

# **TENDER QUESTIONS from potential Tender Applicants and ANSWERS from the WPCS.**

1. Do you have entry numbers over last 5 years? The last Official sales held in 2019 had a total of 634 animals forward.
2. Clearance rates over last 5 years? The average clearance rate for the combined 2019 sales was 83%
3. Average price per head over last five years? The average price of the combined 2019 sales £1,145
4. Were the previous auctioneers taking a deposit and operating the sale through a client account? (we are trying to assess the risk around payments). This element of security and trust in the prospective purchasers is a consideration for Auctioneers.
5. £ charged per catalogue over last 5 years? The Catalogues for the 2019 sales sold by the Auctioneers were £10 and £12 respectively. The Society did not receive any of this income.
6. Are there any Streaming / TV contracts or income you are aware of? We can confirm that there are no contracts currently in place.
7. Do you have details of Advertising income received for space sold in the catalogue and on-site advertising? The Society was not involved with this element of the sale.
8. What Concession fees collected for letting trade stands at sale - number of concession and total? The Society was not involved with this element of the sale.
9. What was the entry fee per vehicle or individual onto sale site and to ringside? At the last sale in 2019 Vendors entered for free. Non vendors were charged £10 for parking. Pedestrian entry was £5 per person. The Society did not receive any of this income. A one-off reimbursement of £5 was refundable if a purchase was made.

10 What were the fees charged for caravans / horseboxes staying over the event?

Overnight parking for the sale duration was £15 for vendors and £25 for non-vendors. The Society was not involved with this element of the sale and did not receive any of the income.

11 Finally, we are led to understand that the Auctioneers organised the whole event. Would the WPCS and or the RWAS be interested in running the weekend as an event with an auctioneer in place to conduct the auction business or sale part of the event?

The WPCS has made it clear in the invitation to tender that we are looking for Registered Auctioneers to organise the Official sale for the Society. The 'Event' as you call it is not what the Society is requesting or intending for the Auctioneers to stage. The request is to stage a sale for the membership, for breeders to sell and purchasers to attend. We have not requested any other elements. We strongly recommend that any prospective tenderers realise that the WPCS is not intending to re-create the event that the previous Auctioneers staged at this moment in time.

12 .Are you aware if the RWAS have expressed interest in hosting the event with the WPCS and an Auctioneer responsible for the catalogue and the sale?

The society has entered into a Heads of agreement with the RWAS for the location and facilities. It is a facilities arrangement.

13 If the whole event is to be arranged, can you confirm if you would accept a tender from a consortium including an auctioneer who would set up a separate legal entity to run the event?

The tender is for the provision of an Official breed sale for the WPCS – it does not request an event. That does not preclude the possibility that the WPCS would at some point wish to host events during the sales period.

14 What is the price of the show ground and what is included and excluded in that price? It is unclear from B.4 if the WPCS are paying for the facility or the auctioneers. Whichever it is, does the deal /price that the RWAS include:

Electric / Water / Security / Which buildings will we be able to use?  
/ The time scale of set up and dismantling / How many stables are

on the show ground? / Who supplies the straw and who's responsible for disposing of it? / How many hook ups are available and at what cost? / Insurance / What resources have been agreed with the RWAS?

This information will be shared with competing tenderers once the tender bid has been submitted and a confidentiality agreement signed.

15 Could the title of the sale include our Auctioneering Firms title?

The naming right for the sale are not available. However, it is the Society's intention to mention and promote the successful Auctioneering firms title wherever possible when promoting or mentioning the sale. The name of course would obviously appear on entry forms, catalogues etc.

16 . How long would it take for the WPCS to process and validate the form for each entry? This would depend on the numbers entered. However, in the presale period from close of entry the WPCS office prioritises the processing of these forms and the production of passports for animals entered in the Official sale.

17 Would the WPCS be providing publicity and advertising for the sale or would that be down to the auction firm? The Society would work with the winning tenderer to promote the sale across all platforms.

18 What would be in place if the sale could not go ahead due to Covid19?

If the Festival sale cannot take place due to Covid 19 restrictions the Society would work with the Auctioneers and the RWAS to explore all avenues. If a traditional sale is not at all possible in 2021 then the Society would reserve the right to offer Vendors, the opportunity to enter an alternative Official Online sale with the Society's appointed Official Online Auctioneers. This would be the 'rescue' action to enable the sales of members animals. The WPCS would make every effort to help deliver the traditional sale if possible.

19 People are now used to online sales and the advantages of it, do you believe the vendors will return to a traditional type sale in the

same numbers? It is the WPCS belief that members, purchasers and vendors would prefer the opportunity to view a large number of physical entries at one sale environment.

- 20 Who is responsible of checking and overseeing the rules and conditions laid out in the current showing handbook? The Auctioneers will manage the running of the sale. The Judging and Showing handbook rules apply to every event which is affiliated to the WPCS.
- 21 Who will be overseeing the rules of handlers under 14 must wear a hard riding hat? This would be the Auctioneers responsibility as the Sales organisers.
- 22 Who is responsible for the cost of the society's Honorary Veterinary officer or Welfare officer for the sale? The Veterinary provision at the sale would be the responsibility of the Auctioneers, and at their cost. However; members of the WPCS Education and Welfare committee would be in attendance, on each day of the sale and the Auctioneers would be aware of the point of contact for each day, and/ or the WPCS Hon. Vet, but they would be there in an advisory capacity. The responsibility for the sale and the Welfare and Veterinary aspects sits with the Auctioneers.
- 23 Who is responsible for the location fees payable to the RWAS? (page 13 B.4)
- This element will be discussed with tender applicants once they have submitted their tender and signed a confidentiality agreement.
- 25 Have you an upper limit on what people would be willing to pay Commission and Buyers premium wise?
- This is for you as a tender bidder to decide in your expert opinion.

**SUBJECT TO CONTRACT**

**ENDS**

