

## Ten Facts about Landscape tenders

1. Tendering is the main way that the company secures its work for landscaping projects.
2. The clients include local authorities, government agencies, landscape architects and subcontract for main contractors.
3. Landscape tenders are a mixture of select list (have to go through a lengthy prequalification process where the company is vetted financially, technically, staffing resources, etc) and open lists where the client simply sends a tender out to who they normally send with no known pre qualification criteria.
4. In terms of volume, Landscapes submit hundreds of tenders per year. The prices vary between £10,000 to £1/2m per contract. Generally the company only goes for smaller jobs when it can see future larger work and the typical landscape job is worth approximately £75,000.
5. The Landscape tenders can be for work well into the future - unfortunately the contract is often re-tendered on several occasions as changes occur due to design amendments due to planning requirements, budgets, etc
6. There is a full time Estimator on Landscaping as there is a steady flow of tenders but it usually peaks in early autumn for the bare root planting season and in January/February as it nears the end of the financial year end for local authorities.
7. There is often negotiation on the price after submission when the client tries to engineer out costs.
8. We seek prices for all the materials specified which can involve 20 faxes or emails to suppliers.
9. Prices are built up on a 'Cost Plus' basis - materials, labour and overheads. The estimator refers to past productivity on similar contracts and uses standard reference guides such as Spon's
10. Detailed site analysis is usually undertaken for each tender to establish access, soil conditions and other issues that could affect the tender price.

## Wyevale Landscapes Projects

*In the last issue we listed a number of contracts that had been awarded. The majority of these have been completed, so here's some further information on a number of these projects.*



### Bradford Place

This was completed at the beginning of August. The project as featured in the last issue became a larger project as additional items were incorporated into the scheme. Within the scheme there was a Granite arc seat over a tonne in weight that had to be manoeuvred into place. The company undertook all the lighting as the area is fully lit at night.



**Henry Barber Play Area/ Pickwick Park** - both of these play areas have been completed on time and on budget despite the challenges of the wet weather and the constraints with the site.

**Asda East Quay** - this project has just been completed and the store opens at the beginning of November. The project was a challenge, as we had to work around tarmac laying and numerous other subcontractors who were all working to the same deadline in a very confined space.



## Company Results

We are often asked how we are doing as a company and when is the company's year-end. The company's financial year runs from 1 September to 31 August, which might sound unusual as the tax year, and financial year for Councils is April to April.

The reason for this is historical, as the planting season used to start in September and many landscape companies had their financial year-end set to this calendar.

The company started new grounds maintenance contracts at Bromley and Lewes during the year. The level of landscape work also increased significantly and overall we increased turnover by £1m year on year with growth coming equally from both divisions. However, it has been disappointing, as profits have stayed the same. This has partly been down to the wet period in May/June when we had to increase staffing well above budget and absorbing the start up costs of new contracts. On the GM side we are also incurring costs such as damage to vehicles, theft and broken glass higher than anticipated. We all need to be very careful about what we do and be very security conscious.

The plan for 2004-05 is to grow turnover by a further £1m and to increase the profit margin to the level of 2002-03. We will continue to update you of the position, as the next issue is due just after the half way stage of our financial year.