

## **Scotland Excel Executive Sub Committee**

**To:** Executive Sub Committee

**On:** 6 March 2015

**Report by Director**

**Tender:** Grounds Maintenance Equipment

**Schedule:** 10-14

**Period:** 1 March 2015 to 28 February 2018 with option to extend for up to one year to 28 February 2019

### **1 Introduction and Background**

This report covers the outcome of the evaluation of offers received in relation to the first iteration of a framework for the purchase of grounds maintenance equipment covering the period from 1 March 2015 to 28 February 2018 with an option to extend for up to 1 year to 28 February 2019. The framework covers a range of equipment purchased by councils in order to maintain council amenities (parks, golf courses, pitches etc), green spaces and gardens.

Given the type of equipment required, this framework will facilitate the purchase of specialist equipment from (mainly) small companies local to the purchasing council. A framework arrangement provides efficiency in terms of councils purchasing against an established framework as opposed to issuing requests for quotes (where the total purchase value is below the tender threshold) or conducting lower value tender exercises.

In terms of the equipment offered, it was stipulated in the tender that it must comply with the appropriate specification and be heavy duty industrial/commercial equipment manufactured for those purposes and used by professionals as opposed to equipment manufactured for domestic purposes. Scotland Excel and Councils retained the right to decide whether or not the equipment offered is professional (industrial/commercial) standard and to reject equipment which in their opinion doesn't meet that requirement.

### **2 Scope, Participation and Spend**

As part of the strategy development, twenty lots were agreed. The inclusion of multiple lots in the tender was designed to attract small companies which supply grounds maintenance equipment to their local councils. The lotting strategy was also designed to allow tenderers (mainly SMEs) to bid for specific specialist lots as detailed in the table below:

<b>Lot No.</b>	<b>Description</b>	<b>No of Items in Lot</b>	<b>Estimated % of Total Spend</b>
1	Hand held trimmers/chainsaws	9	2
2	Pedestrian push mowers/ linemarker	3	2
3	Self propelled stump/grinder/cultivator/scarifier	8	3
4	Self propelled walk behind mowers	14	4
5	Tractor mounted/demountable sprayers	2	2
6	Ride on mowers	18	24
7	Utility vehicles	4	3
8	Towed equipment	9	5
9	Tractors	12	24
10	Tractor mounted equipment	19	5
11	Tractor mounted mowers	3	2
12	Tractor mounted equipment (pitch care)	11	4
13	Tractor mounted chipper/spreader/stump grinder	5	5
14	Water wagon/vehicle mounted topdresser	2	2
15	Jetting unit/power washers	5	3
16	Static power washers	4	2
17	Slab Lifter/breakers/cut off saws	5	2
18	Floor saw/tool heater	2	2
19	Tractor mounted salt/grit spreader/snow plough	12	2
20	Towed salt/grit spreaders	3	2

As detailed in Appendix 1, 29 Councils and Tayside Contracts have confirmed participation in this framework. Angus Council, Fife Council and South Lanarkshire Council have arrangements in place until 2016 and will decide on participation at a later date.

The forecast annual spend for participating councils is £8m per annum equating to £32m over the term of the framework including the extension period. However, this figure does not take into account the requirement for maintenance, repair and servicing which councils requested was included in the tender but was not quantifiable at the time the tender was issued. Therefore, to account for this requirement as well as potential contract growth due to future participation of councils which have current contracts, the framework value was advertised as £50m over the contract period.

### **3 Procurement Process**

The User Intelligence Group (UIG) which informs this commodity includes officers who are part of a well established UIG involved in vehicles related frameworks.

To ensure that the framework is awarded to the most capable suppliers, the UIG agreed that a two stage tender process should be used. At the first stage, bidders were assessed on financial capability, technical and professional capability and business probity. Bidders were required to pass this stage in order for their offer to be evaluated. At the second stage of the process, the offers were evaluated against the following criteria and weightings:

Quality/Service	40%
Financial	60%

Bidders were invited to offer on a lot by lot basis and provide rates for each item, as well as confirm which councils they are prepared to service.

