

3DReid

Attending: Whole Event

Website: www.3dReid.com

Business: Architectural Practice

General Purchasing Requirements: Building & Construction, Construction Products & Services, Engineering Services, Landscaping, Lighting, Sub-Contract Engineering

Specific Purchasing Requirements: We are Architects and Designers with offices located globally. We work across various building sectors including Airports/Aviation, Education, Health, Hotels, Industrial, Masterplanning, Offices, Residential and Retail.

We are primarily focussing on Aviation sector related companies but are available to briefly discuss working opportunities in other sectors.

We often have a requirement for structural, civil, mechanical and electrical engineering, fire engineering, lighting, acoustic, signage / wayfinding services (design only) and landscaping design services as all of these disciplines often form part of our supply chain on work projects.

We have an interest in new building products that we may be able to specify for future works in any sector, areas of interest for this include: Building and Construction, Architectural Products and Finishes, Sustainable Recycled Products.

We offer design services for building Contractors and are willing to meet with any to discuss opportunities.

We would recommend that sellers review our website www.3dreid.com to review whether any of their products are suitable for presentation.

We are not interested in meeting IT, Training or Coaching Companies

Purchasing Policy: 3DReid is an international architectural practice with significant experience in the aviation sector. We have been successfully delivering major projects at numerous Airports for the last 20 years and are currently working on various projects at Heathrow, Gatwick and abroad. We work collaboratively with and for Contractors and Suppliers and are keen to make connections to further that aim.

Alpha Flight Services

Attending: Nov 30 2011 9:00AM Nov 30 2011 3:00PM

Website: www.alpha-group.com

Business: Flight Catering

General Purchasing Requirements: Bread and Bakery Products, Cakes, Biscuits, Chocolate and Confectionery, Dairy Produce & Eggs, Desserts, Diet Food (e.g. Gluten Free), Dried Foods (e.g. Rice, Pasta), Ethnic Foods, Fish and Seafood, Meat, Poultry and Game, Pastry & Pastry Goods, Speciality & Smoked Foods, Vegetarian Products

Specific Purchasing Requirements: Grocery, Chilled/Frozen: £4.4m (National) p.a

Specialty Grocery: £250k p.a.

Cheese: £1m (National)

Desserts: £500k p.a

Ethnic: £300k p.a.

Purchasing Policy: One of the core objectives at central purchasing is to achieve best delivered value of items governed by a distinct product specification.

Benchmarking across categories is conducted routinely.

Product sourcing managed by myself is done on two levels- a) items for our Heathrow unit b) suitable products can be considered for national supply to 16 other units

Amalga Ltd

Attending: Whole Event

Website: www.amalga.com

Business: Total Airside Project Support Services, Including: Construction Logistics, Retail Refurbishment Support Service, Facilities Management, Removals Service, Temporary Staff Supply

General Purchasing Requirements: Advertising, Advertising Agency Services, Advertising in media, Building & Construction, Cleaning, Fabric Maintenance & Support, Recruitment/Labour, Removals, Security, Total Facilities Management, Waste Management

Specific Purchasing Requirements: Temporary Staff Vehicles

Facilities Management

Training Services

Cleaning

Purchasing Policy: Suppliers are selected and vetted in line with our ISO 9001 certified Management System

American Airlines

Attending: Whole Event

Business: Maintaining Airline Ground Equipment and Facilities

General Purchasing Requirements: Electrical Components, Energy Management & Utilities, Engineering Services, Vehicle Leasing & Maintenance

Specific Purchasing Requirements: Automotive Spare Parts: £250K p.a.; Tyres and Batteries: £20K p.a.;

Control Systems inline with C.O.S.H.H, Hydraulic Equipment & Repairs: £20K p.a.;

Vehicle Rental: £1K p.a.;

Diesel Fuel (gas oil): £14K p.a.;

PPI Equipment & Repairs: £3K p.a.

To avoid suppliers wasting any of their appointment times - please note that we are responsible for purchasing in the specific areas stated ONLY.

Purchasing Policy: As an international airline with an absolute focus on dependability and customer service, we continually seek suppliers to join us in partnership to deliver on these goals. We look for suppliers to support our business with JIT deliveries, a can do approach and competitive pricing in the automotive field.

WE ARE ONLY INTERESTED IN AUTOMOTIVE REQUIREMENTS FOR OUR DEPARTMENT.

Amey Community Ltd

Attending: Whole Event

Website: www.amey.co.uk

Business: Facilities Management Company

General Purchasing Requirements: Construction Products & Services, Engineering Services, Grounds Maintenance

Specific Purchasing Requirements: Autodoors and Specialist Door Maintenance: £175k p.a.;

Roofing Surveys & Maintenance: £50k p.a.

Building Fabric & Fit Out Works: £150k p.a.

Specialist Air Conditioning Maintenance: £60k p.a.

Glazing: £150+k p.a.

Damage Control: £50k p.a.

Specialist Access Control Systems: £20k p.a.

Duct Work Cleaning & Inspections: £70k p.a.

Dry Risers & Sprinkler Tests & Specialist Fire Testing: £120K p.a

Specialist Electrical Contractors: £100K p.a

Electricians Temporary Labour: £50K p.a.

Contingency Planning (ie provision of Marquees, Toilet Blocks etc): £40K p.a

Cradle Maintenance: £50K p.a

Purchasing Policy: Every year Amey spends a significant amount of money with our supply chain. We aim to build long term sustainable relationships, striving to work creatively with only the best suppliers who operate safely and with consideration to the environment. In all our procurement activities we

infrastructure specialists in the UK.

General Purchasing Requirements: Cement, Cladding, Concrete, Electrical Fittings, Fencing and Gates, Mechanical & Electrical, Plant, Scaffolding, Steelwork, Structural Components, Surface Coatings/Paints

Specific Purchasing Requirements: Barhale are looking at working for BAA, having just secured a framework for GAL. We are interested in exploring the local supply chain to support us in specialisms that we do not deliver in-house includes M&E Works, Access Control Systems, Roofing, Waterproofing, Piling, Precast Concrete

Barhale was formed as a specialist tunnelling contractor in 1980 and is today one of the largest privately owned infrastructure specialists in the UK. The business grew initially through the successful delivery of projects in the water sector, developing mechanical and electrical capabilities and a fabrication and supply subsidiary, alongside our traditional tunnelling, civil engineering and utilities skills.

Today Barhale remains a privately owned business, working UK-wide across the environment, transport and energy sectors. We provide design, construction and maintenance services under long term contracts with blue-chip public, regulated and private clients.

Barhale is a values driven business which forms collaborative relationships. We operate as a tier 1 partner to many of our clients, often working in integrated teams. 70% of our turnover is in long-term frameworks and half of our operations are in joint ventures with long-term industry partners.

We operate a direct employment model with a workforce of more than 750 skilled operatives. All our people are trained through our dedicated training facility alongside our head office in Walsall.

Our vision is to be the best at what we do, aiming to be the market leading infrastructure services provider.

Our three pillar performance model defines our mission - to be the safest, most efficient and most responsible partner to our customers, supported by sound systems and process, talented people and an engaged supply chain.

Purchasing Policy: *In accordance with ISO accredited management systems we operate an approved Supplier and Sub-Contractor core database. We are committed to developing long term sustainable relationships with our Supply Chain. Ensuring we have a joined up approach focussed on delivery outputs for our clients and our internal performance indicators. We welcome interest from both regional and national service providers.*

Blackjack Promotions Ltd

Attending: Whole Event

Website: www.blackjackpromotions.co.uk

Business: *Promotions/ Experiential*

Specific Purchasing Requirements: Recruitment

Production
Stationary
Telecommunications
IT
Reporting Systems

Purchasing Policy: *All suppliers are to complete and submit our supplier evaluation form.*

Supplier status is checked by our procurement officer Celeste Kelt Blackjack account managers will use suppliers suitable for the job required and will generate a P.O before an order is made.

