



|                |                                        |             |          |
|----------------|----------------------------------------|-------------|----------|
| Report to      | <b>Community &amp; Leisure Meeting</b> |             |          |
| Subject        | <b>Water Bowser / Pressure Washer</b>  |             |          |
| Purpose        | <b>Decision</b>                        |             |          |
| Classification | <b>Unrestricted</b>                    |             |          |
| Meeting date   | <b>1<sup>st</sup> March 2021</b>       | Item number | <b>7</b> |
| Written By     | <b>Cathy Whitaker RFO</b>              |             |          |

**Summary:** This report outlines quotes for a mobile water bowser with pressure wash facility.

Councillors are asked to **CONSIDER** and **APPROVE** the **RECOMMENDATIONS** outlined in this report:

1. To discuss and consider purchase of a Town Council water bowser.
2. To receive and consider the three quotes provided.
3. If the purchase be agreed, that HR committee be tasked with reviewing the impact on staffing resources

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. | Introduction                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| a. | A watering system will be required for areas of the public realm.                                                                                                                                                                                                                                                                                                                                                                                                            |
| b. | A pressure washing facility is required for areas; specifically, The Bill Tutte Memorial.                                                                                                                                                                                                                                                                                                                                                                                    |
| 2. | Context                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| a. | Newmarket Town Council sold its water bowser, along with other horticultural machinery assets, when the WSC SLA was instigated.                                                                                                                                                                                                                                                                                                                                              |
| b. | A facility for watering will be needed for the watering of the Japanese Cherry Trees and, in time, planting at the Clock Tower/public realm planting areas.                                                                                                                                                                                                                                                                                                                  |
| c. | A pressure washer add-on facility will enable the Bill Tutte Memorial to be kept to standard and could be useful in other areas of the town also.                                                                                                                                                                                                                                                                                                                            |
| 3. | Proposal/Options                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| a. | To discuss whether to proceed with the purchase of a water bowser with a pressure washing add-on facility.                                                                                                                                                                                                                                                                                                                                                                   |
| b. | To receive three quotes for the purchase of the above equipment (attached). <ol style="list-style-type: none"> <li>i) Ben Burgess/John Deere, Exning: £5,995</li> <li>ii) Kingfisher Direct Ltd: (no combined watering/pressure washing option) <ol style="list-style-type: none"> <li>1: Highway Pressure Washer Bowser £4,963</li> <li>2: Watering Bowser £3,493.50</li> </ol> </li> <li>iii) Tanks Direct Ltd: (no pressure washing facility available) £6,093</li> </ol> |
| 4. | Financial/Resource Implications                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| a. | There is £8,950 in the Assets Sales EMR 344.                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| b. | This fund is from sales of the town council assets and can only be spent on purchasing of new assets.                                                                                                                                                                                                                                                                                                                                                                        |
| c. | The staff resources needed to both operate and maintain the bowser will need to be considered. Should the purchase of this equipment be approved, it is recommended that the Human Resources Committee be asked to consider how this requirement can best be met.                                                                                                                                                                                                            |
| 5. | Next Steps/Recommendations                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| a. | To decide to proceed with the purchase of equipment for the above uses.                                                                                                                                                                                                                                                                                                                                                                                                      |
| b. | To consider the quotes provided.                                                                                                                                                                                                                                                                                                                                                                                                                                             |

# New Products for Issue No. 33

## ROAD LEGAL WATERERS - ELECTRIC, PETROL & PRESSURE WASH

Our new range of ATE Road Legal Waterers replace and add to our existing collection. A choice of tank sizes, number of axles, type of pump, and optional extras make our new selection hugely versatile. The trailer chassis are fully galvanised, and can be fitted with electric pumps, petrol pumps or pressure washing units. Pumps can be mounted side-by-side for a dual purpose machine that's unmatched in functionality.



### Axle Options

- Single Axle • Twin Axle

The trailers' road-legal steel chassis is fully galvanised, with over-run brakes, lights and a jockey wheel. Two trailer supports are fitted to the rear in order to stabilise the trailer when it is unhitched from the towing vehicle.

### Tank Options

- 900L (198 Gallon) Available on single axle only
- 1200L (264 Gallon)
- 1500L (330 Gallon)
- 2000L (440 Gallon) Available on twin axle only

The tanks are made from industrial grade PVC and are internally baffled to safely minimise surge when braking and turning corners. They feature a large lid for easy cleaning and a rear tap for quick discharge.

### Pump Options

- Electric 12 volt DC diaphragm pump with free flow of 18 litres (3.9 gallons) per minute (powered by the towing vehicle).
- Petrol 1" centrifugal pump with an adjustable flow up to 150 litres (33 gallons) per minute.
- Petrol 2" Honda centrifugal pump with an adjustable flow up to 450 litres (100 gallons) per minute.

- X. • Pressure Washer Honda pump with flow rate of 12 litres (2.6 gallons) at 150 bar (217.5 psi).

The petrol pumps can be adapted so that they can fill the bowser from a static water source, such as a lake, pond or pool. Any two pumps can be mounted side-by-side for a hugely versatile machine.

### Accessories & Extras

As standard the waterers are supplied with a flood lance for tub and bed watering, and a telescopic lance with removable head and a reach up to 6 metres for basket watering. If you require any additions or special features, give us a call and we can likely accommodate your request.

## UPDATED PRODUCTS

### Grass Care

- The FM42 Flail Mower (page 20) features larger rear transport wheels which are better suited to rough terrain.
- The FM48 Flail Mower (page 21) now features rear-mount transport wheels as standard, for a superior close-to-edge cut.

### Broadcasters / Spreaders

- The TBS300 Mobile Broadcaster (page 47) has a redesigned chassis with larger wheels for better traction on icy surfaces.

### Leaf Collection

- The TS98 Trailed Sweeper (page 48) has a smoothed, tangle-free steel chassis for easier cleaning.

- The LB Leaf Blower (page 49) has a redesigned chassis for better stability when towed.

### Fast Tow Waterers

- The FTADT Animal Drinking Ailer (page 58) is now off-road only. Please contact us to enquire about road-legal alternatives.

The FTADT Animal Drinking Unit (page 72) is now off-road only. Our new HBU900 TE is the road-legal alternative waterer. The FTADT Animal Drinking Unit (page 72) is now off-road only. Our new HBU900 TE is the road-legal alternative waterer. The FTADT Animal Drinking Unit (page 72) is now off-road only. Our new HBU900 TE is the road-legal alternative waterer.

**Cathy Whitaker**

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**From:** David Emmerton <davidemmerton@benburgess.co.uk>  
**Sent** 28 January 2021 09:50  
**To:** accounts  
**Subject** Wheeled water bowser with pressure washer

Good Morning Kathy,

Reference our telephone conversation.  
SCH Supplies do a water bowser, c/w pressure washer.

\*\* please see page 4 of the SCH brochure, left hand picture.

