

# DAVIDSON & ROBERTSON

RURAL SURVEYORS & CONSULTANTS

EST.1891





# Trusted for generations

Adding value to your business

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## Foreword



Established in 1891, Davidson & Robertson is Scotland's oldest firm of Rural Surveyors. Our team of skilled professionals are leaders in the field of Rural Surveying and Consultancy. Operating out of nine office

locations, we are able to turn our hand to a variety of professional work for land owners and rural businesses across Scotland and Northern England.

Our clients range between individual house owners, farmers, estate owners and multi-national organisations, and we pride ourselves on our ability to service any size of client and provide a bespoke local service.

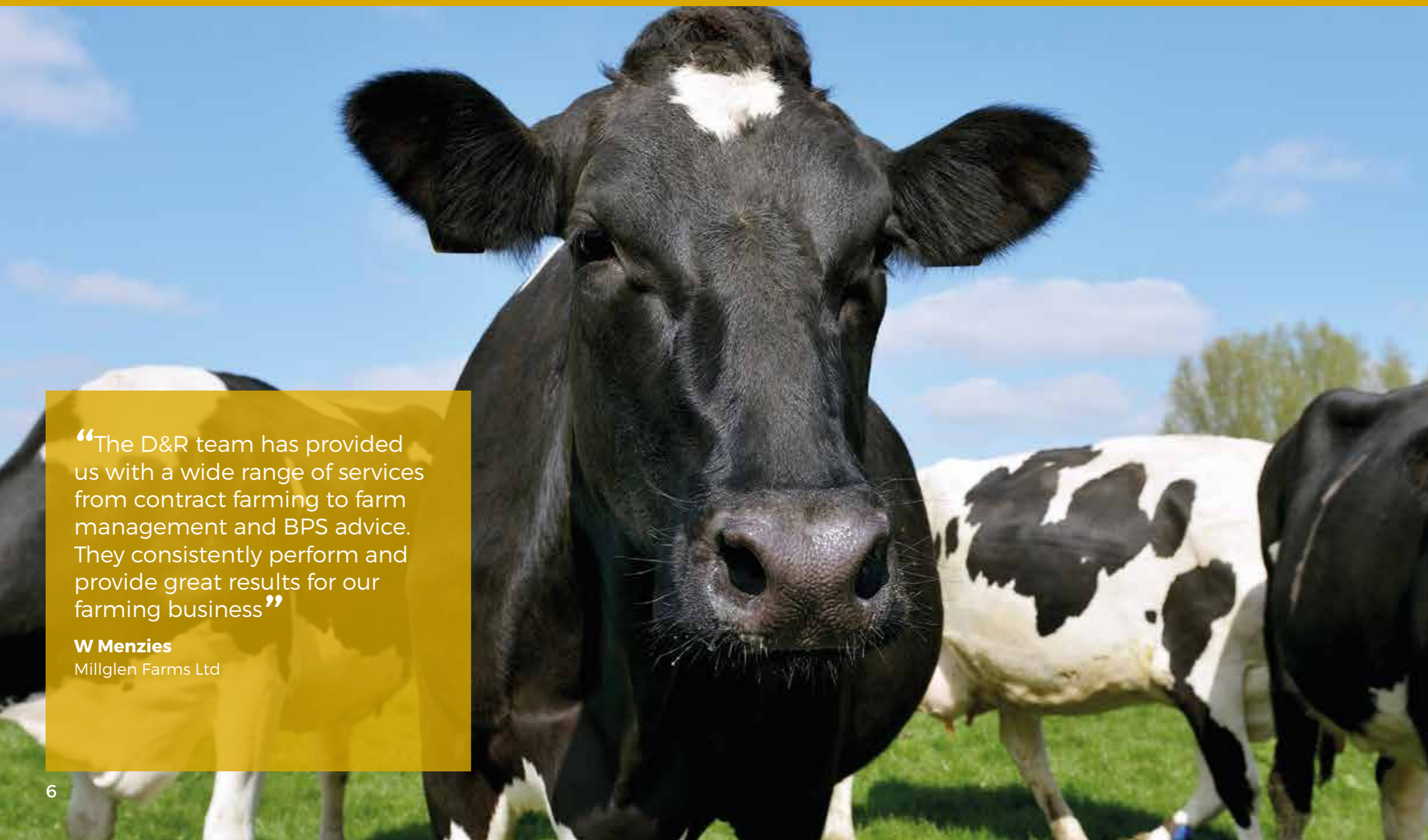
The Davidson & Robertson team is comprised of energetic and committed individuals who aim to add value to each and every job and client. Utilising modern surveying solutions and technology enables Davidson & Robertson to provide a specialist and unique service to our clients.