Payment is made after goods are satisfactory received and within 60 days of invoice submission

British Airways

Attending: Whole Event

Website: www.ba.com

Business: *Civil Aviation*

General Purchasing Requirements: Beers, Ciders and Wines, Soft Drinks and Beverages

Specific Purchasing Requirements: Wine: £16m p.a.
Soft Drinks: £5m p.a.

Juices: £2.5m p.a.

Catering: £400m p.a.

BA is open to any innovative ideas and welcomes conversations with suppliers about their potential application in our operation. We are open-minded about meeting suppliers from a wide range of food categories as we are not looking for anything specifically. If a supplier fits in with the brand and can offer a good product but may not have the production capacity to provide all year round, we can investigate further and in some cases look at using the product for 1 month.

There is potential that in the near future we will be going to the market for Airport Services, Estates and Facilities Management and Vehicle Maintenance.

We are also always open to meeting suppliers with innovative ideas on Energy Management or Sustainable/Recycled Products.

We are happy to meet with suppliers regarding areas outside of our requirements but would only be able to pass their details on to other colleagues within British Airways.

Purchasing Policy: *The most important factor in our procurement strategy is that the suppliers must be able to provide sufficient quality to ensure there is a consistent offering to our passengers. This either means the supplier must be of significant size or in some cases that the supplier dedicates a significant proportion of their output for a pre-agreed period.*

British Airways Plc is always open to new ideas and innovation solutions to challenges that we face both in the air and on the ground. If you have a new way of doing things then we are interested to hear your ideas.

British Airways plc uses an online tender system called Ariba Spend Management to conduct all procurement projects. The process will likely consist of a request for information to gain background knowledge of your organisation. If short-listed the next stage would be a Request for Proposal which would provide you with the important information around our requirements and ask you to submit pricing and supporting documentation.

Brunel University

Attending: Whole Event

Website: www.brunel.ac.uk

Business: *Education*

General Purchasing Requirements: Communications, Waste Disposal

Specific Purchasing Requirements: Emergency Communications Systems; Security Products & Services; Sustainable/Recycled Products; Mobile Communications;

Purchasing Policy: *The principle function of the Procurement Department is to improve the effectiveness and efficiency of purchasing and contracting across all departments. We do this by taking a strategic view of procurement across the university.*

BSkyB Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.sky.com

Business: *Television Broadcasting Services*

General Purchasing Requirements: Advertising, Architecture, Builders Joinery, Construction Products & Services, Doors & Barriers, Energy Management & Utilities, Engineering Services, Environmental Services, Financial Services, Groundwork, Health & Safety, Heating, Ventilation & Air Conditioning, Hotel Services & Facilities, HR Training & Education, Marketing Services, Mechanical & Electrical, Media Products & Services, Office Equipment & Furniture, Security Products & Services, Temporary

Staff, Training, Vehicle Leasing & Maintenance, Waste Disposal

Purchasing Policy: Sky recognises that implementing best in class procurement practices can result in strategic, financial and operational advantage and can also significantly reduce commercial and operational risk. We also acknowledge that working closely with our suppliers will inspire innovation in products and services, ultimately giving a better experience to our internal and external customers. Sky's corporate and marketing procurement teams focus on suppliers with £100k+ annual spend with Sky.

Buying Force Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.buying-force.com

Business: Procurement Consultancy

Specific Purchasing Requirements: Buying Force provides a rigorous Supplier Accreditation process. For suppliers becoming Buying Force accredited provides objective and independent external assurance for their business systems and financial background, helping to gain opportunities in a competitive marketplace.

There are two levels of Supplier Accreditation. The first vetting level leads to an 'Approved Supplier' accreditation, and the second to 'Validated Supplier' status.

By achieving either the Approved or Validated supplier status you will be able to:

- Demonstrate your reliability and financial stability as a potential supplier, positioning your company as a low risk partner to potential business contacts.
- Demonstrate your business's skills-sets in your specialist areas and the regions you operate in.
- Use the Buying Force accreditation stamp and certificate in your marketing materials.
- Feature in an online showcase on the Buying Force website.
- Widen contract possibilities through Buying Force's close links to the property sector.

To obtain further details on becoming an Approved or Validated Supplier please visit our stand.

Purchasing Policy: Once a supplier has been through our rigorous supplier vetting process we will advertise their company name on our Specialist Preferred Supplier List to our Clients who in turn may select to employ your company's services.

Carillion Plc

Attending: Whole Event

Website: www.carillionplc.com

Business: Support Services

General Purchasing Requirements: Builders Joinery, Builders Raw Materials, Carpentry, Cement, Cladding, Concrete, Fasteners & Fixings, Groundwork, Heavyside, Mechanical & Electrical, Steelwork, Structural Components, Sub-Contractor Services

Specific Purchasing Requirements: Concrete & Aggregates: £250m p.a.
M&E: £500m p.a.
Structural Steelwork: £200m p.a.
Builders Merchants: £150m p.a.
Envelope - Cladding: £300m p.a.

Purchasing Policy: Carillion seeks to establish strong relationships with supply chain partners to put together the right team with the right experience, skills and capability to deliver excellent and cost effective solutions to our customers.

We have now developed the Carillion Supplier Charter, which reflects not only our commitments and expectations towards our supply chain, but also the approach and behaviour that we expect our suppliers to adopt.

It also provides a framework within which our Values can be applied in our dealings with suppliers, sub-contractors and external partners.

Central Direct Mail

Attending: Nov 30 2011 9:00AM Nov 30 2011 3:00PM

Website: www.centraldirectmail.com

Business: Mailing House

General Purchasing Requirements: Advertising, Advertising Agency Services, Advertising in media, Design/Reproduction, Media Products & Services, Print & Design, Printing, Waste Disposal

Specific Purchasing Requirements: Print: £250k p.a.

Stationery: £150k p.a.

Office Machinery: £40k p.a.

Postage: £350k p.a.

Purchasing Policy: Central Direct Mailing (Euro) Ltd are a 22 year old mailing house based in South Tottenham. We employ 5 full time staff and 10 part time staff; as and when required based on the flow of work during the year. We are based in a self equipped 1,500 sq/ft premises; fully alarmed and fully secured 24/7.

Our main aim is to help the likes of local authorities, association, printers, designers and SME's to grow their business by mailing and marketing in the correct manner – which is where CDM's 22 years of knowledge comes in to play!

We offer many services including list procurement, stationery supply, in house and out sourced printing solutions, machine and hand fulfilment, a great door to door service throughout London (within M25) and some massive postage discounts to boot.

Dealing with mailings from 100 units up to 5 million units we are more than able and willing to help gain the client a great response by guiding them down the rocky road that is mailing. The majority of the time we near enough pay for our clients mailing by posting in a particular way using our Royal Mail discounts. This means our clients are able to mail and market twice as much as their nearest competitors for the same amount of outlay!

"STUFF THE REST, WE ARE THE BEST"!

Chisholm & Winch (Contracts) Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.chisholmandwinch.co.uk

Business: General Building & Fit-Out Contractors

General Purchasing Requirements: Builders Joinery, Builders Raw Materials, Carpentry, Cladding, Fasteners & Fixings, Ironmongery, Plant, Plumbing Products, Scaffolding, Timber

Specific Purchasing Requirements: Timber/Sheet Metals: £25k p.a.

Sanitary Ware: 350k p.a.

Ironmongery: £50k p.a.

Timber Fire Doors: £150k p.a.

