

Northern Sustainable Solutions 'Meet the Buyers'

Thursday 29th April 2010, Queens Hotel, Leeds

Bettys and Taylors of Harrogate

Type of business: Specialising in fine teas and coffees and handcrafted cakes and confectionery.

Website: www.bettysandtaylors.co.uk

Companies we wish to meet: Cleaning supplies, Energy supply/maintenance; Packaging; Print; Pulp & paper; Training, Waste disposal/management; Water efficiency

Purchasing policy and useful information: Bettys and Taylors recently won Best Environmental Business at the Yorkshire Post Environmental Awards. We take the environment seriously. We are interested in hearing from companies with genuine innovations that can make our operations even better.

Balfour Beatty

Type of business: Utility solutions provider

Website: www.bbust.com

Companies we wish to meet: Carbon footprint of suppliers; Recyclable materials used in products, aggregates, plastic barriers, tools metals; Waste transfers and how waste is handled; Water footprint; Energy efficiency performance of buildings/offices; Construction-building & refit; Construction-operations & maintenance; Environmental consultancy; Facilities management; Furniture; IT hardware/software; Print; Uniforms/Clothing; Waste disposal/management.

Purchasing policy and useful information: BBUS operates a category management approach within our procurement department. Across the procurement department, there are 4 categories, Materials and Equipment, Outsourced, Support and Alliance/Clients/Projects. Each category specialises in the service they provide, whether that be sourcing materials, arranging subcontractors or developing strategies through liaising with clients.

The categories have teams within them that may retain a focus on a specific field within that category to provide the most efficient service possible. The categories are managed by one manager which allows interaction of the teams allowing for development of strategies for the whole company and a standardisation of how we work.

Birse Civils

Type of business: Civil engineering construction services

Website: www.birsecl.co.uk

Companies we wish to meet: Waste management: £50k pa; Recycled aggregates: £2m pa; Concrete: £2m pa. Construction-operations & maintenance.

Purchasing policy and useful information: Birse Civils is an operating division of Balfour Beatty Regional Civil Engineering and carries out projects throughout the UK in the following market sectors:-

- Airports
- Industrial
- Utilities & Power
- Waterways & Coastal
- Multi Modal facilities
- Public & Private Infrastructure
- Brownfield Site Regeneration

Birse Civils has an annual turnover in excess of £270 million and carries out projects from around £0.5m to £90m for a wide range of public and private sector customers.

Birse Civils involvement extends from feasibility through construction to maintenance, and ranges from individual projects through to long term framework agreements.

Birse Civils seek to actively participate in and add value to the construction community. To achieve this we have introduced an electronic national database for all our supply chain. We invite companies to complete their own records and ask that you identify the categories of supply that you would like to be considered for.

Details of how to register your company are available through the Birse Civils website: www.birsecl.co.uk/html/supply-chain

Bramall Construction

Type of business: Social housing construction

Website: www.bramall.com

Companies we wish to meet: Water efficiency, Taps - to achieve code 6 sustainable homes, Cost effective high efficiency insulation products; Bio mass boilers; micro power generation; general construction; products with recycled content; waste management

Purchasing policy and useful information: Bramall refurb for Local Authorities and New Build for housing associations. Procurement is client/government driven. Having built in the first code 4 sustainable homes in the UK, the organisation is trying to identify the most cost effective method of constructing code 6 homes, investigating all available technologies.

Carlsberg UK

Type of business: National retailer and brewer

Website: www.carlsberg.co.uk

Companies we wish to meet: Utility consumption reductions; waste routes. Energy supply/maintenance; Waste disposal/management; Water efficiency

Purchasing policy and useful information: Carlsberg are like most other companies focusing heavily on their CSR commitments and responsible purchasing is obviously a high focus. We are actively looking for products and services that will reduce energy consumptions whilst raising Carlsberg's profile.

City of Wakefield Metropolitan District Council

Type of business: Local Authority

Website: www.wakefield.gov.uk

Companies we wish to meet: Looking to meet suppliers of sustainable products and services in particular Highways (engineering and maintenance); Street Lighting. Cleaning supplies; Construction building & refit; Furniture; Office supplies; Uniforms/Clothing

Purchasing policy and useful information: Wakefield Council spends in excess of £150m per annum on goods, works and services. For further details please visit www.wakefield.gov.uk/procurement

The Council posts all of its contracting opportunities above £10k on the Supplier and Contract Management Systems (SCMS). For further details please go to <http://scms.alito.co.uk>

Continental Wine & Food Ltd

Type of business: Leading wine and alcoholic drinks importer, producer, bottler and distributor.

