

Report to the Cabinet

26 January 2026

Wards: All wards

Procurement of Highways Materials and Rock Salt

Report of the Director of Regeneration

This item is not exempt
Therefore exempt reasons are not applicable

This is a key decision. The matter is in the Forward Plan (ref. 0067/25)

1. Purpose of the Report and Summary

- 1.1. The purpose of this report is to seek approval from Cabinet to procure and establish a framework contract for Highways Materials and Rock Salt, with an estimated value of £590,000 a year across all lots.
- 1.2. To agree that the framework will run for 3 years with the option to extend up to 12 months, subject to satisfactory performance as determined by the Authority.

2. Recommendations

- 2.1. That the Assistant Director (Streetscene) is authorised to undertake an open tender procedure to establish a framework contract for the supply of Highways Materials and Rock Salt.
- 2.2. That authority to appoint contractors to the framework is delegated to the Assistant Director (Streetscene) in consultation with the Director of Legal Services & Partnerships.
- 2.3. For accepting suppliers onto the framework on each individual lot, the tender submissions are to be evaluated using a 70% price and 30% quality ratio.
- 2.4. For any call-off that takes place under the terms of this framework, this will be evaluated at 100% price.
- 2.5. That the award of contracts from the framework may be by way of direct award or mini-competition, and that award in each case is delegated to the Assistant Director in consultation with the Director of Legal Services & Partnerships.

3. Reasons for Recommendations

- 3.1. It is recommended to tender a framework contract as this may encourage more suppliers with local depots to apply for the business opportunity thus safeguarding local employment. The proximity of local depots will enable Officers to collect and obtain supplies urgently when necessary, so that highways works

maintain a continuum and reduce idle time. However, local proximity cannot be the sole criterion for selection.

- 3.2. It is recommended that a maximum of 2 suppliers per Lot be accepted onto the framework to provide a secure supply base. If a supplier does not have an item in stock then alternative suppliers on the framework will be approached for direct awards. In the case of mini-competitions, all suppliers on the relevant Lot may bid. A direct award methodology may also allow for urgent collections to be made from supplier depots close to work sites.
- 3.3. Each of the materials are to be procured through a Lot-based approach. The Lots to be tendered are:

Lot 1 – Concrete
Lot 2 – Tarmac
Lot 3 – Rock Salt
- 3.4. Price has been given a higher percentage weighting (70%) over quality (30%), as specifications are provided which suppliers must comply with. The quality will be mainly evaluated based on the suppliers' ability to obtain and hold stock for the Authority and lead times to reduce workers downtime when waiting for urgent materials to arrive.
- 3.5. The rock salt is funded from existing revenue budgets through the Winter Maintenance cost code. This is statutory function through the Highways Act 1980, and the requirement to have 5000 tonnes of salt prior to the gritting season. However, depending on the severity of the winter season will impact on the salt usage and requirement.
- 3.6. The provision of tarmac and concrete is funded through Major Projects. This is for the delivery of both capital and revenue schemes.

4. Key Organisational Impacts

- 4.1. Impact on other Executive Committees (including Area Committees) and decision makers:
 - 4.1.1. These materials for city wide works that will affect all Wards requiring highways works being undertaken by the Authority during the life of the framework.
- 4.2. Contribution to the delivery of the Community Plan, the Council Plan and/or Area Plans:
 - 4.2.1. The maintenance of streets within the city contributes to Priority 1: Safe and welcoming neighbourhoods within the Council Plan 2024-2028, where the maintenance of our streets contributes to create Hull a better place to live.
- 4.3. Impact on other key strategies/business plans:
 - 4.3.1. The recommendations do not impact upon any other key organisational strategies or plans.

4.4. Equalities Impact Information

4.4.1. There is no equalities impact arising from the content of this report, which seeks to procure highway materials. The Equality Impact assessment screening tool has been completed and is attached to this report.

5. **Consultation**

5.1. The Contract Manager within Streetscene and officers from Procurement and Legal are all involved in this project.

6. **Background**

6.1. Supplies of highways materials are required when the Authority's Direct Labour Operatives (DLO) are carrying out maintenance and improvement works to the highways infrastructure within the City of Hull, mainly reactive maintenance to footways and carriageways. All highways within the City are included except for trunk roads (i.e. A63) which are managed by Highways England.

