

Melcourt[®]

Industries Limited

Proven • Safe • Sustainable

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
Product Specification		
• Describe your product as follows:-	See	.....
• Material type i.e. bark, wood, sand, etc.	Technical	.....
• Origin	Information	.....
• Nominal particle - millimetres	Sheet	.....
• Dust and fine content - %		.....
• Wood content - %		.....
• How much product settlement would be expected within 30 days of installation?		
• Does your product comply with all relevant British and European Standards	Yes	Yes/No
Independent Product Testing		
• Have your products been fire tested in accordance with the requirements of BS 4790:1987 ?	Yes	Yes/No
• Can I have copies of genuine test certificates, as proof ?	Yes	Yes/No
• What did the tests show?		
Product Samples		
• Can I have clearly labelled typical product samples?	Yes	Yes/No
• Would the sample match the quality of the material delivered to site?	Yes	Yes/No
• If it doesn't, will the delivered load be rejected?		
Product Volume		
• 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?	Yes	Yes/No
• Do you state a product volume guarantee? If so, what?	Yes -0/+5%	Yes/No
Product Availability and Delivery		
• Can I choose the type of delivery vehicle, e.g. tipping, walking floor or flat bed lorry?	Yes	Yes/No
• Can I have my order bulk loose or pre-packed?	Yes	Yes/No
• Can you deliver my order within 48 working hours?	Yes	Yes/No
• Will you deliver within an hour of that requested?	Yes	Yes/No
• Do you have a facility for part vehicle loads or top-up quantities?	Yes	Yes/No
Supplier Credibility		
• Do you have the resources to fulfil my requirements?	Yes	Yes/No
• Do you belong to the recognised industry trade association? e.g.. The British Landscape Industries (BALI), Assoc. of Professional Landscapers?	Yes	Yes/No
• Would you be able to provide full technical support if I had a problem on site?	Yes	Yes/No
• Do you have adequate Product Liability Insurance?	Yes	Yes/No
• Do you work to a recognised industry Code of Practice?	Yes	Yes/No
Price		
• In what units of measure is the price quoted? e.g. cubic metres, cubic yards, tonnes, litres, loads, per bag.	See Quotation	.....
• Does the price include VAT?	No	Yes/No
• Have you given me a quotation or an estimate?	See Quotation	.....
• Does the price include delivery to site?	See Quotation	.....
• For how long is the quotation valid?	See Quotation	.....
• What are the payment terms?	See Quotation	.....
• Can I have the quotation in writing?	Yes	Yes/No
Best Value		
• Does your quotation fulfil all of my 'Best Value' criteria?		

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.

