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Award

Purchase of Steinway Pianos for St. David's Hall

Cardiff Council

F15: Voluntary ex ante transparency notice

Notice identifier: 2024/S 000-011328

Procurement identifier (OCID): ocds-h6vhtk-045078

Published 8 April 2024, 4:51pm

Section I: Contracting authority/entity

I.1) Name and addresses

Cardiff Council

County Hall, Atlantic Wharf

Cardiff

CF10 4UW

Email

CorporateandTransport@cardiff.gov.uk

Telephone

+44 2920873732

Country

United Kingdom

NUTS code

UKL22 - Cardiff and Vale of Glamorgan

Internet address(es)

Main address

<https://www.cardiff.gov.uk>

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0422

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

Recreation, culture and religion

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Purchase of Steinway Pianos for St. David's Hall

II.1.2) Main CPV code

- 37311100 - Pianos

II.1.3) Type of contract

Supplies

II.1.4) Short description

For St. David's hall to continue to provide live classical music and to ensure people in Wales have the opportunity to see a live full orchestra the Pianos currently in St .David's Music hall must be replaced.

The best Orchestras can only be attracted to play in venues with new Steinway Pianos. The current pianos are now too old (> 10 years) and are no longer able give a pianist the best performance. This can cause a decline in the Classical Music Offering in Wales.

Only one factory in the world, based in Hamburg, produces the pianos required.

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £473,490

II.2) Description

II.2.2) Additional CPV code(s)

- 37000000 - Musical instruments, sport goods, games, toys, handicraft, art materials and accessories
- 37310000 - Musical instruments
- 37311100 - Pianos

II.2.3) Place of performance

NUTS codes

- UKL22 - Cardiff and Vale of Glamorgan

Main site or place of performance

St . Davids Hall, Cardiff

II.2.4) Description of the procurement

Steinway and Sons Grand Piano Procurement – to maintain a world class classical music offer in St Davids Hall in Cardiff

2 new Steinway Model D Pianos in Ebony High Gloss

1 new Steinway Model B Piano in Ebony High Gloss

1 new Boston GP-215 Piano in Ebony High Gloss

II.2.11) Information about options

Options: No

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.1) Description

IV.1.1) Type of procedure

Award of a contract without prior publication of a call for competition in the cases listed below

- The procurement falls outside the scope of application of the regulations

Explanation:

PCR2015–Reg 32(2(b)) (i) & (ii)

Cardiff Council has undertaken a full assessment of the existing pianos at St Davids Hall, identifying the issues, age and condition of each of the grand pianos. The existing Steinway grand pianos at St David's Hall were purchased in 1999, 1992, 1982 and 1980. This illustrates that all existing pianos are all significantly older than required, even the newest grand piano is over 24 years old and the oldest is 43 years old. None of these pianos are performing to the optimum standard required and are in desperate need of replacement

The only way to select and purchase brand new Steinway Grand pianos fit for world class concert hall performance, is to select directly from the Steinway and Sons factory in Hamburg. New Steinway pianos are only produced in Hamburg and New York. Since each factory produces instruments with tonal characteristics specific to their region, for St David's Hall the pianos would need to be selected from Hamburg and subsequently shipped from Hamburg to Cardiff

We have taken expert advice from Steinway, the BBC, the RWCMD and the WNO orchestra and the classical music programme needs two matching concert grand Model D pianos with a tonal chiasitic to suit the acoustics of St David's Hall. To match the full existing offer at St David's Hall, the venue also needs a Model B Grand Steinway that is needed for when there is a full stage for some repertoire and events and a day stage grand. Therefore, the recommendation is that the hall selects 3 new Steinway grands and a Boston grand piano for the level 3-day stage that can be used for jazz, community events and activity

