APPENDIX 1 - SPECIFICATION FOR MARKER BUOYS INCLUDING POSITIONING AND MAINTENANCE

Seafront

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1. Introduction and Background

1.1. BCP Council is the tenth-largest urban local authority in England serving over 400,000 residents. Within the Council area are 15 miles of coastline and 26 miles of harbour edges. BCP's Seafront team aim to provide a world class seafront leisure offer which supports improvements in the health and well-being of BCP residents and visitors. BCP's coastline and harbours are used for several recreational activities including swimming, watersports, fishing and boating.

1.2. As a Local Lighthouse Authority (LLA), BCP Council has a statutory duty, under the Merchant Shipping Act 1995, for the provision and maintenance of local aids to navigation under its management.

1.3. Well-maintained and accurately positioned marker buoys provide crucial navigational and speed guidance for marine traffic. They are an essential resource for maintaining the safety of boat users, bathers and watersports participants.

1.4. BCP Council are seeking tenders for a contract to supply, position and maintain marker buoys across Poole Bay and Christchurch Bay. The contract will be managed by BCP Council's Seafront team.

1.5. This contract is a first generation contract for BCP Council serving the entire BCP area.

2. Scope

2.1. Quantities below are correct as of March 2024 but are subject to change.

2.2. All equipment described, i.e. buoys, ropes, chains, shackles, swivels and anchors/end-weights to which a buoy is moored shall be owned by BCP Council.

2.3. The contract will comprise the following:

- Deployment of 82 seasonal yellow speed lane marker buoys prior to bathing season at specified locations in Poole Bay and Christchurch Bay.

- Removal of same 82 yellow speed lane marker buoys immediately after end of bathing season.

- Transport of same 82 yellow speed lane marker buoys to BCP's site at Mudeford Quay, or a site operated by the contractor, for storage during the off-season.

- Completion of annual condition survey and servicing (including cleaning) of all seasonal yellow speed lane marker buoys across BCP waters (82 in total).

- Completion of biannual (every six months) condition surveys and servicing (including cleaning) of the permanent yellow marker buoys (12 in total) at Boscombe surf reef, all red marker buoys (4 in total) at Boscombe surf reef and cardinal marker buoy (1 in total) at Boscombe surf reef.

- Repair of damaged equipment.

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- Replacement of equipment assessed as at end of service life.

- Subject to written instruction from BCP's contract manager, repositioning of marker buoys which have moved from their specified position as a result of storms, tides or other causes.

- Phased replacement of all 94 yellow speed lane marker buoys over a two year period.

- For the avoidance of doubt, at the outset of the contract, BCP Seafront team shall initially be responsible for monitoring of the positions of marker buoys in accordance with the specified positions. If BCP decides to outsource the position monitoring in the future then such monitoring activity shall fall within scope of this contract.

- Relocation of specified yellow speed lane marker buoys to new specified positions prior to the annual Bournemouth Air Festival. Return of same buoys to original positions after Bournemouth Air Festival has concluded. For the avoidance of doubt, BCP Council offers no guarantee that Bournemouth Air Festival will continue in perpetuity.

3. Requirements

3.1. Spherical Speed Lane Marker Buoys shall be fit for purpose and shall be:

3.1.1. Castro product 10638-BS 60cm x 110cm medium spherical buoy or equivalent with features as follows:

3.1.1.1. Yellow
3.1.1.2. Diameter: 60cm
3.1.1.3. Working Buoyancy: 45kg
3.1.1.4. Weight: TBA

3.1.2. Clearly marked with the speed limits as follows:

3.1.2.1. 8 knots for Christchurch Bay
3.1.2.2. 6 knots for Poole Bay

3.2. Spar Speed Lane Marker Buoys shall be fit for purpose and shall be:

3.2.1. Norfloat product NN30 (see Appendix 3) or equivalent with features as follows:

3.2.1.1. Yellow
3.2.1.2. Diameter: 300mm
3.2.1.3. Working Buoyancy: TBA
3.2.1.4. Weight: 40kg

3.2.2. Clearly marked with the speed limits as follows:

3.2.2.1. 8 knots for Christchurch Bay

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3.2.2.2. 6 knots for Poole Bay

