

Scotland Excel**To: Executive Sub Committee****On: 10 February 2016****Report
by
Director Scotland Excel****Tender: Bitumen and Associated Products****Schedule: 05/16****Period: 1st March 2017 until 28th February 2019 with an option to extend for a further two 12 month periods****1. Introduction and Background**

The current framework for Bitumen and Associated Products will expire on 28th February 2017. This proposed renewal framework will operate from 1st March 2017 until 28th February 2019 with an option to extend for a further two 12 month periods.

This renewal will be a third generation framework agreement for this commodity and the framework will provide councils and other participating bodies with a mechanism to procure a wide range of bitumen related products ranging from bulk bitumen through to reinstatement products, surface dressings, cementitious products and sundries.

2. Scope, Participation and Spend

Through consultation with the Roads UIG, Bitumen Technical Group and key suppliers a number of items have been identified to populate the lot structure of this framework. This consultation has resulted in the building of a robust lot structure that covers all bitumen and associated requirements for the participating stakeholders as summarised in Table 1.

Table 1: Lotting Structure

Lot Number	Description	Estimated % of Spend
Lot 1	Bulk Products	80%
Lot 2	Reinstatement Products	15%
Lot 3	Surface Dressing Products	3%
Lot 4	Cementitious Products	1%
Lot 5	Sundry Bitumen Related Products	1%

As detailed in Appendix 1, 24 councils plus Tayside Contracts have confirmed their intention to participate in this framework. It is confirmed that the following councils will not be participating in this new framework:

- South Ayrshire and East Ayrshire Councils: The Ayrshire Roads Alliance is responsible for South Ayrshire and East Ayrshire Councils' bitumen contract requirements. However, South Ayrshire Council have requested access to the framework for contingency although no spend is anticipated.
- North Lanarkshire Council: As noted above, road maintenance services for North Lanarkshire Council have now been outsourced to AMEY under a Private Public Partnership.
- East Dunbartonshire Council: Bitumen and associated products will be purchased directly by East Dunbartonshire Council's managed stores function.
- Falkirk Council: Road maintenance services for Falkirk Council are mainly carried out by third party maintenance providers who also provide bitumen requirements.
- Angus Council, Dundee Council and Perth and Kinross Council, who will have their bitumen procured by Tayside Contracts.

Accordingly, all 32 councils and Tayside Contracts were included in the Contract Notice for the framework.

The forecast annual spend for participating councils is £10m per annum, equating to an estimated £40m over the term of the framework. A key objective of the framework is to attract suppliers of bitumen and associated products whilst considering the high spend that is associated with this area, and to ensure flexibility and growth for all councils. To this end, a contingency was incorporated into this framework to allow increased expenditure and the framework was advertised at a £48m value for the full 4 year term.

3. Procurement Process

A UIG consisting of representatives from participating councils endorsed the procurement strategy on 15th June 2016. 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 7th June 2016, which resulted in expressions of interest from fifteen organisations. As a result of this considerable and very positive interest, 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.

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

The Contract Notice was published via the Official Journal of the European Union and the Public Contracts Scotland portal (PCS) on 28th October 2016 with the tender documentation being made available for immediate download from 31st October 2016, via the Public Contracts Scotland Tenders (PCS-T) system.

The procurement process followed a two stage tendering procedure. At the first stage, tender European Single Procurement Document (ESPD) 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	15%
Commercial	85%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to method statements which covered areas including; stock holding and supply chain, sustainability and community benefits. Bidders were also assessed in terms of their ability to provide product training, the facility to uplift packaged product from supplier premises and the provision of mobile storage units on site for bulk products.

Within the commercial section, bidders were invited to offer on a lot by lot basis per council area and were evaluated and scored on this basis. Fixed pricing for 12 months was required for all lots. Bidders were also invited to offer early

settlement discount for payments received prior to 21 days from date of receipt of invoice.

4. Report on Offers Received

The tender document was downloaded by eleven organisations, with five tender responses received. A summary of all offers received is provided in Appendix 2.

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

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 all five compliant suppliers across the five lots as outlined in Appendix 3.

