

Invitation to Tender:

Personal Floatation Devices with Personal Locator Beacons for the Welsh fishing fleet

October 2017

Seafish Contact Details

Name: **Phillip Quirie / Dr Holly Whiteley**

t: **+44 (0) 131 524 8602 / +44 (0) 7984 561918**

e: **Phillip.Quirie@seafish.co.uk / Holly.Whiteley@seafish.co.uk**

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Seafish

18 Logie Mill, Logie Green Road, Edinburgh EH7 4HS

T: 0131 558 3331

W: www.seafish.org

1. Background

1.1. Seafish

[Seafish](#) is a Non-Departmental Public Body (NDPB) set up by the Fisheries Act 1981 to improve efficiency and raise standards across the seafood industry. We are funded by a levy on the first sale of seafood products in the UK, including imported seafood in accordance with the Fisheries Act. We operate at arm's length from our joint sponsors, the four Fisheries Administrations. See [Seafish.org](#) for further information. At Seafish, our mission is to support a profitable, sustainable and socially responsible future for the seafood industry. Our remit includes everything - and everyone - from fishermen and processors through to importers, retailers and food service providers. As an organisation, we also take a great interest in the consumer: the people who buy and eat seafood. Maintaining a well-regulated seafood industry which delivers high-quality, safe, sustainable seafood to UK consumers is one of our highest priorities. We therefore listen to, and cooperate with, a broad range of voices in the industry. By balancing our priorities and maintaining a high degree of transparency in our operations, we endeavour to meet the needs of everyone that we represent.

Our Fishing Safety programme promotes safer working practices in the most dangerous part of the seafood industry and our goal is zero deaths attributed to poor working practices over a 12 month period.

1.2. The Project

This project will purchase approximately 560 high quality, EN ISO 12402 compliant inflatable Personal Floatation Devices (PFDs) with integrated EN 302 152 compliant 406 MHz Personal Locator Beacons (PLBs) on behalf active commercial fishermen in Wales. Please see Section 2. Equipment Specification for further detail.

The project is being managed by Seafish on behalf of the [Welsh Fishing Safety Committee \(WFSC\)](#). The WFSC was established in 2016 by local Fisherman's Association's in Wales in response to a high number of fishing-related fatalities (9 in the UK, 3 of which were in Wales). The Committee aims to highlight the importance of fishermen's health and safety and develop industry-led initiatives and projects that address the most significant causes of fishing-related loss of life amongst the Welsh fleet. The Committee has issued the following statement: "The health and safety of fishermen is our paramount concern and our target is to achieve zero fishing-related deaths in Wales".

Upon consideration of recent fishing safety statistics, reported causation factors for fatalities at sea and the incoming new Maritime and Coastguard Agency (MCA)

Small Fishing Vessel Safety Code of Practice (MSN 1871), the WFSC have identified PFDs with integrated PLBs as essential items of safety equipment for the Welsh fleet. This project is a priority action for achieving the Committee's target of zero fishing-related deaths in Wales.

2. Equipment Specification

This project will purchase approximately 560 high quality, EN ISO 12402 compliant inflatable Personal Floatation Devices (PFDs) with integrated EN 302 152 compliant 406 MHz Personal Locator Beacons (PLBs) that meet the recommendations and requirements of the new MCA Small Fishing Vessel Safety Code of Practice (MSN 1871), due to come into force in the UK on Monday 23rd October 2017.

The equipment must meet the following specifications;

EN ISO 12402 compliant inflatable Personal Floatation Device (PFD)

- Meets the recommendations of MSN 1871,
- EN ISO 12402 compliant,
- Automatic gas inflation,
- 150 N buoyancy minimum,
- Comfortable and unrestrictive around the neck, shoulders and arms,
- Compact, low profile design that does not interfere with fishing activity, e.g. working pots, nets, dredges, sorting catch etc,
- Easy to put on, take off and adjust fit,
- Easy-to-use, hardwearing fastening(s) that will not catch on fishing gear (e.g. nets, lines etc),
- Made of robust and hardwearing material(s) for everyday commercial use on fishing vessels,
- Contains or can be fitted with an EN 302 152 compliant 406 MHz PLB (must be able to remove / detach the PLB and use both pieces of equipment separately if required),
- LED light (unless provided by integrated PLB),
- Reflective parts / tape on cover and bladder,
- Can be easily serviced in Wales (e.g. authorised or approved service stations are or will be available and accessible across north, mid and south Wales),
- Can be branded with a minimum of three colour logos.