Fasteners/Fixings: £5k p.a.

Scaffolding: £50k p.a.

Sand/Cement: £25k p.a.

Plant/Tool Hire: £15k p.a.

Purchasing Policy: Materials / Equipment / Subcontractors are usually procured from either:

Approved Suppliers / Manufacturers, or from the Clients / Main Contractors specifying particular materials / Subcontractors to use.

On occasions we do have the opportunity to submit equal or approved alternatives which is why we are always looking at alternative materials / suppliers to add to our internal data base.

Comshows (Communication Shows Ltd)

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.comshows.com

Business: Comshows is an innovative live events management and video production agency with 21 years experience specialising in conferences, product launches, drinks receptions, workshops, exhibitions and video production. Our clients range from Government, charity sector and corporate organisations. Our ethos is to engage with audiences and through our full circle digital marketing strategies ensure that experiences are long

standing with maximum impact.

General Purchasing Requirements: Advertising, Communications, Construction Products & Services, Media Products & Services, Print & Design, Sustainable/Recycled Products

Specific Purchasing Requirements: Innovative Digital Media Suppliers eg iPad 2 and Application Programming
Event Website Delegate Registration and Charging Services
Printing and Promotional Materials including Eco-Friendly Options
AV and Digital Signage Suppliers

Purchasing Policy: *Comshows is an events and video production agency spanning 21 years working with a range of small and high profile briefs from our clients. We have a longstanding relationship with our loyal suppliers amounting to, in most cases, 10 years+ offering an excellent service to our clients.*

We are always on the lookout to expand our rostra to ensure that we offer our clients the most innovative products at the best value for money. We welcome interest from SME's with a proven track record of delivering excellent services and solutions utilising sustainable practices.

New potential suppliers on an annual call off basis are strictly vetted with references, sustainability policy and accreditation requested. Shortlisted companies are visited at their own location. After approval, insurance documentation and confidentiality agreements are required. New suppliers are included on our list and are contacted depending on the needs of a project.

Costain Ltd

Attending: Whole Event

Website: www.costain.com

Business: Major UK Construction Company

General Purchasing Requirements: Bathroom/Kitchen fittings, Builders Joinery, Builders Raw Materials, Carpentry, Ceiling/Roofing products, Cement, Ceramics, Cladding, Concrete, Doors & Barriers, Electrical Fittings, Fasteners & Fixings, Fencing and Gates, Furnishings, Groundwork, Heating, Ventilation & Air Conditioning, Mechanical & Electrical, Plant, Plumbing Products, Scaffolding, Small Metal Products, Steelwork, Structural Components, Sub-Contractor Services, Windows

Specific Purchasing Requirements:

Purchasing Policy: *Costain Ltd is involved in building major projects, within the many differing sectors of the UK construction industry. The current work load is circa £2.4b*

The majority of the procurement is with Specialist Subcontract Trade Contractors. With individual project commercial teams, utilising a supply chain, that is managed within a companywide Supply Chain Management Process.

The supply chain is constantly being challenged to bring best value to our clients and hence Costain Ltd has a desire to understand, from this event, any further potential sub-contract supply chain, within the Air Sector.

We have secured CBI and LPI Frameworks at LHR and are interested in a diverse range of Sub Contractors (Small Medium and Large) to work with us in supplying best value to our customers.

Defence Equipment & Support, Ministry of Defence

Attending: Whole Event

Website: www.contracts.mod.uk

Business: Procurement for UK Armed Forces

General Purchasing Requirements: Architecture, Clothing & Textiles, Construction Products & Services, Electrical Components, Engineering Services, Environmental Services, Food Services/Catering, Grounds Maintenance, Office Equipment & Furniture, Waste Disposal

Purchasing Policy: *The Defence Suppliers Service, which is part of the MOD's Supplier Relations Team, is the MOD's focal point for the provision of advice and guidance to companies interested in becoming UK defence suppliers.*

DHD Engineering Ltd

Attending: Whole Event

Website: www.dhd-eng.co.uk

Business: *Steelwork Fabrication, Installation Projects and Maintenance Engineering*

General Purchasing Requirements: Engineering Services

Specific Purchasing Requirements: Non-Ferrous and Ferrous Metal Suppliers

Sub Contract Steelwork Companies

General Sub contract Companies (Electricians, Builders, Decorators, Plumbers and Pipe Fitters)

Engineering Supplies

Tool and Plant Hire Companies

Personal Protective Equipment

I.T Companies

Powder Coating

Galvanising

Laser and Water Cutting Services

Not looking for:

Recruitment Companies, Stationery Companies, Auditing Companies

Purchasing Policy: *DHD are a continually growing company and with our growing work base we need new suppliers that can meet our sometimes tight delivery schedules but still providing us with equal good quality and service so we can pass this on to our clients for better value for money all round.*

dnata

Attending: Whole Event

Website: www.dnata.co.uk

Business: *Cargo Ramp and Passenger Handling*

General Purchasing Requirements: Cleaning, Contract Cleaning, Food Services/Catering, Temporary Staff, Waste Disposal

Purchasing Policy: *Procurement is run by a small team usually we would hold meetings with potential suppliers along with business managers from the relevant department within dnata to discuss requirements etc..once we have all relevant information back the procurement team would make a recommendation to the senior managers.*

Ecovert FM

Attending: Whole Event

Website: www.ecovertfm.co.uk

Business: *Facilities Management*

General Purchasing Requirements: Beers,Ciders and Wines, Builders Raw Materials, Cakes, Biscuits, Ceiling/Roofing products, Diet Food (e.g. Gluten Free), Doors & Barriers, Electrical Fittings, Fresh Fruit and Vegetables, Health Food, Heating, Ventilation & Air Conditioning, Mechanical & Electrical, Plumbing Products, Scaffolding, Sub-Contractor Services, Windows

Specific Purchasing Requirements: Building & Refurbishment works

Catering

Cleaning:Patient Catering, Coffee/Sandwiches/Fish

Hard FM:including Electrical/Mechanical/Consultancy/Building

Refurbishment

We are particularly interested in meeting innovative and Sustainable Suppliers and Contractors

Edmundson Electrical Ltd (Heathrow Branch)

Attending: Whole Event

Website: www.edmundson-electrical.co.uk

Business: Electrical Wholesaler

General Purchasing Requirements: Airport Services, Clothing & Textiles, Construction Products & Services, Electrical Components, Electrical Fittings, Energy Management & Utilities, Fasteners & Fixings, Health & Safety, Heating, Ventilation & Air Conditioning, Mechanical & Electrical, Sustainable/Recycled Products, Tools

Specific Purchasing Requirements: Cable & Accessories: £2M+ p.a.

Lighting & Lamps: £1.5m+ p.a.

Switchgear/Control: £500k+ p.a.

Cable Management: £500k+ p.a.

Wiring Accessories £500k+ p.a.

Tools & Power Tools: £75k+ p.a.

Fixings: £50K+ p.a.

Purchasing Policy: Edmundson Electrical Heathrow are part of a national electrical wholesale group with over 250 branches nationwide and a turnover in excess of £900M, with national stockholding in excess of £80M. Our main business is to supply electrical and mechanical products to trade and industry. At Edmundson Heathrow we specialise in the supply of materials to the airports and have a wide range of control and maintenance products available from stock. Although we are part of a large chain and have national purchasing agreements with our preferred suppliers, our day-to-day buying is done at a local level. This includes Building & Construction Products, Lighting Products, Electrical Components and Cables and any other products that we feel our airport customers may be interested in purchasing from us. We see "Meet the Buyers" as a good opportunity to meet and build long term relationships with suppliers of these goods.

