



LONDON FIRE BRIGADE

Report title

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## The Provision of Layflat Hose (BS 6931:2009) of Various Diameters and Lengths for Fire-fighting Purposes (6633)

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Report to

Corporate Services DB  
Commissioner's Board  
Deputy Mayor's Fire and Resilience Board

Date

18 August 2020  
26 August 2020  
8 September 2020

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Report by

Assistant Director, Technical and Commercial

Report number

LFC-0407

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### Summary

This report seeks approval to award the contract for the Provision of Layflat Hose (BS 6931:2009) of various diameters and lengths for fire-fighting purposes to Angus Fire.

The proposed contract award will ensure Layflat Hose is provided whilst achieving best value for money for the London Fire Commissioner (LFC).

The tender evaluation process considered quality, price, delivery and customer service, sustainability and social value. Product samples for goods used operationally were also subject to further testing by the Commissioner's Scientific Services provider, Bureau Veritas, for abrasion resistance, accelerated ageing and coupling pull tests and scored accordingly.

This report also sets out past contract performance, procurement options considered and the outcome of the procurement exercise.

### Recommended decision

That the London Fire Commissioner delegates authority to the Assistant Director for Technical and Commercial Services to award a six year contract to Angus Fire under the collaborative YPO Framework No. 865 'Emergency Response and Rescue Equipment' Lot 11 (Hoses and Hose Testing, Nozzles and Branches') for the values detailed below which, based on maximum usage, is estimated to total around £600,000 over the life of the contract.

### Background

1. The LFC has an ongoing requirement for layflat hose in various diameters as a fundamental part of its core firefighting activity and for firefighter safety. 45mm and 70mm layflat hose is carried on front line fire engines and will be deployed at most incidents where firefighters

actively fight fire. 90mm layflat hose is carried on Hose Layer Units and is deployed at larger incidents where larger volumes of water are required to extinguish larger fires. Currently the LFC has a total of approximately 100km of layflat hose.

2. Following a staff suggestion relating to improved visibility (particularly at night), and in consultation with the Inclusion Team for ease of accessibility and ability to see the hose quickly and clearly, the decision was taken by Operational Policy and Assurance that all future hose will be changed from red to yellow in colour.
- 3 The current contract is with Angus Fire and expires on 31 October 2020. The LFC's current stock of hose is serviced and maintained by a dedicated team of hose and line technicians in the Operational Support Group. New hose is ordered from Angus as and when it becomes unserviceable. The new contract seeks to maintain that approach.

### Options

4. A route to market analysis was undertaken, however this being a niche requirement in the wider market meant that alternative routes other than the YPO Framework (which was utilised previously for the procurement of the last contract) were limited. The only other option would have been to instigate a separate OJEU procurement which would have been considerably more time and labour-intensive and would not necessarily have yielded any better results than the existing Framework, which, as it is used by many other Fire and Rescue Services in the UK, was assessed as likely to offer the best value.
5. No GLA or CCS Framework was available, however the YPO Framework which was previously utilised and which we currently buy through for our existing hose requirements was available for use and allowed a further competition between 9 suppliers on that framework. This was considered the best option as it provided a route which allowed the LFC's individual requirement to be competitively tendered and for further value to be sought through suppliers not only competing on price but on the quality of the service wrap, which includes delivery, availability, customer service provision and the potential for take-back at end-of-life.
6. This Framework has been utilised by five other UK Fire and Rescue Services since its award in July 2018, and a further three are currently accessing it to begin their own further competitions. It is therefore widely used and attracts high quality suppliers and competitive pricing.