3.3. Boscombe Surf Reef Spherical Marker Buoys shall be fit for purpose and shall be:

3.3.1. Norfloat product NA2 (see Appendix 4) or equivalent with features as follows:

3.3.1.1. Red
3.3.1.2. Diameter: 40cm
3.3.1.3. Buoyancy: 31.13kg

3.4. Boscombe Surf Reef South Cardinal Marker Buoy shall be fit for purpose and shall be:

3.4.1. Yellow and black
3.4.2. Lit according to the following sequence: Q(6)+FL 15S
3.4.3. Precise requirements for the cardinal marker buoy will be subject to consultation between the Council and the supplier.
3.4.4. Pricing this item will be managed as price on application. If a reasonable rate is not agreed, then the Council will source this product outside of this contract.

3.5. Rope for spar buoys shall be fit for purpose. The purpose is to hold the buoy in the required location. The design strength may be improvised as required to allow for the local environmental conditions. The design will be suitable and sufficient to mitigate risk of failure and associated repair costs.

3.5.1. Must be polysteel combination rope.

3.6. Chains shall be fit for purpose. The purpose is to hold the buoy in the required location. The design strength may be improvised as required to allow for the local environmental conditions. The design will be suitable and sufficient to mitigate risk of failure and associated repair costs.

3.7. Shackle shall be fit for purpose. The purpose is to hold the buoy in the required location. The design strength may be improvised as required to allow for the local environmental conditions. The design will be suitable and sufficient to mitigate risk of failure and associated repair costs.

3.7.1. Must comply with BS3032.
3.7.2. Must be made from 316 marine grade stainless steel.

3.8. Swivels shall be fit for purpose. The purpose is to hold the buoy in the required location. The design strength may be improvised as required to allow for the local environmental conditions. The design will be suitable and sufficient to mitigate risk of failure and associated repair costs.

3.8.1. Must be made from 316 marine grade stainless steel.

3.9. Anchors (x2 per buoy) shall be fit for purpose and shall be:

3.9.1. Galvanised.
3.9.2. Minimum weight of 10kg.
3.9.3. Cruising Anchor Danforth Type Hot Dip Galvanised (HDG).

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3.10. End weights shall be fit for purpose. The purpose is to hold the buoy in the required location. The design of end weights may be improvised as required to allow for the local environmental conditions. The design will be suitable and sufficient to mitigate risk of failure and associated repair costs.

3.11. In all instances where the words "*or equivalent*" have been used responsibility for Fitness for Purpose shall sit with the contractor such that the contractor is responsible for quality, performance, appearance and fitness for purpose.

3.12. Deployment of 82 yellow speed lane marker buoys prior to the bathing season at specified locations in Poole Bay and Christchurch Bay. Positioning information for all buoys can be found in section 9 of this specification. Deployment is to take place in the last week of April each year and all buoys must be in position prior to the start of the bathing season on 1st May. The contractor must record the GPS coordinates of all deployed buoys and supply these coordinates to BCP's contract manager.

3.13. Removal of same 82 yellow speed lane marker buoys in Poole Bay and Christchurch Bay after the end of the bathing season each year. The final day of the bathing season is 30th September. All 82 yellow speed lane marker buoys must be removed by 31st October.

3.14. Transport and off-season storage of same 82 yellow speed lane marker buoys may be either:

3.14.1. Transport to and storage at BCP's site at Mudeford Quay (GPS coordinates: 50.724277, -1.740948). The 82 buoys must be neatly arranged and then enclosed in Heras fencing (supplied by the contractor). The annual condition survey and servicing (see 3.16 below) of all 82 yellow speed lane marker buoys must be completed on site at Mudeford Quay. Water and power is available on site. The Heras Fencing must be dismantled and removed from the site no later than 10th May each season after re-deployment of the 82 yellow marker buoys has been completed.

3.14.2. Transport to and storage at the contractor's secure indoor or outdoor site.

3.15. Ad hoc responsive repair, replacement and repositioning of marker buoys according to need. Where BCP identify the need for repair, replacement and/or repositioning of marker buoys at any point during the contract period, following instruction from BCP the contractor will attend at the relevant marine location on an ad hoc basis to carry out assessment and repairs, repositioning, and/or deployment of a replacement buoy.

