

## Checklist for Landscape Product Quotation Comparison

We set out below the essential key issues to be considered when comparing quotations from other Landscape Product suppliers. You are strongly advised not to buy on price alone.

	Melcourt	Other
<b>Product Specification</b> <ul style="list-style-type: none"> <li>• Describe your product as follows:-               <ul style="list-style-type: none"> <li>○ Material type i.e. bark, wood, sand, etc.</li> <li>○ Origin</li> <li>○ Nominal particle - millimetres</li> <li>○ Dust and fine content - %</li> <li>○ Wood content - %</li> </ul> </li> <li>• How much product settlement would be expected within 30 days of installation?</li> <li>• Does your product comply with all relevant British and European Standards?</li> </ul>	<p>See Technical Information Sheet</p> <p>Yes</p>	<p>..... ..... ..... ..... .....</p> <p>Yes/No</p>
<b>Independent Product Testing</b> <ul style="list-style-type: none"> <li>• Have your products been fire tested in accordance with the requirements of BS 4790:1987 ?</li> <li>• Can I have copies of genuine test certificates, as proof ?</li> <li>• What did the tests show?</li> </ul>	<p>Yes</p> <p>Yes</p>	<p>Yes/No</p> <p>Yes/No</p>
<b>Product Samples</b> <ul style="list-style-type: none"> <li>• Can I have clearly labelled typical product samples?</li> <li>• Would the sample match the quality of the material delivered to site?</li> <li>• If it doesn't, will the delivered load be rejected?</li> </ul>	<p>Yes</p> <p>Yes</p> <p>Yes</p>	<p>Yes/No</p> <p>Yes/No</p> <p>Yes/No</p>
<b>Product Volume</b> <ul style="list-style-type: none"> <li>• Are your product volumes calculated using the 'Bulk Density Method' as set out in European Standards BS EN 12579:2000 and BS EN 12580:2000 ? If not, what system do you use?</li> <li>• Do you state a product volume guarantee? If so, what?</li> </ul>	<p>Yes</p> <p>Yes -0/+5%</p>	<p>Yes/No</p> <p>Yes/No</p>
<b>Product Availability and Delivery</b> <ul style="list-style-type: none"> <li>• Can I choose the type of delivery vehicle, e.g. tipping, walking floor or flat bed lorry?</li> <li>• Can I have my order bulk loose or pre-packed?</li> <li>• Can you deliver my order within 48 working hours?</li> <li>• Will you deliver within an hour of that requested?</li> <li>• Do you have a facility for part vehicle loads or top-up quantities?</li> </ul>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>	<p>Yes/No</p> <p>Yes/No</p> <p>Yes/No</p> <p>Yes/No</p> <p>Yes/No</p>
<b>Supplier Credibility</b> <ul style="list-style-type: none"> <li>• Do you have the resources to fulfil my requirements?</li> <li>• Do you belong to the recognised industry trade association? e.g.. The British Landscape Industries (BALI), Assoc. of Professional Landscapers?</li> <li>• Would you be able to provide full technical support if I had a problem on site?</li> <li>• Do you have adequate Product Liability Insurance?</li> <li>• Do you work to a recognised industry Code of Practice?</li> </ul>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>	<p>Yes/No</p> <p>Yes/No</p> <p>Yes/No</p> <p>Yes/No</p> <p>Yes/No</p>

Continued .....

## Checklist for Landscape Product Quotation Comparison (continued)

	Melcourt	Other
<b>Price</b> <ul style="list-style-type: none"> <li>• In what units of measure is the price quoted? e.g. cubic metres, cubic yards, tonnes, litres, loads, per bag.</li> <li>• Does the price include VAT?</li> <li>• Have you given me a quotation or an estimate?</li> <li>• Does the price include delivery to site?</li> <li>• For how long is the quotation valid?</li> <li>• What are the payment terms?</li> <li>• Can I have the quotation in writing?</li> </ul>	See Quotation  No See Quotation See Quotation See Quotation See Quotation Yes	.....  Yes/No ..... ..... ..... ..... Yes/No
<b>Best Value</b> <ul style="list-style-type: none"> <li>• Does your quotation fulfil all of my 'Best Value' criteria?</li> </ul>		

**Only after you have carefully considered all the above points, are you in a position to decide with which supplier to place your order.**

**Don't compromise on quality and value for money . . . we hope you choose Melcourt.**



### Contact

Melcourt Industries Limited, Boldridge Brake, Long Newnton, Tetbury, Gloucestershire. GL8 8RT  
 Tel: +44 (0)1666 502711      Fax: +44 (0)1666 504398      Email: [mail@melcourt.co.uk](mailto:mail@melcourt.co.uk)  
 Web Site: [www.melcourt.co.uk](http://www.melcourt.co.uk)