### Procurement Process

7. A competition under YPO Framework No. 865 'Emergency Response and Rescue Equipment' Lot 11 (Hoses and Hose Testing, Nozzles and Branches') was conducted, inviting the following 9 suppliers:
  - Angloco Limited
  - Angus Fire
  - ARCO Limited
  - Clan Tools & Plant Limited
  - Delta Fire
  - Fire Hosetech
  - Premier Hose Technologies Limited

- Terberg DTS (UK) Limited
- Typhoon International

8. On 03 April 2020 procurement initiation consent was granted to commence the procurement.

The current specification was reviewed and amended by the Protective Equipment Group, Sustainability and Procurement to make it fit for purpose prior to going to the market.

9. The award criteria used in the procurement process was as follows:

Criteria	Item	Section Weighting	Overall Weighting
Price	Based on a Total Weighted Basket Price of Goods		30%
Quality (testing of samples)	Abrasion Resistance	15%	40%
	Accelerated Ageing	10%	
	Coupling Pull Tests	15%	
Delivery & Customer Service	Delivery (procedures from receipt of order, including standard and expedited delivery timescales to our warehouse)	5%	20%
	Availability of Hose (stock holding capacity and confirmation of availability of the Commissioner's estimated quantities of the different types of hose. Please include details of all stock holding facilities which would be used for this Agreement)	10%	
	Contract Management (Proposal for how the Contract will be managed, including details of the proposed Contract Manager and the proposed review and monitoring procedures which will be adopted.)	5%	
Sustainability/Social Value	<p>Tenderers are required to provide a method statement setting out how they intend to manage socio-economic and environmental impacts associated with the delivery of the product/services, for example:</p> <ul style="list-style-type: none"> <li>• Waste (e.g. recycled content, any take back and reuse/recycling schemes, reduction of packaging, avoidance of single-use plastics)</li> </ul>		10%

	<ul style="list-style-type: none"> <li>• Transport (e.g. deliveries in low emission vehicles, delivery out of peak hours)</li> <li>• Skills and employment opportunities with the Supplier, or support for related activities within the wider community</li> <li>• Support for disadvantaged groups (e.g. social enterprise partnership)</li> </ul> <p>Note that these are examples only and this is not an exhaustive list. Tenderers should detail how these will be monitored and reported to the Commissioner over the term of Contract.</p>		
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## Procurement Results

10. On 24 April 2020 Invitations to Tender documentation packs were advertised through the Brigade's e-procurement system to the 9 framework suppliers. A tender deadline of 15 May 2020 was set.
11. Three suppliers submitted tenders (Angloco Ltd, Delta Fire and Angus Fire). The tender responses were evaluated by Procurement and the Protective Equipment Group (PEG) as lead client. Additionally, product samples of the three diameters of hose required were rigorously tested by the Commissioner's Scientific Services provider, Bureau Veritas to ensure they were fit for purpose.
12. The results of the evaluation are as follows:

Criteria	Item	Section Weighting	Angloco Ltd	Delta Fire	Angus Fire
Price	Based on a Total Weighted Basket Price of Goods	30%	24%	30%	26%
Quality (testing of samples)	Abrasion Resistance	15%	7%	5%	15%
	Accelerated Ageing	10%	5%	3%	10%
	Coupling Pull Tests	15%	9%	7%	11%
Delivery & Customer Service	Delivery (procedures from receipt of order, including standard and expedited delivery timescales to our warehouse)	5%	3%	5%	4%
	Availability of Hose (stock holding capacity and confirmation of availability of the Commissioner's estimated quantities of the different types of hose. Please include details of all stock holding facilities which would be used for this Agreement)	10%	7%	8%	6%
	Contract Management (Proposal for how the Contract will be managed, including details of the proposed Contract Manager and the proposed review and monitoring procedures which will be adopted)	5%	3%	5%	4%
Sustainability/Social Value	Tenderers are required to provide a method statement setting out how they intend to manage socio-economic and environmental impacts associated with the delivery of the product/services.	10%	5%	4%	8%
TOTAL		100%	63%	67%	84%

## Price Evaluation

13. The Price Evaluation was based on an annual basket of the three hose sizes, which was representative of typical historic usage rates as below.

