

Scotland Excel Executive Sub Committee

To: Executive Sub Committee

On: 2 October 2015

Report by Director

Tender: Supply and Delivery of Plumbing and Heating Materials

Schedule: 17/14

Period: 1 December 2015 until 30 November 2018 with an option to extend for up to 12 months until 30 November 2019

1. Introduction and Background

The current framework for Plumbing Materials will expire on 30 November 2015. This proposed renewal framework will operate from 1 December 2015 until 30 November 2018 with an option to extend for up to 12 months until 30 November 2019.

This framework will provide councils and other participating bodies with a mechanism to procure a range of plumbing and heating materials in support of construction projects, replacement programmes, ongoing maintenance schedules and ad hoc repairs. Product groupings with significant spend are boilers, showers, copper and lead and sanitary ware with a range of council functions likely to access the framework including stores, housing and maintenance departments. A key objective for the renewal was to ensure councils had sufficient competition and flexibility for certain lots where product compatibility with diverse housing stock is crucial.

This renewal incorporates a number of enhancements to the current framework including the inclusion of spare parts on the core list, increased product competition within the framework and improved support for boiler procurement and replacement programmes.

2. Scope, Participation and Spend

As part of strategy development, the User Intelligence Group (UIG) approved the inclusion of nine lots as summarised in Table 1. This lotting strategy recognises the current structure of the market place and was designed to more closely align with council requirements. The lotting strategy continued to maximise opportunities for SMEs.

Table 1: Lotting Structure

<i>Lot No.</i>	<i>Description</i>	<i>No. of products</i>	<i>Estimated % of Spend</i>
1	Solder Ring, DZR and Brass	116	6%
2	Cast Iron	36	1%
3	Copper and Lead	21	17%
4	Internal and External Plastic Pipe	161	9%
5	Boilers	63	25%
6	Radiators	107	6%
7	Sanitary Ware	61	12%
8	Sink Tops and Taps	54	6%
9	Showers and Accessories	45	18%

As detailed in Appendix 1, 28 councils have confirmed their intention to participate in this framework. East Ayrshire, Glasgow City, Scottish Borders and Stirling Councils have confirmed that they will not participate as they have their own arrangements in place. Fife Council may migrate to the framework when existing supply arrangements are due to end.

In addition to councils, the NHS, Scottish Prison Service (SPS) and the Royal Botanic Gardens Edinburgh have also confirmed an intention to participate in the framework.

The forecast annual spend for participating councils is £19.4m, equating to £77.6m over the term of the framework, including the extension period. Other participating bodies have validated an additional £0.6m per annum, a total of £2.4m over the term of the framework. To allow a contingency, for continued boiler and bathroom replacements programmes, the framework was advertised at a £82.4m for the full term of the framework.

3. Procurement Process

A UIG consisting of representatives from participating councils agreed the procurement strategy. In addition, a working group of technical and procurement representatives was formed to review technical specifications and participate in the evaluation.

A Prior Information Notice (PIN) was published on 19 March 2015, which resulted in expressions of interest from 26 organisations. Meetings were held with potential bidders including both incumbent and new suppliers. During these meetings, ability to service, trading processes, market trends, community benefits and sustainability were discussed as well as potential product lists and specifications.

Following this initial market engagement, on 4 June 2015, additional information was added to the PIN to invite manufacturers to discuss the procurement of boilers. These meetings helped inform a revised approach to the inclusion of boilers and spare parts in the renewal framework.

To ensure maximum competition, the UIG agreed that an open tender process should be followed to establish the renewal framework.

This framework was advertised on the Official Journal of the European Union (OJEU) and the Public Contracts Scotland (PCS) portal on the 17 July 2015. The tender process was conducted using the Public Contracts Scotland Tender (PCS-Tender) system.

The procurement process followed a two stage tendering procedure. At the first stage, tender responses were assessed against financial capability, technical/professional capability and business probity requirements. Bidders were required to pass this stage to be eligible for award. At the second stage of the process, the offers were evaluated against the following criteria and weightings.

Technical	20%
Commercial	80%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to method statements which covered areas including; service, delivery and contract management, added value, community benefits, sustainability and the management of non core spend. Bidders were also assessed in terms of any additional fixed pricing periods offered.

Within the commercial section, bidders were invited to offer on a lot by lot basis. Fixed pricing for six months was required for lots 1-2 and 4-9. Due to the volatility of raw materials, only three months fixed pricing was required for lot 3 (copper and lead). Bidders were also assessed in terms of the annual retrospective rebate offered.