1500 litre tank capacity  
Fully galvanised single axle trailer, with lights, brakes & jockey wheel - Fully Road Legal.  
Pressure washer Honda pump, with a flow rate 12 litres at 150 bar  
Flood lance for tub & bed watering plus telescopic lance for basket watering.

This water bowser c/w pressure washer is not a stock item and is manufactured to order.  
Availability is approximately 4 weeks from date of order.

Cost: **£5,995.00 + Vat.**

I hope the above helps, but should you require more information, please don't hesitate to contact me.

Regards  
Dave

**David Emmerton**  
Sales

T: 01638 577877  
M: 07501726053  
E: davidemmerton@benburgess.co.uk  
W: benburgess.co.uk

**BENBURGESS**  
G ROUNOSCARE EQUIPMENT



Please click here for our email disclaimer





## Bowser Specification

Length - metres 3.454  
Width - metres 1.55  
Height - metres 1.346  
Gross Weight - kg 1500  
Unladen Weight - kg 375

- [Scroll To Top](#)
- [Product Description](#)

Product Code: TE1125HPW

£4,963.00 (ex. VAT)

£5,955.60 (inc. VAT)

UK Mainland Delivery: £200 + VAT

[\(Exclusions apply - Click here for more details\)](#)

Delivery: 14-21 working days



Green

**Tow Hitch Option: \***

40mm Ring Eye Hitch



**\* Important Delivery Information:**

☐ I confirm I have the necessary equipment to unload the tank from the delivery vehicle

Qty: 1

[Add to Basket](#)

## Bowser Specification

Length - metres 3.454  
Width - metres 1.55  
Height - metres 1.346  
Gross Weight - kg 1500  
Unladen Weight - kg 375

This 1125 litre water bowser is ideal for a wide range of on-site cleaning applications. Site water bowsters and containers provide portable solutions where no mains water connections are available and are ideal for use in car wash facilities, fields and construction sites.

This pressure washer bowser features a Yanmar electric-start 2900ps piston pump. The pump has a fuel consumption of approximately 1.5 ltr per hour and a running time of 2.9 hours.

This bowser is approved for use on public highways and can be legally towed on public roads at speeds of up to 60 mph, and can also be towed off road at slower speeds.

### Specification

#### Chassis

- Constructed from 80 x 80 RSA, fully welded with an 'T' frame drawbar. Hot dip galvanised.

#### Axle & Suspension

- Avonride rubber torsion beam axle fitted with 200 x 50 auto reverse brakes. 4 stud 5 ½" PCD hubs.

#### Wheels & Tyres

- Fitted with two 175 x 13 8 ply commercial van tyres on 4 stud 5 ½" PCD rims.

#### Coupling

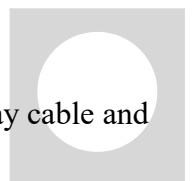
- Avonride auto reverse coupling fitted with 40mm eye or 50mm ball hitch. Includes breakaway cable and parking brake lever.

#### Ancillary Equipment

- Fitted with moulded mudguards, front telescopic jockey wheel and rear light board.

#### Pump

- Yanmar electric start L100 10HP engine driving a 200 Bar (3000psi) 15L/min piston pump with hand lance and 7m of hose.
- Fuel consumption approx. 1.5 litre per hour.
- Running time approx. 2.9 hours.



## Tank

- Elliptic shape with internal baffle.
- Constructed from high density Polyethylene and fitted with an 18" hinged outer manlid cover with inner vented manlid.
- Tank is attached to the trailer using 2x stainless steel straps.
- 1 rear tap and 2" bottom drain underneath rear of tank.

## Finish

- Available in yellow, red, blue or green.
- Galvanised chassis.

## Delivery Information

This bowser is delivered on a curtain sided vehicle and it is the customer's responsibility to safely unload the bowser from the delivery vehicle using a forklift truck or similar piece of equipment.

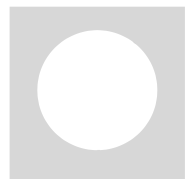
**By marking the 'Delivery Information' checkbox above, you are confirming that the delivery location is suitable for heavy goods vehicles and that you have equipment on site to unload the bowser.**

If false information is provided, delivery may be delayed and extra costs may be incurred. If you do not have unloading equipment and require delivery on a different type of vehicle, please contact us to discuss.

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**About Kingfisher**





KINGFISHER DIRECT LTD  
WATERING BOWSER



## Bowser Specification

|                     |       |
|---------------------|-------|
| Length - metres     | 3.454 |
| Width - metres      | 1.50  |
| Height - metres     | 1.346 |
| Gross Weight - kg   | 1500  |
| Unladen Weight - kg | 375   |

- [Scroll To Top](#)
- [Product Description](#)

Product Code: TE1125FLW

£3,493.50 (ex. VAT)

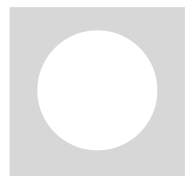
£4,192.20 (inc. VAT)

UK Mainland Delivery: £150.00 + VAT

[\(Exclusions apply - Click here for more details\)](#)

Delivery: 14-21 working days

## Available Options (prices ex. VAT)



**Tank Colour: \***

**Tow Hitch Option: \***

**Optional Rear Chevron Board with Flashing Beacon:**
☐ Add (+£735.00)
**\* Important Delivery Information:**
☐ I confirm I have the necessary equipment to unload the tank from the delivery vehicle

Qty:



## Bowser Specification

Length - metres 3.454

Width - metres 1.50

Height - metres 1.346

Gross Weight - kg 1500

Unladen Weight - kg 375

This 1125 litre water bowser is suitable for the safe transportation of water suitable for watering flowers and plants. Towable water bowsters and containers provide portable solutions where no mains water connections are available and are ideal for use in large garden centres, parks and green spaces.

This bowser is constructed from high density Polyethylene and fitted with an 18" hinged manlid cover.

This bowser is approved for use on public highways and can be legally towed on public roads at speeds of up to 60 mph, and can also be towed off road at slower speeds.

### Specification

#### Chassis

- Constructed from 80 x 80 x 6mm RSA, fully welded with a 'T' frame drawbar.
- Fully hot dipped galvanised to BS standards.

#### Axle & Suspension

- Avonride rubber torsion beam axle fitted with 200 x 50 auto reverse brakes and 4 stud 5 ½" PCD hubs.

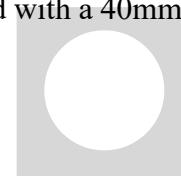
#### Wheels & Tyres

- Fitted with two 175 x 13 x 6 ply commercial van tyres on 4 stud 5 ½" PCD rims.

#### Coupling

- Avonride 2000kg capacity auto reverse with breakaway cable and parking brake lever. Fitted with a 40mm eye or 50mm ball hitch.

#### Ancillary Equipment



- ♦ Fitted with moulded mudguards, front telescopic jockey wheels and a rear lighting board.

## **Pump**

- ♦ 1" Honda petrol engine driven pump with 50ft of 1/2" hose on a hand rewind reel. Includes spray nozzle.