EN 302 152 compliant 406 MHz Personal Locator Beacon (PLB)

- MSN 1871 compliant,
- EN 302 152 compliant,
- 406 MHz,

- Subscription free with no call charges,
- 5 to 6 year battery life minimum,
- Simple design that is easy and straight forward to activate / operate,
- Small and light-weight for integration into PFDs,
- Integrates and works well with proposed PFD,
- Waterproof, robust and hardwearing for everyday commercial use on fishing vessels,
- Can be easily serviced in Wales or the UK,
- LED light preferable,
- Buoyant when not attached to PFD preferable,
- 5 year warranty preferable,
- Must be pre-registered with the MCA to individual fishermen / applicants in accordance with The Merchant Shipping (EPIRB Registration) Regulations SI 2000, No. 1850 and Merchant Shipping Notice 1816 (M&F) – Mandatory Registration of Electronic Position indicating Radio Beacons (EPIRBs), prior to delivery and distribution (all registration details will be collected via the equipment application process and provided to the successful supplier. Please note that PLBs will be registered to Skippers / Owners, not individual crew members).

3. Project delivery

3.1. Outputs

The supplier must deliver approximately 560 PFDs with integrated PLBs that meet the equipment specifications provided in Section 2. The project will be delivered in two stages (two application and distribution windows) to facilitate maximum uptake of the safety equipment by the Welsh fishing fleet. Please see the estimated project delivery timetable below for further details.

Please note that the total number of PFDs with PLBs ordered and the estimated project delivery timetable and total contract duration may be amended depending on uptake of the safety equipment by the Welsh fleet.

The delivery address for the equipment will be specified on award of contract.

3.2. Estimated project delivery timetable

Action	Date	Responsibility
Contract Award	November 2017	Seafish
Stage 1		
1 st equipment application window	December 2017 to January 2018	Seafish
1 st order placed with supplier. PLBs registration information provided.	January 2018	Seafish
PLBs registered with MCA	January / February 2018	Supplier
Equipment delivered	February 2018	Supplier
Equipment distributed	February to March 2018	Seafish
Stage 2		
2 nd equipment application window	February to March 2018	Seafish
2 nd order placed with supplier. PLBs registration information provided.	April 2018	Seafish
PLBs registered with MCA	April 2018	Supplier
Equipment delivered	May 2018	Supplier
Equipment distributed	May to June 2018	Seafish

3.3. Responsibilities of the supplier

The supplier will be responsible for delivery high quality safety equipment that meets the requirements outlined in Section 2: Equipment Specification and the timescales and conditions specified above.

4. Contract and project management

The contract and project will be overseen by Dr Holly Whiteley, Seafish Wales Manager, whilst day-to-day liaison and administration will under taken by Phillip Quirie, Regional Project Co-ordinator & Administrator. All correspondence and enquiries should be made to using the contact information below.

Contract and project manager: Dr Holly Whiteley

Address:
Seafish
18 Logie Mill
Logie Green Road
Edinburgh
EH7 4HS.

Telephone: +44 (0)1248 812038
Mobile: +44 (0)7984561918
Email: holly.whiteley@seafish.co.uk

Day-to-day liasion and adminstration: Phillip Quirie

Address:
Seafish
18 Logie Mill
Logie Green Road
Edinburgh
EH7 4HS.

Telephone: +44 (0) 131 524 8602
Mobile: +44 (0) 7966 393987
Fax: +44 (0) 131 558 3331

Email: phillip.quirie@seafish.co.uk

5. Award Criteria

The contract will be awarded to the company which offers the most advantageous proposal to Seafish in terms of value-for-money and the other requirements outlined in this document. In the interest of ascertaining the highest level of transparency, fairness and competition the Award Criteria outlined in the Evaluation Matrix below will be used to score each tender (please note that value-for-money will be assessed separately alongside these Award Criteria).

A physical example of the safety equipment proposed within the tender must be provided as part of the tender submission to enable Seafish to fully assess the 'Fulfilment of the equipment specifications' Award Criteria.