As a key objective for the renewal framework was to increase the competition and flexibility for councils requiring product compatibility with diverse housing stock, lots 4-9 contained a multiple offer structure to facilitate the submission of offers for a range of different manufacturer brands. Bidders could submit up to three offers in lots 4-9 to broaden the choice for councils and encourage competition from the supply base.

Bidders were also invited to offer discounts per lot for the supply of non core items, sole supply status, collection and delivery to central stores. Those bidders offering for lot 5 (boilers) were further invited to offer a discount for spare parts and accessories and document additional warranties where available.

4. Report on Offers Received

The tender document was downloaded by 32 organisations, with 11 tender responses received. A summary of the offers received is provided in Appendix 2. One offer was non compliant as the bidder rejected the advertised terms and conditions.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the offers received was completed. Appendix 3 confirms the scoring achieved by each bidder.

5. Recommendations

Under EU procurement legislation a framework agreement can be concluded with a single supplier or more than one supplier. If the framework agreement is concluded with more than one supplier, the minimum number of suppliers must be three (provided there is a sufficient number of suppliers satisfying the selection criteria and meeting the award criteria).

Based on the evaluation undertaken, and in line with the criteria and weightings set out above, it is recommended that a multi supplier framework agreement is awarded to 10 suppliers across the nine lots as outlined in Appendix 3.

These 10 recommended suppliers offer best value and represent a mix of small, medium and large organisations. The range of suppliers recommended also provides competitive options for all participating councils as well as offering a degree of choice and capacity. Furthermore, the multiple offer structure employed in lots 4-9, as outlined above, has delivered the objective of increasing the competition and flexibility for councils.

6. Benefits

Savings

Scotland Excel conducted a benchmarking exercise based upon the historic purchasing patterns of councils, comparing current prices paid with the prices submitted against the new framework. The result of this benchmarking is listed in Appendix 1; the projected average saving across all councils is estimated at 4.7%, which equates to an estimated total saving of approximately £0.9 million per annum. The estimated savings per council range from 0% to 13.2%. The variance reported is caused by the significant fluctuation in product requirements between councils.

There is scope for councils to derive further savings as seven suppliers have offered annual retrospective rebates of 1-2.5% for certain lots. Two suppliers have offered a single source discount of 1-2% for certain lots and six suppliers have offered a range of non core discounts across the lots.

Price Stability

In addition to the mandatory six months fixed pricing for lots 1-2 and 4-9, five suppliers have offered an additional six months fixed pricing. Furthermore, in addition to the mandatory three months fixed pricing for lot 3 (copper and lead), two suppliers have offered an additional three months fixed pricing.

Sustainable Procurement Benefits

Within the technical section, the sustainability method statement assessed suppliers in relation to their corporate approach to sustainability to minimise the impact of the supply chain on the environment. A range of sustainable measures were outlined by suppliers including; reduction of waste to landfill and packaging, recycling initiatives, use of renewable energy including biomass and solar panels, segregation of waste streams, water conservation, setting of emissions targets and fuel efficiency measures.

In the specifications for lot 5 (boilers), lot 7 (sanitary ware), lot 8 (sink tops and taps) and lot 9 (showers and accessories) bidders were advised that all applicable products must meet relevant Government Buying Standards for; gas boilers, heating systems, combined heat and power systems, taps, showers and toilets.

It is envisaged that enhanced supplier support for boilers will result in fewer deliveries for spare parts, which will lessen the environmental impact of the framework.

Bidders were asked to detail community benefits initiatives they would commit to deliver during the lifetime of the framework. These commitments will be discussed during mobilisation and reported through ongoing contract management returns. Results reported on community benefits will be disseminated to councils on a six monthly basis. A range of community benefits were offered by bidders including:

- Support for training and employment programmes
- Donation of materials for community projects
- Increase in number of apprenticeships
- Tenant workshops on energy saving
- One supplier has committed to a work experience placement for local unemployed for each £250,000 of sales per annum
- Another supplier has committed to donating 1% of all sales to community benefits

Living Wage

While this renewal is a supply framework and there is limited ability to influence supplier behaviour on workforce matters compared with a services framework, an unscored question asked bidders to confirm their living wage status. Of the 10 recommended bidders:

- Eight have confirmed that they either pay or will pay the living wage to all employees (except volunteers, apprentices and interns) within the initial two year period of the framework.
- Two have confirmed that a majority of their staff are paid the living wage (63% and 76%).

