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Contract

## **Supply of Rock Salt and Associated Products Framework**

Llywodraeth Cymru / Welsh Government - Commercial Delivery

F20: Modification notice

Notice identifier: 2025/S 000-003967

Procurement identifier (OCID): ocds-h6vhtk-02b9d7

Published 6 February 2025, 1:25pm

### **Section I: Contracting authority/entity**

#### **I.1) Name and addresses**

Llywodraeth Cymru / Welsh Government - Commercial Delivery

Cathays Park

Cardiff

CF10 3NQ

#### **Email**

[commercialprocurement.buildings@gov.wales](mailto:commercialprocurement.buildings@gov.wales)

#### **Telephone**

+44 3007900170

#### **Country**

United Kingdom

## **NUTS code**

UKL - Wales

## **Internet address(es)**

Main address

<https://gov.wales/public-sector-procurement>

Buyer's address

[https://www.sell2wales.gov.wales/search/Search\\_AuthProfile.aspx?ID=AA27760](https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA27760)

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Supply of Rock Salt and Associated Products Framework

Reference number

NPS-CFM-106-20

#### **II.1.2) Main CPV code**

- 14410000 - Rock salt

#### **II.1.3) Type of contract**

Supplies

### **II.2) Description**

#### **II.2.2) Additional CPV code(s)**

- 14410000 - Rock salt

#### **II.2.3) Place of performance**

NUTS codes

- UKL - Wales

Main site or place of performance

Wales

#### **II.2.4) Description of the procurement at the time of conclusion of the contract:**

Framework for the supply of rock salt and de-icing products

#### **II.2.7) Duration of the contract, framework agreement, dynamic purchasing system or concession**

Duration in months

48

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

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## **Section IV. Procedure**

### **IV.2) Administrative information**

#### **IV.2.1) Contract award notice concerning this contract**

Notice number: [2021/S 000-012902](#)

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## **Section V. Award of contract/concession**

### **Contract No**

NPS-CFM-106-20

### **Title**

Supply of Rock Salt and Associated Products Framework

### **V.2) Award of contract/concession**

#### **V.2.1) Date of conclusion of the contract/concession award decision:**

1 July 2021

#### **V.2.2) Information about tenders**

The contract/concession has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor/concessionaire**

Safecote Ltd

Houldsworth Mill Business Centre, Houldsworth Street

Northwich

Reddish

Telephone

+44 7717212313

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor/concessionaire is an SME

Yes

**V.2.3) Name and address of the contractor/concessionaire**

Compass Minerals UK

Bradford Road, Winsford Cheshire

Winsford

CW72PE

Telephone

+44 1606305150

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor/concessionaire is an SME

Yes

**V.2.3) Name and address of the contractor/concessionaire**

LBS Builders merchant

unit 4, canal road

aberdare

cf440ag

Telephone

+44 7972520525

Country

United Kingdom

NUTS code

- UKL - Wales

The contractor/concessionaire is an SME

Yes

**V.2.3) Name and address of the contractor/concessionaire**

IRISH SALT MINING AND EXPLORATION COMPANY LIMITED-THE

Fort Road, Kilroot

Carrickfergus

BT389BT

Telephone

+44 2893351151

Country

United Kingdom

NUTS code

- UKN0D - Antrim and Newtownabbey

The contractor/concessionaire is an SME

Yes

**V.2.4) Information on value of the contract/lot/concession (at the time of conclusion of the contract;excluding VAT)**

Total value of the procurement: £14,360,000

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## **Section VI. Complementary information**

### **VI.3) Additional information**

(WA Ref:147856)

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079477501

Country

United Kingdom

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## **Section VII: Modifications to the contract/concession**

### **VII.1) Description of the procurement after the modifications**

#### **VII.1.1) Main CPV code**

- 14410000 - Rock salt

#### **VII.1.2) Additional CPV code(s)**

- 34927100 - Road salt
- 15872400 - Salt

- 24951310 - De-icing agents
- 14774000 - Calcium
- 14311000 - Natural calcium, aluminium calcium phosphate and crude natural potassium salts
- 14770000 - Caesium, strontium, rubidium and calcium
- 03100000 - Agricultural and horticultural products

