

## Product Specification within Tender Documents

Set out below are the most common examples of product specification, that we come across.

### General Product Specification

*"Supply and install to a 300mm depth, Xm<sup>3</sup> of play grade bark to BS".*

#### Melcourt Comment

- Contractors quoting for this project will find it difficult to determine precisely which product specification is required.
- The architect or project designer needs further guidance on how to correctly write the product specification. Melcourt provide help; please call us on 01666 502711
- The contractor will include a price for the bark within his tender. If successful with his tender bid, before ordering any bark, he will submit product samples for approval. The sample will normally be of material at or below his tender budget price.
- The overall quality of the finished project will probably fall below the designer's expectations.

### Specified Product and Supplier

*"Supply and install to a 300mm settled depth Xm<sup>3</sup> of Playbark<sup>®</sup> 10/50, as supplied by Melcourt, or similar approved".*

#### Melcourt Comment

- It is most likely that contractors quoting for this contract will contact Melcourt first, to obtain a price. They will then contact other potential suppliers and ask them to quote for a product equivalent to Melcourt Playbark<sup>®</sup> 10/50.
- Generally, the contractor will only use the Melcourt Playbark<sup>®</sup> 10/50 price, if he expects difficulty in getting 'a similar product' approved.
- The architect or project designer will probably not be shown the whole range of product samples for approval, especially if the Melcourt Playbark<sup>®</sup> 10/50 are above the contractors contract budget price.
- In any event, the architect or project designer will probably not be able to correctly evaluate the fine detail that differentiates one sample from another i.e. granular bark against elastic barks, wood content, dust and fine content, compliance and proof of compliance to British and European standards
- The benefits of using a similar approved product, after the tender has been awarded, will be gained by the contractor, not the architect or project designer, or their client.
- Within the original 'terms of engagement', for the architect or project designer, it might be stated that the architect or project designer will not be allowed to use 'nominated products and suppliers'. Some Local Authorities will have a similar clause written into their 'modus operandi'.
- The overall quality of the finished project will probably fall below the designer's expectations.

### Nominated Product and Supplier

*"Supply and install a 300mm settled depth of Xm<sup>3</sup> of Melcourt Playbark<sup>®</sup> 10/50, as supplied by Melcourt."*

#### Melcourt Comment

- The architect or project designer will have evaluated other products being offered in the market, but has chosen a specific product from a named supplier.
- The architect or project designer's 'terms of engagement' by the client will allow products and suppliers to be 'nominated' at the exclusion of all others.
- Contractors will be quoting for the same product.
- Alternative products will be refused by the architect or project designer.
- The overall quality of the finished project will meet the designer's expectations.

## Contact