Other Benefits

Some of the recommended suppliers provided further details of how bathroom and heating replacement programmes can be supported through the framework. This included information on stock management, delivery schedules, resident sampling, viewing days in local communities and guidance on product ranges.

Councils with in-house heating engineers are able to benefit from a key enhancement for this renewal. In such circumstances, subject to mutual agreement, additional contract support available includes, specialist training in installation and diagnostics, free of charge parts and improved response time for tenants. Furthermore, there is also an opportunity to explore a potential income stream where the council acts as an agent of the manufacturer for remedial works, maintenance and servicing of boilers.

Further benefits offered by recommended suppliers through the framework are outlined below;

- Specialist guidance and advice on installation
- Technical support for end users
- Next day and emergency deliveries
- Free of charge training, offer of “Toolbox Talks”
- Assistance in the management of council stores requirements
- Out of hours support for orders
- Call and collect branches
- Tenant discounts
- Emergency stock held at council premises, arrangement of lock boxes

7. Contract Mobilisation and Management

Each supplier will be invited to a mobilisation meeting to outline the operation of the framework, roles and responsibilities, management information requirements and community benefits commitments. Both suppliers and participating members will be issued with a mobilisation pack containing all required details to launch the framework.

In accordance with Scotland Excel’s established contract and supplier management programme, this framework has been classified as a level 1 arrangement in terms of both risk and spend requiring annual or six monthly supplier and user group reviews as appropriate.

8. Summary

This framework for the supply and delivery of plumbing and heating materials aims to maximise collaboration, promote added value and deliver best value.

A range of benefits can be reported in relation to savings, price stability, retrospective rebates and community benefits. Although this is a renewal framework, positive

efficiencies have been achieved through close working relationships with an already established UIG to improve the core list. Enhancements in this third generation of the framework include; support for boiler and bathroom replacement programmes, additional contract support from boiler manufacturers, inclusion of spare parts on the core list and increased competition and flexibility for councils.

The Executive Sub Committee is requested to approve the recommendation to award this framework agreement as detailed in Appendix 3.

Appendix 1 – Participation, Spend and Savings Summary Supply and Delivery of Plumbing and Heating Materials 17/14