Our geographical spread of offices enables Davidson & Robertson to have an excellent grasp of issues relevant to the surrounding area and an in-depth knowledge of the property market at a local level. This together with the national knowledge from the collective offices means that we can provide a local service but with national exposure and expertise.

Davidson & Robertson is committed to the values that have served the firm so well for over 125 years and are focused on the issues facing rural land use in the 21st Century. We hope you enjoy this insight into the services we can provide and look forward to working with existing and new clients within the diverse and ever changing rural environment.

**Martin Hall, Director**



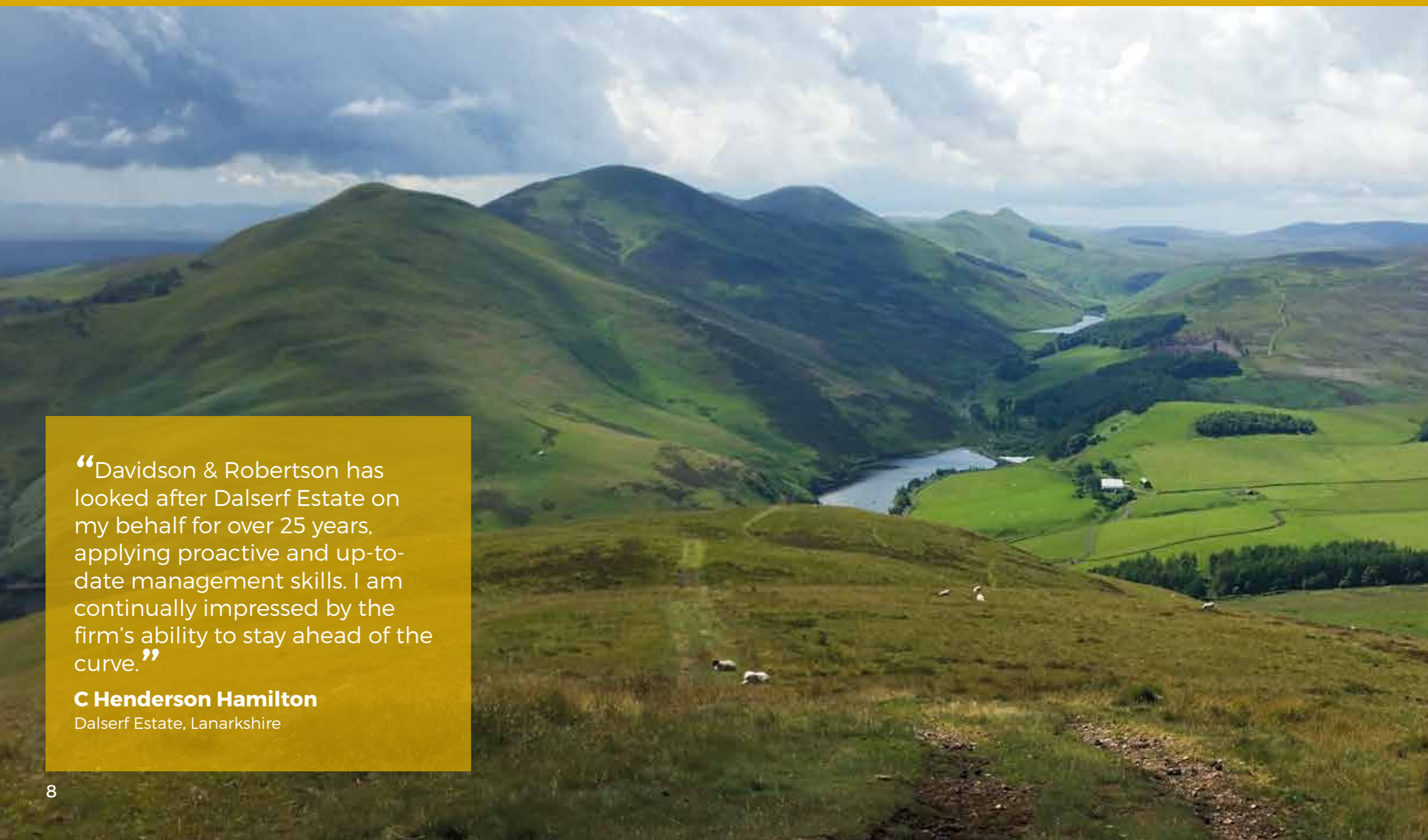


“The D&R team has provided us with a wide range of services from contract farming to farm management and BPS advice. They consistently perform and provide great results for our farming business”

**W Menzies**  
Millglen Farms Ltd

## Agricultural Consultancy

The rural background of our professional staff, including those involved in their own farming enterprises, enables Davidson & Robertson to provide farming clients with a hands-on knowledge of many different farming enterprises. From setting up and managing Contract Farming Arrangements to providing professional advice in the ever-changing world of agricultural and environmental support, our Surveyors and Farm Consultants have up to date knowledge with practical experience to deliver quality Farm Management advice to our clients.



“Davidson & Robertson has looked after Dalserf Estate on my behalf for over 25 years, applying proactive and up-to-date management skills. I am continually impressed by the firm’s ability to stay ahead of the curve.”

