

## ***Supply of Automotive Diesel Fuel - EU Advertised Tender Evaluation***

### **Result of the fuel tender evaluation**

Only one fuel supply tender was received but it has been evaluated against specification, price, certainty of supply, delivery requirements and environmental policies

Based on the outcome of this evaluation process, tender clarifications, finance and legal review advice it is recommended the agreement for the supply and delivery of Automotive sulphur free Diesel fuel be awarded to Certas Energy UK Limited.

Ian Finch 09/01/2019

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SCORING MATRIX FOR CERTAS				
	Maximum Points Available	Non Compliance (Comment)	Compliance	Actual Points Scored
<u>General Requirements</u>				
Insolvent bankrupt		Remove supplier	None - Questionnaire	
Questionnaire completed	4		Completed	4
Public Liability Insurance cover	4		Self - certified	4
ISO 14001 :2004	4		Certification included	0
<b>Sub-total points =</b>	<b>12</b>			<b>8</b>
<u>Specification (Quality)</u>				
Typical properties - ZSD	25		Typical property ranges - min. cetane number and index	23
Bunkered supplies - temperature?	15		Bunkered supplies	15
<b>Sub-total points =</b>	<b>40</b>			<b>38</b>
<u>Price</u>				
Platts Mid CIF NW Europe used	10		Yes	10
Pricing formula & CF (l/t) supplied	10		Supplied	10
Premium add-on (ppl)	20			20
Historical data supplied	10		Yes	10
Surcharge small loads	20		No - Rates dependent upon vehicle	10
Discount - prompt payment	10		No	0
Period of Fixed price	20		4 Years	20
Comparative Price above Mid CIF	20		N/A - Only tender submitted	20
<b>Sub-total points =</b>	<b>120</b>			<b>100</b>
<u>Certainty of Supplies</u>				
Accounts submitted	4		Yes, 2 years losses	2
Bankers details/reference supplied	4		No	0
Where is diesel fuel supply made?	4		Supplied via Thames terminal	2
<b>Sub-total points =</b>	<b>12</b>			<b>4</b>
<u>Delivery Conditions</u>				
Delivery within 7 days?	4		Contract Requirement - not confirmed	1
Delivery between 09.00 & 12.00 hrs?	4		Contract Requirement - not confirmed	1
Separate Invoice/load delivered?	4		Contract Requirement	2
<b>Sub-total points =</b>	<b>12</b>			<b>4</b>
<u>Environment</u>				
Environmental Policy	4		Not included	0
<b>Sub-total points =</b>	<b>4</b>			<b>0</b>
<b>Total Points =</b>	<b>200</b>			<b>154</b>

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<b>Suppliers Name:</b>	<b>Certas Energy UK Limited</b>
<b>Tender Requirements</b>	Certas Energy UK Limited, t/a Emo Oils, 302 Bridgewater Place, Birchwood Park, Warrington, Cheshire, WA36XG
<b><u>General Requirements</u></b>	
Questionnaire completed?	Yes
Form of Tender signed by authorised party?	Yes but electronically
Anti-collusion Certificate signed?	Yes but electronically
Public Liability Insurance for £10,000,000?	Yes
Claims under Firm's Professional Indemnity?	Para. 16 Indemnity deleted - legal advice sought
<b><u>Specification (Quality)</u></b>	
<b>Typical Properties - EN590 Diesel</b>	
Sulphur (ISO20846) 10 ppm	Yes
Density (ISO3675) 840 kg/m <sup>3</sup>	Min. 820, Max. 845
Cetane number (ISO5165) 55	Quoted Min. 51 under EN 590
Cetane Index (ISO4264) 53	Quoted Min. 46 under EN 590
Lubricity (ISO12156-1) 400 microns	Max. 460
Viscosity (ISO3104) 3.0 mm <sup>2</sup> /s.	Min. 2, Max. 4.5
Flash Point (ISO 2719) above 55° C	>55
Total Contamination (ISO 12662) less than 24mg/kg	Max. 24
Measured from bunkered supplies at ambient temperature.	Yes - Supplied from Thames Terminal
<b><u>Price</u></b>	
Platts EN590:2004 NW Europe Mid CIF	Yes
Pricing formula used included?	Yes
Details of Historic Pricing Fluctuations?	Yes
Litres/tonne conversion rate? (CF)	Yes
FT daily exchange rate?	Yes
Tender price per Litre Mid - CIF +? Pence Per Litre	
Additional cost for small load - ppl surcharge	Rigid and Artic delivery options
Delivery included?	Yes
Payment terms?	30 days - Para. 21 modified - legal advice sought
For what period the tender price is fixed for?	February 2019 to February 2023
Formula basis for any price increase?	Not stated
Early payment discount?	Not stated
<b><u>Certainty of Supplies</u></b>	
Financial standing - Company Accounts given?	Yes - Financial Losses declared 2016 and 2017
- Bankers reference permitted/letter supplied?	No but finance review & credit check undertaken
- Any Bankruptcy?	No
Guarantee by Parent Company offered?	No
Experience - Company history? Co. Group?	Yes
Where Diesel fuel made?	Not a Refiner - Thames bunkered supplies
<b><u>Delivery Conditions</u></b>	
Within 7 days of order?	Yes?
Delivery between 9.00 and 12.00 hrs?	Yes?
Small Load Premium?	Yes - Two prices based upon delivery vehicle
Separate invoice sent per load delivered?	Yes