Hose Size	Qty	Angloco	Basket Price	Delta	Basket Price	Angus	Basket Price
90mm Hose	50	£273.55	£13,677.50	£245.70	£12,285.00	£228.00	£11,400.00
70mm Hose	500	£140.29	£70,145.00	£110.50	£55,250.00	£133.80	£66,900.00
45mm Hose	200	£93.95	£18,790.00	£72.50	£14,500.00	£80.55	£16,110.00
		<b>£102,612.50</b>		<b>£82,035.00</b>		<b>£94,410.00</b>	

14. Price was evaluated on the basis of awarding the full percentage points available for each criterion to the lowest priced bid. A percentage score proportionate to the lowest price will be awarded to the other tendered prices using the following calculation:

$$\frac{\text{Lowest Tender price}}{\text{Tender price}} \times \text{price criteria weighting} = \% \text{ Score}$$

Price Weighting: **30%**

Angloco	24%
Delta	30%
Angus	26%

**Compared to current pricing, the new prices are as follows:**

<b>Hose Size</b>	<b>Current Price Per Each</b>	<b>New Price Per Each</b>
45mm x 23m	£81.88	£80.55
70mm x 23m	£120.98	£133.80
90mm x 30m	£216.60	£228.25

**Collaboration**

15. The Framework used has been utilised by five other UK Fire and Rescue Services since its award in July 2018, and a further three are currently accessing it to begin their own further competitions. It is therefore widely used and attracts high quality suppliers and competitive pricing.

**Conclusion**

16. Following the completion of this procurement exercise, it is recommended that this contract be awarded to Angus Fire. This will convey the following benefits:
- i. Consistency of supply arrangements since Angus Fire are the current incumbent, therefore no requirement to upskill or to mobilise on either side.
  - ii. Improved evidence of sustainability and social value as shown in the Sustainability Comments below.
  - iii. Layflat Hoses which performed considerably better than the other samples as verified by Bureau Veritas, the Commissioner's scientific services provider.
  - iv. Competitive pricing which is slightly higher than the current/previous contract pricing for 90mm and 70mm hose, but slightly lower on the 45mm hose as per above chart.
  - v. Hoses are now yellow, making them easier to see, particularly at night. This was as a result of a staff suggestion and also in consultation with the Inclusion Team.

**Finance comments**

17. This report seeks approval to award a six year contract for the Provision of Layflat Hose (BS 6931:2009) of various diameters and lengths for fire-fighting purposes. This is at an anticipated annual cost of just over £94k as referenced in the Price Evaluation showing the annual basket price, which is largely in line with previous expenditure, being only around £10k per year more at maximum anticipated usage rates. This additional spend will be contained within existing budgets.

**Workforce comments**

18. There are no implications on workforce matters that would necessitate the need for consultation with recognised Trade Unions, nonetheless it would be good practice to share this by way of an update at the forthcoming joint meetings.

**Legal comments**

19. Under section 9 of the Policing and Crime Act 2017, the London Fire Commissioner (the "Commissioner") is established as a corporation sole with the Mayor appointing the occupant of that office. Under section 327D of the GLA Act 1999, as amended by the Policing and Crime Act 2017, the Mayor may issue to the Commissioner specific or general directions as to the manner in which the holder of that office is to exercise his or her functions.

20. By direction dated 1 April 2018, the Mayor set out those matters, for which the Commissioner would require the prior approval of either the Mayor or the Deputy Mayor for Fire and Resilience (the "Deputy Mayor").
21. Paragraph (b) of Part 2 of the said direction requires the Commissioner to seek the prior approval of the Deputy Mayor before "[a] commitment to expenditure (capital or revenue) of £150,000 or above as identified in accordance with normal accounting practices...".
22. The Deputy Mayor's approval will be required for the Commissioner when it comes to any new procurement of layflat hose equipment.
23. The statutory basis for the actions proposed in this report is proposed by section 7 (2)(a) of the Fire and Rescue Services Act 2004 under which the Commissioner must secure the provision of personnel, services and equipment necessary to efficiently meet all normal requirements for firefighting
24. The General Counsel also notes that the proposed procurement is in compliance with the Public Contracts Regulations 2015