6.2. The estimated costs for each Lot each year is as below:

Lot 1 Concrete - £50,000

Lot 2 Tarmac - £400,000

Lot 3 Rock Salt - £140,000

6.3. The service had been previously procured under a Dynamic Purchasing System (DPS) ran by East Riding of Yorkshire Council. It has been assessed that by establishing our own framework that we can gain cost-saving efficiencies by allowing more local suppliers of highways materials the opportunity to deliver these goods.

7. **Issues for Consideration**

7.1. A core list of products based on the last four years' purchases and frequently required items sold nationally will be included in the tender.

7.2. The contract will be split into multiple lots including concrete, tarmac and rock salt. Suppliers may bid for one or more lots.

8. **Options and Risk Assessment**

8.1. Option 1 – To tender the framework via an Open Tender process.

This is the preferred option.

8.2. Option 2 – Do nothing

The current provision is set to expire 31 August 2026. By not tendering a framework This will leave the authority with no purchasing leverage on Highways Materials past this date. Highways Materials will still be required and will have to be purchased at a higher price.

9. Comments of the Monitoring Officer (Assistant Director of Legal Services and Governance)

- 9.1. The Council has a duty to maintain the adopted highways under section 41 of the Highways Act 1980. This duty includes, as far as reasonably practicable, ensuring that safe passage along the highway is not endangered by ice or snow.
- 9.2. The Council has a duty to secure continuous improvement in the way it exercises its functions. Setting up a framework will help the council create efficiencies within its procurement processes.
- 9.3. The procurement methodology is compliant with Procurement Act 2023 and will enable the Council to discharge its duties. [BC]

10. Comments of the Section 151 Officer (Director of Finance and Transformation)

- 10.1. The Section 151 Officer notes the decision to establishment framework contracts for Highways Materials and Rock Salt.
- 10.2. The contracts will be funded from within the council's approved revenue budgets and capital programme.

11. Comments of the Assistant Director OD & HR and compliance with the Equality Duty

- 11.1. The content of the report is noted. There are no staffing or equality issues arising for the council from this decision. KH

12. Comments of Overview and Scrutiny

- 12.1. This report has not been subject to pre-decision scrutiny (Sc9044).

13. Comments of the Portfolio Holder for Transport and Infrastructure

- 13.1. I support this report as it helps us maintain the essential day to day services that residents rely on, from safe roads to well-kept neighbourhoods. Ensuring we have reliable access to these materials means we can respond quickly to issues across the city and keep our streets in good condition for everyone. (MI PF1109)

Chris Jackson

Director of Regeneration

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Officer Interests: None

Background Documents:

Equality screening tool – Highways Materials

Implications Matrix

This section must be completed and you must ensure that you have fully considered all potential implications

This matrix provides a simple check list for the things you need to have considered within your report

If there are no implications please state.

I have informed and sought advice from HR, Legal, Finance, Overview and Scrutiny and the Climate Change Advisor and any other key stakeholders i.e. Portfolio Holder, relevant Ward Members etc prior to submitting this report for official comments	Yes
I have considered whether this report requests a decision that is outside the Budget and Policy Framework approved by Council	Yes
Value for money considerations have been accounted for within the report	Yes
The report is approved by the relevant Director/Assistant Director	Click here to enter
I have included any procurement/commercial issues/implications within the report	Yes
I have considered the potential media interest in this report and liaised with the Media Team to ensure that they are briefed to respond to media interest.	Click here to enter
I have included any equalities and diversity implications within the report and where necessary I have completed an Equalities Impact Assessment and the outcomes are included within the report	Yes
Any Health and Safety implications are included within the report	N/A
Any human rights implications are included within the report	N/A
I have included any community safety implications and paid regard to Section 17 of the Crime and Disorder Act within the report	N/A

I have liaised with the Climate Change Advisor and any environmental and climate change issues/sustainability implications are included within the report	N/A
I have considered how the decision may contribute or impact on culture and heritage within the city.	Yes
I have included information about how this report contributes to the Community Plan/ Area priorities within the report	Yes
I have considered the impact on air quality, carried out an appropriate assessment and included any resulting actions or opportunities necessary to improve air quality in the report.	Yes
I have considered the impact on Children Looked After and Care Leavers and any resulting actions/implications have been included within the report.	Yes