### **VII.1.3) Place of performance**

NUTS code

- UKL - Wales

Main site or place of performance

pan-Wales

### **VII.1.4) Description of the procurement:**

Framework for the supply of rock salt and associated de-icing products

### **VII.1.5) Duration of the contract, framework agreement, dynamic purchasing system or concession**

Duration in months

45

### **VII.1.6) Information on value of the contract/lot/concession (excluding VAT)**

Total value of the contract/lot/concession:

£14,360,000

### **VII.1.7) Name and address of the contractor/concessionaire**

SAFECOTE LIMITED

Houldsworth Mill Business & Arts Centre, Houldsworth Street



Stockport

SK56DA

Telephone

+44 7717212313

Country

United Kingdom

NUTS code

- UKD6 - Cheshire

The contractor/concessionaire is an SME

Yes

### **VII.1.7) Name and address of the contractor/concessionaire**

LBS Builders Merchants Group

LBS Business Centre, Parc Amanwy

Ammanford

SA183FE

Telephone

+44 7398630864

Country

United Kingdom

NUTS code

- UKL14 - South West Wales

The contractor/concessionaire is an SME

Yes

**VII.1.7) Name and address of the contractor/concessionaire**

Compass Minerals UK

Bradford Road, Winsford Cheshire

Winsford

CW72PE

Telephone

+44 1606305150

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor/concessionaire is an SME

Yes

**VII.1.7) Name and address of the contractor/concessionaire**

IRISH SALT MINING AND EXPLORATION COMPANY LIMITED-THE

Fort Road, Kilroot

Carrickfergus

BT389BT

Telephone

+44 2893351151

Country

United Kingdom

NUTS code

- UKN0D - Antrim and Newtownabbey

The contractor/concessionaire is an SME

Yes

## **VII.2) Information about modifications**

### **VII.2.1) Description of the modifications**

Nature and extent of the modifications (with indication of possible earlier changes to the contract):

This modification is to end the WGCD Rock Salt and Associated Products Framework on 31st March 2025 which is three months earlier than the published contract end date of 30th June 2025

Explanation:

Ending the current framework agreement early will allow for the next iteration of the WGCD Rock Salt and Associated Products Framework to commence on 1st April 2025 without an overlap.

Starting the new framework in April will ensure its start date aligns with the salt industry pricing cycles i.e. summer price (April to September) and Winter price (October to March)

The modification to the Framework is permissible under Regulation Reg 72 (1) (c) Public Contracts Regulations 2015. Under this Regulation amendments can be made to the framework if the following conditions are met:

(i) the need for the modification has been brought about by circumstances which a diligent contracting authority could not have foreseen.

(ii) the modification does not alter the overall nature of the contract.

(iii) any increase in price does not exceed 50% of the value of the original contract or framework agreement.

Our assessment has concluded that these conditions have been met as follows:

(i) the modification is required due to issues highlighted by framework suppliers during the contract management of the current contract. The issue had not been raised by suppliers during the management of the previous four iterations of the framework and, given that the issue is unique to the sector, is not something that could have been reasonably foreseen by the WGCD.

(ii) the modification does not alter the overall nature of the contract.

(iii) the modification will result in a slight reduction in the projected contract spend.

However, even without the modification, is not anticipated that the published contract value will be exceeded based on the current projected contract spend.

## **VII.2.2) Reasons for modification**

Need for modification brought about by circumstances which a diligent contracting authority/entity could not foresee.

Description of the circumstances which rendered the modification necessary and explanation of the unforeseen nature of these circumstances:

The salt industry has two specific pricing windows i.e. Summer price (April to September) and Winter price (October to March). The summer prices are typically less than the Winter price and is one of the key drivers for customers stock during the Summer months.

Without the modification customers will be able to order and restock from April to June 2025 based on the 2024 summer prices which will result in commercial difficulties for suppliers. Framework suppliers could submit a price revision request to update the prices for this 3-month period however this is considered a disproportion administration burden for the WGCD and its framework suppliers.

Engagement with existing framework customers and suppliers regards the modification has not raised any issues.

## **VII.2.3) Increase in price**

Updated total contract value before the modifications (taking into account possible earlier contract modifications, price adaptations and average inflation)

Value excluding VAT: £14,360,000

Total contract value after the modifications

Value excluding VAT: £14,360,000