If you wish to seek clarification on any aspect of the Evaluation Matrix then please contact the contract and project manager.

Evaluation Matrix

Award Criteria	Weighting (%)
Fulfilment of equipment specifications <i>The tenderer should provide details of their ability to deliver and how they will deliver safety equipment that fulfils the equipment specifications set out in Section 2: Equipment Specification. N.B. Tenders should state all equipment approvals and certifications.</i>	60
Track record of developing and delivering high quality safety equipment to marine industries (preferably the fishing industry) <i>The tenderer should have proven expertise in this subject area and a proven track record of delivering high quality marine safety equipment (preferably to the fishing industry). The supplier should provide references / examples of previous projects or contracts that demonstrate their expertise and track record as part of their submission.</i>	25
Ability to deliver safety equipment to the specified project delivery timescales <i>The tenderer should provide details of their ability to deliver and how they will deliver safety equipment to the specified project delivery timescales (See Section 3: Project Delivery).</i>	15

6. Tender Process

This will be a full and open competitive tender process and will follow the procedures set out in the EU Procurement Directives and UK Procurement Regulations.

The Contract Notice and this Invitation to Tender will be published electronically throughout Europe in the Official Journal of the European Union (OJEU) via www.sell2wales.gov.wales.

Tenders must be submitted electronically via www.sell2wales.gov.wales. A physical example of the safety equipment proposed within the tender must also be provided.

Tenders will be assessed on value-for-money and the Award Criteria provided in the Evaluation Matrix in Section 5: Award Criteria. The highest scoring tender will be awarded the contract.

For guidance on how to access and use Sell2Wales, please see www.sell2wales.gov.wales.

6.1. Tender process timetable

Action	Date	Responsibility
Contract Notice dispatched	11 th October 2017	Seafish
Tender submission deadline	16 th November 2017, 12:00 noon	Tenderers
Contract Award	27 th November 2017	Seafish
Contract Award Notice	8 th December 2017	Seafish

6.2. Submission of Tenders

The closing date and time for the receipt of tenders and physical examples of safety equipment will be Thursday 16th November 2017 at 12:00 noon (UK local time).

Tenders must be submitted electronically via www.sell2wales.gov.wales. A physical example of the safety equipment proposed must also be provided as part of the submission. Please send the physical example to:

Phillip Quirie
Seafish
18 Logie Mill
Logie Green Road
Edinburgh
EH7 4HS

Only tenders submitted electronically via www.sell2wales.gov.wales and accompanied by a physical example of the safety equipment proposed within the tender will be accepted and assessed.

Tenderers must provide a detailed and fully-costed submission. The following information should be included:

- Name of the tenderer(s), status in the company, and name of person for further contact (if different);
- Company Registration Number;
- Details of ability to deliver safety equipment that fulfils the equipment specifications set out in Section 2: Equipment Specification (N.B. Tenders should state all equipment approvals and certifications).
- Details of how safety equipment that fulfils the equipment specifications set out in Section 2: Equipment Specification will be delivered (N.B. Tenders should state all equipment approvals and certifications).

- Details of expertise and track record in developing and delivering high quality safety equipment to marine industries (preferably the fishing industry);
- Details of ability to deliver to the specified project timescales;
- Details of how the specified project timescales will be met;
- Contact details for referees in relation to this work;
- A clear statement of the total tender price* and a breakdown of costs under the following output headings:

<input type="radio"/> Equipment costs
<input type="radio"/> PLB registration costs
<input type="radio"/> Equipment delivery
<input type="radio"/> Total

**Please note that Seafish is unable to reclaim VAT, therefore please ensure to state VAT when applicable.*

Tenderers are responsible for ensuring the accuracy and sufficiency of the rates / prices and costs stated in their submission, which shall (except in so far as is otherwise provided in the Supplier Agreement) cover all their obligations.

Tenderers must have obtained all necessary information as to any risks or other circumstances which might reasonably influence or affect their submission / delivery of the contract.

6.3. Recovery of Costs

Tenderers are not entitled to claim from Seafish any costs or expenses incurred in preparing their tender submission whether or not it is successful. This includes the costs of the delivery and return of physical examples of safety equipment.