## **Tank**

- ♦ Elliptic shape.
- ♦ Constructed from high density Polyethylene and fitted with an 18" lockable outer hinged manlid cover with a sealed and vented inner manlid.
- ♦ 1 rear tap and various outlets.
- ♦ Tank is attached to the trailer using 2x stainless steel straps.

## **Tank Finish**

- ♦ Available in yellow, red, green.
- ♦ Tank is available in blue for the storage of drinking water.

## **Optional Extras**

- ♦ Rear chevron board with direction arrow and flashing beacons.

## **Delivery Information**

This bowser is delivered on a curtain sided vehicle and it is the customer's responsibility to safely unload the bowser from the delivery vehicle using a forklift truck or similar piece of equipment.

**By marking the 'Delivery Information' checkbox above, you are confirming that the delivery location is suitable for heavy goods vehicles and that you have equipment on site to unload the bowser.**

If false information is provided, delivery may be delayed and extra costs may be incurred. If you do not have unloading equipment and require delivery on a different type of vehicle, please contact us to discuss.



Email: [sales@tanks-direct.co.uk](mailto:sales@tanks-direct.co.uk)

Sales: 0800 640 6795

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## 2000 LITRE HIGHWAY WATER BOWSER

TANKS DIRECT



Product Ref: H440P

✓ Available (allow 7 Working days for delivery)

**£6,093.00** ex VAT

(£7,311.60 inc VAT) (Available - allow 7 Working days for delivery)

### CHOOSE DUST BUSTER (1" HONDA PETROL PUMP & FAN JET)

Required £555.00

Not Required

### CHOOSE EYE OR BALL HITCH OPTION

40mm Eye Hitch (standard)

50mm Ball Hitch

### CHOOSE PUMP

MULTIPUMP1-PE Honda Petrol Engine 1" 150L/Min £878.00

WATERPUMP1-PE £560.00

Not Required

### CHOOSE GRAVITY SPRAY BAR

Required £199.00

Not required

### CHOOSE HOSE ON REEL 25 MTR X 1/2"

Required £435.00

Not Required

### CHOOSE P100HW 1500PSI PETROL ENGINE P/WASHER

Required £1,205.00

### CHOOSE D200YW 3000PSI DIESEL ENGINE P/WASHER

**CHOOSE POTABLE DRINKING WATER SPEC**

Required £200.00

Quantity: 1

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## Product Description

**2000 Litre (440 Gallon) Water bowser.**

Weight (Kg): Empty 524kg, Full 2600kg. Poly water tank c/w baffle, 18" manhole and locking cover, mounted on highway tow twin axle chassis c/w pump plate, 14" wheels and tyres.

- ♦ Highway Tow
- ♦ Chassis approved for towing on public highway.
- ♦ Hot dip galvanised chassis for protection against corrosion.
- ♦ Internal baffles prevent water surge during towing.
- ♦ Adjustable jockey wheel and option of ball or eye coupling.
- ♦ Highway lighting, 7 pin plug and mudguards (EU specifications).
- ♦ Lighting and number plate holder housed in protective channel.
- ♦ Fitted with rubber suspension, auto reverse braking and hand parking brake.
- ♦ Rear support leg for greater stability when filling or when unit uncoupled.
- ♦ Ball or eye coupling available - state which required when ordering.

Polyethylene tank, suitable for transporting water, can be mounted on a galvanised chassis with road tow, site tow or skid mount options. Robust 6-8mm thick polyethylene, baffled tank and galvanised chassis eliminates rusting and ensures long life. Easily drained and cleaned by use of fast drain and access manhole. Internal moulded baffle and aerodynamic shape make for safe and easy towing. Front chassis extension allows pressure washers and pumps to be fitted.

## Product Specification

Product Code: **WT**Volume: **2000ltr**Weight: **524.000kg**Dimensions: **D:4200mm W:1900mm H:1550mm**

## Attachments

[5440P 2000 Litre Highway Bowser](#)

|                |                                                   |
|----------------|---------------------------------------------------|
| Report to      | <b>Community &amp; Leisure Services Committee</b> |
| Subject        | <b>Newmarket Cricket Club Room Hire Charges</b>   |
| Purpose        | <b>Decision</b>                                   |
| Classification | <b>Unrestricted</b>                               |
| Meeting date   | <b>1<sup>st</sup> March 2021</b>                  |
| Item number    | <b>10</b>                                         |
| Written By     | <b>Events Manager / Town Clerk</b>                |

**Summary:** This report outlines the proposed room hires charges for Newmarket Cricket Club in 2021

Councillors are asked to **CONSIDER** and **APPROVE** the **PROPOSAL** outlined in this report, either:

**1) Hire Fee Options:**

- a) To waive fees for the 2021 season for fixture and training sessions, or
- b) To charge £100 per fixture day  
Practice sessions - to apply a 50% discount on the existing charity & community rates, or
- c) To charge £100 per fixture day  
Practice sessions - to apply the existing charity & community rates

**2) To authorise a meeting with Cricket Club representatives to finalise the hire agreement (Item 2c)**

*All figures shown in this report are net values*

|           |                                                                                                                                                                                                                                                                                                                                                                                 |
|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1.</b> | <b>Introduction</b>                                                                                                                                                                                                                                                                                                                                                             |
| a.        | 20/02/20.01 Resolved (24/02/2020)<br>That in principle it was agreed that cricket at the Severals be permitted with discussion about the financial aspects to follow and be reported back to Council.<br><i>The Town Council Manager (Acting) and Events Manager met with a representative from the Cricket Club in March 2020 to discuss financial and other arrangements.</i> |
| b.        | This report outlines a proposal for hire rates for both fixtures and training sessions, for the forthcoming season                                                                                                                                                                                                                                                              |
| c.        | The government road map indicates that outdoor grassroots cricket will be permitted to return in time for the start of the 2021 season from 29th March.                                                                                                                                                                                                                         |
| <b>2.</b> | <b>Context</b>                                                                                                                                                                                                                                                                                                                                                                  |
| a.        | A draft agreement has been issued to the Cricket Club for their review, to cover use of the Pavilion and Severals for fixture days and training sessions. This agreement does not include any fee proposals                                                                                                                                                                     |
| b.        | The Cricket Club have provided a draft licence in return, a meeting is required to discuss the implications of this.                                                                                                                                                                                                                                                            |
| c.        | An agreement of fees is needed, to enable details to be included in the agreement                                                                                                                                                                                                                                                                                               |

