

**Scotland Excel**

**To: Executive Sub Committee**

**On: 4 March 2016**

**Report  
by  
Director Scotland Excel**

**Tender: Supply and Distribution of Groceries & Provisions**

**Schedule: 05-15**

**Period: 1 May 2016 until 30 April 2020**

**1. Introduction and Background**

The current framework for groceries and provisions will expire on 30 April 2016. This proposed renewal framework will operate from 1 May 2016 until 30 April 2020.

This framework will provide councils with a mechanism to procure a range of dairy and chilled products, dried goods, ambient products, crisps, confectionery, soft drinks and water. Product groupings with significant spend are juices, squashes and cordials, cheese, flour and flour based mixes, soft drinks, butter, spreads and margarine, canned fish, yoghurt and water with a range of council functions likely to access the framework including schools, nurseries, leisure centres, community centres, social work, council buildings and civic centres.

The renewal incorporates a number of enhancements to the current framework including the inclusion of locally sourced produce where possible, greater brand flexibility and an agreed product substitution list.

**2. Scope, Participation and Spend**

As part of strategy development for this framework a core product review was conducted against the current framework and three lots were agreed incorporating the updated range of products as summarised in table 1. This lotting structure 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	Dairy & Chilled Products	47	20%
2	Dried Good & Ambient Products	224	50%
3	Crisps, Confectionery, Soft Drinks & Water	87	30%

As detailed in Appendix 1, 29 councils and Tayside Contracts have confirmed their intention to participate in this framework. Orkney Islands Council has confirmed that they will not participate as they currently have their own arrangement in place. Glasgow City Council and Stirling Council may migrate to the framework when existing supply arrangements are due to end.

Based on the historical spend of councils; the framework has a forecast spend of circa £24 million per annum across all 3 lots. However, to allow for any councils not currently participating to migrate over to this framework and to account for the additional spend through the free school meals for p1-3 and the potential for free school meals to be rolled out throughout all years in primary schools during the lifetime of this framework, the framework was advertised at £30 million per annum.

### **3. Procurement Process**

A User Intelligence Group (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 the technical aspects of the tender and participate in the evaluation.

A Prior Information Notice (PIN) was published on 8 May 2015, which resulted in expressions of interest from 23 organisations. Meetings were held with potential bidders including both incumbent and new suppliers. During these meetings, ability to service, market trends, community benefits and sustainability were discussed as well as potential product lists and specifications.

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 22 September 2015. The tender process was conducted using the Public Contracts Scotland Tender (PCS-Tender) system.

The procurement process followed an open 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	30%
Commercial	70%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to method statements which covered areas including; servicing the contract, dealing with complaints, 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 for a net delivered price for each of the core products used by councils (these products account for approximately 70% of the overall spend). Bidders also had the ability to offer variant pricing for individual geographical areas, due to the varying distribution requirements of each council.

As a key objective for the renewal framework was to increase the flexibility for councils requiring locally sourced products, lot 1 contained a secondary price list for bidders to submit pricing for. While this price list was not commercially evaluated, products offered will still be deemed as “core items” which will result in any core fixed pricing period being applicable to these products also. In doing so, this will both broaden the choices available for councils and help with budget and menu planning.

Bidders were also invited to offer discounts per lot for the supply of non-core items, sole supply status across all three lots and delivery to central stores.

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

The tender document was downloaded by 22 organisations, with seven tender responses received.

All respondents passed the first stage assessment. However, AG Barr Plc was non-compliant with the second stage commercial assessment as they failed to offer for a minimum of 80% of the basket of goods required.

Despite significant engagement with the marketplace, as per the current framework, no offer was received for the following region:

- Shetland Islands.

Scotland Excel will continue to liaise with the council following award of this framework, including offering assistance with any future local procurement processes.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the compliant 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 six suppliers across the three lots as outlined in Appendix 3.

Renfrewshire Council's Environmental Services have completed vendor audits and assessed supplier self audit documentation for all recommended suppliers to ensure that they comply with the relevant legislation and have robust processes in place for managing a contract of this nature. All vendor audits and relevant self audits are considered satisfactory and compliant with requirements.

The range of suppliers is required to provide the choice, scope and range of groceries and provisions needed. Furthermore, the secondary price lists for lot 1, as outlined above, has delivered the objective of inclusion of locally sourced produce where possible.

As well as offering best value, the six recommended suppliers represent a mix of small, medium and large organisations, with four of the recommended suppliers classified as SMEs (refer Appendix 2).