These five recommended suppliers offer best value for all geographical areas and a range of choice and capacity for council members.

6. Benefits

Savings

Scotland Excel has conducted a benchmarking exercise comparing current prices paid with the prices submitted against the new framework. It was agreed with the UIG that benchmarking would only be carried out on lot 1 (Bulk Products) as this covered the majority of spend from the framework. The benchmarking exercise took the current pricing for the top six products from Lot 1 which makes up 80% of the total contract spend and compared them to the MEAT (Most Economically Advantageous Tender) prices received for the renewal framework. The result of this benchmarking is listed in Appendix 1. The projected average saving across all councils is 4.7%, which equates to an estimated total saving of approximately £508k per annum. The variance in savings reported is caused by the different mix of products purchased per council.

Benchmarking carried out on lots two to five indicates that savings of up to 10% may be achieved on the current pricing against the new framework.

Price Stability

All suppliers have agreed to the 12 month fixed price period at the start of the framework. Provision thereafter is for price reviews every three months to accommodate market fluctuations. All requests for price increases will be evaluated against prevailing market conditions and supporting documentary evidence.

Sustainable Procurement Benefits

Within the technical section of the tender, the sustainability method statement assessed suppliers in relation to their corporate approach to sustainability and how they promote recycle, reuse and reduce initiatives to minimise the impact of their supply chain on the environment. A range of sustainable measures were outlined by suppliers including;

- Reduction of waste footprint by the introduction of recycled packaging
- Products developed to utilise more energy efficient methods of application at end use
- Recycling of waste asphalt for use in production of new product
- Use of route planning software and GPS route monitoring to ensure most efficient use of outbound logistics by suppliers
- Adoption of the latest model delivery vehicles with Euro 5/6 engines

Community Benefits

Tenderers were also asked to detail and demonstrate their commitment to providing community benefits initiatives within council areas with specific reference to this framework. These commitments will be further discussed during framework mobilisation activities 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:

- Recruitment of apprentices
- Recruitment of new members of staff
- Employability workshops
- Sponsorship of local sports teams or community events
- Work experience placements
- Donation of product vouchers to support apprentices
- Weekly and monthly work experience placements to pupils or Council apprentices
- Donation of materials and/or labour to support community projects

Fair Work Practices including the Living Wage

Tenderers were asked a question on their approach to fair work practices and payment of the Living Wage to their workforce. Of the 5 recommended bidders:

- 4 are not an accredited Living Wage Employer but pay the Living Wage to all employees (except volunteers, apprentices and interns)
- 1 is not an accredited Living Wage Employer and do not currently pay the Living Wage to all employees.

Scotland Excel includes monitoring Fair Work Practices and Living Wage within its contract and supplier management programme and will work with all awarded suppliers who have not yet secured accreditation by the Living Wage Foundation to encourage them to achieve this in the near future.

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 2 arrangement in terms of both risk and spend requiring annual supplier and user group reviews as appropriate.

8. Summary

This framework will provide councils and other participating bodies with a mechanism to procure a wide range of bitumen related products ranging from bulk bitumen through to reinstatement products, surface dressings, cementitious products and sundries. A range of benefits can be reported in relation to savings, price stability and community benefits.

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 - Bitumen and Associated Products 05-16