Member Name	Participation in Contract	Participation Entry Date	Estimated Annual Spend (£)	Source of Spend Data	% Estimated Forecast Saving	Estimated Annual Savings (£)	Basis of Savings Calculation
Aberdeen City Council	Yes	01 December 2015	£824,240	Contract MI - Confirmed by Member	2.9%	£23,903	Benchmarked Current Contract
Aberdeenshire Council	Yes	01 December 2015	£210,000	Contract MI - Confirmed by Member	7.3%	£15,330	Benchmarked Current Contract
Angus Council	Yes	01 December 2015	£0	Member Provided	4.7%	£0	Average Saving
Argyll & Bute Council	Yes	01 December 2015	£270	Contract MI - Confirmed by Member	4.7%	£13	Average Saving
City of Edinburgh Council	Yes	01 December 2015	£50,000	Contract MI - Confirmed by Member	5.4%	£2,700	Benchmarked Current Contract
Clackmannanshire Council	Yes	01 December 2015	£400,000	Contract MI - Confirmed by Member	12.1%	£48,400	Benchmarked Current Contract
Comhairle nan Eilean Siar	Yes	01 December 2015	£0	Member Provided	4.7%	£0	Average Saving
Dumfries & Galloway Council	Yes	01 December 2015	£10,957	Contract MI	9.0%	£986	Benchmarked Current Contract
Dundee City Council*	Yes	01 December 2015	£398,620	Contract MI - Confirmed by Member	0.0%	£0	Benchmarked Current Contract
East Ayrshire Council	No						
East Dunbartonshire Council	Yes	01 December 2015	£1,150,535	Contract MI - Confirmed by Member	3.6%	£41,419	Benchmarked Current Contract
East Lothian Council	Yes	01 December 2015	£830,000	Contract MI - Confirmed by Member	6.9%	£57,270	Benchmarked Current Contract
East Renfrewshire Council	Yes	01 December 2015	£75,000	Contract MI - Confirmed by Member	9.8%	£7,350	Benchmarked Current Contract
Falkirk Council	Yes	01 December 2015	£10,000	Contract MI - Confirmed by Member	2.6%	£258	Benchmarked Current Contract
Fife Council	Yes	31 July 2017	£2,800,000	Member Provided	5.2%	£145,600	Benchmarked Current Contract
Glasgow City Council	No						
Highland Council	Yes	01 December 2015	£295,000	Contract MI - Confirmed by Member	13.2%	£38,940	Benchmarked Current Contract
Inverclyde Council	Yes	01 December 2015	£44,405	Contract MI - Confirmed by Member	7.8%	£3,464	Benchmarked Current Contract
Midlothian Council	Yes	01 December 2015	£1,262,605	Contract MI - Confirmed by Member	7.3%	£92,170	Benchmarked Current Contract
North Ayrshire Council*	Yes	01 December 2015	£750,000	Contract MI - Confirmed by Member	8.3%	£62,250	Benchmarked Current Contract
North Lanarkshire Council	Yes	01 December 2015	£0	Member Provided	4.7%	£0	Average Saving
Orkney Islands Council	Yes	01 December 2015	£1,000	Contract MI	4.6%	£46	Benchmarked Current Contract
Perth & Kinross Council	Yes	01 December 2015	£375,208	Contract MI - Confirmed by Member	9.4%	£35,270	Benchmarked Current Contract
Renfrewshire Council	Yes	01 December 2015	£750,000	Contract MI - Confirmed by Member	2.6%	£19,500	Benchmarked Current Contract
Scottish Borders Council	No						
Shetland Islands Council	Yes	01 December 2015	£55,000	Contract MI - Confirmed by Member	7.5%	£4,125	Benchmarked Current Contract
South Ayrshire Council	Yes	01 December 2015	£270,000	Contract MI - Confirmed by Member	9.3%	£25,110	Benchmarked Current Contract
South Lanarkshire Council	Yes	01 December 2015	£5,480,000	Contract MI - Confirmed by Member	3.0%	£164,400	Benchmarked Current Contract
Stirling Council	No						
The Moray Council	Yes	01 December 2015	£480,000	Contract MI - Confirmed by Member	6.9%	£33,120	Benchmarked Current Contract
West Dunbartonshire Council	Yes	01 December 2015	£850,000	Contract MI - Confirmed by Member	8.6%	£73,100	Benchmarked Current Contract
West Lothian Council	Yes	01 December 2015	£2,050,104	Contract MI - Confirmed by Member	1.8%	£36,902	Benchmarked Current Contract
Tayside Contracts	No						
Scottish Government (RBGE)	Yes	01 December 2015	£6,000	Member Provided	4.7%	£282	Average Saving
NHS	Yes	01 December 2015	£255,325	Contract MI - Confirmed by Member	1.2%	£3,064	Benchmarked Current Contract
SPS	Yes	01 December 2015	£300,000	Member Provided	4.7%	£14,100	Average Saving
Totals			£19,984,269.00		4.7%	£949,071.12	

*Subject to final council validation

Appendix 2 - SME Status

Tenderer's Name	SME Status	Location	Lots Tendered
AKW Medicare Ltd	Medium	Droitwich Spa	9
Stax Trade Centres Plc T/A DF Wishart	Large	Edinburgh	1,3,4,6,8,9
Grafton Merchanting GB Ltd	Large	Glasgow	1,2,3,4,5,6,7,8,9
Jewson Ltd T/A Graham Plumbers Merchant	Large	Coventry	1,2,3,4,5,6,7,8,9
M. K. M. Building Supplies Ltd	Large	Glasgow	1,2,3,4,5,6,7,8,9
Plumbstore (Plumbing & Heating Supplies) Ltd	Medium	Glasgow	1,4,5,6
Richmonds Plumbing and Heating Merchants Ltd	Small	Glasgow	1,2,3,4,6,7,8,9
Screwfix Direct Ltd	Large	Somerset	4,5,6,8,9
Travis Perkins Trading Company Ltd	Large	Northampton	3,4,5,6,7,8,9
William Wilson Ltd	Large	Aberdeen	1,2,3,4,5,6,7,8,9
Wolseley UK Ltd	Large	Royal Leamington Spa	1,2,3,4,5,6,7,8,9

Appendix 3 - Scoring and Recommendations (Asterisk (*) denotes recommended supplier)

Lot 1 - Solder Ring, DZR and Brass	
Tenderer	Score
William Wilson Ltd*	91.30
Grafton Merchants GB Ltd*	91.08
Plumbstore (Plumbing & Heating Supplies) Ltd*	80.58
M. K. M. Building Supplies Ltd*	75.07
Jewson Ltd T/A Graham Plumbers Merchant*	66.88
Wolseley UK Ltd*	59.02
Richmonds Plumbing and Heating Merchants Ltd	52.33
Stax Trade Centres Plc T/A DF Wishart	51.78