### Sustainability implications

25. In line with requirements for contracts over £100k to include a 10% evaluation weighting at tender stage to address the sustainability implications, in consultation with the Sustainable Procurement Team, tenderers were asked to provide a method statement setting out how they intended to manage socio-economic and environmental impacts associated with the delivery of Layflat Hose with examples given of:
  - Waste (e.g. recycled content, any take back and reuse/recycling schemes, reduction of packaging, avoidance of single-use plastics).
  - Transport (e.g. deliveries in low emission vehicles, delivery out of peak hours).
  - Skills and employment opportunities with the Supplier, or support for related activities within the wider community.
  - Support for disadvantaged groups (e.g. social enterprise partnership).
26. Angus Fire scored higher against the Sustainability criteria than the other bidders. Comments from the Sustainable Procurement Team were as follows:
  - Evidence of ISO14001 Certification was provided.
  - Assurance by signature of compliance to the ETI (Ethical Trading Initiative) Base Code was provided.
  - Angus Fire has a comprehensive Equality and Diversity policy.
  - Angus Fire outlined a range of initiatives to reduce waste, including innovation work in development.
  - Apprenticeship plans and educational support was detailed in the response.
  - Reference in the response to local charities and initiatives which were supported.

## Equalities implications

The London Fire Commissioner and decision takers are required to have due regard to the Public Sector Equality Duty (s149 of the Equality Act 2010) when exercising our functions and taking decisions.

It is important to note that consideration of the Public Sector Equality Duty is not a one-off task. The duty must be fulfilled before taking a decision, at the time of taking a decision, and after the decision has been taken.

The protected characteristics are: Age, Disability, Gender reassignment, Pregnancy and maternity, Marriage and civil partnership (but only in respect of the requirements to have due regard to the need to eliminate discrimination), Race (ethnic or national origins, colour or nationality), Religion or belief (including lack of belief), Sex, and Sexual orientation.

The Public Sector Equality Duty requires us, in the exercise of all LFC functions (i.e. everything the LFC does), to have due regard to the need to:

- (a) Eliminate discrimination, harassment and victimisation and other prohibited conduct.
- (b) Advance equality of opportunity between people who share a relevant protected characteristic and persons who do not share it.
- (c) Foster good relations between people who share a relevant protected characteristic and persons who do not share it.

Having due regard to the need to advance equality of opportunity between persons who share a relevant protected characteristic and persons who do not share it involves having due regard, in particular, to the need to:

- (a) remove or minimise disadvantages suffered by persons who share a relevant protected characteristic where those disadvantages are connected to that characteristic;
- (b) take steps to meet the needs of persons who share a relevant protected characteristic that are different from the needs of persons who do not share it;
- (c) encourage persons who share a relevant protected characteristic to participate in public life or in any other activity in which participation by such persons is disproportionately low.

The steps involved in meeting the needs of disabled persons that are different from the needs of persons who are not disabled include, in particular, steps to take account of disabled persons' disabilities.

Having due regard to the need to foster good relations between persons who share a relevant protected characteristic and persons who do not share it involves having due regard, in particular, to the need to—

- (a) tackle prejudice, and
- (b) promote understanding.



An Equality Impact Assessment (EIA) was undertaken on 13 August 2020.

The impact assessment found there to be no adverse impacts in any area or on any particular group.

#### List of Appendices

<b>Appendix</b>	<b>Title</b>	<b>Protective Marking</b>
1.	None	

#### Consultation

<b>Name/role</b>	<b>Method consulted</b>
Insert names/or roles of those consulted, including any with the representative bodies.	Insert how they were consulted – meetings, away day, by email or by draft circulation of this report.