Member Name	Participate In Framework	Participation Entry Date	Est. Annual Spend	Source of Spend	% Estimated Forecast Savings	Estimated Annual Savings (£)	Basis of Savings Calculation
Aberdeen City	Yes	Contract Start	£70,000	Council Confirmed	7.8%	£5,460	Benchmarked Current Contract
Aberdeenshire	Yes	Contract Start	£2,756,000	Council Confirmed	7.8%	£214,970	Benchmarked Current Contract
Angus	No						
Argyll & Bute	Yes	Contract Start	£80,000	Contract MI	3.7%	£2,960	Benchmarked Current Contract
Clackmannanshire	No						
Comhairle nan Eilean Siar	Yes	Contract Start	£200,000	Council Confirmed	3.7%	£7,400	Benchmarked Current Contract
Dumfries & Galloway	Yes	Contract Start	£150,000	Contract MI	3.7%	£5,550	Benchmarked Current Contract
Dundee City	No						
East Ayrshire	No						
East Dunbartonshire	No						
East Lothian	Yes	Contract Start	£120,000	Council Confirmed	3.7%	£4,440	Benchmarked Current Contract
East Renfrewshire	Yes	Contract Start	£15,000	Council Confirmed	3.7%	£5,555	Benchmarked Current Contract
Edinburgh City	Yes	Contract Start	£50,000	Council Confirmed	3.7%	£1,850	Benchmarked Current Contract
Falkirk	No						
Fife	Yes	Contract Start	£111,000	Contract MI	3.7%	£4,100	Benchmarked Current Contract
Glasgow	Yes*	Contract Start	£68,000	Council Confirmed	3.7%	£2,500	Benchmarked Current Contract
Highland	Yes	Contract Start	£1,000,000	Council Confirmed	5.1%	£51,000	Benchmarked Current Contract
Inverclyde	Yes	Contract Start	£20,000	Contract MI	3.7%	£740	Benchmarked Current Contract
Midlothian	Yes	Contract Start	£26,000	Council Confirmed	3.7%	£960	Benchmarked Current Contract
Moray	Yes	Contract Start	£500,000	Council Confirmed	3.7%	£18,500	Benchmarked Current Contract
North Ayrshire	Yes	Contract Start	£125,000	Council Confirmed	3.7%	£4,625	Benchmarked Current Contract
North Lanarkshire	No						
Orkney Islands	Yes	Contract Start	£460,000	Contract MI	5.1%	£23,460	Benchmarked Current Contract
Perth & Kinross	No						
Renfrewshire	Yes	Contract Start	£55,000	Council Confirmed	3.7%	£2,035	Benchmarked Current Contract
Scottish Borders	Yes	Contract Start	£615,000	Council Confirmed	3.7%	£22,755	Benchmarked Current Contract
Shetland Islands	Yes	Contract Start	£13,000	Council Confirmed	3.7%	£480	Benchmarked Current Contract
South Ayrshire	No						
South Lanarkshire	Yes	Contract Start	£60,000	Council Confirmed	3.7%	£2,220	Benchmarked Current Contract
Stirling	Yes	Contract Start	£50,000	Council Confirmed	3.7%	£1,850	Benchmarked Current Contract
Tayside Contracts	Yes	Contract Start	£2,500,000	Council Confirmed	4.9%	£122,500	Benchmarked Current Contract
West Dunbartonshire	Yes	Contract Start	£25,000	Council Confirmed	3.7%	£925	Benchmarked Current Contract
West Lothian	Yes	Contract Start	£47,000	Council Confirmed	3.7%	£1,740	Benchmarked Current Contract
TOTALS			£9,116,000			£508,575	

* Not verified.

Appendix 2 - SME Status

Tenderer's Name	SME Status	Location	Lots Tendered
Colas Limited "Colas"	Large	Crawley	1,2,3,4,5
Nynas UK AB "Nynas"	Large	Stockholm	1
Viatec UK Ltd "Viatec"	Small	Bristol	2,4
James A Jobling and Company Ltd/ t/a Jobling Purser "Jobling Purser"	Medium	Newcastle Upon Tyne	2,3,5
Instarmac Group PLC "Instarmac"	Medium	Tamworth	2