**C Henderson Hamilton**

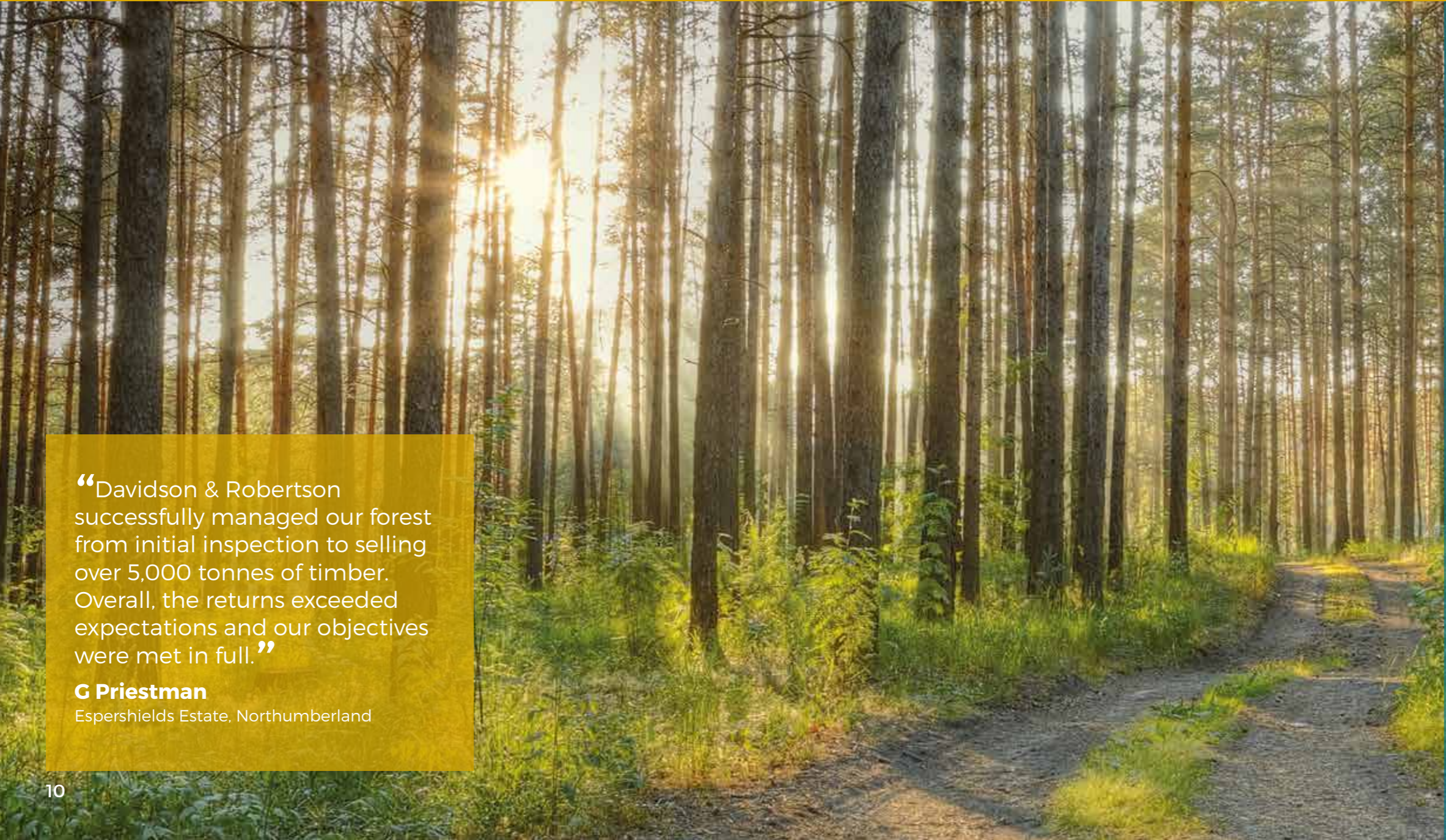
Dalserf Estate, Lanarkshire

## Estate Management

The Davidson & Robertson Estate Management service can be tailored to meet the individual needs of a client, no matter how big or small the landholding. The firm manages a substantial volume of property on behalf of clients from large traditional rural estates to strategic development land.

With offices across Scotland and Northern England, Davidson & Robertson is able to provide extensive geographical coverage. With the use of specialist property management software, we ensure that leased land and property is managed timeously and efficiently.

We can also offer our clients a range of administration services including rent collection and book-keeping. Our team work hard to meet the individual client’s objectives and strive to maximise value at every opportunity.



“Davidson & Robertson successfully managed our forest from initial inspection to selling over 5,000 tonnes of timber. Overall, the returns exceeded expectations and our objectives were met in full.”

**G Priestman**

Espershields Estate, Northumberland

## Forestry Management

Our in-house Forestry Management Team provides a wide range of forestry and woodland services. We have years of practical experience, a hands-on approach and the skills to work on projects from small farm woodland schemes to large commercial forests. Our extensive network of timber merchants and buyers helps us market timber to achieve the best value for our clients.

We can assist clients to establish new forests or woodlands, guiding them through the whole process from start to finish. Davidson & Robertson covers everything from site survey and scheme design to planting trees, ensuring that the young trees are established successfully and the overall scheme meets the grant specifications. Subsequently, we can complete grant claims and felling licences.

We can also advise on forestry investments and provide valuations of forestry assets.



## Planning & Development

Davidson & Robertson can provide advice to clients on a variety of planning matters including change of use, planning applications and development options. Davidson & Robertson can assist with achieving new planning consents including site promotion and liaison with the local Planning Authority.