Website: www.continental-wine.co.uk

Companies we wish to meet: Glass and PET bottles: £1 million; Labels, wet glue and self-adhesive labels: £150K; Corrugated outer packaging £150K; Aluminium closures £250K. Packaging; Print

Purchasing policy and useful information: CWF Ltd have been a bottler of wines from around the world, and a producer of made wines for the last 25 years. Our 5 bottling lines, bag-in-box line and sleeving

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line, currently run over 10 million units per annum. We purchase a full range of wine, ingredients for made-wine, and all the necessary packaging materials to support this business. Each category or main lines within the category are tendered at least every 2 years. Three suppliers are invited to tender

Dee International Power Plc

Type of business: Power Station
Website: www.deesidepower.com

Companies we wish to meet: Scaffolding: £200k; Steeplejacks: £30k; Water Treatment Plant Maintenance: £20k; Cleaning supplies, Construction - Building & Refit, Construction - Operations & Maintenance, Facilities Management, Food/Drink; Furniture, IT Hardware, IT Software, Office Supplies, Professional Services, Telecoms, Training, Uniforms/Clothing, Waste Disposal/Management

Purchasing policy and useful information: We buy mainly services for ad hoc contracts on site. We are 900, 14001 & 18001 registered. Our main spend is during our outakes which occur every 12 - 18 months.

EC Harris

Type of business: Built asset consultancy
Website: www.echarris.com

Companies we wish to meet: to be confirmed

Purchasing policy and useful information: to be confirmed

Enterprise Plc

Type of business: Engineers - Consulting
Website: www.enterprise.plc.uk

Companies we wish to meet: Utility Tipping and Recycled Aggregates: £4M; Landfill and MRF's: £2M; Waste Management: £7M; Recycling containers and refuse bags: £3M; Skip Hire: £1M. Environmental Consultancy; Facilities Management

Purchasing policy and useful information: Enterprise Plc is a £1.2 billion company, whose slogan is "Maintaining the Infrastructure of the UK". Though based near Preston, Enterprise is a nationwide operation with contracts throughout the UK, in its Utility, Public Sector, Highways and Telecoms divisions. Enterprise Central Procurement is the process of rationalising its supply base and cultivating a Preferred Supplier List with specifically selected long term partners. Central Procurement consists of Category Buyers and Managers who over see the complete UK spend and support local operations with their procurement needs and current agreements. The spend in Waste Management is just less than £20million per year.

Foodservice Options

Type of business: Food Purchasing Organisation
Website: www.fsoptions.com

Companies we wish to meet: Looking to source local suppliers of sustainable products in particular: Fair Trade Food & Drink items including: Bread; Meat; Fruit & Veg; Uniforms/Clothing; Disposables.

Interserve FM

Type of business: Facilities Management
Website: www.interservefm.com

Companies we wish to meet: Cleaning; Construction - Operations & Maintenance, Energy Maintenance, Food/Drink, Uniforms; Waste Disposal; Water efficiency

Purchasing policy and useful information: Interserve is a services, maintenance and building group, a FTSE 250 company with revenue of £1.8 billion. We create buildings and other structures for our clients in the public and private sectors. We maintain many different types of buildings, the operational systems that support them and a range of plant and equipment in specialist fields. We co-ordinate a host of background services for our clients to keep them running smoothly and efficiently while they concentrate on their core business. Interserve Facilities Management, as part of Interserve Plc, provides all manner of support services to a wide range of business sectors. Sustainability is not only a key consideration for the operation of the services but also for the procurement department which has a demonstrable history of working with suppliers to develop innovative and sustainable solutions.

Interserve Project Services Ltd

Type of business: Construction
Website: www.interserveplc.com

Companies we wish to meet: Construction materials: £10m; Construction - building & refit; Construction - operations & maintenance; Facilities management; Furniture; Waste disposal/management; Water efficiency; Products with recycled content

Purchasing policy and useful information: We are looking to meet and source suppliers with true long term sustainability credentials.