EE&M Services Ltd

Attending: Nov 30 2011 9:00AM Nov 30 2011 3:00PM

Website: www.eemservices@aol.com

Business: Engineering Exports Company, ,

General Purchasing Requirements: Construction Products & Services, Disabled Equipment/Disability Inclusion Products, Electrical Components, Energy Management & Utilities, Engineering Services, Environmental Services, Office Equipment & Furniture, Waste Disposal

Specific Purchasing Requirements: Generators: £100k p.a.

Electrical Cables: £200K p.a.

Insulation & Building Materials: £80K p.a.

Lighting Fittings: £70k p.a.

Boilers/Calorifiers: £60k p.a.

GRP & Steel Tanks: £50k p.a.

UPVC, ST/ST & Steel Pipes & Fittings: £60k p.a.

Street Furniture: £60k p.a.

Electrical Accessories: £50k p.a.

Instrumentation and Controls: £20k p.a.

Fire fighting Equipment & Accessories: £35k p.a.

Cranes & Lifting Equipment: £50k p.a.

Drainage & Sewerage Equipment & Material: £100k p.a.

Purchasing Policy: EE&M Services Ltd trading as EEM is a UK registered Company registered in 1982.

EEM is professionally experienced in localised sourcing, global sourcing, purchasing, packing and shipping around the world by the most effective way possible.

We have extensive knowledge in supporting and supplying the Arabian Gulf, Europe, North Africa and the Middle East Oil, Gas, Petrochemical and engineering markets.

Clients servicing: From the very small to multinational companies.

Working from clients specifications we source, quote and procure materials from suppliers and ship to the clients.

When goods are delivered to EEM warehouse the products are held until the complete order is assembled and ready for Inspection, Packing and Shipping. Goods are shipped by Sea, Air or by Courier services depending on clients request.

Payments to our suppliers are effected from UK by EEM.

We can accept payments from our clients by Letter of Credits.

From our long experience we prepare all Letter of Credit documentation including legalisation from Local and Arab Chambers of Commerce.

We assist small UK companies whom they do not have Exports Departments to export their products.

EEM has corresponding offices in Greece and Cyprus to assist us with our operations and design work.

Electric Center

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.electric-center.co.uk

Business: Electrical Distributors

General Purchasing Requirements: Access Control, Architecture, Catering Equipment & Supplies, Electrical Components, Lighting

Specific Purchasing Requirements: Lamps & Lighting: £200k p.a.

Cable: £150k, Switch and Fuse Gear: £150k p.a.

Motor Control Gear, Wiring Accessories: £55k p.a.

Water and Heating Products: £42k p.a.

Purchasing Policy: Electric Center is one of the fastest growing electrical distributors in the country with a network of over 80 branches in the UK with sales in excess of £110 million.

Electric Center has recently been acquired by one of the largest electrical wholesalers in the country, Edmundson Electrical.

Electric Center values its relationship with product manufacturers and suppliers. By working together in a real partnership, we create an efficient supply chain that brings tangible benefits to customers.

Euro Car Parks

Attending: Whole Event

Website: www.eurocarparks.com

Business: Car Park Management/Operator

General Purchasing Requirements: Doors & Barriers, Groundwork, Recruitment/Labour

Purchasing Policy: 3 Quotes (generally) for Services - high spend items.

Tenders - Invitations to tender

Preferred Supplier List

Ferrovia Agroman U.K.

Attending: Whole Event

Website: www.ferrovia.es

Business: Civil Engineering and Construction Contractor

General Purchasing Requirements: Bathroom/Kitchen fittings, Builders Joinery, Builders Raw Materials, Carpentry, Ceiling/Roofing products, Cement, Cladding, Concrete, Doors & Barriers, Fasteners & Fixings, Fencing and Gates, Groundwork, Ironmongery, Mechanical & Electrical, Plant, Recruitment/Labour, Scaffolding, Steelwork, Structural Components, Sub-Contractor Services, Surface Coatings/Paints, Timber, Welding, Windows

Specific Purchasing Requirements: Concrete and Sub-structure: £6m p.a.

Structural Steel and Superstructure: £26m p.a.

Envelope and Cladding Systems: £15m p.a.

M&E Installations: £30m p.a.

Internal Finishing: £20m p.a.

Specialist Plant & Equipment: £10m p.a.

To make an appointments with Ferrovia Agroman Uk, please make it with HETCO (Ferrovia Agroman UK and Laing O'Rourke JV) only

Purchasing Policy: Ferrovia Agroman are one of the largest Civil Engineering and Infrastructure contractors in Europe specialising in Airfield and major Infrastructure works including tunnels, bridges and Highways. Procurement is a Global operation which is in keeping with Ferrovia Agromans worldwide presence. Each operating company within the Group is able to access a Supplier Database that contains the details of all Preferred Suppliers across the Globe.

Ferrovia are currently involved in two of the largest construction projects in

the UK, constructing the new Terminal 2 building at Heathrow Airport and as part of a consortium, undertaking tunneling and infrastructure works for the Crossrail project.

FINNAIR

Attending: Whole Event

Website: www.finnair.co.uk

Business: Airline

General Purchasing Requirements: Advertising , Airport Services, Architecture, Engineering Services, Environmental Services, Estates , Food Services/Catering, HR Training & Education, Media Products & Services, Professional Services, Sustainable/Recycled Products

Specific Purchasing Requirements: Chauffeur Service Lon M25 & Man Area: £unknown p.a.

Meeting Venue (10-200 people): £30k p.a.

Promotional Gifts & Marketing: £2k p.a.

CSR & Sustainability Options

Purchasing Policy: All procurement is done from our head office in Helsinki, Finland. Our local sales team will be in attendance to gather options on new or alternative supplier options to feedback to head office for follow up.

A very important part of our procurement process is to work with suppliers committed to meet or exceed ISO14000 standards.

Forza Doors Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 3:30PM

Business: Door Manufacturer

General Purchasing Requirements: Builders Joinery, Carpentry, Doors & Barriers, Fasteners & Fixings, Ironmongery, Small Metal Products, Steelwork, Sub-Contractor Services, Timber, Tools

Specific Purchasing Requirements: Machined Timber: £300k p.a

Aluminium Extrusion:£500k p.a

Panel Products: £200k p.a.

Glass: £100k p.a.

Seals & Instruments: £50k p.a.

Plastic Extrusions: £100k p.a.

Rubber Seals & Gaskets: £20k p.a.

General Iron Mongery £50k p.a.

Access Control: £50k p.a.

Pressing & Sheet Metal: £50k p.a.

Purchasing Policy: We are seeking well managed companies, where service, quality and price is paramount and have the ability to keep pace with a fast growing organisation.

Goldteam Recruitment Ltd

Attending: Whole Event

Website: www.goldteam.co.uk

Business: Goldteam are a recruitment services company specialising in temporary, permanent and contract placements. It is unique in that it has developed its own innovative and award winning Enterprise Resource Planning Software management system.

General Purchasing Requirements: Advertising , Communications, HR Training & Education, ID Cards & Systems, IT Hardware, IT Software, Marketing Services, Media Products & Services, Mobile Communications, Professional Services, Vehicle Leasing & Maintenance

Specific Purchasing Requirements: PR and Marketing: £65k p.a.

Software, IT, Communications: £16.6k p.a.

Staff Training: £11k p.a.

Printing, Stationery and Postage: £27k p.a.

Motor Expenses and Travel £71k p.a.

Purchasing Policy: Goldteam is an innovative and technology driven business. It is committed to the values of the ethical trading initiative. It has

gained a competitive advantage in the supply of temporary labour through its innovative award winning Goldtime Software. Goldteam is interested in working with suppliers who are innovative and who can assist us to maintain high levels of efficiency, leverage our marketing collateral and deliver a high quality service to our blue chip clients particularly in the FMCG, industrial labour, logistics and pharmaceuticals market.