## **6. Benefits**

### **Savings**

Based on their individual current estimated quantities of core and non-core products (where applicable) purchased, Scotland Excel conducted benchmarking exercises for each council comparing current prices paid against those of the recommended suppliers. The result of this benchmarking demonstrates savings ranging from 0.9% to 31.4%. These savings are largely dependent on the menus adopted by each council, the brand or non-branded product they are using and the suppliers tendering for each council. The overall saving is forecast at £2.1 million (8.9%) per annum across the participating councils, based on current spend forecasts.

The overall saving outlined in Appendix 1 of this report is based on the estimated spend levels that were provided at the contract development stage.

There is scope for councils to derive further savings as all six suppliers have agreed to an annual retrospective rebate of 0.75% once their annual spend across councils reaches above £1 million. Also, four suppliers have also offered further discounts or rebates for single source across product lots and two suppliers are offering non-core discounts.

### **Price Stability**

For all lots, suppliers have agreed to hold both core and non-core pricing for nine months. Five of the six suppliers have also agreed to provide fixed pricing on both elements for a twelve month period.

Any requests for price increases will be considered in accordance with the defined Scotland Excel process and evaluated against a range of appropriate market analysis indices. All suppliers have agreed to price reviews being conducted annually instead of six monthly which will allow councils to forecast food costs more accurately within the year.

### **Sustainable Procurement Benefits**

This framework included scored elements related to sustainability. The origin of products was captured through the tender process and will be tracked during the life of the framework through quarterly management information returns.

Tenderers were invited to offer solutions to assist councils in reducing their foods waste which was embraced by many of the suppliers. Some solutions offered included using demand planning systems and forecast accuracy models with councils, attending menu planning sessions to advise best practice for achieving minimum waste, tasking their supply chains with reducing case sizes and packs to help smaller authorities and rural schools and collecting food waste to be passed to local farmers as animal feed ensuring that food waste is kept to a minimum.

Further sustainability benefits are likely to be captured though the life of the framework through planned core product reviews to further increase the number of locally sourced products.

### **Community Benefits**

Bidders were asked to detail community benefits initiatives on a council by council basis that they would commit to deliver during the lifetime of the framework. Scotland Excel will support delivery of these commitments during the lifetime of the framework and this will also be 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:

- Work experience and apprenticeships;
- Training and development for schools with regards to healthy eating and food origin – from “Field to Fork”
- Constructed videos from an experienced Educational Development Chef that will be uploaded on a monthly basis to provide school caterers with recipe ideas and useful tips and tricks;
- Provide an opportunity for SMEs within Scotland to access suppliers network and customer base;
- Educational competitions such as the creation of a Scottish product competition where pupils will be asked to create a product that can be used in schools across Scotland;
- Donating food to national food charities and local food banks;

- Showing children the benefit of school meals via a “Dragon’s Den” themed competition that helps raise awareness of the service and involves pupils in menu development, price and marketing of the lunch service;
- Attend career fairs for students to provide advice and guidance on careers in the food and wholesale industry; and
- Sponsorship of local community projects and local / national charities

### **Living Wage**

While this renewal is a goods 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 six recommended bidders:

- One has confirmed that all staff are paid above the living wage but they are not an accredited supplier;
- One pays 98% of their staff the Living Wage, with 100% being paid the Living Wage from framework commencement;
- Two have confirmed 90% of staff are paid the Living Wage with one stating the remaining 10% will be paid the Living Wage after their probation period ends;
- One currently pays all staff within 10% of the living wage and this will change to the living wage from framework commencement; and
- One currently pays the majority of their staff the living wage (52%).

## **7. Contract Mobilisation and Management**

Each supplier will be invited to a mobilisation meeting to outline the operation of the framework, roles and responsibilities, 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 (CSM) programme, this framework has been classified as a level 1 arrangement in terms of both risk and spend. As such, on a quarterly basis Scotland Excel will collect, analyse and review detailed supplier management information and hold quarterly supplier meetings and annual user group reviews as appropriate. Achievement of key performance indicators as provided in the tender, such as the number of environmentally sourced products, development of SMEs / Scottish Economy and recycling quotas will be finalised and agreed at contract award. These will be key drivers to ensure that the required service is monitored, maintained and where possible improved during the framework period. This data will form the foundation of ongoing contract and supplier management.