The framework was advertised in the Official Journal of the European Union (OJEU) via the Public Contracts Scotland (PCS) portal. The tender process was conducted using the Public Contracts Scotland tender system (PCS Tender).

#### **4 Report on Offers Received**

50 suppliers expressed interest in the framework in reply to a Prior Information Notice published via the PCS portal and in the OJEU. 51 suppliers accessed the tender and 26 suppliers (as detailed in Appendix 2) submitted a bid

Based on the criteria and methodology set out in the tender document, a full evaluation of the offers received was undertaken. Appendix 3 of this report sets out the scoring achieved by each tenderer.

#### **5 Recommendations**

A framework agreement can be concluded with a single supplier. Where the agreement is concluded with several suppliers, the minimum number of suppliers must be three (provided there are a sufficient number of suppliers satisfying the selection criteria and tenders which meet the award criteria).

Based on the evaluation undertaken in accordance with the criteria and weightings set out previously, it is recommended that framework agreements are awarded to all 26 suppliers which submitted a compliant offer across the 20 lots. This recommendation followed from a UIG meeting where representatives from Scotland Excel, 12 Councils and Tayside Contracts met to discuss possible award to suppliers which bid for inclusion in the framework.

As this framework relates to specialist equipment, councils may conduct mini competitions for their specific requirements with all capable suppliers on the lots in order to ensure they achieve best value. The wide range of scoring reflects the specialist nature of the equipment, the range of pricing submitted by prospective suppliers, the narrow range of equipment offered by some of the smaller suppliers and failure by some suppliers to fully answer questions in the tender.

The group also took into consideration that no supplier bid for all 20 lots and only 13 of 26 bidders offered to supply all councils. It was the view that, since this is the first collaborative Grounds Maintenance Equipment framework and in order to provide councils with coverage and choice of both supplier and equipment, all suppliers which submitted a compliant bid for items in a lot should be recommended.

Appointing 26 suppliers ensures the operational requirements of participating councils are met, provides sufficient geographical coverage and provides choice of equipment and supplier. The 26 suppliers represent a mix of small, medium and large organisations with 17 classified as SMEs. The majority of these suppliers are already conducting business with councils. It should be noted that, on average, SMEs bid for 6 lots out of a possible 20 thereby supporting the

decision to have smaller Lots as opposed to aggregating the equipment into larger lots for which SMEs might be less able to bid.

## **6 Benefits**

### **Savings**

As this is the first framework for grounds maintenance equipment, Scotland Excel conducted a benchmarking exercise based on the average of current rates paid (provided by councils) for equipment compared to rates submitted by the supplier providing the most economically advantageous compliant offer. 9 councils provided pricing information in relation to 50% of the items specified in the tender. The resultant average saving across all participating councils was calculated at approximately 8.9%, equating to £535,000 per annum.

Scotland Excel will monitor the suppliers throughout the period of the framework to validate savings and ensure the framework continues to meet requirements.

### **Price Stability**

1 bidder offered to maintain rates for 24 months, 22 bidders offered to maintain rates for 12 months and 3 bidders submitted rates on a fluctuating basis.

### **Health & Safety**

Provision was made within the tender so that prospective contractors must provide information regarding noise and emissions levels for the equipment offered as well as HAVS (Hand/Arm Vibration Syndrome) ratings. Where requested by councils, appointed suppliers must provide certificates to prove that the equipment offered complies with all relevant legislation in these areas.

### **Community Benefits**

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

Modern apprenticeships

Local authority work placement schemes

Work/back to work placement schemes for unemployed

Sponsorship of local charity events

Sponsorship of local sports teams

Involvement with the Royal Highland Educational Trust

## **Living Wage**

This is a supply framework therefore there is limited scope to influence supplier behaviour on workforce matters when compared to a services based framework. The tender contained a clause advising prospective bidders of the current hourly rate considered to be the minimum hourly wage necessary for shelter (housing and incidentals such as clothing and other basic needs) and nutrition for a person for an extended period of time. It also asked bidders to bear it in mind throughout the duration of the contract and to confirm that they acknowledged Scotland Excel's commitment to the Living Wage. All 26 suppliers acknowledged Scotland Excel's commitment to the Living Wage.