With advice from the classical music stakeholders and the research we have undertaken, world class classical concert pianist Charles Owen will test and select the pianos for St Davids Hall at the Steinway factory. Charles is widely recognised as the best person to select the pianos due to his exceptional ability, reputation and musical sensitivity, to select what is needed for a wide variety of classical programming, to best deliver a diverse world class classical repertoire. Each of the pianos will be selected accordingly to ensure the instruments have the needed brightness and additional subtleties and qualities needed for the classical programme

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

Section V. Award of contract/concession

A contract/lot is awarded: Yes

V.2) Award of contract/concession

V.2.1) Date of conclusion of the contract

8 April 2024

V.2.2) Information about tenders

The contract has been awarded to a group of economic operators: No

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

Steinway & Sons

Steinway Hall, 44 Marylebone Lane

London

W1U2DB

Telephone

+44 2075355116

Country

United Kingdom

NUTS code

- UKI - London

The contractor/concessionaire is an SME

No

V.2.4) Information on value of contract/lot/concession (excluding VAT)

Initial estimated total value of the contract/lot/concession: £473,490

Total value of the contract/lot/concession: £473,490

Section VI. Complementary information

VI.3) Additional information

The action the Council is taking is to secure a future for St David's Hall/ Neuadd Dewi Sant, including protecting the classical and community music programme that St David's Hall/Neuadd Dewi Sant has

become renowned for. In addition to this the ambition is to improve the contemporary music offer, ensuring that the people of Cardiff, Wales and beyond can access the most relevant contemporary music, bands and acts synonymous with an Academy offer in the Capital of Wales.

In December 2022, a report to Cabinet stated that the Council was considering an unsolicited offer from AMG to take over operation of St David's Hall without subsidy and to take away all of the building's risks and liabilities from the Council. The report stated that AMG has given a firm commitment to work to enhance the venue's reputation as the National Concert Hall of Wales by continuing to maintain and develop the classical music programme to protect the classical series. This would be alongside the introduction of AMG's Academy music offer at the venue.

In the proposed deal, both a classical and community programme would be protected, which includes supporting important events and activity relating to culture in Wales and Welsh culture itself. Please note this is a property lease transaction and not the sale of the Property. Also note, this property transaction has been developed in line with legal advice from Kings Counsel on what can legally be included as part of transaction on this kind.

The Outline Business Case sets out that AMG will operate the venue without subsidy whilst also investing in the building and protecting the classical programme. As the venue was purposely built as a symphonic concert hall, so the people of Wales had access to experiencing a full symphony orchestra in the perfect acoustic setting. It is essential that the Council protects this offer in future deal arrangements.

To support the property lease, Cardiff Council has been working with classical music stakeholders involved with St David's Hall, to establish a new classical music Stakeholder Advisory Partnership Board, to support and deliver a Memorandum of Understanding to help develop a shared vision to raise the profile of classical music performance and supporting activities at for St David's Hall; support the delivery of a world leading cultural performance offer, enhancing the wider Academy music offer, supporting an optimised music offer to enhance the city of Cardiff's events calendar; work with expert classical music programming staff, the BBC National Orchestra & Chorus of Wales, BBC Cardiff Singer of the World, the Orchestra of the Welsh National Opera and the Royal Welsh Music College of Music and Drama, the Cardiff Philharmonic Orchestra and an

Independent Classical Music Advisor to devise a shared development plan to support the future of classical music performance at St David's Hall.

Ensuring the people of Cardiff/Wales have access to such a classical music offer is a matter of cultural equality. The Council's arrangement with AMG going forward, pending a future Cabinet decision is to work with AMG and classical stakeholders to develop the classical music offer in Cardiff, also working with the Cardiff Music Board and partners, to help deliver the Cardiff Music Strategy.

It is widely recognised in the classical music sector, that for a symphonic concert hall to deliver a world class classical music programme and deliver performances of world class repertoire, it must have at least two Steinway and Sons Model D Concert Grand Pianos, that are under 20 years old and in full optimum condition. This is essential for attracting the best world class pianists, musicians, and orchestras to the venue and to maintain a full symphonic orchestral offer in the perfect acoustically designed setting.

(WA Ref:135425)

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