

# Small Commercial Vehicles Evaluation - Summary Sheet

Points (includes pricing points)

Criteria	Supplier							Out of
	Haynes	Sparshatts	Stormont	Vauxhall	Citroen	Channels	HTC	
Submission	90	84	64	60	52	88	68	100
Chelseas	93	91	89	93	90	93	79	100
4x4	92	90	90	90	90	90	90	100
Van	96	93	83	97	100	90	73	100
Workshop Experience	10	10	3	2	1	5	1	10
Parts Supply	10	10	8	3	3	3	3	10
Perceived Quality	9	10	5	7	2	5	2	10
Sub total	97	100	53	40	20	43	20	100
As a percentage	467	458	379	380	352	404	330	500
	93%	92%	76%	76%	70%	81%	66%	100%

## Prices

Vehicle Type	Supplier							Budget
	Haynes	Sparshatts	Stormont	Vauxhall	Citroen	Channels	HTC	
Chelseas	£94,386.60	£103,446.00	£97,284.00	£114,449.40	£98,554.40	£89,910.00	£91,850.40	£90,000.00
4x4	£20,505.57	£20,805.29	£20,805.29	£20,805.29	£20,805.29	£21,105.00	£20,805.29	£16,000.00
Van	£13,786.60	£18,175.96	£12,883.00	£17,969.22	£12,440.50	£13,470.00	£17,747.48	£15,000.00
<b>Total</b>	<b>£128,678.77</b>	<b>£142,427.25</b>	<b>£130,972.29</b>	<b>£153,223.91</b>	<b>£131,800.19</b>	<b>£124,485.00</b>	<b>£130,403.17</b>	<b>£121,000.00</b>

Items in RED bold are dummy figures:

Chelsea type 98554.4  
4 x 4 type 20805.285

For Recommendation see over page

## Small Commercial Vehicles Evaluation - Recommendation

This tender was for the purchase of five vehicles of three different types. Submissions were received from 7 suppliers although only 2 suppliers were able to submit any details and price for the 4 wheel drive vehicle. The aim of this tender was for Sevenoaks District Council to be able to benefit from reduced unit prices resulting from multiple vehicle purchases from one supplier. However the option to purchase one or more units from different supplier's was included within the tender documentation in case this best suited SDC's needs and overall budget. Whole life depreciation values, parts availability, servicing requirements and product knowledge have been taken into account in this evaluation. In order to compare all submissions on an equitable basis dummy values based on the average value of each vehicle type have been used where suppliers have been unable to submit a price. The two suppliers who priced to supply all three vehicle types are Haynes of Maidstone and Channel Commercial PLC. Of these two suppliers, Channel Commercial's provided the lowest price as agents for a range of Nissan commercial vehicles.

Parts availability and speed of supply is always a factor when considering whole life operating costs. Although Channel Commercial's PLC are readily able to supply and deliver DAF truck parts at short notice from their local facility our experience of obtaining small commercial vehicle parts for the Nissan van currently on the fleet is less favourable. Nissan parts are supplied from one depot in the Medway Towns and limited stock means it can take a day or more to take delivery of parts ordered. Ford vehicle parts are supplied locally and are supported by deliveries three times each day. This allows for vehicles to be maintained/repaired and put back into service on the same day in most instances rather than one or two days later. The financial consequences of such delays may vary throughout the operating life of the vehicle and its usage but potentially two operating days (£143/day) lost each year could amount to £1,430 over a five year depreciation period. Applying this loss of productive time across all five vehicle purchases over the five year period amounts to £7,150. In evaluating the most economically advantageous tender it is legitimate to take account of this potential cost to the Council. It can be seen the initial saving of £4,194 on the purchase price offered by Channel Commercial's for their Nissan range is more than offset by the non-productive time costs identified.

The existing small commercial vehicle fleet is predominantly Ford and so our Transport Workshop Fitters have substantial experience and training on the Ford product range and the vehicle controls will be familiar to drivers. Therefore the recommendation is to purchase all five vehicles from Haynes of Maidstone to balance competitive purchase price, residual value, operating costs, parts availability and product support as well as gain efficiencies through in-house knowledge and expertise.

## Small Commercial Vehicles Evaluation

Form of Tender complete

Haynes		Sparshatts		Stormont		Vauxhall		Citroen		Channels		HTC	
Yes	10	Yes	10	Yes	10	Yes	10	Yes	10	Yes	10	Yes	10

Chelseas

RFL etc.