## **7 Contract Mobilisation and Management**

In terms of risk and spend, this framework has been classified as a level 2 arrangement in accordance with Scotland Excel's Contract and Supplier Management Programme. As such, Scotland Excel will conduct quarterly management information reviews and annual supplier reviews where applicable.

Following framework award, Scotland Excel will implement a mobilisation plan. It is anticipated that the majority of councils will use this new framework as several of the appointed suppliers already supply a number of councils. There should be no impediment to immediate contract adoption.

All framework suppliers will be required to appoint an account manager to liaise directly with councils.

Mobilisation meetings will be held with suppliers on an "as required" basis following the award of this framework.

## **8 Summary**

This framework aims to provide service users with a range of equipment and suppliers required for operational purposes.

The estimated value of the framework arrangement over the total framework period, including the option to extend, is £50m.

The Executive Sub Committee is requested to approve the recommendation to award to the suppliers detailed in Appendix 3.



## Appendix 1 – Participation, Spend and Savings Summary

### Grounds Maintenance Equipment 10-14

					Appendix 1
Council Name	Potential Participation	Potential Start Date	Estimated Annual Spend	Saving (£)	Source of Spend Data
Aberdeen City Council	Y	Mar-15	£305,750	£27,212	Council provided
Aberdeenshire Council	Y	Mar-15	£483,466	£43,028	Council provided
Angus Council	Y	Jan-16	£269,000	£23,941	Council provided
Argyll and Bute Council	Y	Mar-15	£250,000	£22,250	Council provided
City of Edinburgh Council	Y	Mar-15	£100,000	£8,900	Council provided
Clackmannanshire Council	Y	Mar-15	£103,845	£9,242	Council provided
Comhairle nan Eilean Siar	Y	N/A	£0	£0	Council provided
Dumfries and Galloway Council	Y	Mar-15	£50,000	£4,450	Council provided
Dundee City Council	Y	Jan-16	£100,000	£8,900	Council provided
East Ayrshire Council	Y	Mar-15	£3,000	£267	Council provided
East Dunbartonshire Council	Y	Mar-15	£200,000	£17,800	Council provided
East Lothian Council	Y	Mar-15	£43,898	£3,907	Council provided
East Renfrewshire Council	Y	Mar-15	£114,602	£10,200	Council provided
Falkirk Council	Y	Mar-15	£225,000	£20,025	Council provided
Fife Council	N	N/A	£0	£0	Council provided
Glasgow City Council	Y	Mar-15	£108,500	£9,657	Council provided
Inverclyde Council	Y	Mar-15	£281,673	£25,069	Council provided
Midlothian Council	Y	Mar-15	£224,398	£19,971	Council provided
North Ayrshire Council	Y	Mar-15	£150,000	£13,350	Council provided
North Lanarkshire Council	Y	Mar-15	£691,078	£61,506	Council provided
Orkney Islands Council	Y	Mar-15	£15,000	£1,335	Council provided
Perth and Kinross Council	Y	Jan-16	£60,000	£5,340	Council provided
Renfrewshire Council	Y	Mar-15	£43,879	£3,905	Council provided
Scottish Borders Council	Y	Mar-15	£245,000	£21,805	Council provided
Shetland Islands Council	Y	Mar-15	£20,000	£1,780	Council provided
South Ayrshire Council	Y	Mar-15	£400,000	£35,600	Council provided
South Lanarkshire Council	Y	Jan-16	£440,000	£39,160	Council provided
Stirling Council	Y	Mar-15	£405,264	£36,068	Council provided
The Highland Council	N	N/A	£0	£0	Council provided
The Moray Council	Y	Mar-15	£180,000	£16,020	Council provided
West Dunbartonshire Council	Y	Mar-15	£60,000	£5,340	Council provided
West Lothian Council	Y	Mar-15	£335,267	£29,839	Council provided
Tayside Contracts	Y	Jan-16	£112,000	£9,968	Council provided
			<b>£6,020,620</b>	<b>£535,835</b>	