Interserve is one of the world's foremost construction and support services companies. With a revenue of £1.9 billion and a workforce of 50,000 people worldwide. Interserve provides whole-life, sustainable solutions for building and infrastructure projects, from business case through design, procurement and construction into on-going aftercare. We create the physical assets that underpin the fabric of society.

Our procurement strategy is based on local knowledge underpinned by national strength, with increasing emphasis on sustainability of all types to assist in achieving our clients and our own aspirations.

JN Bentley Ltd.

Type of business: Builders & civil engineers (subsidiary company is Mott Macdonald)
Website: www.jnbentley.co.uk

Companies we wish to meet: Aggregates: £2m pa; Concrete £1.5m pa; Timber: £86k pa; Reinforcement: £500k pa; Stationery: £74k pa. Construction - building & refit; Construction - operations & maintenance

Purchasing policy and useful information: We are a purchasing team of eight. We are responsible for purchasing all products for the company from stationery to bespoke precast concrete units. Our annual spend is in excess of £15m and is forecast to double in the next 5 years. We are keen to understand and develop relationships with those companies who can assist us in providing sustainable solutions.

Morrison Construction

Type of business: Civil engineering contractor
Website: www.gallifordtry.co.uk

Companies we wish to meet: Civil engineering companies, Groundworks, Reinforced concrete contractors. Construction-operations & maintenance

Northern Sustainable Solutions 'Meet the Buyers' Thursday 29th April 2010, Queens Hotel, Leeds

Purchasing policy and useful information: We are a UK multi million pound Civil Engineering company which is part of the Gallifordtry group

NHS Supply Chain

Type of business: Supply to NHS

Website: www.supplychain.nhs.uk

Companies we wish to meet: Milk, Cream and Yoghurt, Fresh Fish; Meat and Poultry; Bread & Morning Goods; Fruit & Vegetables.

Purchasing policy and useful information: We arrange contracts on behalf of all NHS trusts, on a local, regional and national basis so this fits both SME's and large enterprises with a geographical spread of 50 or 250 miles. The categories are fruit and vegetables, meat & poultry, fish, bread and morning goods, fresh cakes, milk, cream, yoghurt, eggs and other dairy products, sandwiches and chilled and frozen products as well as a range of ambient food products.

OGI Groundwater Specialists

Type of business: NHS trust

Website: www.pat.nhs.uk

Companies we wish to meet: Green electricity and low cost off-peak tariffs; Gas energy supply, gas boilers and maintenance; Groundwork's construction & earthmoving; Mechanical and electrical maintenance, refrigeration engineers; Environmental consultancy and geochemical and geotechnical sampling

Purchasing policy and useful information: We operate to the international quality standard ISO 9001 and operate an approved suppliers list. All supplies/suppliers are monitored to remain on the approved list. Supplies are selected for best value where possible from three companies. Excellent Health & safety record and CSCS cards are required for all sub-contractors.

Pennine Acute Hospitals NHS Trust

Type of business: NHS trust

Website: www.pat.nhs.uk

Companies we wish to meet: Construction-building & refit; Construction-operations & maintenance; Energy supply/maintenance; Environmental consultancy; Telecommunications; Waste disposal/management; Water efficiency

Purchasing policy and useful information: The estate department procurement process operates outside of the Trusts main purchasing department. Goods and services are obtained directly by the Estates department using a strict financial framework to specifications involving a competitive tendering and the OJEU process where appropriate. We are attending this event to establish contacts for products and services that will improve the Trusts position with regards to sustainability.

Purchasing Assistance Ltd

Type of business: Purchasing & Management Consultancy

Website: www.purchasing-assistance.co.uk

Companies we wish to meet: Energy supply/maintenance; Facilities management; Products with recycled content

Purchasing policy and useful information: Our aim is to be able to provide our clients with a variety of potential suppliers who are able to demonstrate capability and provide products and services from sustainable sources or recycled materials at competitive pricing and availability. Our client base covers a wide range of small and large clients across the UK with diverse requirements.