| c.                                    | The proposed fees are to cover use of the Sport Pavilion: changing rooms and Several:                                                                                                                                                                                                                                                                                                                                                                                                               |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|---------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|-------------|--------------------------|-------------------------------------|--|-------------------------|-------|-------------|--------------------------|-------------------------------------|------------------------|--------|---------------|---|--------|--------|---------------------------------------|--------|-----------------|---|--------|--------|
|                                       | Weekend fixture dates - 12:30pm-8:30pm                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | Training dates - Adult - 5:00pm- 9:00pm                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | Training dates - Senior & Junior club - 5:00pm – 8:00pm                                                                                                                                                                                                                                                                                                                                                                                                                                             |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| <b>3.</b>                             | <b>Proposal/Options</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | The proposed fees are to cover use of the Sport Pavilion: changing rooms and Several:                                                                                                                                                                                                                                                                                                                                                                                                               |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | Weekend fixture dates - 1:00pm-8:30pm                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | Training dates - Adult - 5:00pm- 9:00pm                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | Training dates - Senior & Junior club - 5:00pm – 8:00pm                                                                                                                                                                                                                                                                                                                                                                                                                                             |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| a.                                    | To waive fees for the 2021 season for fixture and training sessions (this is proposed in the licence provided by the Cricket Club)                                                                                                                                                                                                                                                                                                                                                                  |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| b.                                    | To charge £100 net per fixture day                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | Practice sessions - to apply a 50% discount on the existing charity & community rates                                                                                                                                                                                                                                                                                                                                                                                                               |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| c.                                    | To charge £100 net per fixture day                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | Practice sessions - to apply the existing charity & community rates                                                                                                                                                                                                                                                                                                                                                                                                                                 |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
|                                       | <table border="1"> <thead> <tr> <th></th><th>Community rate per hour</th><th>Hours</th><th>Total hours</th><th>Community rate Option b)</th><th>With 50% discount applied Option c)</th></tr> </thead> <tbody> <tr> <td>Training dates - Adult</td><td>£13.00</td><td>5:00pm-9:00pm</td><td>4</td><td>£52.00</td><td>£26.00</td></tr> <tr> <td>Training dates - Senior &amp; Junior Club</td><td>£13.00</td><td>5:00pm – 8:00pm</td><td>3</td><td>£39.00</td><td>£19.50</td></tr> </tbody> </table> |                 |             |                          |                                     |  | Community rate per hour | Hours | Total hours | Community rate Option b) | With 50% discount applied Option c) | Training dates - Adult | £13.00 | 5:00pm-9:00pm | 4 | £52.00 | £26.00 | Training dates - Senior & Junior Club | £13.00 | 5:00pm – 8:00pm | 3 | £39.00 | £19.50 |
|                                       | Community rate per hour                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Hours           | Total hours | Community rate Option b) | With 50% discount applied Option c) |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| Training dates - Adult                | £13.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 5:00pm-9:00pm   | 4           | £52.00                   | £26.00                              |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| Training dates - Senior & Junior Club | £13.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 5:00pm – 8:00pm | 3           | £39.00                   | £19.50                              |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| <b>5.</b>                             | <b>Recommendations</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| a.                                    | To approve a hire fee – options a, b or c                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |
| b.                                    | To finalize the hire agreement with the Cricket Club and authorise a meeting to discuss the details.                                                                                                                                                                                                                                                                                                                                                                                                |                 |             |                          |                                     |  |                         |       |             |                          |                                     |                        |        |               |   |        |        |                                       |        |                 |   |        |        |

Unit 10, Britannia Business Park  
 Mills Road, Aylesford  
 Kent ME20 7NT

February 2021

**Re: Newmarket Town Council Christmas Lights**

Dear Christy,

Thank you for choosing Gala Lights to supply your new Christmas lighting scheme. I am very excited to work with you.

Please see below for the updated quote with the new designs as requested, along with the 171315 as a double mounted column decoration.

| Contract Length          | Reference | Specification                              | Qty | Product Cost | Install Cost | Total (Yearly Cost) |
|--------------------------|-----------|--------------------------------------------|-----|--------------|--------------|---------------------|
| <b>5 Year</b>            | 171315    | Double 3m x 1m Brassees Column Decorations | 8   | £ 1,000.00   | £ 880.00     | <b>£ 1,880.00</b>   |
|                          | 203245    | 3m x 1m Frozen Column Decorations          | 37  | £ 6,660.00   | £ 4,070.00   | <b>£ 10,730.00</b>  |
| <b>TOTAL YEARLY COST</b> |           |                                            |     |              |              | <b>£ 12,610.00</b>  |

If you have any further questions, please do not hesitate to contact me.

Yours sincerely



**Sam Wood**  
**Gala Lights Project Manager**



## Blachere Illumination UK Ltd

Gladstone Place  
Ladybank  
Fife  
KY15 7LB  
UNITED KINGDOM

T: +44 1337 832910  
E: [info@blachere-illumination.co.uk](mailto:info@blachere-illumination.co.uk)  
W: [www.blachere-illumination.co.uk](http://www.blachere-illumination.co.uk)

## Sales Quotation

### Original

|                |               |      |
|----------------|---------------|------|
| Document No.   | Document Date | Page |
| 23582          | 12.02.2021    | 1/2  |
| Customer No.   | Valid Until   |      |
| CNEWM          | 12.03.2021    |      |
| Your Reference | Currency      |      |
|                | GBP           |      |

### Billing Address

Newmarket Town Council  
King Edward VII Memorial Hall  
High Street  
Newmarket  
CB8 8JP  
UNITED KINGDOM

### Delivery Address

Newmarket Town Council  
King Edward VII Memorial Hall  
High Street  
Newmarket  
CB8 8JP  
UNITED KINGDOM

### Newmarket Town Council - Five Year Hire - 2021-2023

| Item Code                          | Description                                                          | Quantity | Price     | Total           | VAT             |
|------------------------------------|----------------------------------------------------------------------|----------|-----------|-----------------|-----------------|
| <b>Polemounts &amp; 3D Feature</b> |                                                                      |          |           |                 |                 |
| IPL106W                            | Spheerique Warm White, Post, Decoprint (H:3.00m x W:1.30m) 20kg 116w | 6        | 105.45000 | 632.70          | 126.54          |
| IPL107R                            | Spheerique Red, Post, Decoprint (H:3.00m x W:1.10m) 16kg 109w        | 7        | 98.00000  | 686.00          | 137.20          |
| IPL083W                            | Blizzard Bioprint (H: 2m x W: 0.90m) 6.4kg 55w                       | 7        | 117.00000 | 819.00          | 163.80          |
| IPL076W                            | Spheerique Bioprint (H: 3m x W: 1m) 10kg 70w                         | 7        | 175.00000 | 1,225.00        | 245.00          |
| IPL058W                            | Spheerique Warm white, Post, Decoprint (H: 2.05m x W: 0.8m) 9kg 75w  | 7        | 169.00000 | 1,183.00        | 236.60          |
| IPL028B                            | Blizzard Bioprint Blue (H: 3m x W: 1m) 10.8kg 75w                    | 7        | 182.00000 | 1,274.00        | 254.80          |
| SL037W                             | Shooting 5-Point Star (H:2.90m x L:1.10m x W:1.00m) 45w 51kg         | 1        | 422.00000 | 422.00          | 84.40           |
| <b>Subtotal</b>                    |                                                                      |          |           | <b>6,241.70</b> | <b>1,248.34</b> |
| <b>Installation and Removal</b>    |                                                                      |          |           |                 |                 |
|                                    | Installation                                                         |          |           | 3,502.50        | 700.50          |
|                                    | Removal                                                              |          |           | 2,083.80        | 416.76          |
| <b>Subtotal</b>                    |                                                                      |          |           | <b>5,586.30</b> | <b>1,117.26</b> |
| <b>Annual Storage</b>              |                                                                      |          |           |                 |                 |
| ISTRBLOC                           | Storage at Blockley                                                  | 1        | 0.00000   |                 |                 |
| <b>Subtotal</b>                    |                                                                      |          |           | <b>0.00</b>     | <b>0.00</b>     |

