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| **Tender Title:** | Sale of Venison |
| **Tender Reference:** | ITT\_25111 |

**1. Introduction**

This is for a sales contract for Mid Wales Operations Directorate NRW.

Natural Resources Wales (NRW) wishes to put in place a contract for the sale of venison and a small number of wild boars which are a by-product of culling to protect NRW forests from deer impacts

The venison is produced as a by-product of deer culling (1000+ p.a.) to protect NRW forests from deer impacts.

**2. Background/Project Overview**

The NRW wildlife team (WT) which will run this contract, sits within Mid Central Area Team. The contract marketing exercise is being run by the Commercial Development Team (CDT). This contract is essential to ensure responsible disposal of our deer carcasses and desirable to try and develop the venison food market as a healthy source of protein.

**3. Scope of Work**

There will be no guarantee as to how much venison or wild boar will be available. We have given estimated annual figures for carcass quantities which will be available per deer larder for the contract period. The tender should be based on these estimated figures.

**4. Detailed Requirements**

**Collection of carcases**

* Successful tenderers will be expected to make a weekly collection from each larder location unless notified otherwise by a member of the NRW wildlife team.
* The purchaser shall be required to make collections within 3 days after the day that NRW notifies the Purchaser that a consignment of Game is ready for collection.
* In exceptional circumstances, there may be a requirement to make additional collections if larders are at full capacity.
* The exact time and date of the collection will be agreed between the purchaser and a member of the wildlife team responsible for the deer larders and will generally be within normal working hours.
* The purchaser shall leave the larder in a clean and orderly condition after collection and enter their details in the Visitor Book.
  + Collection drivers to change into clean larder boots or put on disposable overshoes, (provided at each larder) before entry, hose down any dirt or residue from the larder floor with the hose provided before leaving. All gambrels and hooks to be removed from carcases and placed in the larder sink before leaving.
* NRW shall not be liable for any deterioration of the Game due to delay in collection where notification has been given in accordance with the standard condition above. The purchaser undertakes to inform NRW if a consignment cannot be collected as arranged and agrees to make a collection as soon as practicable thereafter.
* This tender is offered on the basis of an overall price per kg that accounts and allows for the effect of normal shot placement in a forest environment on venison recovery from carcasses in line with industry best practice for the most humane shot. This will include deer shot in the chest (in front of the diaphragm) through one or both shoulders or through the head or neck. **Please note** **we do not head or neck shoot deer as a matter of course.**
* We will maintain our efforts to provide cleanly shot carcasses, and we will condemn carcasses that are excessively damaged**. (This is defined as any carcass where either the saddle (either of the loin muscles themselves has been damaged by a bullet) or either haunch is bullet damaged or it is contaminated by stomach contents)** Both NRW and the customer will monitor and discuss the impact of shot placement on venison recovery. Our principle concern will remain the achievement of a humane shot in line with our commitment to the highest standards of animal welfare.
* The carcass weight for sale purposes, will be the weight registered on the NRW scales and recorded on the carcass tag when the carcass enters the larder.
* Collection drivers are to be aware of and considerate towards other forest users including staff, contractors and members of the public and to observe the 15mph speed limit on NRW sites. Vehicles must be switched off when stationary and loading the vehicle.

**Presentation of Carcasses**

The Game will be prepared to the following specification which may at the discretion of NRW be varied to suit the Purchaser provided his preferred specification is submitted on the form of tender:

* **Deer:** In skin, hoof/shin removed to knee, all internal organs removed, and the carcass washed clean, head and windpipe removed and the neck opened up. Ribcage sawn open, back passage and bladder removed.
* **Wild Boar:** The wild boar carcasses will be collected with head and feet intact. This is an additional safeguard to allow more thorough veterinary inspection at the Approved Game Handling Establishment. Tagged wild boar carcasses will be sent either with Trichinella test results or, where the test results have not been received at the time of collection, they will be forwarded by NRW when received.

All carcasses will be tagged and fully traceable through the NRW wildlife recording process.

**Damage to carcasses**

* All reasonable endeavours will be made to present cleanly shot carcasses but it is inevitable that some shot placement will affect venison recovery rates. Where the whole carcass is excessively damaged it will not be presented.
* A carcass will not be presented for collection where shot placement has damaged both haunches and saddle.

**Weighing**

* Prior to collection each deer carcass will be weighed separately on NRW scales, and a numbered tag will be affixed to the carcass stating the weight, the species and sex, location shot and the Hunters Declaration. Upon collection a copy of NRW’s Advice Note stating the Forest District of origin and listing the carcass reference numbers to show weight, species and sex will be presented to the Purchaser and these weights will form the basis for payment unless any variation has been notified to and agreed by NRW within 5 days of collection.
* For wild boar, the Purchaser will contact NRW with the weight of the individual carcasses after head and feet have been removed. This is the weight which will be entered for invoicing.
* Whenever requested either party may have access to check any scales used to weigh carcasses or to ask an appropriate third party to do so on their behalf.

