

TENDERING PROCEDURE

ESPO's tendering procedures have been put in place with public sector requirements in mind. We ensure competitive pricing and compliance with standing orders, tendering obligations and adherence to EU regulations.

Our service is completely independent and auditable with all stages being fully documented.

Although many contracts are in place, individual tendering is an option always open to us. If you want quotations from your local dealership, you can still negotiate your purchase through ESPO and benefit from our purchasing service and buying power.

ESPO's purchasing mechanism remains flexible and unrestrictive.

FUNDING THE VEHICLE

ESPO can advise on the budgetary, cash flow and tax implications of outright purchase, leasing, contract hire, hire purchase and lease back schemes. On your behalf we can arrange finance through ESPO contracted suppliers, taking advantage of special finance rates which are generally not available through commercial organisations.

YOUR CONTACTS AT ESPO ARE:

Kevin Matthews	Group Buyer	0116 265 7936
Alan Hind	Highway Materials	0116 265 7853
Steve Warren	Vehicles	0116 265 7854
Steve Blewitt	Vehicles	0116 294 4068
Wendy Dilley	Fuel	0116 294 4042
Cathy Billington	General Enquiries	0116 265 7882



EASTERN SHIRES PURCHASING ORGANISATION
BARNSDALE WAY • GROVE PARK • ENDERBY • LEICESTER LE19 1ES
www.espo.org

PURCHASING VEHICLES
PURCHASING VEHICLES

ESPO PURCHASING
VEHICLES



**We will find the most suitable vehicles
to meet your needs and buy them
on the most competitive terms.**

EASTERN SHIRES PURCHASING ORGANISATION

PROFESSIONAL PURCHASING

ESPO shops around for you, not only saving you time and money but also ensuring that you get the best deal. We have done most of the work in advance, and have competitive purchasing arrangements already in place with all the major suppliers. ESPO buys through the dealer, manufacturer or supplier offering the best terms for outright purchase, contract hire or other leasing options.

We acquire all sorts of vehicles on behalf of a wide range of organisations throughout the UK. They include cars, minibuses, large buses, vans and light commercials, refuse collection vehicles and other specialist vehicles, heavy goods vehicles and grounds maintenance equipment.

KNOWING THE MARKET

When you call ESPO, you may already have a good idea of the specifications and performance of the vehicle or vehicles you require.

We will advise you how your needs can be met and can offer you:

A wide knowledge of the marketplace, with a ready supply of information regarding the types of vehicles on offer from the various manufacturers and how they currently compare in terms of value for money.

Advice on efficiency and reliability, environmental issues of alternative fuels and the importance of key safety features.

Extensive experience of public sector requirements, with advice on benefits to look out for and pitfalls to avoid.

THE KEENEST PRICES

Because ESPO purchases over £25m worth of vehicles each year, we can negotiate exceptionally competitive prices. You benefit from our volume purchasing power even if only buying one vehicle. ESPO's purchasing service guarantees the best value for your money anywhere.

Customers purchasing a single vehicle will benefit from the top fleet discounts that have been negotiated with manufacturers and dealers.

Contract arrangements with major suppliers of popular vehicles are already in place. So when you ask ESPO for a price, we can respond swiftly with a firm quotation.

To ensure you achieve the greatest benefit from ESPO's buying power we will examine ways of consolidating demand to the mutual advantage of various independent customers.

MINIBUSES

Minibuses (up to 17 seats) can be driven on an ordinary car licence making them ideal for educational and welfare groups who do not employ professional drivers.

ESPO's services include:

Advice on the types of minibus available (8 to 17 seaters) and the various seating plans you can choose from.

Arranging the fitting of towbars, roof-racks, tachographs, easy clean vinyl seating, non-slip flooring and other accessories. Other options to consider include high roofs or passenger lift (to enable safe and easy carriage of people in wheelchairs).

All makes are supplied including Citroen, Fiat, Ford, Iveco, LDV, Mercedes, Peugeot, Renault, Vauxhall and VW. We can advise whether a factory built minibus, van conversion or a coach built vehicle may best suit.

CARS AND VANS

Contracted arrangements are in place covering all the major volume suppliers in the UK. All makes of car can be obtained, using individual tendering procedures to meet your needs where an existing contract is inappropriate.

We can arrange for supply of car derived vans, panel vans and other light commercials, conversions, specialist bodies such as tippers, Lutons and flat beds, tail lifts and any other special needs.

STAFF CAR SCHEMES have been especially devised to meet the requirements of local government, which can also be tailored to suit the needs of schools, colleges and individual organisations.

SPECIALIST VEHICLES

ESPO also has experience of sourcing a diverse range of specialist and purpose-built vehicles for the public sector. Such vehicles include high capacity buses, refuse collection vehicles, gritters, fire appliances and refrigerated vans.

ESPO can help customers obtain the right vehicle for their needs.

VEHICLE HIRE

Special competitive contract arrangements are available to ESPO customers for self-drive hire of cars, vans, minibuses, lorries and 4x4 off road vehicles.

Visit www.espodealingdirect.org/271 for details, options and prices available in your specific area. Options offered using your postcode, duration of hire and vehicle type required.

GROUNDS MAINTENANCE

Commonly purchased equipment includes: mowers, strimmers, tractor mounted gang mowers, flail hedge cutters, wood chippers, augers, tractors, compact tractors and agricultural machinery. Trailers can also be supplied to meet all requirements. Local parts and service support are often of paramount importance for this sort of equipment. ESPO has negotiated special discounts with local agents across the region for all popular makes.

KEEPING YOU ON THE ROAD

ESPO has a range of contracts in place to assist you after you have purchased your vehicle. You can take advantage of them even if you do not use ESPO to buy your vehicles.

- **Supply and fit of tyres**
- **Replacement of windscreens and other vehicle glass**
- **Refuelling options**
Direct Supply into Bulk Storage
Fuel cards
- **Self drive vehicle hire**
Most types of vehicle available. See: www.espodealingdirect.org/271

Conventional forecourt Fuel Cards are ideal for small fleets, school and college minibuses and 'emergency' purchases.

All ESPO Fuel Cards offer:

- Secure and convenient methods of payment
- Choice of purchase options encoded on cards
- Competitive pricing with discounts off pump prices
- Access to a comprehensive network of stations
- Flexible pricing options and payment terms
- Interest-free credit
- Invoices that comply with all VAT requirements
- Comprehensive management information