Appendix 3 - Scoring and Recommendations Lot 1

Bitumen 05-16 Lot 1 Bulk Products			
	Colas	Nynas	
Council Member	Total Score	Total Score	Recommendation for Award
Aberdeen City	92.50	No Bid	Colas
Aberdeenshire Council			
Area A - North East Aberdeenshire	80.80	90.00	Both Suppliers
Area B - Formartine Area	80.80	90.00	Both Suppliers
Area C - Central Aberdeenshire	80.80	90.00	Both Suppliers
Area D - Deeside Area	80.80	90.00	Both Suppliers
Area E - Kincardine and Mearns Area	80.80	90.00	Both Suppliers
Angus	92.50	No Bid	Colas
Argyll and Bute			
Area A - Cowal	92.50	No Bid	Colas
Area B - Oban, Lorne	92.50	No Bid	Colas
Area C - Mid Argyll & Kintyre peninsula	92.50	No Bid	Colas
Area D - Helensburgh and Lomond	92.50	No Bid	Colas
Area E - Tiree and Coll	No Bid	No Bid	No Bid
Area F - Islay and Jura	No Bid	No Bid	No Bid
Area G - Mull	No Bid	No Bid	No Bid
Area H - Colonsay	No Bid	No Bid	No Bid
Area I - Bute	No Bid	No Bid	No Bid
Clackmannanshire	92.50	No Bid	Colas
Comhairle nan Eilean Siar (Western Isles)			
Area A - Lewis	No Bid	90.00	Nynas
Area B - Harris	No Bid	90.00	Nynas
Area C - Uist	No Bid	90.00	Nynas
Area D - Barra	No Bid	90.00	Nynas
Dumfries and Galloway	92.50	No Bid	Colas
Dundee City	92.50	No Bid	Colas
East Ayrshire	88.38	90.00	Both Suppliers
East Dunbartonshire	92.50	No Bid	Colas
East Lothian	92.50	No Bid	Colas
East Renfrewshire	92.50	No Bid	Colas
Edinburgh City	92.50	No Bid	Colas
Falkirk	92.50	No Bid	Colas
Fife	92.50	No Bid	Colas
Glasgow City	92.50	No Bid	Colas
Highland			
Area A - Inverness, Aird and Loch Ness	83.37	90.00	Both Suppliers
Area B - Nairn, Badenoch and Strathspey	83.37	90.00	Both Suppliers
Area C - Caithness and Sutherland	87.33	90.00	Both Suppliers
Area D - Wester Ross, Dingwall and Black Isle	85.17	90.00	Both Suppliers
Area E - Cromarty Firth, Tain and Easter Ross	85.17	90.00	Both Suppliers
Area F - Skye including Eilean a' Cheo and Loachalsh	87.33	90.00	Both Suppliers
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	86.61	90.00	Both Suppliers
Inverclyde	92.50	No Bid	Colas
Midlothian	92.50	No Bid	Colas
Moray	83.73	90.00	Both Suppliers
North Ayrshire	88.58	90.00	Both Suppliers
North Lanarkshire	92.50	No Bid	Colas
Orkney Islands	76.15	90.00	Both Suppliers
Perth & Kinross	92.50	No Bid	Colas
Renfrewshire	92.50	No Bid	Colas
Scottish Borders	88.58	90.00	Both Suppliers
Shetland Islands	No Bid	No Bid	No Bid
South Ayrshire	88.58	90.00	Both Suppliers
South Lanarkshire	92.50	No Bid	Colas
Stirling	92.50	No Bid	Colas
Tayside Contracts	81.57	90.00	Both Suppliers
West Dunbartonshire	92.50	No Bid	Colas
West Lothian	92.50	No Bid	Colas