Grundon Waste Management Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.grundon.com

Business: Waste Management

General Purchasing Requirements: Mechanical & Electrical, Recruitment/Labour, Small Metal Products, Steelwork, Sub-Contract Engineering, Welding

Specific Purchasing Requirements:

Purchasing Policy: The Company policy is to procure from approved suppliers. Approved Suppliers are vetted prior to any procurement taking place by both the local buyer/Manager and Company IMS support team.

Hasmead Plc

Attending: Whole Event

Website: www.hasmead.com

Business: Grounds Management, Hard and soft Landscaping

General Purchasing Requirements: Airport Services, Cement, Clothing & Textiles, Concrete, Fencing and Gates, Grounds Maintenance, Plant, Street Furniture, Timber, Tools, Vehicle Leasing & Maintenance

Specific Purchasing Requirements: Ground Maintenance

Health and Safety

Landscaping

Green Waste Management

Hire

Tools

Purchasing Policy: Hasmead Plc is a renowned landscape contractor with a first class reputation. We have an unrivalled and proven track record for undertaking the largest hard and soft commercial landscaping projects throughout the British Isles. Our vision for planning and implementing long-term projects for our loyal and impressive client base has made us one of the best in the field, and the outcome of every project is world-class.

Her Majesty's Young Offenders Institute Feltham

Attending: Whole Event

Business: Custody of Prisoners

Specific Purchasing Requirements: Contingency Plans for Catering (Ready Made, Hot Food)

Specialist Equipment for Occupational Health Purposes

Temporary Stand by Generators

Independant Fire Risk Assessments

Temporary Boilers

Contingencies for Water Shortages (Drinking water)

Emergency Gas Repairs

Purchasing Policy:

As a Government department we are tied into Mandatory contracts for a vast majority of our procurement needs, but as we run as a small community, housing individuals convicted of crime and awaiting trial, we need to have reliable contingencies in place in case of emergencies.

Our current arrangements, whilst satisfactory, could be vastly improved with relationships within our local community.

Our payment method would be via credit card or verbal order from an

authorised source.

HETCO (Ferrovial Agroman (UK) and laing O'Rourke JV)

Attending: Whole Event

Business: Main Contractor for the new Terminal 2 at Heathrow Airport

General Purchasing Requirements: Bathroom/Kitchen fittings, Builders Joinery, Builders Raw Materials, Carpentry, Ceiling/Roofing products, Cement, Ceramics, Cladding, Concrete, Doors & Barriers, Fasteners & Fixings, Fencing and Gates, Furnishings, Groundwork, Ironmongery, Mechanical & Electrical, Plant, Plumbing Products, Recruitment/Labour, Scaffolding, Small Metal Products, Steelwork, Structural Components, Sub-Contractor Services, Surface Coatings/Paints, Timber, Tools, Welding, Windows

Specific Purchasing Requirements: Concrete and Sub-structure: £6m p.a.
Structural steel and Superstructure: £26m p.a.
Envelope and Cladding Systems: £15m p.a.
M&E Installations: £30m p.a.
Internal Finishing: £20m p.a.
Specialist Plant & Equipment: £10m p.a.

Purchasing Policy: HETCo are the Main Contractor currently constructing the new Terminal 2 building at Heathrow Airport. Currently procuring fit-out packages, the contract is scheduled for completion in October 2013. Representatives from both J.V. organizations will be present on the HETCo stand.

Honeywell Control Systems Limited

Attending: Whole Event

Website: www.honeywell.com

Business: Control Systems Manufacturer

General Purchasing Requirements: Airport Services, Construction Products & Services, Energy Management & Utilities, Engineering Services, Estates, Heating, Ventilation & Air Conditioning, Mechanical & Electrical, Recruitment/Labour, Sub-Contractor Services

Specific Purchasing Requirements: Electrical Installation BMS, Fire & Lighting Systems): £13m p.a.
Panel Manufacturer: £1.5m p.a.
Mechanical Installation Works & 3rd Party Service
Network Cabling Install: £4m p.a.

Purchasing Policy: Suppliers have to complete a rigid pre-qualification process before acceptance as a preferred supplier. We regularly use e-auctions to ensure competitive pricing. We technically review forms of enquiry to ensure technical and regulatory compliance specific to each project and service contract.

House of Commons

Attending: Whole Event

Website: www.parliament.uk

Business: Parliament

General Purchasing Requirements: Bread and Bakery Products, Builders Joinery, Cakes, Biscuits, Canned and Bottled Foods, Carpentry, Chocolate and Confectionery, Dairy Produce & Eggs, Delicatessen, Desserts, Diet Food (e.g. Gluten Free), Doors & Barriers, Dried Foods (e.g. Rice, Pasta), Ethnic Foods, Fish and Seafood, Fresh Fruit and Vegetables, Furnishings, Health Food, Herbs, Spices & Condiments, Mechanical & Electrical, Pastry & Pastry Goods, Speciality & Smoked Foods, Vegetarian Products

Purchasing Policy: The House of Commons has a wide variety of purchasing requirements covering goods, services and works. The Palace of Westminster

is a Grade 1 listed building and as such we require a number of specialist services related to the care and maintenance of a historic building. However we also have number of modern offices and catering establishments on the Parliamentary Estate and so we also buy in all the services and supplies that you would expect any ordinary organisation to purchase.

All our tenders of a value over £25,000 are advertised through the House of Commons e-tendering portal:

<http://in-tendhost.co.uk/parliamentuk/>

We do also on occasion use the portal to tender for requirements below £25,000 too. Most of our procurement exercises are two stage procedures with a pre-qualification questionnaire being used to select suppliers to go through to the tender stage. We also make use of framework agreements for a number of our requirements and anticipate we will be putting a number of these in place over the next couple of years for our Catering and Retail team.

HSS Hire

Attending: Whole Event

Website: www.hss.com

Business: Tool & Plant Hire Specialist

Specific Purchasing Requirements: We are interested in meeting suppliers relating to the following Categories:

Ceiling/Roof Products
Heating & Ventilation A/C
Mechanical & Electrical
Plumbing Products
Steelwork
Scaffolding
Tools
Plant
Welding

Purchasing Policy: The procurement at HSS is controlled through category management teams. Each category management team is responsible for a diverse range of product categories listed within the HSS catalogue. Each category management team are responsible for a wide range of objectives ensuring product performance is maximised.

Procurement activities are conducted via quarterly bulk purchases, procurement is further maintained throughout the year with tactical and strategic purchases in line with customer demand and corporate objectives.

ICE Facilities Management Ltd

Attending: Whole Event

Website: www.icefm.co.uk

Business: Facilities Management & Building Contractors

General Purchasing Requirements: Bathroom/Kitchen fittings, Builders Raw Materials, Carpentry, Ceramics, Fasteners & Fixings, Groundwork, Mechanical & Electrical, Plant, Plumbing Products, Scaffolding, Tools

Specific Purchasing Requirements: Building Materials: £1m p.a.
Electricians: £50K p.a.
Plumbers, M+E: £50k p.a.

Purchasing Policy: We have an approved a suppliers/sub contractors list that matches our in-house standards of quality and procedures.

Suppliers are vetted by our Operations Director/Projects Administrator. The list is frequently updated to ensure the highest quality and value. We are always looking to seek partnerships with suppliers and sub contractors as we continue to grow across the South East.