3.16. Completion of annual condition survey and subsequent servicing (including cleaning, repair and potential replacement) of all seasonal yellow speed lane marker buoys across BCP waters (82 in total).

3.16.1. The annual condition survey must involve a thorough inspection of all mooring components from seabed to surface. The findings of the annual condition survey must be presented as a written report, with photographs where appropriate, and include an itemised list of each buoy surveyed with details about anchor type, condition of buoy, and condition of fittings and speed limit lettering. The report must include clear recommendations relating to cleaning, repairs or replacement of buoys and other equipment. The annual condition survey must be presented in the format as attached in Appendix 2.

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3.16.2. The condition survey described above must be completed with report submitted to BCP's contract manager no later than 1st November annually.

3.16.3. Following the annual condition survey and pending BCP approval of recommended actions, servicing, repairs and cleaning is to be completed prior to redeployment.

3.16.4. Where replacement equipment has been recommended in the annual condition survey and approved by BCP, the contractor will source such equipment in compliance with the specification.

3.17. Completion of biannual (every six months) condition surveys and subsequent servicing (including cleaning, repair and potential replacement) of all red marker buoys at Boscombe surf reef and cardinal marker buoy at Boscombe surf reef.

3.17.1. The biannual condition surveys must involve a thorough inspection of all mooring components from seabed to surface. The survey of the cardinal marker buoy must include a check of the light. The findings of the annual condition survey must be presented as a written report, with photographs where appropriate, and include an itemised list of each buoy surveyed with details about anchor type; condition of buoy and condition of fittings. The report must include clear recommendations relating to cleaning, repairs or replacement of buoys. The biannual condition survey must be presented in the format as attached in Appendix 2.

3.17.2. The biannual condition surveys described above must be completed with report submitted to BCP's contract manager no later than 1st May and 1st November respectively each year.

3.17.3. Following the biannual condition surveys and pending BCP approval of recommended actions, servicing, repairs and cleaning is to be completed within 8 weeks or within 1 week if flagged urgent. Servicing, repairs and cleaning are to be carried out in situ.

3.17.4. Where red marker buoys or cardinal buoy need to be removed for servicing/repair, the supplier will deploy temporary equivalent buoys in their place until the servicing/repair works are completed and the original buoys have been redeployed in the correct position.

3.18. Where replacement equipment has been recommended in the annual condition survey and approved by BCP, the contractor will source such equipment in compliance with the specification.

3.19. Relocation of Marker Buoys for Bournemouth Air Festival. The contractor will relocate specified yellow speed lane marker buoys prior to the start of the Bournemouth Air Festival (usually late August/early September). Details of the buoys to be relocated, and where they need to be temporarily repositioned to are included in section 9.3.1. The contractor will return the buoys to their original positions after Bournemouth Air Festival has concluded.

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3.20. Phased Replacement of Spherical Yellow Speed Lane Marker Buoys. All 92 spherical yellow buoys must be replaced in two phases over a two year period. Prior to the start of the 2024 bathing season[1] (starting May 1st 2024), all 25 yellow spherical speed lane marker buoys previously deployed in Christchurch Bay must be replaced with spar buoys (see 3.2) or equivalent. After the conclusion of the 2024 bathing season, and prior to the start of the 2025 bathing season (starting May 1st 2025), all 69 yellow spherical speed lane marker buoys previously deployed in Poole Bay (57 seasonal yellow buoys and 12 permanent yellow buoys at Boscombe Surf Reef) must be replaced with spar buoys (see 3.2) or equivalent. Buoys that are damaged beyond economic repair will be disposed of by the contractor. Buoys that are in reasonable condition will be sold by the contractor at best value with monies returned to BCP.

4. Pricing and Payment

4.1. Pricing will be in accordance with the pricing schedule.

4.2. Payment mechanism will be managed in accordance with the contract terms and conditions.

4.3. For the avoidance of doubt, payment in advance is disallowed.

4.4. Annual price reviews will be managed in accordance with the contract terms and conditions.

5. Standards

5.1. All vessels used by the contractor must comply with the Marine & Coastguard Agency (MCA) and National Workboat Association (NCA) Industry Working Group Technical Standard - The Workboat Code (2014).