Total

Residual Values over 5 yrs

Resultant cost

£31,462.20		£34,482.00		£32,428.00		£38,149.80		-		£29,970.00		£30,616.80	
-		-		-		-		-		-		-	
£31,462.20	4	£34,482.00	2	£32,428.00	3	£38,149.80	1	-	0	£29,970.00	6	£30,616.80	5
£4,500.00	5	£6,000.00	6	£3,500.00	1	£4,000.00	4	-	0	£4,000.00	4	£4,000.00	4
£26,962.20		£28,482.00		£28,928.00		£34,149.80		-		£25,970.00		£26,616.80	

4x4

RFL etc.

Total

Residual Values over 5 yrs

Resultant cost

£20,505.57		-		-		-		-		£21,105.00		-	
-		-		-		-		-		-		-	
£20,505.57	5	-	0	-	0	-	0	-	0	£21,105.00	4	-	
£4,500.00	5	dummy	10	dummy	10	dummy	10	dummy	10	£5,000.00	6	dummy	10
£16,005.57		-		-		-		-		£16,105.00		-	

Van

RFL etc.

Total

Residual Values over 5 yrs

Resultant cost

£13,786.60		£18,175.96		£12,883.00		£17,969.22		£12,165.50		£13,470.00		£17,747.48	
-		-		-		-		£275.00		-		-	
£13,786.60	3	£18,175.96	0	£12,883.00	5	£17,969.22	1	£12,440.50	6	£13,470.00	4	£17,747.48	2
£3,500.00	4	£5,000.00	6	£2,500.00	2	£2,500.00	2	£2,500.00	0	£3,750.00	5	£2,500.00	3
£10,286.60		£13,175.96		£10,383.00		£15,469.22		£9,940.50		£9,720.00		£15,247.48	

Preferred manufacturer

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	Chaisea Type Tipper	Haynes	Soarsheets	Stormont	Vauxhall	Citroen	Channels	HTC
GWV 3500 Kg	1	Yes	1	Yes	1	Yes	1	Yes
Turbo diesel engine with intercooler	1	Yes	1	Yes	1	Yes	1	Yes
At least 125hp, 95kw and 300Nm Torque	2	Yes	2	Yes	2	Yes	2	Yes
Turning circle (kerb to kerb) 12.5 metres or less	3	12.5	3	13.6	1	11.68	3	Yes
Overall length less than 5.7 metres	1	Yes	1	5.7	1	5.89	0	Yes
5 speed manual gearbox	1	Yes	1	Yes	1	Yes	1	5 speed
Front wheel drive	1	Yes	1	Rear	0	Rear	0	Yes
Trim/equipment level case specification	1	Yes	1	Not stated	2	Yes	2	Yes
Air Conditioning	2	Yes	2	Yes	2	Yes	2	Yes
Locking fuel cap	1	Yes	1	Yes	1	Yes	1	Yes
Anti-siphon fuel tank	2	Yes	2	Yes	2	Yes	2	Yes
First Aid kit mounted in cab	1	Yes	1	Yes	1	Yes	1	Yes
BOCF fire extinguisher mounted in cab	1	Yes	1	Yes	1	Yes	1	Yes
Colour CCTV recordable quad camera	1	Yes	1	Yes	1	Yes	1	Yes
Brigade System?	1	Yes	1	Yes	1	Yes	1	Yes
with GPS locator	1	Yes	1	Yes	1	Yes	1	Yes
with brake and indicator information	1	no	0	no	0	no	0	no
night silent	1	night silent	1	night silent	1	night silent	1	night silent
Radio/CD player with Bluetooth functionality	2	Yes	2	Yes	2	Yes	2	Yes
Front mud flaps	1	1	Yes	1	Yes	1	Yes	1
Steel wheels	2	Yes	2	Yes	2	Yes	2	Yes
Brush and Shovel mounted to front of body	2	Yes	2	Yes	2	Yes	2	Yes
Plastic/Aluminium Tool Locker to rear side	2	Yes	2	Yes	2	Yes	2	Yes
Trial hot water hand wash to rear side of chassis	3	Yes	3	Yes	3	Yes	3	Hot?
4 rear LED style amber beacons (Vision Alert SD24A)	2	Yes	2	Yes	2	Yes	2	Yes
2 front LED style amber beacons (Vision Alert SD24A)	2	Yes	2	Yes	2	Yes	2	Yes
Roof LED amber beacon unit (Vision Alert 5580CA)	3	Yes	3	Yes	3	Yes	3	Yes
Beacons individually switched inside cab	2	Yes	2	Yes	2	Yes	2	Not stated
Tipping Aluminium Body	4	Yes	4	Yes	4	Yes	4	Yes
Lightweight, heavy duty, aluminium enclosed roof body	3	Yes	3	Yes	3	Yes	3	Yes
with clean discharge floor	2	Yes	2	Yes	2	Yes	2	Yes
with barn doors to rear	2	Yes	2	Yes	2	Yes	2	Yes
with sliding doors to both sides	2	Yes	2	Yes	2	Yes	2	Yes
Side door less than 1.3m from ground level	2	Yes	2	Yes	2	Yes	2	Yes
Side door to be with suitable protection	2	Yes	2	Yes	2	Yes	2	Not stated
supplied by Tipmaster	1	Yes	1	Yes	1	Yes	1	Yes
Body to be approx. 3.2m x 2m x 1.4m	2	Yes	2	Yes	2	Yes	2	Yes
Body internal volume more than 7.5m <sup>3</sup>	2	Yes	2	Yes	2	Yes	2	Yes
Estimated payload advised	3	1035	3	825-840	1	665	3	1045
Diagram 6.10 for each rear door	3	Yes	3	Yes	3	Yes	3	Yes
Suitable ventilation to load area	2	Yes	2	Yes	2	Yes	2	Yes
Electric hydraulic under-floor tipping equipment	3	Yes	3	Yes	3	Yes	3	Yes
Steel full length sub frame c/w integral cross members	4	Yes	4	Yes	4	Yes	4	Not stated
Integral body support prop	2	Yes	2	Yes	2	Yes	2	Yes
In-cab operating controls with body raised warning light	2	Wander	2	Wander	2	Wander	2	Wander
Thermoplastic rear wings	2	Yes	2	Yes	2	Yes	2	Yes
Michelin option	1	No	0	no	0	no	0	£520
Regulation marker lights	1	Yes	1	Yes	1	Yes	1	£200
Livery included	2	Yes	2	Yes	2	Yes	2	Not stated
Highway/Chevrons	4	Yes	4	Yes	4	Yes	4	Yes
Training	2	No	0	Yes	2	TBA	1	Yes
Delivery included	2	Yes	2	Yes	2	Yes	2	Not stated