Projects include anything from single house plots to major strategic developments. We have considerable experience in advising and negotiating the optimum structure and terms of Option and Promotion agreements between prospective developers, house builders and landowners. Our Planning Team is able to provide tailored and informed advice on planning issues across the country and offer a comprehensive service to our clients.

“Davidson & Robertson has helped us along each step of the process. Thanks to their guidance we have been able to negotiate our way through the various obstacles to development and help achieve a successful outcome.”

**K Ireland**  
Raw Holdings, West Lothian



“Davidson & Robertson guided me through every step of the sales process, understanding my objectives and providing sound professional advice and their knowledge and service played an important role in the successful sale of the property.”

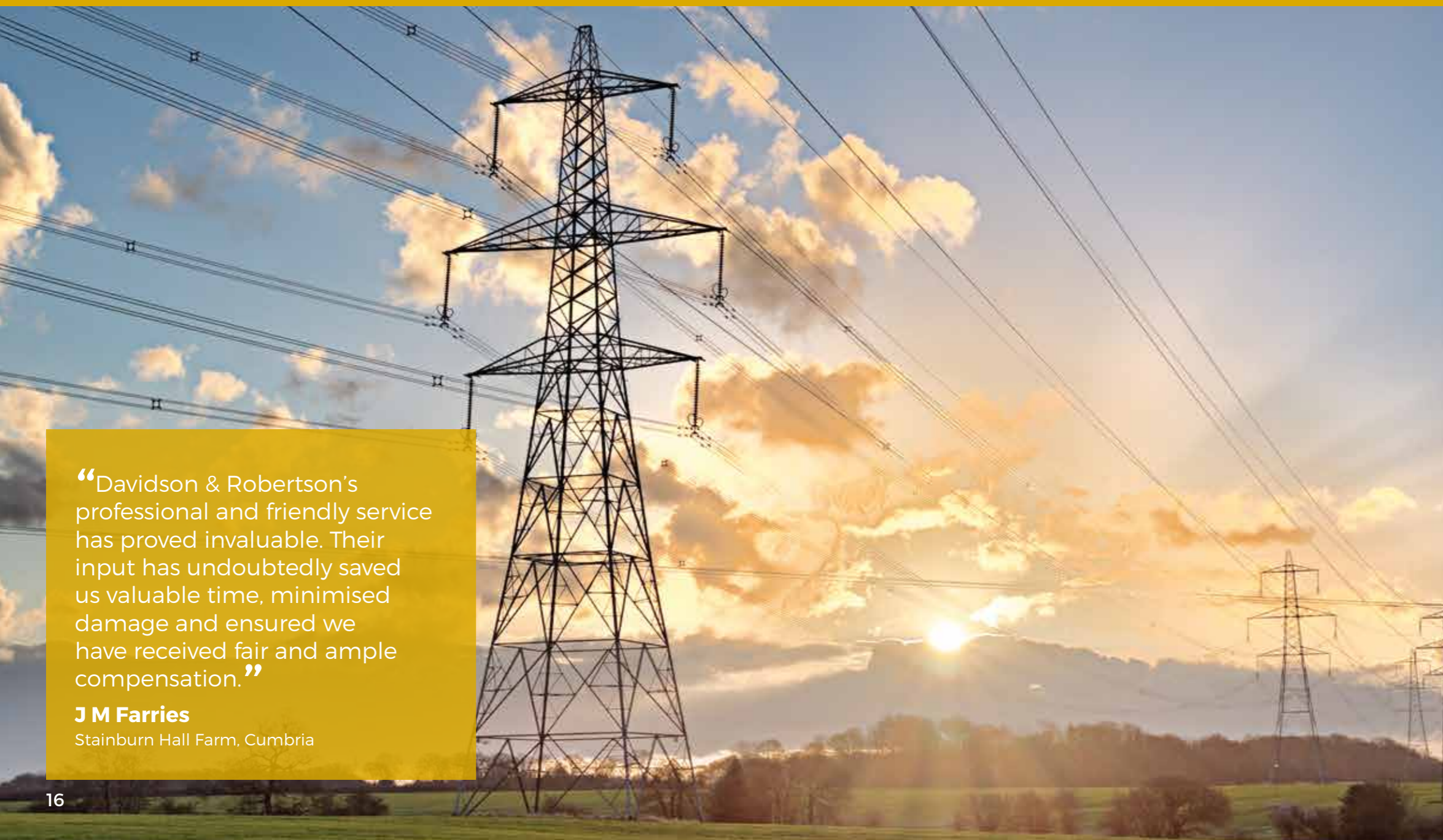
**J Fleming**  
Dundee

## Sales & Lettings

Our team of professional staff provides specialist knowledge when dealing with the purchase and sale of all types of rural property including farms, farmhouses, cottages, agricultural land and sites with development potential. We pride ourselves on offering clients a bespoke and personal service focusing on local knowledge and an understanding of the wider property market.

Our Surveyors and Support Staff work hard to meet and exceed our client's objectives. When selling a property we look to maximise interest by effective marketing and advertising in order to benefit from maximum exposure. In addition we can offer a discreet off-market sales service utilising our extensive contacts and networks.





“Davidson & Robertson’s professional and friendly service has proved invaluable. Their input has undoubtedly saved us valuable time, minimised damage and ensured we have received fair and ample compensation.”

**J M Farries**

Stainburn Hall Farm, Cumbria

## Utilities

Davidson & Robertson is recognised as an industry expert in the field of Utilities. With years of experience, a comprehensive working knowledge of the legislation and specialist market knowledge with respect to land values, rentals, commodity prices and utility rates, we are ideally placed to advise clients on this specialist property area.

We negotiate favourable compensation claims for losses and disturbance on behalf of our clients following utility company works.



