

Tender Specification and Invitation to Tender

Tender Opportunity – Industrial oven gas burners

1. Background

Ramsden & Whale Ltd is a manufacturer of industrial steel drums in the West Midlands. The business is focused on decarbonisation of their manufacturing operations and has invested in energy efficient equipment in recent years. The next project is to replace an existing tunnel oven burners.

The company operates from **1 Harrold Street, great Bridge, Tipton, DY4 0JF**.

Note, the project is subject to securing grant funding. The business reserves the right not to proceed with any of the bids.

2. Opportunity

The opportunity has been identified to invest in a replacement of gas burners serving a tunnel oven curing the coating on steel drums. The current arrangement utilises 'suction cone' burners heating two temperature zones at 120°C and 180°C. With a capacity of 200 kW each

An initial review of available solutions has identified the equipment types below as suitable benchmarks; however, alternative equipment will be considered where it can demonstrate performance equivalent to or exceeding the capability of the referenced items.

3. Specification

Item	Required specification / benchmark	Quantity
Natural gas burners & controls. Ducting adapting as required.		2

Proposals must include:

- Prices for supply, installation and commissioning.
- The full technical specification of each unit offered, including estimated energy consumption data where available.
- Anticipated payment terms.
- Confirmed lead time from order.

Site visits, if required, can be arranged with the Project Manager detailed below.

4. Capability

Suppliers are invited to provide the most cost effective and energy efficient solution. Please include examples of similar installations undertaken in the past three years to demonstrate capability to supply this project.

5. Selection criteria

The contract will be awarded to the most cost-effective tender that meets the requirements of the company and can be delivered within the planned timescales. Tenders will be evaluated and scored against the following criteria:

- Price / value for money
- Compliance with the specification, including energy efficiency
- Delivery timescale
- Supplier capability and track record

6. Payment terms

Payment will be made in stages and agreed as part of the contract discussions. Anticipated payment terms are to be included in the prospective supplier's quotation.

7. Cost

To be stipulated in the prospective supplier's quotation.

8. Timescales

- Completed tenders to be received by the company's Project Manager via email no later than **17:00** on **Monday 21st September 2026**.
- Project lead time from order will need to be **16 weeks** from receipt of purchase order.

Purchase orders will not be placed until after Government grant funding is agreed, estimated 4 to 6 weeks following completion of the tender process to select the preferred supplier.

9. Eligibility of suppliers

In line with the funding body's procurement requirements, suppliers must not be persons or businesses connected to Ramsden & Whale Ltd, its directors or its shareholders.

10. Contact

Project Manager	David Harvey
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