Lot 2 - Cast Iron	
Tenderer	Score
M. K. M. Building Supplies Ltd*	91.25
Wolseley UK Ltd*	80.47
Grafton Merchants GB Ltd*	76.52
Jewson Ltd T/A Graham Plumbers Merchant*	73.35
William Wilson Ltd*	71.14
Richmonds Plumbing and Heating Merchants Ltd	58.43

Lot 3 - Copper and Lead	
Tenderer	Score
Wolseley UK Ltd*	92.33
Grafton Merchants GB Ltd*	78.25
M. K. M. Building Supplies Ltd*	76.70
Jewson Ltd T/A Graham Plumbers Merchant*	76.68
William Wilson Ltd*	73.72
Travis Perkins Trading Company Ltd	65.12
Stax Trade Centres Plc T/A DF Wishart	63.59
Richmonds Plumbing and Heating Merchants Ltd	61.70

Lot 4 - Internal and External Plastic Pipe	
Offer - Floplast	
Tenderer	Score
William Wilson Ltd*	90.22
Plumbstore (Plumbing & Heating Supplies) Ltd*	87.25
Offer - John Guest Speedfit	
Tenderer	Score
Wolseley UK Ltd*	92.80
Offer - Marley	
Tenderer	Score
William Wilson Ltd*	91.30
Grafton Merchants GB Ltd (offer 2) *	77.12
Grafton Merchants GB Ltd (offer 3)	73.49
Wolseley UK Ltd	66.72
Offer - McAlpine	
Tenderer	Score
William Wilson Ltd*	91.30
Offer - Polypipe	
Tenderer	Score
Grafton Merchants GB Ltd*	91.70
Travis Perkins Trading Company Ltd*	84.81
Plumbstore (Plumbing & Heating Supplies) Ltd*	82.30
Richmonds Plumbing and Heating Merchants Ltd*	81.68
M. K. M. Building Supplies Ltd*	77.83
Stax Trade Centres Plc T/A DF Wishart*	74.95
Offer - Wavin	
Tenderer	Score
Jewson Ltd T/A Graham Plumbers Merchant (offer 2) *	91.55
Jewson Ltd T/A Graham Plumbers Merchant (offer 1) *	85.65

Lot 5 - Boilers		
Offer - Alpha Therm		
Tenderer		Score
William Wilson Ltd*		91.30
Offer - Ariston		
Tenderer		Score
Jewson Ltd T/A Graham Plumbers Merchant*		91.55
William Wilson Ltd*		89.51
Plumbstore (Plumbing & Heating Supplies) Ltd		77.02
Offer - Ideal		
Tenderer		Score
Travis Perkins Trading Company Ltd (offer 1)*		90.75
Grafton Merchants GB Ltd*		87.97
Travis Perkins Trading Company Ltd (offer 2)		85.96
Travis Perkins Trading Company Ltd (offer 3)		82.13
M. K. M. Building Supplies Ltd		75.00
Offer - Sime		
Tenderer		Score
Plumbstore (Plumbing & Heating Supplies) Ltd*		87.25
Offer - Vaillant		
Tenderer		Score
Jewson Ltd T/A Graham Plumbers Merchant*		91.55
Wolseley UK Ltd*		73.94
Offer - Vokera		
Tenderer		Score
Grafton Merchants GB Ltd*		90.50
Wolseley UK Ltd*		89.26
Jewson Ltd T/A Graham Plumbers Merchant*		85.86
William Wilson Ltd*		85.62
Offer - Worcester		
Tenderer		Score
Wolseley UK Ltd*		92.80
Grafton Merchants GB Ltd*		87.29

Lot 6 - Radiators		
Offer - Barlo / Quinn		
Tenderer		Score
Grafton Merchants GB Ltd*		89.78
Plumbstore (Plumbing & Heating Supplies) Ltd (offer 1)*		87.25
Jewson Ltd T/A Graham Plumbers Merchant*		87.01
William Wilson Ltd*		86.42
Plumbstore (Plumbing & Heating Supplies) Ltd (offer 2)		80.18
Offer - Centerad		
Tenderer		Score
Wolseley UK Ltd*		92.80
Offer - Henrad		
Tenderer		Score
M. K. M. Building Supplies Ltd*		90.45
Offer - Instinct		
Tenderer		Score
Richmonds Plumbing and Heating Merchants Ltd*		88.30
Offer - Kermi		
Tenderer		Score
Plumbstore (Plumbing & Heating Supplies) Ltd*		87.25
Offer - Myson		
Tenderer		Score
Wolseley UK Ltd*		92.80
Offer - Purno		
Tenderer		Score
William Wilson Ltd*		91.30
Offer - Rettig		
Tenderer		Score
Jewson Ltd T/A Graham Plumbers Merchant*		91.55
Grafton Merchants GB Ltd*		88.67
Offer - Stelrad		
Tenderer		Score
Travis Perkins Trading Company Ltd*		90.75
Jewson Ltd T/A Graham Plumbers Merchant*		88.28
Wolseley UK Ltd		72.79
Offer - Supaplumb		
Tenderer		Score
Stax Trade Centres Plc T/A DF Wishart*		86.25