### Payment Terms to be agreed

Year 1 - £10,653.00  
Year 2 - £11,828.00  
Year 3 - £11,828.00  
Plus VAT per annum

THIS QUOTATION IS PROVIDED SUBJECT TO COMPLETION OF A FULL SITE SURVEY AND ON THE BASIS THE ALL ELECTRICAL AND MECHANICAL INFRASTRUCTURE NECESSARY IS IN PLACE, OF A SOUND NATURE AND IN FULL WORKING ORDER

Callouts for infrastructure or electrical failure, adverse weather conditions or vandalism will be chargeable

This quotation is valid for 30 days from the date of the quotation

Company Reg No.: SC152939 Bank Account: 10268667  
VAT ID No.: GB651936618 Bank Code: 804638

Please make cheques payable to Blachere Illumination UK Limited

Subject to our terms and conditions

## Sales Quotation

|              |               |      |
|--------------|---------------|------|
| Document No. | Document Date | Page |
| 23,582       | 12.02.2021    | 2/2  |

| Item Code | Description | Quantity | Price | Total | VAT |
|-----------|-------------|----------|-------|-------|-----|
|-----------|-------------|----------|-------|-------|-----|

Notes:

|                     |                   |
|---------------------|-------------------|
| Total Before Tax    | £11,828.00        |
| Total Tax Amount    | £2,365.60         |
| <b>Total Amount</b> | <b>£14,193.60</b> |

|                  |             |               |          |
|------------------|-------------|---------------|----------|
| Company Reg No.: | SC152939    | Bank Account: | 10268667 |
| VAT ID No.:      | GB651936618 | Bank Code:    | 804638   |

Please make cheques payable to Blachere Illumination UK Limited

Subject to our terms and conditions



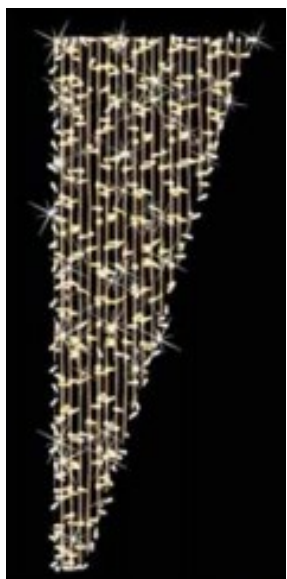
**BESPOKE EVENT SOLUTIONS**

**2021 CHRISTMAS PROPOSAL**



**Newmarket  
Town Council**

## MOTIF DESIGNS



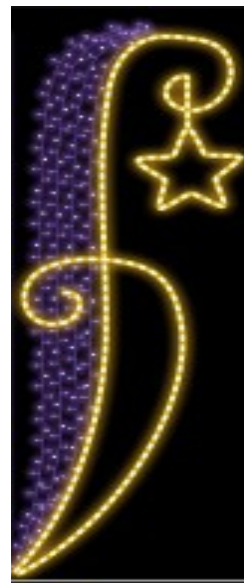
C002



C180 V1



C180 V2



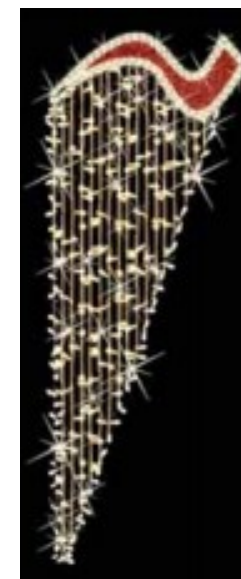
C179 V1



C179 V2



C001



C101

| 5 year Term  | Motif C002 | Motif C180 | Motif C179 | Motif C001 | Motif C101 |
|--------------|------------|------------|------------|------------|------------|
| Town Council | £ 7,863    | £ 7,958    | £ 8,530    | £ 10,437   | £ 10,723   |
| Bid          | £ 4,308    | £ 4,354    | £ 4,633    | £ 5,563    | £ 5,703    |
| Total        | £ 12,170   | £ 12,312   | £ 13,163   | £ 16,000   | £ 16,425   |

| 3 year Term  | Motif C002 | Motif C180 | Motif C179 | Motif C001 | Motif C101 |
|--------------|------------|------------|------------|------------|------------|
| Town Council | £ 9,053    | £ 9,176    | £ 9,914    | £ 12,374   | £ 12,743   |
| Bid          | £ 4,888    | £ 4,948    | £ 5,308    | £ 6,508    | £ 6,688    |
| Total        | £ 13,941   | £ 14,124   | £ 15,222   | £ 18,882   | £ 19,431   |

**Please Note: You can choose any colour in any design and alter the specification to suit your needs**



**Newmarket  
Town Council**

Town Council quote is based on 41 motifs, the BID on 20 motifs  
Mixing and matching motifs is possible and can be arranged to hit a particular budget if required.

All prices are per annum + VAT at the prevailing rate

# INSTALLATION &



- Use the latest electric hybrid powered van mounts that are quieter and more environmentally friendly, saving 1.5T of CO2, on top of all the smoke and toxic pollutants.
- We will provide the following services to the dates to be agreed for install and takedown of St Ives festive lights
- Use IPAF trained and competent crew to install Christmas Lights
- Use chapter 8 trained and competent staff to manage traffic as required and inline with the traffic plan we agree with you
- Use G39 accredited personnel for connecting motifs to lamp-post connection points
- Install to agreed dates and switch on accordingly.
- Switch off lights and derig to agreed dates
- Store away your lights in a safe, dry environment
- Provide sufficient contents insurance to cover your lights whilst stored on our premises
- Provide a 48 hour call out service (excluding Christmas Day) for any light repairs required during the festive season
- Attend within 4 hours any emergency situation where there are health and safety issues identified.
- Provide £10m insurance cover



**Newmarket**  
**Town Council**

## PLANNING FOR EFFECTIVE DELIVERY



- Following appointment, we would discuss with you and fine tune a detailed project plan/scope of works which will include:
  - *A project Gantt chart with clear timelines*
  - *Details of all dependencies and required supporting actions including any documentation required (i.e. H&S)*
  - *Details of all installation staff including Key Contacts (i.e. Project Manager)*
  - *Details of plant and access equipment required*
- Purchase and preparation of the materials would commence immediately contract is awarded
- Manpower requirements assessed to determine any additional resources in line with the project plan
- All Risk Assessments and Method Statements will be provided for installation and de-rig elements to the timelines outlined within the project plan
- Any additional supporting information not already provided will also be captured in the project plan
- Any machinery or access requirements will also form part of the project plan along with information of operators and methodologies to ensure safe working areas and overnight storage (if appropriate)



Newmarket  
Town Council

**Lumalite**  
**Unit 2**  
**Greenhill Industrial Estate**  
**Mytholmroyd**  
**Hebden Bridge**  
**West Yorkshire**  
**HX7 5QF**



**Tel:** 01422 884879 **Fax:** 01422 882366 **Email:** sales@lumalite.co.uk **Website:** www.lumalite.co.uk

11<sup>th</sup> February 2021

F.A.O. Christy Argyroudi  
Newmarket Town Council  
King Edward VII Memorial Hall  
High Street  
Newmarket  
Suffolk  
CB8 8JP

Dear Christy

Firstly I would like to thank you for giving Lumalite the opportunity to quote for your lighting display.