**Appendix 2 – SME Status**  
**Grounds Maintenance Equipment 10-14**

<b>Grounds Maintenance Equipment</b>		<b>Appendix 2</b>	
<b>Schedule 10/14</b>			
<b>1 March 2015 to 28 February 2018 (with option to extend)</b>			
<b>Tender Name</b>	<b>Town/City</b>	<b>SME Status</b>	<b>Lots Tendered</b>
A M Phillip Agritech Ltd	Forfar	Large	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 17, 18, 19, 20
Agricar Ltd	Stirling	Medium	5, 8, 9, 10, 11, 12, 19, 20
Alex McDougall (Mowers) Ltd	East Kilbride	Small	1, 2, 3, 4, 6
Bryson Tractors Ltd	Lanark	Small	9, 19
Bunce (Ashbury) Ltd	Swindon	Small	12, 19, 20
CS Equipment Ltd	Irvine	Small	1, 2, 3, 4, 5, 6, 8, 17, 18
Fairways (GM) Ltd	Kinross	Medium	4, 5, 6, 7, 8, 10, 11, 12, 14, 15, 16, 19, 20
Flowplant Group Ltd	Glasgow	Small	15
Fraser C Robb	Drymen	Small	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 19, 20
Garden Machinery & Small Engine Services	Hamilton	Small	1, 2, 4, 6, 11,
Gibsons Garden Machinery Ltd	Colne (Lancs)	Small	13
Hamilton Bros Eng Ltd	Bishopton	Medium	1, 3, 4, 6, 7, 8, 9, 10, 11, 12, 13, 17, 18, 19, 20
Henderon Grass Machinery Ltd	Haddington	Medium	2, 3, 4, 5, 6, 9, 10, 11, 19
Henry Sheach Lawnmower Services Ltd	Kirkcaldy	Small	1, 2, 4, 6
James A. Cuthbertson Ltd	Biggar	Small	19
Nairn Brown (Glasgow) Ltd	Busby	Small	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14, 15, 17, 19, 20
Premier Parts UK	Cupar	Small	1, 2, 3, 6, 10, 13
Reekie Group Ltd	Cupar	Medium	5, 7, 8, 9, 10, 11, 12
Rhinowash Ltd	Wishaw	Small	15, 16
Scot JCB Ltd	Glasgow	Large	6, 7, 8, 9, 10, 11, 12, 17, 18, 19
SGM Contracts Ltd	Inverkeithing	Small	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 19, 20
Simon Tullett Machinery Company Ltd	Henley in Arden (Warwickshire)	Small	4, 6
Spaldings Ltd	Lincoln	Large	1, 2
Terra Firma (Scotland) Ltd	Stirling	Small	2, 19,
The Double A Company Ltd	Cupar	Small	2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 19
Thomas Sherriff & Co Ltd	Haddington	Medium	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 17, 19, 20