Lot 7 - Sanitary Ware		
Offer - Armitage Shanks, Ideal, Shires		
Tenderer		Score
Jewson Ltd T/A Graham Plumbers Merchant*		92.08
Wolseley UK Ltd (offer 2)*		77.01
Grafton Merchants GB Ltd (offer 2)*		76.18
William Wilson Ltd*		71.58
Wolseley UK Ltd (offer 1)*		71.44
Grafton Merchants GB Ltd (offer 1)		68.21
Travis Perkins Trading Company Ltd		65.57
Offer - Instinct		
Tenderer		Score
M. K. M. Building Supplies Ltd*		91.25
Offer - Lecico		
Tenderer		Score
William Wilson Ltd*		91.83
Travis Perkins Trading Company Ltd*		86.11
Jewson Ltd T/A Graham Plumbers Merchant		82.25
Grafton Merchants GB Ltd		81.64
Richmonds Plumbing and Heating Merchants Ltd		78.01
Offer - Twyford		
Tenderer		Score
Wolseley UK Ltd*		92.79
Jewson Ltd T/A Graham Plumbers Merchant*		92.08
William Wilson Ltd*		85.66

Lot 8 - Sink Tops and Taps		
Offer - Bristan		
Tenderer		Score
M. K. M. Building Supplies Ltd*		91.25
Jewson Ltd T/A Graham Plumbers Merchant*		80.09
Grafton Merchants GB Ltd*		75.55
Travis Perkins Trading Company Ltd*		65.97
Richmonds Plumbing and Heating Merchants Ltd		62.83
Wolseley UK Ltd		54.79
Offer - Deva		
Tenderer		Score
Wolseley UK Ltd*		93.33
Offer - Methven		
Tenderer		Score
Jewson Ltd T/A Graham Plumbers Merchant*		92.08
Grafton Merchants GB Ltd*		87.69
William Wilson Ltd*		87.08
Offer - Pegler		
Tenderer		Score
Jewson Ltd T/A Graham Plumbers Merchant*		92.08
William Wilson Ltd*		91.83
Offer - Supaplumb		
Tenderer		Score
Stax Trade Centres Plc T/A DF Wishart*		86.25
Offer - Westco		
Tenderer		Score
William Wilson Ltd*		91.83

Lot 9 - Showers and Accessories		
Offer - AKW		
Tenderer	Score	
AKW Medicare Ltd*	92.00	
Offer - Bristan		
Tenderer	Score	
Jewson Ltd T/A Graham Plumbers Merchant*	92.08	
Wolseley UK Ltd*	86.46	
Offer - Coram		
Tenderer	Score	
Grafton Merchants GB Ltd (offer 3)*	90.50	
Grafton Merchants GB Ltd (offer 2)*	79.42	
Offer - Croydex		
Tenderer	Score	
Stax Trade Centres Plc T/A DF Wishart*	86.25	
Offer - Express		
Tenderer	Score	
William Wilson Ltd*	91.83	
Offer - Instinct		
Tenderer	Score	
M. K. M. Building Supplies Ltd*	91.25	
Richmonds Plumbing and Heating Merchants Ltd	65.24	
Offer - Mira		
Tenderer	Score	
Wolseley UK Ltd (offer 2)*	93.33	
Jewson Ltd T/A Graham Plumbers Merchant*	85.94	
Grafton Merchants GB Ltd*	81.25	
Wolseley UK Ltd (offer 1)*	81.16	
William Wilson Ltd*	70.43	
Travis Perkins Trading Company Ltd	68.10	
Offer - MX		
Tenderer	Score	
Travis Perkins Trading Company Ltd*	90.75	
Jewson Ltd T/A Graham Plumbers Merchant	73.66	
Offer - Triton		
Tenderer	Score	
Travis Perkins Trading Company Ltd*	90.75	
William Wilson Ltd*	85.70	