Appendix 3 - Scoring and Recommendations Lot 2

Bitumen 05-16 Lot 2 Reinstatement Products					
	Colas	Instarmec	Jobling Purser	Viatec	
Council Member	Total Score	Total Score	Total Score	Total Score	Recommendation for Award
Aberdeen City	88.99	90.54	90.19	81.43	All Suppliers
Aberdeenshire Council					
Area A - North East Aberdeenshire	88.99	90.54	90.19	80.43	All Suppliers
Area B - Formartine Area	88.99	90.54	90.19	80.43	All Suppliers
Area C - Central Aberdeenshire	88.99	90.54	90.19	80.43	All Suppliers
Area D - Deeside Area	88.99	90.54	90.19	80.43	All Suppliers
Area E - Kincardine and Meams Area	88.99	90.54	90.19	80.43	All Suppliers
Angus	91.04	90.53	90.19	90.31	All Suppliers
Argyll and Bute					
Area A - Cowal	88.13	88.62	91.75	No Bid	Colas, Instarmec, Jobling Purser
Area B - Oban, Lorne	88.13	88.62	91.75	79.72	All Suppliers
Area C - Mid Argyll & Kintyre peninsula	88.13	88.62	91.75	79.72	All Suppliers
Area D - Helensburgh and Lomond	88.13	88.62	91.75	88.39	All Suppliers
Area E - Tiree and Coll	No Bid	90.33	81.51	90.31	Instarmec, Jobling Purser, Viatec
Area F - Islay and Jura	No Bid	90.54	81.51	81.43	Instarmec, Jobling Purser, Viatec
Area G - Mull	No Bid	90.33	81.51	90.31	Instarmec, Jobling Purser, Viatec
Area H - Colonsay	No Bid	90.33	81.51	90.31	Instarmec, Jobling Purser, Viatec
Area I - Bute	No Bid	90.54	81.51	81.43	Instarmec, Jobling Purser, Viatec
Clackmannanshire	90.14	88.62	91.75	88.39	All Suppliers
Comhairle nan Eilean Siar (Western Isles)					
Area A - Lewis	81.33	90.54	81.51	No Bid	Colas, Instarmec, Jobling Purser
Area B - Harris	81.33	90.54	81.51	No Bid	Colas, Instarmec, Jobling Purser
Area C - Uist	81.33	90.54	81.51	No Bid	Colas, Instarmec, Jobling Purser
Area D - Barra	81.33	90.54	81.51	No Bid	Colas, Instarmec, Jobling Purser
Dumfries and Galloway	90.14	88.62	91.75	88.39	All Suppliers
Dundee City	88.16	88.62	91.75	88.39	All Suppliers
East Ayrshire	90.14	88.62	91.75	88.39	All Suppliers
East Dunbartonshire	91.23	88.62	91.75	88.39	All Suppliers
East Lothian	90.14	88.62	91.75	88.39	All Suppliers
East Renfrewshire	91.23	88.62	91.75	88.39	All Suppliers
Edinburgh City	90.14	88.62	91.75	88.39	All Suppliers
Falkirk	90.14	88.62	91.75	88.39	All Suppliers
Fife	90.14	88.62	91.75	88.39	All Suppliers
Glasgow City	91.23	88.62	91.75	88.39	All Suppliers
Highland					
Area A - Inverness, Aird and Loch Ness	88.99	90.54	81.51	83.04	All Suppliers
Area B - Nairn, Badenoch and Strathspey	88.99	90.54	81.51	No Bid	Colas, Instarmec, Jobling Purser
Area C - Caithness and Sutherland	88.99	90.54	81.51	83.04	All Suppliers
Area D - Wester Ross, Dingwall and Black Isle	88.99	90.54	81.51	83.04	All Suppliers
Area E - Cromarty Firth, Tain and Easter Ross	88.99	90.54	81.51	No Bid	Colas, Instarmec, Jobling Purser
Area F - Skye including Eilean a' Cheo and Lochalsh	88.99	90.54	81.51	No Bid	Colas, Instarmec, Jobling Purser
Area G - Locheaber including Caol, Mallaig, Fort William and Ardnamurchan	88.99	90.54	81.51	83.04	All Suppliers
Inverclyde	92.50	88.62	80.94	88.65	All Suppliers
Midlothian	92.05	88.62	91.75	88.39	All Suppliers
Moray	88.99	90.33	81.51	90.31	All Suppliers
North Ayrshire	90.14	88.62	91.75	88.39	All Suppliers
North Lanarkshire	91.23	88.62	91.75	88.39	All Suppliers
Orkney Islands	79.28	90.54	81.51	79.88	All Suppliers
Perth & Kinross	91.04	90.53	90.19	90.31	All Suppliers
Renfrewshire	91.23	88.62	91.75	88.39	All Suppliers
Scottish Borders	92.05	90.33	90.19	90.31	All Suppliers
Shetland Islands	No Bid	90.54	81.51	No Bid	Instarmec, Jobling Purser
South Ayrshire	90.14	88.62	91.75	88.39	All Suppliers
South Lanarkshire	91.23	88.62	91.75	88.39	All Suppliers
Stirling	90.14	88.62	91.75	88.39	All Suppliers
Tayside Contracts	88.16	88.62	91.75	88.39	All Suppliers
West Dunbartonshire	91.23	88.62	91.75	88.39	All Suppliers
West Lothian	90.14	88.62	91.75	88.39	All Suppliers