### Appendix 3 – Scoring and Recommendations

#### Grounds Maintenance Equipment 10-14

Grounds Maintenance Equipment			Appendix 3		
Schedule 10/14					
March 2015 to 28 February 2018 (with option to extend)					
<b>Lot 1 - Hand Held Equipment</b>	<b>Score</b>	<b>Recommended Y/N</b>	<b>Lot 2 - Pedestrian Push Equipment</b>	<b>Score</b>	<b>Recommended Y/N</b>
<b>Supplier</b>			<b>Supplier</b>		
HAMILTON BROS ( ENG ) LTD	83.71	Y	The Double A Trading Company Ltd	84.96	Y
Thomas Sherriff & Co Ltd	80.71	Y	Nairn Brown (Glasgow) Ltd	84.86	Y
Nairn Brown (Glasgow) Ltd	78.63	Y	Alex McDougall	82.20	Y
Henry H Sheach Lawnmower Services Ltd	78.34	Y	Thomas Sherriff & Co Ltd	80.29	Y
CS Equipment Ltd	77.94	Y	Fraser C Robb	77.00	Y
Fraser C Robb	77.00	Y	Premier Parts UK	75.43	Y
AM Phillip	75.45	Y	Garden Machinery & Small Engine Services	74.63	Y
SGM	74.27	Y	CS Equipment Ltd	27.50	N
Alex McDougall	71.94	Y	SGM	27.00	N
Spaldings Ltd	65.36	Y	TERRA FIRMA (SCOTLAND) LIMITED	24.50	N
Garden Machinery & Small Engine Services	60.77	Y	Henderson Grass Machinery Ltd	22.00	N
Premier Parts UK	60.72	Y	Henry H Sheach Lawnmower Services Ltd	22.00	N
			AM Phillip	21.50	N
			Spaldings Ltd	13.00	N
<b>Lot 3 - Pedestrian equipment - Self propelled</b>	<b>Score</b>	<b>Recommended Y/N</b>	<b>Lot 4 - Self Propelled Mowers</b>	<b>Score</b>	<b>Recommended Y/N</b>
<b>Supplier</b>			<b>Supplier</b>		
HAMILTON BROS ( ENG ) LTD	89.78	Y	FAIRWAYS GM LTD	86.92	Y
The Double A Trading Company Ltd	87.50	Y	Henderson Grass Machinery Ltd	82.00	Y
CS Equipment Ltd	79.78	Y	HAMILTON BROS ( ENG ) LTD	75.66	Y
Nairn Brown (Glasgow) Ltd	77.59	Y	AM Phillip	75.39	Y
SGM	76.49	Y	The Double A Trading Company Ltd	72.61	Y
AM Phillip	72.22	Y	Fraser C Robb	71.02	Y
Henderson Grass Machinery Ltd	70.83	Y	Nairn Brown (Glasgow) Ltd	69.29	Y
Fraser C Robb	68.82	Y	Simon Tullett Machinery Co Ltd	67.51	Y
Premier Parts UK	63.73	Y	SGM	66.34	Y
Alex McDougall	26.00	N	Thomas Sherriff & Co Ltd	66.09	Y
Thomas Sherriff & Co Ltd	21.50	N	CS Equipment Ltd	65.46	Y
			Henry H Sheach Lawnmower Services Ltd	62.19	Y
			Garden Machinery & Small Engine Services	60.49	Y
			Alex McDougall	26.00	N
<b>Lot 5 - Tractor/Vehicle Mounted Pesticide Applicators</b>	<b>Score</b>	<b>Recommended Y/N</b>	<b>Lot 6 - Ride-on Equipment</b>	<b>Score</b>	<b>Recommended Y/N</b>
<b>Supplier</b>			<b>Supplier</b>		
The Double A Trading Company Ltd	87.50	Y	FAIRWAYS GM LTD	87.50	Y
Nairn Brown (Glasgow) Ltd	75.80	Y	The Double A Trading Company Ltd	84.91	Y
FAIRWAYS GM LTD	55.71	Y	HAMILTON BROS ( ENG ) LTD	78.98	Y
Thomas Sherriff & Co Ltd	50.64	Y	Henderson Grass Machinery Ltd	75.90	Y
Reekie Group	44.43	Y	Nairn Brown (Glasgow) Ltd	75.12	Y
CS Equipment Ltd	43.24	Y	SGM	72.62	Y
SGM	42.62	Y	Thomas Sherriff & Co Ltd	71.76	Y
AM Phillip	37.94	Y	Alex McDougall	70.58	Y
Henderson Grass Machinery Ltd	37.25	Y	CS Equipment Ltd	70.14	Y
Agricar	32.48	Y	Scot JCB Ltd	69.29	Y
Fraser C Robb	31.21	Y	AM Phillip	68.61	Y
			Henry H Sheach Lawnmower Services Ltd	65.24	Y
			Simon Tullett Machinery Co Ltd	63.30	Y
			Garden Machinery & Small Engine Services	60.34	Y
			Fraser C Robb	59.56	Y
			Premier Parts UK	57.97	Y