5.2. Shackle must comply with BS3032.

5.3. Health & safety requirements. The contractor must provide Risk Assessment Method Statements for the operation of deployment, collection and storage of marker buoys.

5.4. All operatives deployed on the water must hold valid Marine & Coastguard Agency (MCA) certification – copies of which must be provided to the contract manager in advance.

6. Contract Management

6.1. The contractor will provide a single, allocated Account Manager who will:

6.1.1. Seek to build, develop and maintain relationship with the Council's single, allocated Contract Manager.

[1] This assumes contract award in accordance with the timetable set out in the ITT. If the contract is not awarded prior to this date, then a deployment target date will be subject to negotiation with the contract manager.

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6.1.2. Meet with the Council's contract manager in February annually to discuss the year ahead.

6.1.3. Meet with BCP's contract manager in November annually to:

6.1.3.1. Present their condition survey to BCP.
6.1.3.2. Present their performance against KPIs.
6.1.3.3. Discuss any requirements for price review.

6.1.4. Attend ad hoc issue-related meetings with the Council's Contract Manager as required.

6.1.5. Advise the Council's Contract Manager on innovations and improvements / industry best practices which may lead to improvements in service delivery.

6.1.6. Provide review and analysis of complaints including:

6.1.6.1. Time taken to provide an appropriate response
6.1.6.2. Time taken to be told the outcome of any investigation
6.1.6.3. Time taken to be told about any action taken arising from the outcome of the complaint.

6.1.7. Provide a new rate to be added to the Schedule of Rates where the Council requires (a) product that is absent from the Schedule of Rates.

6.1.8. Seek to optimise value for money for the Council by:

6.1.8.1. Implementing a plan for to improve value for money year on year.

6.1.8.2. Continually benchmarking price and quality against other suppliers to ensure value for money to the Council.

6.1.8.3. Highlight where savings may be made by discounts, bulk buying, alternatives etc.

6.1.8.4. Optimise efficiency to minimise operational costs.

6.1.8.5. Explain the benefits of new products with focus on better performance and/or better value.

6.1.8.6. Provide option(s) to test the new products at no cost to the Council.

6.1.9. Provide the Council with an early warning of any situation, actual or forecast, that could impact the Supplier's ability to supply compliant product including but not limited to:

6.1.9.1. New or emerging compliance standards.

6.1.9.2. Supply chain instability including manufacture and distribution networks.

6.1.9.3. Price instability.

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7. Termination

7.1. On termination of the contract the provider will return either to BCP's nominated depot or to BCP's new contractor at the discretion of BCP, all equipment owned by BCP including but not limited to buoys, ropes, chains, shackles and anchors.

7.2. On termination of the contract the provider will provide to the Council contract-related data in an editable format (specified by the Council) and in a timely manner in the form of an updated condition survey of all assets.

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8. Key Performance Indicators (KPIs)

8.1 Key Performance Indicators (KPIs) / Performance Management for supply of services

The Supplier is required to track, measure, manage and report their performance against the following Key Performance Indicators (KPIs). The KPIs will measure performance from day 1 of live service will be but not enforced for the first three months. Contractors note that the Council reserves the right to add new KPIs to address emerging issues:

KPI no	Description	Required performance level %	Performance level requiring immediate action %	Definition	Frequency of KPI Report	Means of calculation	Formula
1	Positioning	95%	90%	% of marker buoys correctly positioned on GPS coordinates	Quarterly	The number of marker buoys in the correct position (a) expressed as a percentage of the total number of marker buoys (b)	a/b expressed as a % to 2 decimals
2	Priced in Accordance with Schedule of Rates	95%	90%	% of invoice lines clearly priced in accordance with Schedule of Rates	Quarterly	The number of invoice lines priced in accordance with Schedule of Rates (a) expressed as a percentage of the total number of invoice lines (b)	a/b expressed as a % to 2 decimals
3	On Time Deployments	95%	90%	% of planned marker buoy deployments positioned by pre-agreed dates.	Quarterly	The number of planned marker buoy deployments positioned by pre-agreed dates (a) expressed as a percentage of the total number of planned marker buoys (b)	a/b expressed as a % to 2 decimals
4	Urgent Responsiveness	95%	90%	% of requests by BCP Council to repair and/or reposition marker buoys responded to and resolved within 1 week for urgent requests (subject to suitable weather conditions).	Quarterly	The number of requests by BCP Council to repair and/or reposition marker buoys responded to and resolved within 1 week (a) expressed as a percentage of the total number of planned marker buoys (b)	a/b expressed as a % to 2 decimals