Appendix 3 - Scoring and Recommendations Lot 3

Bitumen 05-16 Lot 3 Surface Dressing Products			
	Colas	Jobling Purser	
Council Member	Total Score	Total Score	Recommendation for Award
Aberdeen City	92.50	86.60	Both Suppliers
Aberdeenshire Council			
Area A - North East Aberdeenshire	92.50	86.60	Both Suppliers
Area B - Fomartine Area	92.50	86.60	Both Suppliers
Area C - Central Aberdeenshire	92.50	86.60	Both Suppliers
Area D - Deeside Area	92.50	86.60	Both Suppliers
Area E - Kincardine and Mearns Area	92.50	86.60	Both Suppliers
Angus	92.50	85.74	Both Suppliers
Argyll and Bute			
Area A - Cowal	92.50	89.97	Both Suppliers
Area B - Oban, Lome	92.50	89.97	Both Suppliers
Area C - Mid Argyll & Kintyre peninsula	92.50	89.97	Both Suppliers
Area D - Helensburgh and Lomond	92.50	89.97	Both Suppliers
Area E - Tiree and Coll	No Bid	91.75	Jobling Purser
Area F - Islay and Jura	No Bid	91.75	Jobling Purser
Area G - Mull	No Bid	91.75	Jobling Purser
Area H - Colonsay	No Bid	91.75	Jobling Purser
Area I - Bute	No Bid	91.75	Jobling Purser
Clackmannanshire	92.50	88.23	Both Suppliers
Comhairle nan Eilean Siar (Western Isles)			
Area A - Lewis	92.50	84.60	Both Suppliers
Area B - Harris	92.50	84.60	Both Suppliers
Area C - Uist	92.50	84.60	Both Suppliers
Area D - Barra	92.50	84.60	Both Suppliers
Dumfries and Galloway	92.50	88.23	Both Suppliers
Dundee City	92.50	89.06	Both Suppliers
East Ayrshire	92.50	88.23	Both Suppliers
East Dunbartonshire	92.50	87.33	Both Suppliers
East Lothian	92.50	88.23	Both Suppliers
East Renfrewshire	92.50	87.33	Both Suppliers
Edinburgh City	92.50	88.23	Both Suppliers
Falkirk	92.50	88.23	Both Suppliers
Fife	92.50	88.23	Both Suppliers
Glasgow City	92.50	87.33	Both Suppliers
Highland			
Area A - Inverness, Aird and Loch Ness	92.50	77.48	Both Suppliers
Area B - Naim, Badenoch and Strathspey	92.50	77.48	Both Suppliers
Area C - Caithness and Sutherland	92.50	77.48	Both Suppliers
Area D - Wester Ross, Dingwall and Black Isle	92.50	77.48	Both Suppliers
Area E - Cromarty Firth, Tain and Easter Ross	92.50	77.48	Both Suppliers
Area F - Skye including Eilean a' Cheo and Lochalsh	92.50	77.48	Both Suppliers
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	92.50	77.48	Both Suppliers
Inverclyde	92.50	75.26	Both Suppliers
Midlothian	92.50	88.23	Both Suppliers
Moray	92.50	77.48	Both Suppliers
North Ayrshire	92.50	88.23	Both Suppliers
North Lanarkshire	92.50	87.33	Both Suppliers
Orkney Islands	92.50	86.56	Both Suppliers
Perth & Kinross	92.50	85.74	Both Suppliers
Renfrewshire	92.50	87.33	Both Suppliers
Scottish Borders	92.50	84.94	Both Suppliers
Shetland Islands	No Bid	91.75	Jobling Purser
South Ayrshire	92.50	88.23	Both Suppliers
South Lanarkshire	92.50	87.33	Both Suppliers
Stirling	92.50	88.23	Both Suppliers
Tayside Contracts	92.50	89.06	Both Suppliers
West Dunbartonshire	92.50	87.33	Both Suppliers
West Lothian	92.50	88.23	Both Suppliers