			Appendix 3 Continued		
Lot 7 - Utility Vehicles	Score	Recommended Y/N	Lot 8 - Towed Equipment	Score	Recommended Y/N
<b>Supplier</b>			<b>Supplier</b>		
FAIRWAYS GM LTD	87.50	Y	Nairn Brown (Glasgow) Ltd	88.00	Y
SGM	84.55	Y	HAMILTON BROS ( ENG ) LTD	79.84	Y
The Double A Trading Company Ltd	79.26	Y	Scot JCB Ltd	73.33	Y
HAMILTON BROS ( ENG ) LTD	68.27	Y	The Double A Trading Company Ltd	73.11	Y
Reekie Group	68.09	Y	FAIRWAYS GM LTD	70.73	Y
Nairn Brown (Glasgow) Ltd	67.92	Y	AM Phillip	69.39	Y
AM Phillip	64.79	Y	SGM	67.93	Y
Scot JCB Ltd	62.59	Y	Thomas Sherriff & Co Ltd	67.41	Y
Thomas Sherriff & Co Ltd	58.42	Y	CS Equipment Ltd	65.30	Y
Fraser C Robb	57.25	Y	Fraser C Robb	61.95	Y
			Agricar	44.19	Y
			Reekie Group	28.50	N
Lot 9 - Tractors	Score	Recommended Y/N	Lot 10 - Tractor Mounted Equipment	Score	Recommended Y/N
<b>Supplier</b>			<b>Supplier</b>		
HAMILTON BROS ( ENG ) LTD	87.20	Y	The Double A Trading Company Ltd	87.42	Y
SGM	85.59	Y	Reekie Group	87.36	Y
Reekie Group	83.34	Y	Nairn Brown (Glasgow) Ltd	86.89	Y
AM Phillip	81.50	Y	SGM	85.87	Y
Henderson Grass Machinery Ltd	80.62	Y	Scot JCB Ltd	85.70	Y
The Double A Trading Company Ltd	74.00	Y	FAIRWAYS GM LTD	85.37	Y
Thomas Sherriff & Co Ltd	72.88	Y	AM Phillip	81.50	Y
Nairn Brown (Glasgow) Ltd	70.50	Y	Henderson Grass Machinery Ltd	80.01	Y
Scot JCB Ltd	70.07	Y	Thomas Sherriff & Co Ltd	79.09	Y
Bryson Tractors Ltd	67.62	Y	HAMILTON BROS ( ENG ) LTD	73.28	Y
Fraser C Robb	67.47	Y	Fraser C Robb	71.80	Y
Agricar	53.98	Y	Premier Parts UK	71.39	Y
			Agricar	55.94	Y
Lot 11 - Tractor Mounted Mowers	Score	Recommended Y/N	Lot 12 - Tractor Mounted Pitch Care	Score	Recommended Y/N
<b>Supplier</b>			<b>Supplier</b>		
HAMILTON BROS ( ENG ) LTD	90.00	Y	HAMILTON BROS ( ENG ) LTD	90.00	Y
The Double A Trading Company Ltd	72.28	Y	The Double A Trading Company Ltd	84.27	Y
AM Phillip	69.43	Y	AM Phillip	77.97	Y
Nairn Brown (Glasgow) Ltd	67.26	Y	FAIRWAYS GM LTD	77.36	Y
SGM	56.97	Y	Reekie Group	77.25	Y
Scot JCB Ltd	56.80	Y	Nairn Brown (Glasgow) Ltd	71.48	Y
Henderson Grass Machinery Ltd	56.68	Y	Scot JCB Ltd	69.96	Y
FAIRWAYS GM LTD	56.46	Y	Thomas Sherriff & Co Ltd	65.28	Y
Thomas Sherriff & Co Ltd	55.56	Y	SGM	64.15	Y
Reekie Group	54.20	Y	Bunce (Ashbury)	60.04	Y
Agricar	49.55	Y	Agricar	54.37	Y
Garden Machinery & Small Engine Services	44.44	Y	Fraser C Robb	53.22	Y
Fraser C Robb	41.55	Y			
Lot 13 -Tractor Mounted Stumpgrinder/Chipper/Shredder	Score	Recommended Y/N	Lot 14 - Vehicle Mounted Equipment	Score	Recommended Y/N
<b>Supplier</b>			<b>Supplier</b>		
SGM	83.91	Y	Thomas Sherriff & Co Ltd	74.28	Y
AM Phillip	81.50	Y	Nairn Brown (Glasgow) Ltd	67.52	Y
HAMILTON BROS ( ENG ) LTD	78.09	Y	FAIRWAYS GM LTD	27.50	N
GIBSON GARDEN MACHINERY LTD	73.76	Y	The Double A Trading Company Ltd	27.50	N
The Double A Trading Company Ltd	72.75	Y	SGM	27.00	N
Thomas Sherriff & Co Ltd	72.12	Y	AM Phillip	21.50	N
Fraser C Robb	67.10	Y	Fraser C Robb	17.00	N
Premier Parts UK	59.50	Y			