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4 X 4 Pick-up

	Haynes	Sparshatts	Stormont	Vauxhall	Citroen	Channels	HTC
Euro 5 turbo diesel engine	2 Yes	2	-	-	-	Yes	2
150ps, 375Nm	2 Yes	2	-	-	-	Yes	2
6-speed manual gearbox	3 Yes	3	-	-	-	Yes	3
Four-wheel drive:	3 Yes	3	-	-	-	Yes	3
1.8 cu.M (not including cage)	2 1.47	2	-	-	-	1.32	1
Min 3000 kg tow capacity	2 Yes	2	-	-	-	2700kg	1
Turning circle (kerb to kerb) <12.7m	4 Yes	4	-	-	-	13.3m	2
Under rail bed liner	2 Yes	2	-	-	-	Yes	2
Steel wheels	2 Yes	2	-	-	-	no	0
Heated front screen	2 Yes	2	-	-	-	No	0
Heated rear screen	2 Yes	2	-	-	-	Yes	2
Radio/CD player with Bluetooth	2 Yes	2	-	-	-	Yes	2
Air Conditioning	4 Yes	4	-	-	-	Yes	4
4/5 seats	4 Yes	4	-	-	-	Yes	4
First Aid Kit mounted in cab	2 Yes	2	-	-	-	Yes	2
BCCF fire extinguisher mounted in cab	2 Yes	2	-	-	-	Yes	2
Rearward opening rear doors	5 Yes	5	-	-	-	Yes	5
Locking fuel cap	1 Yes	1	-	-	-	Yes	1
Front mud flaps	2 Yes	2	-	-	-	Yes	2
Heavy Duty Front and rear Floor Mats	2 Yes	2	-	-	-	Yes	2
Rear reversing colour camera system	5 Yes	5	-	-	-	Yes	5
Integral monitor in rear view mirror	1 Yes	1	-	-	-	Yes	1
Dash display monitor	1	-	-	-	-	-	-
Separate monitor with mounting	1	-	-	-	-	-	-
Rear step bumper	2 £1,600	2	-	-	-	Yes	2
Spare wheel and tyre	2 Yes	4	-	-	-	Yes	2
Ball tow bar	3 Yes	4	-	-	-	Yes	3
Tow electrical socket	3 Yes	2	-	-	-	Yes	3
Lighting board with rear registration plate	2 Yes	2	-	-	-	Yes	2
2 off LED amber beacons (Vision Alert SD24A) to rear of body	2 Yes	2	-	-	-	Yes	2
2 off LED amber beacons (Vision Alert SD24A) in front grill	2 Yes	2	-	-	-	Yes	2
Roof LED amber beacon unit (Vision Alert 55800CA)	2 Yes	2	-	-	-	Yes	2
Beacons individually switched inside cab	2 Yes	2	-	-	-	Yes	2
Open top caged back	5 Yes	5	-	-	-	Yes	5
'Barn door' style cage doors to rear	4 Yes	4	-	-	-	Yes	4
Rear doors restraints for open or closed	2 Yes	2	-	-	-	Yes	2
Livery included	2 Yes	2	-	-	-	Yes	2
Michelin option	2 no	0	-	-	-	£560	2
Highway/Chevrons	4 Yes	4	-	-	-	Yes	4
Training	2 no	0	-	-	-	Yes	2
Delivery included	1 Yes	1	-	-	-	Yes	1