“Our expertise in Valuation is recognised by the many banks, solicitors, accountants and individuals we assist, to enable them to make decisions and develop strategies for the future.”

**Niall Milner**

Director and Head of Valuation

## Valuations

Valuation is a core service provided by the firm to our clients. With all of our qualified surveyors being RICS Registered Valuers and the firm being RICS Regulated, we follow RICS procedures to ensure that valuations are carried out with the utmost professionalism and integrity.

Our valuations cover a range of property types and interests, and our experience and expertise includes rural cottages and houses, farms, estates, equestrian units, sporting rights and various other land interests, with the firm being able to provide capital and rental valuations where required.

We can provide valuations for a variety of purposes including lending, tax purposes, sales appraisals and internal transfers. The teams in our nine offices have an in depth knowledge of the property market in their local area and are able to deliver accurate and concise valuations for clients.

## Compulsory Purchase

Davidson & Robertson has a strong grip of this complicated area of work. Our staff are familiar with the procedures associated with the often contentious Compulsory Powers of local councils, road, rail and utility providers and can guide those affected through the processes, ultimately agreeing a fair compensation settlement package. Our expertise is recognised in this area by the RICS as we are a member of the RICS Compulsory Purchase Helpline.

“We always use Davidson & Robertson as our agents and have always been delighted with both the service we received and with the results they achieved for us.”

**D Worrall**

Central Scotland Green Network Trust

## Dispute Resolution

Through our Managing Director we are able to offer a Dispute Resolution service tailored to rural property issues. This can be a very successful tool for resolving many disputes and is a means to avoid costly court proceedings. This can be delivered by mediation, arbitration and as an Independent Expert.

Our Managing Director, Martin Hall, is an Associate of the Chartered Institute of Arbitrators and a RICS accredited mediator. As a past president of SAAVA he helped draft the Short Form Arbitration rules for agricultural rent disputes. Many of our professional staff are also Fellows of the Central Association of Agricultural Valuers and members of the Scottish Agricultural Arbiters and Valuers Association (SAAVA), and can be called upon in agricultural tenancy dispute matters.