## **8. Summary**

This framework for the supply and distribution of groceries and provisions 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; inclusion of locally sourced produce where possible, greater brand flexibility, an agreed product substitution 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 Distribution of Groceries & Provisions 05-15

Member Name	Participation in Contract	Participation Entry Date	Estimated Annual Spend (£)	Source of Spend Data	% Estimated Forecast Savings	Estimated Annual Savings (£)	Basis of Savings Calculation
Aberdeen City Council	Yes	01 May 2016	£896,840	Contract MI - Confirmed by Member	7.8%	£70,233	Benchmarked Current Contract
Aberdeenshire Council	Yes	01 May 2016	£1,591,839	Contract MI - Confirmed by Member	10.9%	£172,816	Benchmarked Current Contract
Angus Council	Yes	01 May 2016					
Argyll & Bute Council	Yes	01 May 2016	£585,196	Contract MI - Confirmed by Member	9.4%	£54,860	Benchmarked Current Contract
City of Edinburgh Council	Yes	01 May 2016	£1,252,757	Contract MI - Confirmed by Member	9.9%	£123,930	Benchmarked Current Contract
Clackmannanshire Council	Yes	01 May 2016	£197,719	Contract MI - Confirmed by Member	7.2%	£14,255	Benchmarked Current Contract
Comhairle nan Eilean Siar	Yes	01 May 2016	£151,532	Contract MI - Confirmed by Member	31.4%	£47,583	Benchmarked Current Contract
Dumfries & Galloway Council	Yes	01 May 2016	£1,004,230	Contract MI - Confirmed by Member	5.2%	£52,440	Benchmarked Current Contract
Dumfries City Council	Yes	01 May 2016	£65,941	Contract MI - Confirmed by Member			Benchmarked Current Contract
East Ayrshire Council	Yes	01 May 2016	£432,611	Contract MI - Confirmed by Member	13.4%	£58,025	Benchmarked Current Contract
East Dumbartonshire Council	Yes	01 May 2016	£349,977	Contract MI - Confirmed by Member	10.8%	£37,778	Benchmarked Current Contract
East Lothian Council	Yes	01 May 2016	£398,826	Contract MI - Confirmed by Member	0.9%	£3,478	Benchmarked Current Contract
East Renfrewshire Council	Yes	01 May 2016	£345,744	Contract MI - Confirmed by Member	15.4%	£53,348	Benchmarked Current Contract
Falkirk Council	Yes	01 May 2016	£713,050	Contract MI - Confirmed by Member	14.1%	£100,525	Benchmarked Current Contract
Fife Council	Yes	01 May 2016	£2,703,896	Member Provided	6.8%	£183,520	Benchmarked Using Member Provided Data
Glasgow City Council	TBC	TBC	TBC				
Highland Council	Yes	01 May 2016	£1,360,000	Contract MI - Confirmed by Member	12.2%	£165,826	Benchmarked Current Contract
Inverclyde Council	Yes	01 May 2016	£384,413	Contract MI - Confirmed by Member	9.4%	£35,994	Benchmarked Current Contract
Midlothian Council	Yes	01 May 2016	£524,287	Contract MI - Confirmed by Member	4.9%	£25,733	Benchmarked Current Contract
North Ayrshire Council	Yes	01 May 2016	£645,880	Contract MI - Confirmed by Member	12.7%	£82,168	Benchmarked Current Contract
North Lanarkshire Council	Yes	01 May 2016	£1,841,858	Contract MI - Confirmed by Member	2.8%	£51,660	Benchmarked Current Contract
Orkney Islands Council	No						
Perth & Kinross Council	Yes	01 May 2016	£98,999	Contract MI - Confirmed by Member	9.0%	£8,910	Benchmarked Current Contract
Renfrewshire Council	Yes	01 May 2016	£743,075	Contract MI - Confirmed by Member	9.0%	£66,607	Benchmarked Current Contract
Scottish Borders Council	Yes	01 May 2016	£585,729	Contract MI - Confirmed by Member	9.7%	£56,840	Benchmarked Current Contract
Shetland Islands Council	Yes					NO OFFER RECEIVED	
South Ayrshire Council	Yes	01 May 2016	£431,235	Contract MI - Confirmed by Member	7.2%	£31,065	Benchmarked Current Contract
South Lanarkshire Council	Yes	01 May 2016	£1,856,700	Contract MI - Confirmed by Member	10.6%	£196,577	Benchmarked Current Contract
Stirling Council	TBC	TBC	£581,746	Member Provided	6.0%	£34,743	Benchmarked Using Member Provided Data
The Moray Council	Yes	01 May 2016	£411,279	Contract MI - Confirmed by Member	9.5%	£39,275	Benchmarked Current Contract
West Dumbartonshire Council	Yes	01 May 2016	£475,247	Contract MI - Confirmed by Member	11.0%	£52,135	Benchmarked Current Contract
West Lothian Council	Yes	01 May 2016	£970,091	Contract MI - Confirmed by Member	11.1%	£107,932	Benchmarked Current Contract
Tayside Contracts	Yes	01 May 2016	£2,000,439	Contract MI - Confirmed by Member	9.0%	£180,040	Benchmarked Current Contract
<b>Totals</b>			<b>£23,601,136</b>		<b>8.9%</b>	<b>£2,108,295</b>	



