



Gerald Honey Partnership

Lift • Escalator • Cradle Access System Consultants

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Our Ref: JMV/ts/C20512

By Email: J.Revans@elimhousing.co.uk

26th November 2021

Mr J Revans
Elim Housing Association
Units 3&4 Pinkers Court
Briarlands Office Park
Gloucester Road
Rudgeway
Bristol BS35 3QH

Dear Jed,

Re: Maple House, 11 Kings Square, Bristol BS2 8JH – Passenger Lift.

Further to our receipt of the tender documents received in reference to the lift specification produced by the Gerald Honey Partnership for the replacement of the existing passenger lift at the above address, we confirm that we have undertaken post tender discussions with the two contractors who has submitted the most attractive returns requesting clarification on our observations of their tender submissions, prior to issuing our tender analysis below.

All of the lift contractors offered products and components that are available within the European community and certified compliant to current Codes and Standards, of particular note is that all bids included for main control systems manufactured with open protocol making the ongoing maintenance transportable as parts and technical back up will be readily available to the appointed maintenance providers.

Please note: Crest Lifts declined to tender as they felt that they did not have enough service cover for this area at this time.

We enclose for your record purpose and ease of understanding of our findings, an analysis schedule of the tenders received, equipment offered, and any deviations identified by each contractor.

Hoistway Ltd

This contractor submitted the lowest priced contract value at £98,384.00, excluding VAT and any contingencies, but inclusive of costs related to associated builders and electrical works, asbestos and structural survey together with the removal of redundant materials.

Whilst indicating a procurement period of 13 weeks, the site installation time is advised at 11 weeks inclusive of builders and electrical works, this contractor offers the shortest contract period of 24 weeks.

The technical analysis confirms that a good quality installation is offered, the base mechanical package would be sourced from a major European supplier to the industry being Kleemann, the doors being the better quality from the range Klefer 50/11 design which are a Kleemann manufactured Fermator design, there is a heavier duty door design available from this manufacturer but this option is considered suited to the environment, the hoist machine being the higher quality gearless design sourced from Ziehl Abegg.



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The control system being a good quality UK manufactured product sourced from a major independent supplier – Lester Controls benefitting, from open protocol and readily available technical support.

This contractor has offered an alternative to the full width metal entrance to infill the sides to the entrances in a fire rated stud wall, plaster and paint, this in my opinion would be a more attractive finish, the additional costs would be £7,500.00.

In consideration of the best value price offered we are considering this tender return further at this time.

Jackson Lifts Ltd

This contractor submitted the second lowest priced contract value at £111,225.00, excluding VAT and any contingencies, but inclusive of costs related to associated builders works, structural survey together with the removal of redundant materials, the asbestos survey has been excluded and additional project costs would be applicable to have this carried out by ‘others’.

Whilst indicating a procurement period of 21 weeks, the site installation time is advised at 11 weeks inclusive of builders and electrical works, this contractor offers a total contract period of 32 weeks.

The technical analysis confirms that a good quality installation is offered, the doors being good quality Wittur (Selcom) Hydra design and fully suited to the environment, the hoist machine being the higher quality gearless design sourced from Ziehl Abegg.

The control system being a good quality UK manufactured product sourced from a major independent supplier – Lester Controls, benefitting from open protocol and readily available technical support.

If the consultation requires an alternative bid, then we would consider this tender return further.

Target Lift Ltd

This contractor submitted the highest priced contract value at £152,150.00.00, excluding VAT and any contingencies, but inclusive of costs related to associated builders and electrical works, together with the removal of redundant materials.

Whilst indicating a procurement period of 18 weeks, the site installation time is advised at 13 weeks inclusive of builders and electrical works, this contractor offers a total contract period of 31 weeks.

The technical analysis confirms that an excellent quality installation is offered, the doors being good quality Wittur (Selcom) Hydra design and fully suited to the environment, the hoist machine being the higher quality gearless design sourced from Ziehl Abegg.

The control system being a high-quality German manufactured product sourced from a major independent supplier – ‘New Lift’, benefitting from open protocol and readily available technical support within the UK.

In technical terms this contractor has offered a good quality product that is fully compliant with our specification without any deviations advised.

Due to the higher value placed on this contractor’s bid, we are not considering this tender return further at this time.



Conclusions and Recommendations

Following our review of the tender submissions received from each of the lift contractors, together with a number of clarifications received in respect of ambiguities recorded following our initial review, we advise that the Hoistway Ltd tender return offers the most economical solution with a suitably engineered product that is fully supported within the UK, there are options to improve the finish on the landings that I would recommend considering, to include for this additional works, this would still remain as our best priced option.

There are further options to consider upgrading the doors for highest quality or 'vandal resistant' if you believe that the site conditions warrant this additional expense.

The recommendation is for Hoistway Ltd to be considered for this project as their offer is a compliant and workable solution.

We are recommending that Hoistway Ltd be invited to a post tender interview on site to establish compliance of the offer and review all aspects of the project including CDM requirements, storage, working conditions and provide a guaranteed site programme, with a view to placing and instruction to proceed.

We trust the above and attached document are self-explanatory, should you require any additional information and or clarification, please do not hesitate to contact the writer.

We await your further instruction.

Yours sincerely

John Vass

**John Vass
Assistant Director
Gerald Honey & Partners Limited**

Enc: Analysis Schedule