Integrity Property Management Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.integritypm.co.uk

General Purchasing Requirements: Advertising, Architecture, Cleaning, Construction Products & Services, Contract Cleaning, Grounds Maintenance, Health & Safety, Housing & Property Management, IT Hardware, IT

Software, Legal Services, Professional Services, Refuse Collection

Specific Purchasing Requirements: Gardening: £ 20,000 p.a.
Building/Roofers: £75,000 p.a.
Cleaning: £30,000 p.a.
Architectural/Planning/Surveying: £ 20,000 p.a.
Legal Services: £10,000 p.a.
Accounts: £10,000 p.a.

Purchasing Policy: *WE have 2 purchasing angles. First there is what we require to run our own business and carry out the work we do for our Clients. Second, there is work we instruct as agent for our Clients, who tend to be either the owners of buildings, or the Resident Management Companies that run them. Most contractors are chosen on the basis of personal opinion, but if we are let down once, then we tend not to use that contractor again.*

JCDecaux Airport UK

Attending: Nov 29 2011 9:00AM Nov 29 2011 4:30PM

Website: www.jcdecauxairport.co.uk

Business: Media Owners

General Purchasing Requirements: Design/Reproduction, Electrical Components, Energy Management & Utilities

Specific Purchasing Requirements: Advertising Lightbox Manufacturers: £20k p.a.

Digital Screens: £50k p.a.

Fluorescent & LED Lighting: £10k p.a.

Plant Hire: £15k p.a.

WE DO NOT WISH TO MEET HR AND FLEET COMPANIES

Purchasing Policy: *JC Decaux have an international procurement policy that is managed by the team in France. JC Decaux Airport as a division work closely with the central procurement team but also with BAA for airport approved suppliers.*

Killby & Gayford

Attending: Whole Event

Website: www.killbygayford.co.uk

Business: Building Contractor

General Purchasing Requirements: Groundwork, Mechanical & Electrical, Sub-Contractor Services

Specific Purchasing Requirements: Architects

Quantity Surveyors

Structural Engineers

Subcontractors

Purchasing Policy: *Killby & Gayford is a privately owned Limited Company which has been operating for over 150 years.*

Current turnover is around £90m and we employ getting on for 300 people, around 120 of whom are directly employed tradespeople.

We carry out new build, refit, fit-out and refurbishment construction projects across most sectors including education, healthcare, commercial, retail, heritage and ecclesiastical.

The procurement process for consultants is dealt with by the Director involved with the project and subcontractors and suppliers are procured by project surveyors following a tender process.

Labtherm Scientific

Attending: Nov 29 2011 10:00AM Nov 30 2011 3:00PM

Website: www.labtherm.co.uk

Business: Servicing of Scientific Instruments in Universities and Industry

General Purchasing Requirements: 2 colour printing, Business Travel & Accommodation, Casting Tooling, Ceramics, Document Management, Electronics, Engineering Services, Exhibitions & Exhibition Stands, Health & Safety, Office Equipment & Furniture, Office Supplies, Printing, Recruitment/Labour, Training, Water Coolers

Specific Purchasing Requirements: Engineered Small Parts: £3k p.a.

Business Insurance: £2k p.a.

Printing/Stationery: £1k p.a.

Purchasing Policy: *As a sole trader - Labtherm Scientific has been in business for 21 years, servicing and calibrating scientific instruments primarily in universities in the UK. We have over 100 customers. We also service and calibrate flammability instruments which measure burning profiles of many solid materials on a small sample.*

London Borough of Hillingdon

Attending: Whole Event

Website: www.hillingdon.gov.uk

Business: Local Authority

London Borough of Hounslow

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.hounslow.gov.uk

Business: Local Authority

London Borough of Richmond upon Thames

Attending: Nov 29 2011 9:00AM Nov 30 2011 3:00PM

Website: www.richmond.gov.uk/procurement

Business: Local Authority

Specific Purchasing Requirements: Print

Facilities Management

Taxi Services & Coach Hire (with drivers)

Currently we do not have requirements for areas where we have existing term contracts Stationery, Mobiles, Computer Consumables, Furniture, Cleaning Materials, Agency Staff, PAT Testing and Photocopiers.

Purchasing Policy: *Richmond Procurement offers day to day procurement support and advice to all Borough Departments. The Councils approved list primarily caters for construction related services and is maintained by Exor Management Services. Companies wishing to apply for the approved list are asked to visit the companies web site: www.exorgroup.co.uk. All contracts over £50K are required to be competitively tendered. Larger contracts will be advertised in the Official Journal of the European Union (OJEU). The Borough has a Procurement Portal with a Buyer Profile which contains a link to our contract advertisements and includes further information on Procurements role at Richmond. The Borough jointly procures a range of goods and services with other London Boroughs and makes extensive use of various national framework arrangements.*

Lonza Slough

Attending: Whole Event

Website: www.lonza.com

Business: Bio Pharma

General Purchasing Requirements: Cleaning, Clothing & Textiles, Communications, Construction Products & Services, Contract Cleaning, Electrical Components, Energy Management & Utilities, Environmental Services, Food Services/Catering, Grounds Maintenance, Hotel Services & Facilities, Housing & Property Management, Mobile Communications, Office Equipment & Furniture, Refuse Collection, Washroom Equipment

Specific Purchasing Requirements: Indirect commodities as listed in

General Requirements

Cleaning: £800k p.a.

Security: £700k p.a.

Purchasing Policy: *Procurement activities are currently fragmented and we are progressively putting measures into place to consolidate this via the Procurement Department, who are responsible for both Direct and Indirect*

procurement.

Lovell Partnerships

Attending: Whole Event

Website: www.lovell.co.uk

Business: *Social Housing Constructors*

General Purchasing Requirements: Cladding, Groundwork, Roof Products, Sub-Contractor Services, Windows

Specific Purchasing Requirements: Concrete Frame Contractors
External Cladding/Render Systems Contractors
Lightweight Steel Frame Contractors
Plumbing & Heating Installers
Alternative Energy (Solar/PV/heat source pumps etc)
Green Roofs

Curtain Walling Contractors & Window Manufacturers

Flooring Systems

Trades we do not want to see:

Security; Waste Management; Door Entry; Labour Hire/Recruitment;
Scaffolding; Kitchens & Bathrooms; Electricians; Caterers; anyone to do with
Airports(Airside); Civil Engineering and anyone that doesn't fit within either
our specific or general purchasing requirements.

Purchasing Policy: *As the Country's leading affordable housing constructor, our procurement strategy is to provide the highest quality finish for our client using the best and most innovative products and services on the market. As a national contractor we have numerous agreements with cutting edge manufacturers and suppliers who are prepared to continually push the boundaries of design and practicality. However we are always open to positive new ideas and methods which will improve our product.*

Mace Ltd

Attending: Whole Event

Website: www.macegroup.com

Business: *International consultancy and construction company*

Specific Purchasing Requirements: Mechanical, Electrical & Public Health - £10m p.a., Structural Steelwork - £10m p.a., Logistics - £10m p.a., General Builder £10m p.a., Baggage Handling Systems - £10m p.a., Baggage I.T. Applications - £10m p.a.