“We have the ability to understand the technical rural issues and resolve matters whether through expert determination, arbitration or mediation.”

**Martin Hall**

Director and RICS Accredited Mediator

## Minerals

Davidson & Robertson offers a full range of services relating to Mineral Developments. Drawing upon a wealth of experience from within both the rural and minerals sectors, our staff members are uniquely placed to advise on a wide range of issues from both landlord and tenant perspectives. We can assist clients with large mineral extraction requirements and Waste Management Operators through to landowners and farmers with mineral related interests. Our professional staff can provide a full range of services to landowners and mineral operators in this specialist sector.

“Davidson & Robertson can assist with a range of mineral related issues from option and lease negotiations to valuations and planning matters.”

**Chris Edmunds**  
Director

## Renewables

Davidson & Robertson has extensive experience in advising on renewables projects, acting for both developers and landowners, ranging from DIY single Turbine Feed in Tariff (FiT) projects, Solar Arrays and Biomass Installations through to large wind farms involving multi-million pound investment.

This market knowledge together with practical experiences enables our staff to guide and assist clients through the complex processes from site tendering to option and lease negotiations. In addition to the renewables schemes, Davidson & Robertson is frequently brought into negotiate third party access rights including grid connection routes and access agreements. We are also able to provide a valuation service for tax and sale purposes.

“Davidson & Robertson’s guidance has been essential to navigate through the commercial deal and to identify the areas where extra revenue can be obtained. Their agents’ ‘down to earth’ approach and knowledge of the practical issues works for us.”

**John Wight & Sons**  
Midlock, Lanarkshire

## Accreditations

Davidson & Robertson is a RICS Registered Firm. In addition to being Chartered Surveyors many of our professional staff have elected to undertake additional professional qualifications to become Fellows of the Central Association of Agricultural Valuers (CAAV) to supplement their technical knowledge of Rural Surveying matters

Our staff are strong supporters of the Scottish Agricultural Arbiters and Valuers Association with our Managing Director being a past President. To ensure the highest level of client care, our staff adhere to quality management procedures in all their work. The firm has ISO:9001 accreditation which is subject to an annual external audit.

Our robust safety, health and environmental management systems are assessed and accredited by Achilles UVDB. We consider our staff to be of the highest calibre which is reflected in recent professional accolades, including 2014 Farm Advisor of the Year, 2015 Highly Commended RICS Young Surveyor of the Year and multiple SAAVA Presidents Cup winners for CAAV examinations.



## Social and Community

Davidson & Robertson is a proud supporter of the agricultural sector and the communities in which our offices are located. We support local agricultural shows and Young Farmer events through sponsorship and event day assistance.

Our Managing Director is an honorary Director of The Royal Highland & Agricultural Society of Scotland where he contributes towards the management of the Royal Highland Show.

Many of our staff volunteer their time for community benefit including working for Charitable Trusts, Churches, Youth Organisations and Schools. We are strong supporters of the Royal Scottish Agricultural Benevolent Institution through their supporters scheme. Annually, the firm undertakes a sporting event in aid of worthy charities.



## Office Locations

- Livestock Auction Mart  
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KA6 5JW  
Tel: 01292 265 851
- 83 North Street  
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DD8 3BL  
Tel: 01307 490 220  
Fax: 01307 465 961
- Unit 3, 5 Kings Mount  
Ramparts Business Park  
**Berwick**  
TD15 1TQ  
Tel: 01289 543 222
- 62 Bannatyne Street  
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Lanarkshire  
ML11 7JS  
Tel: 01555 66 66 55  
Fax: 01555 728 085
- 162 King Street  
**Castle Douglas**  
Kirkcudbrightshire  
DG7 1DA  
Tel: 01556 50 22 70  
Fax: 01556 505 336
- Suite 6  
West Philpstoun Steading  
**Linlithgow**  
EH49 7RY  
Tel: 01506 811 812
- Suite 7K  
Lakeland Business Park  
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