Appendix 3 - Scoring and Recommendations Lot 4

<u>Bitumen 05-16 Lot 4 Cementitious Products</u>			
	Colas	Viatec	
Council Member	Total Score	Total Score	Recommendation for Award
Aberdeen City	68.36	90.31	Both Suppliers
Aberdeenshire Council			
Area A - North East Aberdeenshire	68.36	90.31	Both Suppliers
Area B - Fomartine Area	68.36	90.31	Both Suppliers
Area C - Central Aberdeenshire	68.36	90.31	Both Suppliers
Area D - Deeside Area	68.36	90.31	Both Suppliers
Area E - Kincardine and Mearns Area	68.36	90.31	Both Suppliers
Angus	62.40	90.31	Both Suppliers
Argyll and Bute			
Area A - Cowal	92.50	No Bid	Colas
Area B - Oban, Lorne	68.36	90.31	Both Suppliers
Area C - Mid Argyll & Kintyre peninsula	68.36	90.31	Both Suppliers
Area D - Helensburgh and Lomond	92.50	No Bid	Colas
Area E - Tiree and Coll	No Bid	No Bid	No Bid
Area F - Islay and Jura	No Bid	90.31	Viatec
Area G - Mull	No Bid	No Bid	No Bid
Area H - Colonsay	No Bid	No Bid	No Bid
Area I - Bute	No Bid	90.31	Viatec
Clackmannanshire	92.50	59.51	All Suppliers
Comhairle nan Eilean Siar (Western Isles)			
Area A - Lewis	92.50	No Bid	Colas
Area B - Harris	92.50	No Bid	Colas
Area C - Uist	92.50	No Bid	Colas
Area D - Barra	92.50	No Bid	Colas
Dumfries and Galloway	62.70	90.31	Both Suppliers
Dundee City	62.40	90.31	Both Suppliers
East Ayrshire	62.70	90.31	Both Suppliers
East Dunbartonshire	63.00	90.31	Both Suppliers
East Lothian	62.70	90.31	Both Suppliers
East Renfrewshire	63.00	90.31	Both Suppliers
Edinburgh City	62.70	90.31	Both Suppliers
Falkirk	62.70	90.31	Both Suppliers
Fife	62.70	90.31	Both Suppliers
Glasgow City	63.00	90.31	Both Suppliers
Highland			
Area A - Inverness, Aird and Loch Ness	67.12	90.31	Both Suppliers
Area B - Naim, Badenoch and Strathspey	92.50	No Bid	Colas
Area C - Caithness and Sutherland	67.12	90.31	Both Suppliers
Area D - Wester Ross, Dingwall and Black Isle	67.12	90.31	Both Suppliers
Area E - Cromarty Firth, Tain and Easter Ross	92.50	No Bid	Colas
Area F - Skye including Eilean a' Cheo and Lochalsh	92.50	No Bid	Colas
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	67.12	90.31	Both Suppliers
Inverclyde	63.00	90.31	Both Suppliers
Midlothian	62.70	90.31	Both Suppliers
Moray	62.15	90.31	Both Suppliers
North Ayrshire	62.70	90.31	Both Suppliers
North Lanarkshire	63.00	90.31	Both Suppliers
Orkney Islands	65.78	90.31	Both Suppliers
Perth & Kinross	62.40	90.31	Both Suppliers
Renfrewshire	63.00	90.31	Both Suppliers
Scottish Borders	62.70	90.31	Both Suppliers
Shetland Islands	No Bid	No Bid	No Bid
South Ayrshire	62.70	90.31	Both Suppliers
South Lanarkshire	63.00	90.31	Both Suppliers
Stirling	62.70	90.31	Both Suppliers
Tayside Contracts	62.40	90.31	Both Suppliers
West Dunbartonshire	63.00	90.31	Both Suppliers
West Lothian	62.70	90.31	Both Suppliers

