

Automotive Diesel Fuel Supply - EU Advertised Tender Evaluation - October 2010

Company: Halls Fuels							
WEIGHTING MATRIX							
	Evaluation Criteria	Weighting	Maximum Mark	Maximum Weighted Score	Actual Mark	Weighted score	Convert to %
	Most Economically Advantageous Tender						
(i)	Specification compliance and quality merit	40	40	1600	40	1600	100
(ii)	Price	40	40	1600	20	800	50
(iii)	Certainty of supplies	5	6	30	6	30	100
(iv)	Delivery conditions	5	6	30	6	30	100
(v)	Relevant environmental characteristics	5	2	10	2	10	100
(vi)	Qualification Questionnaire response	5	6	30	6	30	100
		100	100	3300	80	2500	75.76

Supply of Automotive Diesel Fuel - EU Advertised Tender Evaluation.

SCORING MATRIX FOR ELECTION OF SUPPLIERS						
Halls Fuels		Maximum Points Available	Non Compliance <i>(Comment)</i>	Compliance	Actual Points Scored	
<u>General Requirements</u>	Insolvent bankrupt		<i>Remove supplier</i>	None - Questionnaire		
	Questionnaire completed	2		Completed		2
	Public Liability Insurance cover	2		Current Certificates		2
	ISO 14001 :2004	2		Certification included		2
	Sub-total points =	6			Sub-total points =	6
<u>Specification (Quality)</u>	Typical properties - ZSD	25	<i>Cetane Index not given</i>	Typical property ranges		25
	Bunkered supplies - temperature?	15		Bunkered supplies at terminal		15
	Sub-total points =	40			Sub-total points =	40
<u>Price</u>	Platts Mid CIF NW Europe used	5		Yes		5
	Pricing formula & CF (l/t) supplied	5		Not supplied		0
	Premium add-on (ppl) for ZSD	5		1.50 ppl		5
	Period of Fixed price	5		Two years		5
	Historical data supplied	5		Not supplied		0
	Surcharge small loads	5		Not stated		0
	Discount - prompt payment	5		Not stated		0
	Comparative whole contract cost	5		Only tender submitted		5
	Sub-total points =	40			Sub-total points =	20
<u>Certainty of Supplies</u>	Accounts submitted	2		Yes, 3 years plus current		2
	Bankers details/reference supplied	2		Yes, reference supplied		2
	Where is diesel fuel supply made?	2		Fawley, Southampton		2
	Sub-total points =	6			Sub-total points =	6
<u>Delivery Conditions</u>	Delivery within 7 days?	2	<i>Not stated</i>	Contract Requirement		2
	Delivery between 09.00 & 12.00 hrs?	2	<i>Not stated</i>	Contract Requirement		2
	Separate Invoice/load delivered?	2	<i>Not stated</i>	Contract Requirement		2
	Sub-total points =	6			Sub-total points =	6
<u>Environment</u>	Environmental Policy	2		Statement included		2
	Sub-total points =	2			Sub-total points =	2
	Total Points =	100			Total Points =	80

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Suppliers Name:	Halls Fuels a Division of Watson Petroleum	Carlton Fuels Limited
	Brinkworth, Chippenham, Wiltshire SN15 5DN 01784 248659	Carlton House, Gores Road, Knowsley Industrial Park (North), Merseyside L33 7XS - Tel. 0151 546 6660, Paul Vian
Tender Requirements		
<u>General Requirements</u>		Current Supplier
Questionnaire completed?	Yes	No Tender Submitted
Form of Tender signed by authorised party?	Yes	
Anti-collusion Certificate signed?	Yes	
Public Liability Insurance for £10,000,000?	Yes - £20,000,000 renewal date 01/05/11	
Claims under Firm's Professional Indemnity?	None recorded	
<u>Specification (Quality)</u>		
Typical Properties - 'Zero' Sulphur Diesel		
Sulphur (ISO20846) 10 ppm	8 mg/kg Esso Typical	
Density (IP365) 840 kg/m ³	833 kg/m ³ Esso Typical	
Cetane number (ISO5165) 55	54.4 Esso Typical	
Cetane Index (ISO4264) 53	Not stated but typical Cetane Number provided	
Lubricity (ISO12156-1) 400 microns	324 microns Esso Typical	
Viscosity (IP71) 3.0 cSt.	2 Esso Typical	
Measured from bunkered supplies at ambient temperature. Any cooling after loading and discharge into Council's storage tanks to be no more than 5 degrees Celcius.	Esso Purfleet Terminal <i>London Rd., Purfleet, Essex</i> Esso West London Terminal <i>Stanwell, Staines, Middx.</i>	
<u>Price</u>		
Platts EN590:2004 NW Europe Mid CIF	Yes	
Pricing formula used included?	Only in part	
Details of Historic Pricing Fluctuations?	No	
Litres/tonne conversion rate? (CF)	Not stated	
FT daily exchange rate?	Not stated	
<i>ppl base as of 22 November 2010 pricing:</i>	99.01	
Tender price £ per litre (excl. VAT) Zero S D	1.50 pence per litre premium above Platts	
<i>ppl charge as of 22 November 2010</i>	100.5100	
<i>Current supplier ppl as of 22 November 2010</i>	100.0063	
<i>Tender/Current charge difference per litre</i>	0.5037	
Additional cost for small load - ppl surcharge	Not stated	
Delivery included?	Not stated	
Payment terms?	Not stated	
For what period the tender price is fixed for?	9th February 2011 to 8th February 2013	
Formula basis for any price increase?	Not stated	
Early payment discount?	Not stated	
<u>Relative Cost over Contract Term</u>		
467,800 litres/annum @ base price + Premiums		
(Apply margin over Platts for 2 year term and estimated margin for two years after)	£1,885,421	
<u>Certainty of Supplies</u>		
Financial standing - Company Accounts given?	Yes, £585 million annual turnover 2009/10	
- Bankers reference permitted/letter supplied?	Yes - Reference authority letter supplied.	
- Any Bankruptcy?	None recorded	
Guarantee by Parent Company offered?	No	
Experience - Company history? Co. Group?	Company reg. 20/11/57 no. 594001 - No Co. group	
Where Diesel fuel made?	Fawley Refinery, Southampton	
<u>Delivery Conditions</u>		
Within 7 days of order?	Not stated	
Delivery between 9.00 and 12.00 hrs?	Not stated	
Surcharge on 27,000 litres?	Not stated	
Separate invoice sent per load delivered?	Not stated	