Lumalite has been supplying and manufacturing lighting for 27 years from our factory in West Yorkshire. We pride ourselves on providing a high quality product and excellent customer service. I am personally involved in every contract undertaken and can be contacted directly if required, I am also supported by a team of staff in the office who are always happy to help.

Looking at Newmarket on Goggle Maps we can see there are power supplies on some columns but cannot be sure on all. If a power supply is required we would prefer for you to have this installed and maintained by a local contractor who can test and maintain the same on a yearly basis.

To hire on a three year contract to include supply, install, dismantle, maintain, store and test, plus supply all relevant certification and public liability insurance -

41 motif's @ £375 + vat each per year (to be split equally over your 6 chosen designs).

Total per year £ 15,375.00 + vat

Should you choose a 5 year contract a new display of your choice would be supplied in year 4 with a price increase of 7%. There would also be the option to extend for a further year at the same cost per year. However if the new display is not required the cost would remain the same each year for the full 5 years.

#### Payment Terms

|     |                                   |            |
|-----|-----------------------------------|------------|
| 34% | 1 <sup>st</sup> April/or on order | 2021/22/23 |
| 33% | on installation                   | 2021/22/23 |
| 33% | on dismantle                      | 2022/23/24 |

I hope this is of interest to you and please don't hesitate to contact me if you require any further information.

Yours sincerely

S R JACKSON  
Managing Director



# 2021 CHRISTMAS DECORATIONS

part 1 – proposal

proposal produced by

**MAXINE WHITE**

**THE CHRISTMAS  
DECORATORS**

**February 23rd 2021**

## **BRIEF**

Newmarket Town Council and BID team are seeking a lamppost Christmas lighting scheme to wow their visitors at Christmas time for 2021!

The design concept will:

- Be in warm White /Ice white
- Create a memorable, unique and magical experience, encouraging visitors to return
- Brighten up the whole High Street
- Embrace energy efficiency
- Budget of £11,000 for 41 lampposts on a rental
- 20 more lampposts to be quoted for
- Be fully galvanised frame that will be very strong and hard wearing , all our lights are IP67 rated

## **COSTINGS**

## **3 YEAR**

## **5 YEAR**

SMALL LAMPPOST DESIGN

£373

£325

MEDIUM LAMPPOST DESIGN

£517

£450

LARGE LAMPPOST DESIGN

£632

£550

ALL PRICES EXCLUSIVE OF VAT

RENTAL QUOTED PER ANNUM

Costs include: rental, installation, maintenance, takedown and storage every year

## **NEXT STEPS**

We are very passionate about winning your business and believe that an investment such as Christmas décor should be a collaboration so that you, the customer, get exactly what you want. With this in mind, we've demonstrated in our proposal that we can exceed previous experiences within the available budget to provide a scheme that matches the brief and bringing in the wow factor.

However there is always flexibility in our designs and features and many of these can be scaled up or down to arrive at the best mutually agreed experience.

- Confirm the dates and specific times of installation and take down • Fine tune the scheme with any alterations or amendments
- Sign an agreement agreeing payment timescales
- Conduct a thorough site survey
- Produce to you a risk assessment, method statement and scope of works
- Carry out the installation, provide contact numbers for any maintenance issues
- Take down and safely store away the decorations



|                |                                                 |
|----------------|-------------------------------------------------|
| Report to      | <b>Community &amp; Leisure Services Meeting</b> |
| Subject        | <b>Christmas Lights Working Group</b>           |
| Purpose        | <b>Decision</b>                                 |
| Classification | <b>Unrestricted</b>                             |
| Meeting date   | <b>1<sup>st</sup> March 2021</b>                |
| Item number    | <b>11</b>                                       |
| Written By     | <b>Events Manager / Town Clerk</b>              |

|           |                                                                                                                                                                                                                                                          |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1.</b> | <b>Introduction</b>                                                                                                                                                                                                                                      |
| a.        | <b>CL/21/01/10.01 Recommendation</b><br><b>That a Working Group be set up comprising of the Mayor, Town Clerk, Events Manager and Philippa Winter with a remit of recommending an alternative supplier for next year.</b>                                |
| b.        | The Christmas Lights Working Group met 3 times: 2 <sup>nd</sup> , 15 <sup>th</sup> , 23 <sup>rd</sup> February<br>Paul Brown attended as representative of the BID, to enable the same supplier to be used by both parties.                              |
| <b>2.</b> | <b>Context</b>                                                                                                                                                                                                                                           |
| a.        | The Council is responsible for 41 lampposts & the BID for 20 lampposts and the side roads (Crown walk, Sun Lane, Wellington St, Market St)                                                                                                               |
| b.        | The total NTC budget for Christmas lights is £15,500 for 2021/22. It was agreed to allow £12,000 for street lampposts permitting the remainder to be kept for miscellaneous costs.                                                                       |
| <b>3.</b> | <b>Proposals</b>                                                                                                                                                                                                                                         |
| a.        | The Working Group agreed a colour theme: warm white & cool white                                                                                                                                                                                         |
| b.        | One design for the High Street with a second design on the 3 gateways (Clock Tower/Memorial Hall/Shell Garage)                                                                                                                                           |
| <b>3.</b> | <b>Proposal/Options &amp; Financial/Resource Implications</b>                                                                                                                                                                                            |
| a.        | All quotations have been provided on the basis that all structural and electrical infrastructure is in place.                                                                                                                                            |
| b.        | The BID has been provided with quotes from the same supplier and for the same design.                                                                                                                                                                    |
| c.        | 5 quotations were received, these included rent of lighting units, installation, maintenance, takedown and storage and the <b>yearly charges</b> are as follows:                                                                                         |
|           | (i) <u>Gala Lights</u><br>5-year contract - £12,610<br>3-year contract - £16,430                                                                                                                                                                         |
|           | (ii) <u>Blachere Lights</u> (VAT Excluded)<br>5-year contract - 1 <sup>st</sup> year - £10,635 & 2 <sup>nd</sup> – 5 <sup>th</sup> years - £11,825<br>3-year contract - 1 <sup>st</sup> year £13,535 & 2 <sup>nd</sup> – 3 <sup>rd</sup> years - £14,710 |
|           | (iii) <u>XCENTRIC</u> (Agent of Christmas-Plus) (VAT Excluded)<br>5-year contract £7,868 to £10,723<br>3-year contract - from £9,053 to £12,743                                                                                                          |