Appendix 3 - Scoring and Recommendations Lot 5

Bitumen 05-16 Lot 5 Sundry Products			
	Colas	Jobling Purser	
Council Member	Total	Total	Recommendation for Award
Aberdeen City	63.13	91.75	Both Suppliers
Aberdeenshire Council			
Area A - North East Aberdeenshire	63.13	91.75	Both Suppliers
Area B - Formartine Area	63.13	91.75	Both Suppliers
Area C - Central Aberdeenshire	63.13	91.75	Both Suppliers
Area D - Deeside Area	63.13	91.75	Both Suppliers
Area E - Kincardine and Mearns Area	63.13	91.75	Both Suppliers
Angus	63.67	91.75	Both Suppliers
Argyll and Bute			
Area A - Cowal	54.69	91.75	Both Suppliers
Area B - Oban, Lorne	54.69	91.75	Both Suppliers
Area C - Mid Argyll & Kintyre peninsula	54.69	91.75	Both Suppliers
Area D - Helensburgh and Lomond	54.69	91.75	Both Suppliers
Area E - Tiree and Coll	No Bid	91.75	Jobling Purser
Area F - Islay and Jura	No Bid	91.75	Jobling Purser
Area G - Mull	No Bid	91.75	Jobling Purser
Area H - Colonsay	No Bid	91.75	Jobling Purser
Area I - Bute	No Bid	91.75	Jobling Purser
Clackmannanshire	55.64	91.75	Both Suppliers
Comhairle nan Eilean Siar (Western Isles)			
Area A - Lewis	63.09	91.75	Both Suppliers
Area B - Harris	63.09	91.75	Both Suppliers
Area C - Uist	63.09	91.75	Both Suppliers
Area D - Barra	63.09	91.75	Both Suppliers
Dumfries and Galloway	55.64	91.75	Both Suppliers
Dundee City	55.14	91.75	Both Suppliers
East Ayrshire	55.64	91.75	Both Suppliers
East Dunbartonshire	56.55	91.75	Both Suppliers
East Lothian	55.64	91.75	Both Suppliers
East Renfrewshire	56.55	91.75	Both Suppliers
Edinburgh City	55.64	91.75	Both Suppliers
Falkirk	55.64	91.75	Both Suppliers
Fife	55.64	91.75	Both Suppliers
Glasgow City	56.55	91.75	Both Suppliers
Highland			
Area A - Inverness, Aird and Loch Ness	71.57	91.75	Both Suppliers
Area B - Naim, Badenoch and Strathspey	71.57	91.75	Both Suppliers
Area C - Caithness and Sutherland	71.57	91.75	Both Suppliers
Area D - Wester Ross, Dingwall and Black Isle	71.57	91.75	Both Suppliers
Area E - Cromarty Firth, Tain and Easter Ross	71.57	91.75	Both Suppliers
Area F - Skye including Eilean a' Cheo and Loachalsh	71.57	91.75	Both Suppliers
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	71.57	91.75	Both Suppliers
Inverclyde	65.36	91.75	Both Suppliers
Midlothian	55.64	91.75	Both Suppliers
Moray	63.13	91.75	Both Suppliers
North Ayrshire	55.64	91.75	Both Suppliers
North Lanarkshire	56.55	91.75	Both Suppliers
Orkney Islands	61.14	91.75	Both Suppliers
Perth & Kinross	63.67	91.75	Both Suppliers
Renfrewshire	56.55	91.75	Both Suppliers
Scottish Borders	64.27	91.75	Both Suppliers
Shetland Islands	No Bid	91.75	Jobling Purser
South Ayrshire	55.64	91.75	Both Suppliers
South Lanarkshire	56.55	91.75	Both Suppliers
Stirling	55.64	91.75	Both Suppliers
Tayside Contracts	55.14	91.75	Both Suppliers
West Dunbartonshire	56.55	91.75	Both Suppliers
West Lothian	55.64	91.75	Both Suppliers