Shepherd Engineering Services

Type of business: Engineering and construction services

Website: www.ses-ltd.co.uk

Companies we wish to meet: Mechanical building services: £15m pa; Electrical building services: £15m pa. Cleaning supplies; IT hardware/software; Office supplies; Print; Telecommunications; Training; Waste disposal/management

Purchasing policy and useful information: Procurement is done centrally at head office in York for our projects nationwide. We buy products in association with the need of each project in relation to the building services e.g. pumps, boilers, radiators, pipework, busbar, lighting, cable etc

Sisters of Notre Dame

Website: www.snd1.org

Companies we wish to meet: Gas and electric: £250k pa; Food and drink: £230k pa; Cleaning supplies: £70k pa

Purchasing policy and useful information: We have a committee who research companies to assess their suitability as a supplier. They particularly look at the assistance given to developing and poor countries. They like to purchase natural products and prefer local sources (when poor countries are not involved).

Siemens Protection Devices

Type of business: Manufacturer of electrical protection relays

Website: www.reyrolle-protection.com

Companies we wish to meet: Looking to meet with companies who can provide alternative to polystyrene packaging while retaining the level of product protection. Pulp based packaging: £300m pa.

Purchasing policy and useful information: Procurement is split between two departments. Strategic Procurement is responsible for all pricing, contracts, supplier selection and evaluation. SCM is responsible for operational buying, stock control, scheduling. Benchmarking / price negotiation is performed on an annual basis depending on commodity and annual scheduled orders are raised to fix the price. The frequency of deliveries depends on the value of the order line and varies between 1 and 12 deliveries per year. Storage space is at a premium so for the type of product we are looking for deliveries will be required monthly (approx 7 pallets (2m high) per month).

SNUPI Ltd

Type of business: Inter-regional purchasing consortium of higher and further education institutions

Website: www.snupi.org.uk

Companies we wish to meet: Catering

Purchasing policy and useful information: SNUPI Ltd is an inter-regional purchasing consortium placing catering purchasing arrangements for our members who are higher and further education institutions and LEAs within the UK.

Our requirements are advertised in the OJEU.

We require suppliers to have STS accreditation.

We tender electronically using In-Tend. Please see www.snupi.org.uk

Northern Sustainable Solutions 'Meet the Buyers' Thursday 29th April 2010, Queens Hotel, Leeds

South Yorkshire Police

Type of business: Police Authority

Website: www.southyorks.pnn.police.uk

Companies we wish to meet: *Construction – building & refit; Facilities management; Food and Drink; Furniture; Office supplies; Uniforms/clothing; Waste disposal/management*

Purchasing policy and useful information: *We are attending this event to identify suppliers who can demonstrate innovative and genuine sustainability credentials/a commitment to sustainability. We want to establish the extent of suppliers' awareness about the sustainability agenda and to find out what specifically they are doing to reduce their organisational impact and the impacts of their products/services.*

Tameside Council

Type of business: Local Authority

Website: www.tameside.gov.uk

Companies we wish to meet: *Construction-building & refit; Construction – operations & maintenance; Food & drink; Uniforms/clothing; Products with recycled content.*

Purchasing policy and useful information: *Tameside Metropolitan Borough Council is a large local authority serving a population of 220,000 people located between east Manchester and the Peak District. . . Our website has a section devoted to procurement, providing information to potential suppliers <http://www.tameside.gov.uk/procurement>. You may particularly wish to consult 'How to do business with the Council a suppliers guide' http://www.tameside.gov.uk/purchasing/bus_councilguide Procurement within Tameside is a decentralised function, so there are officers in every department who are engaged in procurement and the above-mentioned guide will signpost you to the appropriate officer who may be interested in purchasing your product or service. In many cases the product or service will be purchased under a contract which comes up for renewal about every four years – a list of these contracts is shown on the website*

*<http://www.tameside.gov.uk/procurement/contracts>
The Council seeks to publicise tender opportunities through the Chest – the North West local authority procurement portal <https://www.thechest.nwce.gov.uk/cms/cms.nsf/vHomePage/fSection?OpenDocument>*

Techsafe Consultants

Type of business: Consultants

Website: www.techsafeconsultants.co.uk

Companies we wish to meet: *Electric vehicles: £2m pa; Electric charging infrastructure: £5m pa. Energy supply/maintenance; Environmental consultancy; Waste disposal/management; Water efficiency; Products with recycled content.*

Purchasing policy and useful information: *We represent large clients in several sectors. We request electronic submissions and tenders.*

For more information or to book meetings with any of the buyers, please call Charlotte on 0207 700 0008 or email charlotte@actionsustainability.com