(iv) Lumalite (VAT Excluded)

5-year contract – years 1 – 3 £15, 375, years 4 – 5 £16,451 (if design is changed)

*For a **5 year** contract a new display of choice would be supplied in year 4 with a price increase of 7%. There would also be the option to extend for a further year at the same cost per year. However, if the new display is not required the cost would remain the same each year for the full 5 years.*

3 year contract - £15,375

(v) Christmas Decorators (VAT Excluded)

5-year contract - £12,150 per year

**4. Next Steps/Recommendations**

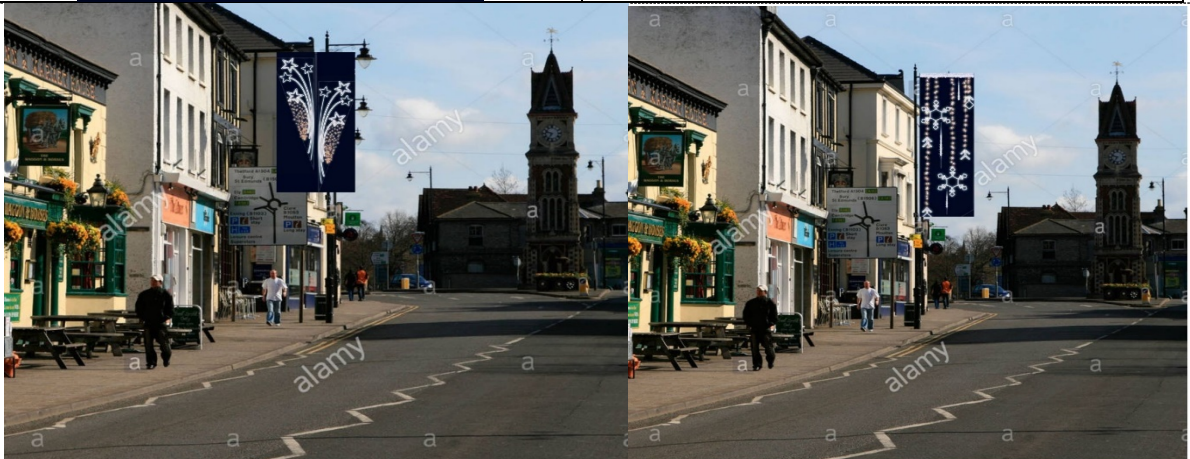
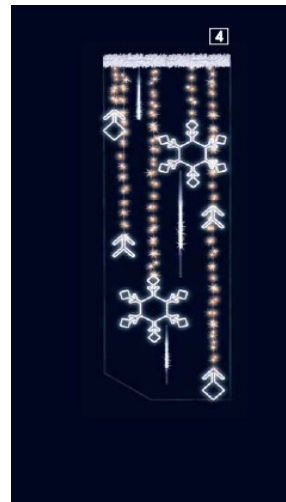
- a. **The Working Group recommends that Gala Lights be chosen as supplier for NTC Christmas lights for a 5-year period.** This recommendation is based on costs (comparable with other suppliers), suitability of design, length of contract, installation, switch on and technical support, customer service and references from other users.

**GALA LIGHTS for 5years contract**  
**Motifs in cool & warm white – chosen designs:**

Item: 171315 (W1m x H3m)  
Gateway design



203245 (W1m x H3m)  
Remainder of High Street



|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| c. | <p><u>Further details as supplied by Gala Lights:</u></p> <p><u>LENGTH OF CONTRACT:</u> All products within the scheme have been chosen due to their robust design which will be suitable for the contract period of up to 5 years.</p> <p>Do we have the flexibility to change the designs? The short answer to this is no. It's not something they usually offer and the reason for this is we would be taking out a contract on 1 design that they then split the cost over the 5-year period. If they then decide to change this in year 4 for example, they have a used design that hasn't been fully paid for and then another design that they use for the next 2 years which has the same problem.</p> <p>Having said that, if we choose a particular design that then becomes very popular and they use it in a lot of our schemes, then yes, there is the possibility for changing some around.</p> <p><u>ENERGY EFFICIENCY:</u> High grade aluminium and components.</p> <p>All our decorations, displays and schemes use top-quality LED lights, which ensures they score highly on light visibility and environmental factors whilst we also guarantee compliance with current electrical and health and safety requirements.</p> <p><u>STORAGE:</u> We have warehouse premises across the UK, where we will securely store the decorations following take- down. All lights will be analysed and a detailed report prepared at the end of each season's take-down, with any faults inspected and rectified prior to being stored.</p> <p><u>INSTALLATION:</u> festive lighting scheme is installed at least 1 week prior to the switch on and removed safely by no later than the 3rd week of January.</p> <p><u>CALL OUTS – TECHNICAL SUPPORT:</u> qualified installation team</p> <p>2 or 3 maintenance visits throughout the season unless we are passing through for any reason and we may conduct more. If the call out is in relation to a fault with our product, there is no charge for this to the council / BID regardless of how many times we come out. If the fault is with the existing infrastructure or there is some kind of damage caused to the lights, these can be chargeable call outs</p> <p>All products within this scheme comply with BS7672 and in the unlikely event of failure, equipment will be repaired or replaced by Gala Lights.</p> <p><u>SWITCH – ON SUPPORT:</u> an agreed number of trained personnel from the installation team, will attend the switch-on and conduct any final checks prior to illumination</p> <p>Additional documents: quotations and comparison chart.</p> |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

*All quotations have been provided on the basis that all structural and electrical infrastructure is in place*

| COST                                        |                                                                                                                                                                                                                                                                                                                                                     |
|---------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b>                          | 5Y= £11,670 3Y= £16,430                                                                                                                                                                                                                                                                                                                             |
| <b>BLACHERE</b>                             | 5Y=(1st y:£10,635) & (2 <sup>nd</sup> – 5 <sup>th</sup> y: £11,825) / 3Y= (1 <sup>st</sup> y: £13,535 ) & (2 <sup>nd</sup> – 3 <sup>rd</sup> y: £14,710)<br><i>All prices quoted by the seller shall be subject to change without notice.</i>                                                                                                       |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b> | 5Y=From £7,868 to £10,723 / 3Y= From £9,053 to £12,743                                                                                                                                                                                                                                                                                              |
| <b>LUMALITE</b>                             | 3Y= £15,375 per year<br>Should you choose a 5 year contract a new display of your choice would be supplied in year 4 with a price increase of 7%. There would also be the option to extend for a further year at the same cost per year. However, if the new display is not required the cost would remain the same each year for the full 5 years. |
| <b>CHRISTMAS<br/>DECORATORS</b>             | 5Y=£12,150                                                                                                                                                                                                                                                                                                                                          |

| LENGTH OF CONTRACT                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b>                          | All products within the scheme have been chosen due to their <b>robust design</b> which will be suitable for the contract period of up to 5 years.<br><u><i>Do we have the flexibility to change the designs?</i></u> The short answer to this is no. It's not something they usually offer and the reason for this is we would be taking out a contract on 1 design that they then split the cost over the 5-year period. If they then decide to change this in year 4 for example, they have a used design that hasn't been fully paid for and then another design that they use for the next 2 years which has the same problem.<br>Having said that, if we choose a particular design that then becomes very popular and they use it in a lot of our schemes, then yes, there is the possibility for changing some around. |
| <b>BLACHERE</b>                             | 3 & 5 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b> | 3 & 5 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>LUMALITE</b>                             | 3 & 5 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>CHRISTMAS<br/>DECORATORS</b>             | 5 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