			Appendix 3 Continued		
Lot 15 - Portable Equipment	Score	Recommended Y/N	Lot 16 - Static Equipment	Score	Recommended Y/N
<b>Supplier</b>			<b>Supplier</b>		
Rhinowash Ltd	87.43	Y	FAIRWAYS GM LTD	87.50	Y
FAIRWAYS GM LTD	84.42	Y	Rhinowash Ltd	82.13	Y
Nairn Brown (Glasgow) Ltd	82.89	Y	Fraser C Robb	74.02	Y
SGM	80.43	Y			
Flowplant Group Ltd	77.00	Y			
Fraser C Robb	74.80	Y			
Lot 17 - Hand Held Equipment	Score	Recommended Y/N	Lot 18 - Pedestrian - Self Propelled	Score	Recommended Y/N
<b>Supplier</b>			<b>Supplier</b>		
Scot JCB Ltd	86.00	Y	HAMILTON BROS ( ENG ) LTD	89.25	Y
HAMILTON BROS ( ENG ) LTD	77.12	Y	Scot JCB Ltd	86.00	Y
Nairn Brown (Glasgow) Ltd	74.31	Y	CS Equipment Ltd	77.75	Y
CS Equipment Ltd	73.68	Y	AM Phillip	62.59	Y
Thomas Sherriff & Co Ltd	68.41	Y			
AM Phillip	68.24	Y			
Fraser C Robb	61.84	Y			
Lot 19 - Tractor Mounted Equipment	Score	Recommended Y/N	Lot 20 - Towed Grit Spreaders	Score	Recommended Y/N
<b>Supplier</b>			<b>Supplier</b>		
Fraser C Robb	77.00	Y	Fraser C Robb	77.00	Y
Nairn Brown (Glasgow) Ltd	76.93	Y	AM Phillip	59.13	Y
SGM	71.73	Y	HAMILTON BROS ( ENG ) LTD	52.63	Y
The Double A Trading Company Ltd	70.62	Y	FAIRWAYS GM LTD	49.14	Y
HAMILTON BROS ( ENG ) LTD	67.20	Y	SGM	49.10	Y
Scot JCB Ltd	67.20	Y	Thomas Sherriff & Co Ltd	45.98	Y
TERRA FIRMA (SCOTLAND) LIMITED	67.01	Y	Bunce (Ashbury)	42.20	Y
FAIRWAYS GM LTD	63.38	Y	Nairn Brown (Glasgow) Ltd	28.00	N
Bryson Tractors Ltd	62.38	Y	Agricar	6.00	N
Henderson Grass Machinery Ltd	61.05	Y			
Thomas Sherriff & Co Ltd	60.15	Y			
AM Phillip	59.26	Y			
Bunce (Ashbury)	57.00	Y			
James A. Cuthbertson Limited	53.98	Y			
Agricar	46.02	Y			