Purchasing Policy: *All potential suppliers & subcontractors to be pre-approved, competency assessed prior to commencing works on site. Also must comply with BAA industrial relations policy.*

McNicholas Construction Services Ltd

Attending: Nov 30 2011 9:00AM Nov 30 2011 3:00PM

Website: www.mcnicholas.co.uk

Business: *McNicholas is a service provider with wide experience of working in the utilities- power, gas and water, communications, renewables and rail markets. the company calls upon a range of professional disciplines in civil engineering, construction, mechanical and electrical engineering, information technology and general management. It also provides a full design and planning service, traffic and risk management and health and safety training.*

General Purchasing Requirements: Builders Raw Materials, Cement, Concrete, Electrical Fittings, Fasteners & Fixings, Fencing and Gates, Groundwork, Heavyside, Mechanical & Electrical, Plant, Plumbing Products, Recruitment/Labour, Small Metal Products, Steelwork, Structural

Components, Sub-Contractor Services, Systems & Equipment, Timber, Tools

Specific Purchasing Requirements: Engineering Materials (i.e. pipes, fittings and valves)£9mpa

Construction Materials (i.e. aggregates, asphalt, concrete, and steel) £7mpa

Plant Hire & vehicles (small tools, heavy equipment and vehicles) £7mpa

Fuel £6m pa

Facilities Management (i.e. office leases, security, cleaning etc) £4mpa

Professional Services £4mpa

PPE and Consumables £1mpa

IT £1mpa

Purchasing Policy: *McNicholas is a service provider with wide experience of working in the utilities, communications, renewables and rail markets. McNicholas has been helping develop and maintain the UK's infrastructure since the late 1940s.*

To do this successfully, the company calls upon a range of professional disciplines in civil engineering, construction, mechanical and electrical engineering, information technology and general management.

McNicholas works in four principal sectors:

Utilities - power, gas and water

Communications

Rail

Renewables

It also provides a full design and planning service, traffic and risk management and health and safety training.

The company has clear values, putting safety and the client first. It has a proven track record of effectively delivering diverse projects and services to a broad base of clients with whom it works, handling projects either on a traditional contract basis or through full partnering agreements.

The McNicholas brand is built on experience and a strong heritage, yet it constantly strives to improve its performance. Its employees are key to its success so it ensures they benefit from strong leadership and continuous training and development. Customers then benefit from working with the best people to meet their needs.

Mears Projects

Attending: Whole Event

Website: www.mearsgroup.co.uk

Business: *Main Contractor*

General Purchasing Requirements: Bathroom/Kitchen fittings, Ceramics, Cladding, Heating, Ventilation & Air Conditioning, Heavyside, Mechanical & Electrical, Plumbing Products, Scaffolding, Steelwork, Structural Components, Surface Coatings/Paints, Windows

Purchasing Policy: *Mears have a robust Procurement process to identify suitable supply chain to suit our business needs.*

We carry out initial interviews to establish suitability and then issue our PQQ document

This is then assessed by our compliance teams before completion of the process.

Menzies Aviation C2W

Attending: Whole Event

Website: www.menziesaviation.com

Business: *Airport Parking Management including Bussing*

General Purchasing Requirements: Clothing & Textiles, Hotel Services & Facilities, Temporary Staff, Vending Equipment, Vending Supplies

Purchasing Policy: *Menzies is an international company so procurement is generally centralised for large order items such as Uniform and Stationary. Agency Manpower and Vehicle Leasing and Servicing is sourced local to site. Training is in-house from a centralised department.*

Maintenance and other asset management services are provided by BAA as the buildings and grounds are their asset.

Middlesex University

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.mdx.ac.uk

Business: Higher Education

General Purchasing Requirements: Environmental Services, Grounds Maintenance, Professional Services, Sustainable/Recycled Products, Temporary Staff

Specific Purchasing Requirements: Corporate Travel £500k p.a., Stationery & Computer Supplies £200k p.a., Agency/Temporary Staffing £100k p.a., Scanning & Electronic Storage £100k p.a.

Purchasing Policy: The University Procurement Office advises on all purchases and contracts exceeding £40k.

Ministry of Justice Procurement

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.justice.gov.uk

Business: Prison Services, Courts, Tribunals, Probation Services Etc

General Purchasing Requirements: Airport Services, Hotel Services & Facilities, Vehicle Leasing & Maintenance

Specific Purchasing Requirements: Retail: £m's p.a.
Travel and Transport (Helicopters, Coaches, Buses, Ferries): £m's p.a.
Taxi's/Chauffeurs: £m's p.a.
Vehicle Servicing, Maintenance, etc: £000's p.a.

Purchasing Policy: The Ministry of Justice has a wide scope of requirements from staff travel through to looking after offenders. More information on our current procurement process can be found on the Justice website, www.justice.gov.uk

The MoJ's procurement structure is based on category management. Each of our 4 units specialises in different areas of procurement. We are representing Travel, Transport and Retail categories. In particular we are interested in 2 key areas as identified below; however we will answer questions for all areas of business and can refer potential suppliers to the relevant category leads in the other units.

Travel and Transport

The MoJ's travel and transport requirements are mainly in England and Wales and include, rail, air, ferry, taxi's, vehicle hire, lease and purchase etc. The team are currently about to embark on a tender exercise for Taxi Services on regional level.

We are also looking at the possibility of completing a tender for Vehicle Servicing, Maintenance etc.

Retail

The sale of retail goods to the Prisoner population (currently 87,673) is a crucial aspect of the operation of a Prison and integral to the Authority's decency agenda.

The opportunity to purchase extra products to supplement daily provisions enables Prisoners to exercise individual preference using their standard weekly allowance or earned income, as well as to maintain important contact with family and friends.

MITIE Technical Facilities Management

Attending: Whole Event

Website: www.mitie.com

Business: Integrated Facilities Management Provider

General Purchasing Requirements: Builders Raw Materials, Ceiling/Roofing products, Health & Safety, Heating, Ventilation & Air Conditioning, Ironmongery, Mechanical & Electrical, Plumbing Products, Surface Coatings/Paints, Timber, Windows

Purchasing Policy: MITIE are the UK's largest technical facilities management operation servicing major clients across every sector including London Borough of Hillingdon, Capital One, Bank of Ireland, Sellafield, Scottish Government and North Somerset Council.

Our passion for energy management underpins everything we do. Through our unique CarbonCare programmes we ensure a sustainable and legally compliant approach and a low carbon future.

At the London Borough of Hillingdon MITIE provides facilities management services at over 300 buildings across the borough. This includes a large M&E and fabric requirement involving many specialist services and activities.

MITIE have an established National Procurement Agreement (NPA) process which suppliers are able to apply for through our central procurement team. To supplement this at a local level our account management team use regional suppliers to provide specialist M&E and fabric services. We are keen to work with local suppliers to support our contract at the London Borough of Hillingdon.

MJM Industrial Ltd

Attending: Whole Event

Website: www.mjmindustrial.com

Business: MJM Industrial Ltd are an Airside Industrial Engineering Support comprising of 3 main division Contact Engineering Supply (CES), Refurbishment & Maintenance Projects (RMP) AND Products, Repairs & Overhauls (PRO). MJM work across various industry sectors including Airports, Food & Beverage, Process & Manufacturing, Power & Waste, Leisure and Aggregate sites. MJM have built a reputable, dependable company offering tailored solutions and an excellent 24/7 service to our clients

General Purchasing Requirements: Airport Services, Architecture, Clothing & Textiles, Construction Products & Services, Design/Reproduction, Engineering Services, Professional Services, Temporary Staff, Training, Vehicle Leasing & Maintenance

Specific Purchasing Requirements: Bearings and Power Transmission: £400 p.a.

Lubricants, Solvents and Consumables: £50k p.a.

Fabrication & Machining: £200 p.a.

Mild and Stainless Steel: £50 p.a.

Fasteners

and Fixings: £30k p.a.

Contract Labour: £20k p.a.

Personal protective Equipment and Clothing: £30k p.a.

Construction Services: £30k p.a.

Purchasing Policy: MJM Industrial supply engineering and project support services to both 1st and 2nd tier suppliers to BAA. Our main activities across Airports are; conveyor engineering, bearings and power transmission, specialist steel fabrication and machining, refurbishments and the provision of airside contract engineers.