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Small Van

- Van bodied vehicle
- 2240kg GVM
- Payload greater than 820kg
- Diesel engine
- 90ps, 66kw and 235Nm Torque
- Manual gearbox
- Minimum turning circle 11m (kerb to kerb)
- Maximum width 1.8m (without mirrors)
- Maximum height 1.82m
- Air Conditioning
- Electric windows
- Reversing Sensors
- ABS and ESP
- Locking fuel cap
- Anti-siphon fuel tank
- First Aid Kit mounted in cab
- BCCF fire extinguisher mounted in cab
- Bluetooth mobile phone hands free system
- Front mud flaps
- 4 off LED amber beacons (Vision Alert SD24A) to rear of body
- 2 off LED amber beacons (Vision Alert SD24A) to front
- Roof mounted LED Amber beacon unit (Vision Alert 5580CA)
- Front, rear and roof beacons individually switched inside cab
- Sliding door to passenger side
- Folding mesh bulkhead behind driver and passenger
- Pylined rear interior
- 2 off LED work area lighting in load area with local and cab switching
- Solid panel rear door (no windows)
- Livery included
- Michelin option
- Training
- Delivery included

	Haynes	Sparshatts	Stornont	Vauxhall	Citroen	Chammels	HTC
1	Yes	Yes	Yes	Yes	Berlingo 850	Yes	Yes
1	Yes	2200	2330	2290	Yes	2000	2370
2	Yes	810kg	1000kg	1000	Yes	740kg	1000
1	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2	Yes	2	200Nm	Yes	2	89ps	Yes
1	Yes	Yes	Yes	5 speed	1	Yes	5 speed
1	11	12.4	12.5	Yes	1	10.6m	12.5
1	1795	1829	1832	Yes	1	1695	1832
1	1815	1839	1830	Yes	1	1860	1880
1	Yes	Yes	Yes	Yes	1	Yes	Yes
2	Yes	2	Yes	2	2	Yes	Yes
3	Yes	3	Yes	3	3	No	Yes
2	Yes	2	Yes	2	2	Yes	ABS
1	Yes	1	Yes	Yes	1	Yes	Not stated
2	Yes	2	Yes	2	2	Yes	Not stated
2	Yes	2	Yes	Yes	2	Yes	Yes
2	Yes	2	Yes	2	2	Yes	Yes
4	Yes	4	Yes	4	4	Yes	Yes
2	Yes	2	Yes	2	2	Yes	Yes
4	Yes	4	Yes	4	4	Yes	Yes
4	Yes	4	Yes	4	4	Yes	Yes
4	Yes	4	Yes	4	4	Yes	Yes
2	Yes	2	Yes	2	2	Yes	Yes
2	Yes	2	Yes	2	2	Yes	Yes
1	Yes	Both	Yes	No	1	Both	Not stated
4	Yes	4	No	4	4	Yes	No
4	Yes	4	Yes	4	4	Yes	Yes
4	Yes	4	Yes	4	4	Yes	Yes
2	Yes	2	Yes	2	2	Yes	Not stated
2	Yes	2	Yes	2	2	Yes	Not stated
1	Yes	1	Yes	Yes	1	Yes	1
4	Yes	4	No	4	4	Yes	4
4	Yes	4	Yes	4	4	Yes	4
2	Yes	2	Yes	2	2	Yes	Not stated
2	Yes	2	Paint	Yes	2	Yes	Paint
1	No	0	No	0	0	£236	Not stated
2	No	0	Yes	T5A	1	Yes	Not stated
4	Yes	4	Yes	4	4	Yes	Yes

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