*All quotations have been provided on the basis that all structural and electrical infrastructure is in place*

| REFERENCES                                  |                                                                                                                                                                                                                               |
|---------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b>                          | St Neots Town Council, Huntingdon Town Council, Soham Town Council, Warboys Parish Council, St Ives Town Council, Dartford Borough Council, Colchester Borough Council, Colchester BID, Leicester City Council, Maidstone BID |
| <b>BLACHERE</b>                             | Bournmount, Derby, Covent Garden, Harrods                                                                                                                                                                                     |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b> | TBA                                                                                                                                                                                                                           |
| <b>LUMALITE</b>                             | Skegness Town Council, Ramsgate Town Council, Egremont Amenity Committee                                                                                                                                                      |
| <b>CHRISTMAS<br/>DECORATORS</b>             | Birmingham airport, Burlington arcade Harrods, Royal Victoria place.                                                                                                                                                          |

| ENERGY EFFICIENCY – ENVIRONMENTAL FRIENDLINESS |                                                                                                                                                                                                                                                                                                                                                     |
|------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b>                             | High grade aluminium and components.<br>All our decorations, displays and schemes use top-quality LED lights, which ensures they score highly on light visibility and environmental factors whilst we also guarantee compliance with current electrical and health and safety requirements.                                                         |
| <b>BLACHERE</b>                                | Lights are energy efficient as well as environmentally friendly. LED only use enough energy to omit desired light and the structures are bioprint which is environmentally friendly over aluminium                                                                                                                                                  |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b>    | Use the latest electric hybrid powered van mounts that are quieter and more environmentally friendly, saving 1.5T of CO2, on top of all the smoke and toxic pollutants                                                                                                                                                                              |
| <b>LUMALITE</b>                                | Led lights to be very energy efficient.                                                                                                                                                                                                                                                                                                             |
| <b>CHRISTMAS<br/>DECORATORS</b>                | Question: Would you like your lights to shine as brightly in the 4th year of contract as they did in the 1st?<br>We are the only Christmas company that uses top grade Korean LED chips. Guaranteed not to lose more than 5% luminosity over 10 Christmas's. For external use we are the only Christmas company that manufacture IP67 rated lights. |

| STORAGE            |                                                                                                                                                                                                                                                                               |
|--------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b> | We have warehouse premises across the UK, where we will securely store the decorations following take- down. All lights will be analysed and a detailed report prepared at the end of each season's take-down, with any faults inspected and rectified prior to being stored. |

*All quotations have been provided on the basis that all structural and electrical infrastructure is in place*

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| <b>BLACHERE</b>                             | Info from T&Cs <i>"Goods stored for the Purchaser by the Seller can only be held for three months without further notifications form the Purchaser. The Seller reserves the right at the expiration of the time limit to resell the Goods another purchaser"</i><br>For hire contract this is not applicable as we pay an annual fee to store. |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b> | Store away your lights in a safe, dry environment<br>Provide sufficient contents insurance to cover your lights whilst stored on our premises                                                                                                                                                                                                  |
| <b>LUMALITE</b>                             | Included                                                                                                                                                                                                                                                                                                                                       |
| <b>CHRISTMAS<br/>DECORATORS</b>             | Included                                                                                                                                                                                                                                                                                                                                       |

| <b>INSTALLATION</b>                         |                                                                                                                                                                                                                                                             |
|---------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b>                          | festive lighting scheme is installed at least <b>1 week prior to the switch on</b> and removed safely by no later than the <b>3<sup>rd</sup> week of January</b> .                                                                                          |
| <b>BLACHERE</b>                             | The date of dispatch or delivery quoted is the Seller's best estimate at the date that it is given, but is subject to change without notice and the Seller shall not be liable for any delay in the delivery of Goods unless specifically agreed in writing |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b> | Install to agreed dates and switch on accordingly.<br>Switch off lights and derig to agreed dates                                                                                                                                                           |
| <b>LUMALITE</b>                             | Included                                                                                                                                                                                                                                                    |
| <b>CHRISTMAS<br/>DECORATORS</b>             | Included                                                                                                                                                                                                                                                    |

| <b>CALL OUTS – TECHNICAL SUPPORT</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|--------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b>                   | qualified installation team<br>2 or 3 maintenance visits throughout the season unless we are passing through for any reason and we may conduct more. If the call out is in relation to a fault with our product, there is no charge for this to the council / BID regardless of how many times we come out. If the fault is with the existing infrastructure or there is some kind of damage caused to the lights, these can be chargeable call outs<br>All products within this scheme <b>comply with BS7672</b> and in the unlikely event of failure, equipment will be repaired or replaced by Gala Lights. |

*All quotations have been provided on the basis that all structural and electrical infrastructure is in place*

|                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|---------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>BLACHERE</b>                             | Call outs for infrastructure or electrical failure, adverse weather conditions or vandalism will be chargeable.<br>Once installed Blachere is not liable for damages to decorations due to weather, vandalism or alterations to scheme by third parties. Rectifications works will be charged separately. Blachere aim to respond within 48 hours for repairs and maintenance (this is the maximum, usually we have an engineer out the following day) This is free of charge if it is down to product failure |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b> | Provide a 48 hour call out service (excluding Christmas Day) for any light repairs required during the festive season<br>Attend within 4 hours any emergency situation where there are health and safety issues identified                                                                                                                                                                                                                                                                                     |
| <b>LUMALITE</b>                             | sub-contract a local electrician to be on call for any technical support required                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>CHRISTMAS<br/>DECORATORS</b>             | call outs and maintenance, they can be with us within two hours.                                                                                                                                                                                                                                                                                                                                                                                                                                               |

| <b>SWITCH – ON SUPPORT</b>                  |                                                                                                                                                |
|---------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>GALA LIGHTS</b>                          | an agreed number of trained personnel from the installation team, will attend the switch-on and conduct any final checks prior to illumination |
| <b>BLACHERE</b>                             | switch on support                                                                                                                              |
| <b>XCENTRIC<br/>Agent of Christmas-Plus</b> | switch on support                                                                                                                              |
| <b>LUMALITE</b>                             | The electrician would attend the switch on event                                                                                               |
| <b>CHRISTMAS<br/>DECORATORS</b>             | Included                                                                                                                                       |