

# Australian Agricultural Contractors Association Inc

Originally; The Victorian Hay Press Owners Association, 5<sup>th</sup> August 1944

Then, Fodder Conservation Operators Association Sept. 1956

Then, Australian Agricultural Contractors Association Inc, July 2007

The oldest Agricultural Contractors Association in the Southern Hemisphere

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## “THE BOTTOM LINE”

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These are “SOME” of the EXPENSES” a “Professional Contractor” MUST cover

- 1/ **Professional Fees,**      *[Accountants, Solicitors (drafting contracts, etc)]*
- 2/ **Staff training,**      *[A government & OH&S requirement. License or  
“Registered Contractor” accreditation training]*
- 3/ **Uniforms,**  
   *[Personal Protective Equipment [PPE] a WorkSafe requirement]*
- 4/ **Specialist Tools,**      *[tension wrenches, large tools, thermal guns, battery  
powered tools, etc, etc]*
- 5/ **Insurances,**      *[Vehicles [cars ,trucks tractors], machinery, 3<sup>rd</sup> party  
property, workmanship. Workmanship guarantees]*
- 6/ **Initial equipment Purchase Repayments,**
- 7/ **Rent or Lease payments**      *[On sheds or property, registration of  
ownership of all equipment with Federal body]*
- 8/ **Maintenance,**      *[Dealers involvement, about \$4,000.00 per machine per  
year. Oil and grease, costs now considerable.  
OH&S recommendation:- “equipment should be serviced  
by **qualified** people”]*
- 9/ **Administration,**      *[office, accounts, activity records, where, when, date.  
Machinery Hygiene record books]*
- 10/ **Wages,**      *[including, sick leave, superannuation %, Holiday & leave  
loadings 17.5% for staff, management and family member  
operators]*
- 11/ **Freight,**      *[moving equipment from job to job, acquiring spare parts,  
delivering fuel to site ETC]*

- 12/ **Regulations Compliance,** *[“Weedstop” cleaning on job, oversize signs, warning lights, first aid kits for every vehicle, magnetic number plates etc ]*
- 13/ **Bank Charges,** *[we all know what they are]*
- 14/ **Power,** *[workshop & office]*
- 15/ **Stationery,** *[consumables, pens, paper, printer inks, business cards, etc]*
- 16/ **Licences & Association membership expenses.**  
*[To travel to & from meetings, (time and fuel) and costs associated with meeting attendances (meals accommodation etc) and annual membership fees]*
- 17/ **I.T. Costs,** *[computers, web site, tablets, etc]*
- 18/ **Telephones,** *[mobiles & office]*
- 19/ **Loan equipment,** *[Hi-vis vests for clients to wear while they are on site, safety signs and machinery gratuity considerations]*
- 20/ **Consumables,** *[Net Wrap, Twine, Silage Film, wasted Silage and Hay additives (not used in time all purchased before the season starts)]*
- 21/ **Spare Parts,** *[on hand, supply of tines, springs, shear pins, etc]*
- 22/ **Service manuals,** *[purchasing up-dates]*
- 23/ **Transport and non productive time,** *[The AACAInc estimates that; **40% to 50%** of the total job time is non productive, particularly in dairy areas which includes:- pre job inspections, travel to and from job. During work, moving machinery to & from job, moving from paddock to paddock, while on site, Waiting for the opportunity to work, for many reasons out of the operators control, farmer breakdowns, client inefficiencies, weather, material not ready, when you arrive on site, etc etc]*
- 24/ **Costs for service vehicle** *[tyres, fuel, maintenance, registration, drivers wages whether family or not, still a cost, etc]*
- 25/ **\$ factor to cover inflation** *[a fund to replace equipment]*

**26/ The most expensive component:- FUEL**

27/ **Vehicle registrations and insurances**

[Tractors, Trailers, Trucks, Service Vehicles, **and the boss's car**]

28/ **Living away from home expenses** [meals accommodation etc]

29/ **Advertising** [local newspaper advertising, trade brochures etc]

**30/ G.S.T.** [*you have got to put the money out,  
before you can claim it back*]

**TO LIST JUST A FEW**

**QED**

**KEEPING THE DREAM ALIVE FOR 76 YEARS**

**“We have no problem with contractors who work for less, for whom better to know the value of their work”**