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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

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

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

Section IV. Procedure

IV.2) Administrative information

IV.2.1) Contract award notice concerning this contract

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

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

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

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, it 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