those who have scored highly.

### **YOUR SCORE FOR 2014 WAS 1.57**

**This score signals outstanding performance, and ranks you amongst the top 25% of all JN Bentley subcontractors for the year.**

I'm pleased to enclose a certificate confirming your status in JN Bentley's top 25% for 2014, and I should be very grateful if you would pass on our thanks to everyone involved in fulfilling these orders – you should all be proud of your performance.

To put your success in context, in 2014 we used 443 subcontract suppliers and conducted nearly 2,000 Performance Reports. The average score for all suppliers was 1.93, the highest score we have achieved since reporting began in 2004. The percentage of suppliers who scored better than good (a mark of 2) was down slightly down on 2013, but for the sixth year running was greater than 50%.

Your performance in 2014 yielded an excellent score and we're very much looking forward to working in partnership with you throughout 2015 and beyond.


Whilst there are increasing signs of economic improvement, client demands remain as high as ever, but by working together we can provide the standards which will continue to make us first choice. One specific area that remains important is supplier engagement. Last year we had some great successes in this area, and in 2015 we will work together to ensure the supply chain understand what we need from you – and will listen so that we provide you with what you need.

Health and safety remains top priority too – it is important that the level of reporting of unsafe acts and conditions from subcontractors continues to improve because reporting incidents is a proven way of preventing more serious incidents from occurring and keeping our sites safe.

We're looking forward to strengthening our relationship with our supply chain throughout 2015, and if you have any queries, or if you would like to discuss our performance reporting system and the standards we have set for our suppliers, please feel free to give me a call.

Once again, thank you for your on-going support and many congratulations.

Yours faithfully,



David Bentley