## Appendix 2 - SME Status

<b>Tenderer's Name</b>	<b>SME Status</b>	<b>Location</b>	<b>Lots Tendered</b>
A.G. Barr Plc	Large	Cumbernauld	3
Allan Wilson (Snack Sales) Ltd	Small	Kirkcaldy	3
Bestway Wholesale t/a Batleys Foodservice	Large	London	1, 2, 3
Brake Bros Ltd	Large	Kent	1, 2, 3
Davidson Cash & Carry	Small	Airdrie	3
Failte Food Service Limited	Medium	Glasgow	1, 2, 3
William Yule & Son Limited	Small	Kirkcaldy	1, 2



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

Council	Supplier	Lot 1	Lot 2	Lot 3
Aberdeen City Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	91.75	84.66	92.62
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Angus Council - Non School Meals	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	87.85	83.43	92.69
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
City of Edinburgh Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	92.29	80.59	95.59
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	92.32	78.16	88.62
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Comhairle nan Eilean Siar	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	N/A	N/A	N/A
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Dundee City Council - Non School Meals	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	87.85	83.49	92.69
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Aberdeenshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	86.75	81.69	92.92
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Argyll & Bute Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	N/A	N/A	N/A
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Clackmannanshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	90.36	84.95	94.44
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	85.81	74.86	86.24
	William Yule & Son Limited*	84.97	80.43	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Dumfries & Galloway Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	93.60	86.00	96.25
	Brake Bros Ltd*	96.75	96.75	87.57
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	93.56	82.49	87.69
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
East Ayrshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	91.60	84.90	93.41
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faillte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

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<sup>1</sup> Lot 1 – Dairy & Chilled Products, Lot 2 Dried Goods & Ambient Products and Lot 3 Crisps, Confectionery, Soft Drinks & Water)

Council	Supplier	Lot 1	Lot 2	Lot 3
East Dumbartonshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	92.84	83.83	96.25
	Brake Bros Ltd*	96.75	96.75	95.82
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
East Renfrewshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	81.13	84.86	96.05
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
Fife Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	83.81
	Bestway Wholesale t/a Batleys Foodservice*	85.40	87.88	92.33
	Brake Bros Ltd*	88.97	96.75	95.38
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	85.68	79.65	94.50
William Yule & Son Limited*	94.00	90.06	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
Highland Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	N/A	N/A	N/A
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
Midlothian Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	91.07	84.30	96.25
	Brake Bros Ltd*	93.18	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	94.00	86.16	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
East Lothian Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	89.31	81.98	93.41
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
Falkirk Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	84.88	82.14	93.63
	Brake Bros Ltd*	90.26	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	77.39
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	94.00	84.76	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
Glasgow City Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	90.52	86.39	96.25
	Brake Bros Ltd*	96.75	96.75	96.33
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
Inverclyde Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	91.06	82.33	92.94
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
North Ayrshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	84.27	85.72	92.86
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
North Lanarkshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	86.82	84.24	91.11
	Brake Bros Ltd*	93.36	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	78.13
	Failte Food Service Limited*	94.50	78.20	88.34
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Perth & Kinross Council - Non School Meals	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	96.25	80.99	94.01
	Brake Bros Ltd*	94.04	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Scottish Borders Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	91.72	85.80	93.48
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
South Ayrshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	93.19	86.55	95.96
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Stirling Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	93.47	87.35	96.25
	Brake Bros Ltd*	88.83	96.75	96.23
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	94.00	91.87	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Orkney Islands Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	N/A	N/A	N/A
	Brake Bros Ltd*	N/A	N/A	N/A
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Renfrewshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	89.11	83.95	91.97
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	89.95	75.78	84.07
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Shetland Islands Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	N/A	N/A	N/A
	Brake Bros Ltd*	N/A	N/A	N/A
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
South Lanarkshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	94.24	84.02	90.32
	Brake Bros Ltd*	96.53	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	75.06
	Failte Food Service Limited*	94.50	81.14	86.69
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
Tayside Contracts	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	79.42	85.89	91.59
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Failte Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
The Moray Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	92.50	90.10	93.30
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faite Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A

Council	Supplier	Lot 1	Lot 2	Lot 3
West Dunbartonshire Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	86.23	85.27	94.95
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	N/A
	Faite Food Service Limited*	N/A	N/A	N/A
William Yule & Son Limited*	N/A	N/A	N/A	

Council	Supplier	Lot 1	Lot 2	Lot 3
West Lothian Council	Allan Wilson (Snack Sales) Ltd*	N/A	N/A	N/A
	Bestway Wholesale t/a Batleys Foodservice*	84.96	81.92	87.58
	Brake Bros Ltd*	96.75	96.75	96.75
	Davidson Cash & Carry*	N/A	N/A	75.26
	Faite Food Service Limited*	N/A	N/A	N/A
	William Yule & Son Limited*	N/A	N/A	N/A