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5	Equipment failure in use			% of equipment replacement requirements detected during controlled condition surveys (not due to reactive failures)	Annual	The number of equipment replacements made further to controlled condition surveys (a) expressed as a percentage of the total number of equipment replacements (b)	a/b expressed as a % to 2 decimals

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9. Positioning of Buoys

9.1 Positioning of Yellow Speed Lane Marker Buoys – Christchurch Bay. There are 25 yellow speed lane marker buoys in total to be deployed in Christchurch Bay. The buoys must be deployed in two separate sections:

9.1.1 Section 1 – Starts in the east near Chewton Bunny where the first buoy must be positioned at approximately 50°44'04.8"N 1°41'32.1"W. This section ends in the west near Gundimore Beach to the east of 'The Run' (Christchurch Harbour entrance) where the final buoy must be positioned at approximately 50°43'29.6"N 1°44'01.3"W. The buoys between these start and end points must be evenly spaced and positioned in a straight line.

9.1.2 Section 2 – Starts in the east (to the west of 'The Run') where the first buoy must be positioned at approximately 50°43'22.8"N 1°44'12.1"W. This section ends in the west near Hengistbury Head, prior to 'The Ledges' where the final buoy must be positioned at approximately 50°42'47.1"N 1°44'34.2"W. The buoys between these start and end points must be evenly spaced and positioned in a straight line.

9.2 Positioning of Yellow Speed Lane Marker Buoys – Poole Bay. There are 57 yellow speed lane marker buoys in total to be deployed in Poole Bay. The buoys must be deployed in three separate sections:

9.2.1 Section 1 – Starts in the east near 'Point House' in Southbourne where the first buoy must be positioned at approximately 50°42'57.5"N 1°46'52.5"W. This section ends in the west near Groyne 24 east of Boscombe Pier at approximately 50° 43'05.4"N 1° 50'11.5"W where a series of six permanent yellow speed lane marker buoys then lead diagonally to a Cardinal Marker Buoy which indicates the presence of the surf reef. The buoys between these start and end points must be evenly spaced and positioned in a straight line.

9.2.2 The image below shows the location and coordinates of the cardinal marker buoy and all 12 permanent yellow marker buoys at Boscombe Surf Reef:

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9.2.3 Section 2 – Starts in the east near Boscombe Pier where the first buoy must be positioned at approximately 50° 43’04.6”N 1° 50’42.8”W. This section ends in the west near Shore Road beach where the final buoy must be positioned at approximately 50° 41’35.8”N 1° 55’36.9”W. The buoys between these start and end points must be evenly spaced and positioned in a straight line.

9.2.4 Section 3 – The East Looe Channel extends from the mouth of Poole Harbour to a point off Sandbanks Beach. Buoys must be positioned so that they do not impede marine traffic entering or exiting Poole Harbour via the channel. As the size and position of the channel is variable due to shifting sandbars, the position of marker buoys is subject to change each season. Marker buoys must taper outwards from the most westerly buoy eastwards until level with the last buoy in Section 2. The contractor must liaise with the Harbour Master at Poole Harbour Commission to agree the position of the most westerly buoy in this section and confirm that even tapering of the buoys from the westerly buoy is appropriate.

9.3 Positioning of Selected Yellow Speed Lane Marker Buoys – Bournemouth Air Festival.

9.3.1 Subject to instruction by BCP, shortly prior to the start of the Bournemouth Air Festival, all yellow speed lane marker buoys between Bournemouth Pier and Boscombe Pier must be relocated so that their distance from the shore is 50m. The same buoys must be returned to their original positions after the Air Festival has concluded.

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