**Reservation of deer carcasses**

* NRW reserves the right to retain an undefined percentage of available carcasses for local sale, such percentage to be calculated on an ongoing basis throughout the duration of this contract and based on NRW’s business need at the time.

**Use of Name or LOGO**

* The Purchaser shall not use the name or logo of NRW on packaging, advertising or other material associated with venison or wild boar without the written permission of the Seller.

**Prices**

* The prices to be paid for venison will be offered per kilo for all deer species and also offered per kilo for wild boar. These prices will apply for the period of the contract. The price offered will reflect the expected venison and wild boar recovery from carcasses generated through humane culling practices carried out in a forest environment. No reduction will be made for shot placement unless the whole carcass is condemned. Shot quality will be monitored and controlled by the Purchaser and Seller.
* Quality control is carried out by the member of NRW staff who shoots and inspects the deer. If they are in any doubt whether the carcass is saleable they should defer to their line manager for a second opinion. If the purchaser rejects a carcass for reasons of quality, cleanliness or because it is excessively damaged then this will be checked by a member of NRW Wildlife staff and if the rejection is justified a credit will be issued for the entire carcass.

**Food Safety**

The Purchaser will be required to comply with

* the Food Safety Act 1990
* the Food Hygiene (England) Regulations 2006
* any other relevant legislation, together with any subsequent amendments or new regulations applicable during the contract period where appropriate.
* The purchaser must make available to NRW, on reasonable notice, duly certified copies of the appropriate licenses and consents obtained by the Purchaser in compliance with the Regulations.

**Risk**

* Game supplied pursuant to this agreement shall be at the Purchaser’s own risk immediately upon collection or within three days of notification of availability as provided for in standard condition above, whichever is the sooner.

**Property**

* Property in Game so supplied shall pass to the Purchaser immediately on collection.

**Payment**

* The Purchaser shall, prior to the commencement date, procure a guarantee from a clearing bank or from another institution which at the absolute discretion of NRW is considered satisfactory, for an amount jointly agreed by both parties, and NRW shall render, up to the limit of the guarantee, invoices for all Game supplied, and payment shall be made by the Purchaser in respect of each invoice not later than the end of the calendar month following the month in which the Game was collected.
* Failing the provision of a guarantee in accordance with Condition 1 above, the Purchaser shall be required to make payment in advance prior to the Commencement date. NRW shall invoice the Purchaser for the sum required initially for any subsequent payment in advance and until such sum shall have been paid, the Purchaser will not be permitted to collect any carcasses.

**Interest**

* If the whole or any part of instalment of the purchase money shall not be paid by the due date the Purchaser shall, if required by NRW to so, pay interest on the sum due at 2% above the UK clearing bank base lending rate calculated on a daily basis from the date upon which such a payment is due to the date of actual payment.

**Collection sites**

**Maesgwm, North Wales**

* Approximately 160 fallow deer produced per year, average weight 22kg.

**Radnor, Mid Wales**

* Approximately 175 roe deer produced per year, average weight 13kg
* Very low numbers of muntjac deer produced per year, average weight 10kg.

**Itton, South East Wales**

* Approximately 250 fallow deer produced per year, average weight 24kg
* Approximately 80 roe deer produced per year, average weight 13kg
* Approximately 5 red deer produced per year, average weight 50kg
* Approximately 50 muntjac deer produced each year, average weight 10kg
* Very low numbers of wild boar, culled, weight various.

**Resolven, South Wales**

* Approximately 240 fallow deer produced per year, average weight 23kg
* Approximately 15 red deer produced per year, average weight 50kg
* Approximately 60 roe deer produced per year, average weight 13kg.

These annual quantities are indicative based on the previous data and no guarantee can be given on numbers or weights of carcasses supplied.

**5. Special Conditions**

The terms and conditions that apply to this contract are as set out in Annex 2 of this Open ITT Part A: Information for Bidders.

**6. Service Levels and Key Performance Measures (Milestones and Deliverables)**

KPI’s for this contract will be whether the successful tenderer have collected the carcasses on a weekly basis from the deer larders and whether the larders have been left in a clean and tidy condition after collection.

These KPI’s will be continually monitored throughout the duration of the contract

**7. Contract Management and Review**

Contract performance reviews will be held on a 6 monthly basisto discuss how the contract is progressing and discus any issues that have arisen.

**8. Sustainability, inclusive of WBFGA and SMNR Principles**

Sustainable marketing considers the economic, environmental, and social impacts of purchasing. It allows NRW to meet its need for services in a way that achieves value for money on a whole-life basis, and generates benefits not only to the organisation, but to society, health & wellbeing and the economy, whilst also considering the environmental impact**.**

**9. Contract Period**

3 years with an option to extend for a further year if required (3+1)