Purchase and ordering is dealt with mainly by Internal Sales staff and individual Project Managers at our Colnbrook office. We look for efficient, cost effective suppliers that will partner with MJM to deliver an efficient 24/7 engineering support.

Morgan Sindall plc

Attending: Whole Event

Website: www.morgansindall.com

Business: Construction and Infrastructure work

General Purchasing Requirements: Concrete, Timber

Specific Purchasing Requirements: We are looking for subcontractors for the following services: Groundwork, Logistics, Hoardings, Scaffolding, Steelwork, Cladding/ Curtain Walling, General Builder, Demolition/Strip out, Signage/ Wayfinding, Ceilings and Partitions, Glazed Wall Lining, Architectural Metalwork, Doors, Ticket Desks etc., Joinery, Painting, Mechanical Services, Electrical Services, Asphalt, Concrete Cutting Coring & Rock Sawing, Electrical (Airfield lighting), Earthworks & Haulage

We are looking for suppliers of the following materials:

Concrete, Timber & Ply & Reinforcement

We are looking to meet with companies who have history of working on Airport Projects (Landside or Airside) or who have the potential of doing so.

Purchasing Policy: We manage our supply chain to ensure we deliver the

maximum quality and performance. All suppliers and subcontractors must undertake a rigorous approval process and continuous appraisal helps us to build closer relationships with our supply chain. We choose to build long-term relationships with suppliers and subcontractors who share our value and our commitment to sustainability and safety. We recognise our responsibility to pay on time, reward service excellence and treat all our supply partners fairly. This includes guaranteeing limited tender competition, ensuring regular feedback opportunities and sharing our project pipeline. Our approach to our supply chain is to actively promote local suppliers and subcontractors.

Osborne

Attending: Whole Event

Website: www.osborne.co.uk

Business: Construction, Civil Engineering, Homes, Property Services, Rail

General Purchasing Requirements: Bathroom/Kitchen fittings, Builders Joinery, Carpentry, Cement, Ceramics, Cladding, Concrete, Doors & Barriers, Electrical Fittings, Fencing and Gates, Groundwork, Heating, Ventilation & Air Conditioning, Heavyside, Ironmongery, Recruitment/Labour, Scaffolding, Steelwork, Sub-Contractor Services, Windows

Purchasing Policy: We use the Builder's Profile online pre-qualification data exchange service.

Peabody Trust

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.peabody.org.uk

Business: Housing Association

General Purchasing Requirements: Doors & Barriers, Fencing and Gates, Groundwork, Heating, Ventilation & Air Conditioning, Mechanical & Electrical, Scaffolding, Sub-Contractor Services, Windows

Purchasing Policy: Procurement is constructed through various means, generally related to the anticipated value of the resultant contract. We are, as an organisation, subject to the Public Contracts Regulations.

Renaissance London Heathrow Hotel

Attending: Whole Event

Website: www.renaissancelondonheathrow.co.uk

Business: Hotel

General Purchasing Requirements: Advertising, Environmental Services

Specific Purchasing Requirements: Each individual department has control of their own budgets, via an approved supplier and purchase order system.

Purchasing Policy: As we are part of Marriott International, we have a list of preferred suppliers whom we are to use. Food and beverage is purchased via an online intranet.

Rival Print Management Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.rivalpm.co.uk

Business: Print Management

General Purchasing Requirements: Clothing & Textiles, Design/Reproduction, Marketing Services, Print & Design

Specific Purchasing Requirements: Litho Print B2 & B1: £300k p.a. Web: £150k p.a.

Promotional Goods: £100k p.a.

Signage, Large format: £100k p.a.

Purchasing Policy: All purchasing is made through the Directors who are attending.

Royal National Orthopaedic Hospital

Attending: Nov 29 2011 9:30AM Nov 30 2011 3:00PM

Business: NHS Trust

Specific Purchasing Requirements: Print Medical Consumables

Purchasing Policy: RNOH is the largest orthopaedic hospital in the UK and regarded as a leader in the field of orthopaedics both in the UK and world-wide. We provide a comprehensive range of neuro-musculoskeletal healthcare, ranging from acute spinal injuries to orthopaedic medicine and specialist rehabilitation for chronic back sufferers. This broad range of neuro-musculoskeletal services is unique within the NHS. RNOH also plays a major role in teaching. Over 20% of all UK orthopaedic surgeons receive training at the RNOH. Our patients benefit from a team of highly specialised consultants, many of whom are nationally and internationally recognised for their expertise. Our clinical effectiveness is enhanced by our working in partnership with University College London and in particular UCL's Institute of Orthopaedic and Musculo-skeletal Science which is based on the Stanmore campus. The IOMS, together with the RNOH, has a long track record of innovative research leading to new devices and treatments for some of the most complex orthopaedic and musculoskeletal conditions.

Siemens Infrastructure Logistic - A division of Siemens plc

Attending: Whole Event

Website: www.siemens.com

Business: Siemens Baggage Handling Systems

General Purchasing Requirements: Airport Services, Construction Products & Services, Design/Reproduction, Electrical Components, Engineering Services, Mechanical & Electrical, Scaffolding, Steelwork, Sub-Contractor Services

Purchasing Policy: We have a procurement strategy and clearly defined tender process for London Heathrow. We obtain three quotations and then evaluate the output. Suppliers are informed if they have been successful/unsuccessful. All Siemens suppliers have to be approved through our VEQ process and must also be BAA approved.

Skanska

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.skanska.co.uk

Business: Construction

General Purchasing Requirements: Builders Raw Materials, Ceiling/Roofing products, Cement, Cladding, Concrete, Groundwork, Mechanical & Electrical, Steelwork, Structural Components, Surface Coatings/Paints, Timber

Specific Purchasing Requirements: Earthworks: £43m p.a.

(Water) Main Laying: £37.6m p.a.

Groundworks & Civils Contractors: £34.9m p.a.

Electrical Contractors: £34.4m p.a.

Consultancy: £30.8m p.a.

Reinforced Concrete/Frame: £30.8m p.a.

Asphalt Works: £24.5m p.a.

Mechanical Contractors: £21.4m p.a.

Purchasing Policy: We procure sustainably by meeting our customer requirements through the value for money sourcing of products and services taking into account environmental, social and ethical aspects over the whole product or service lifecycle.

Operating successfully in a demanding and competitive market requires significant involvement and support from a diverse supply chain. We are looking for the best suppliers and subcontractors wanting to work with us to deliver safe, green, ethical and best value innovative solutions.

Agreeing to the principles of our Code of Conduct and Sustainable

Procurement policies is an absolute requirement when working with Skanska. Pre-qualification is achieved through either Achilles Building Confidence or an internal system depending on the spend and risk profile of the trade in question. Building works are delivered predominantly through sub-contract packages, civil engineering works though direct procurement of materials from suppliers.

Slough Borough Council

Attending: Nov 30 2011 9:00AM Nov 30 2011 3:00PM

Website: www.slough.gov.uk

Business: Local Authority

Spelthorne Borough Council

Attending: Whole Event

Website: www.spelthorne.gov.uk

Business: Local Authority

General Purchasing Requirements: Cleaning, Contract Cleaning, ID Cards & Systems, Office Equipment & Furniture, Print & Design, Washroom Equipment

Purchasing Policy: As a public sector organisation we need to be seen to undertake procurement in a fair and transparent way through the use of quotes and obtaining tenders. For higher value contracts we need to comply with European Union procurement rules. We are looking to increasingly use -tendering to make the tendering processes easier both for suppliers and the Council.

Detail of our current contracts are available on the South East Business Portal

<https://www.businessportal.southeastiep.gov.uk/sece/cms.nsf/vLiveDocs/SD-DEVV-6UNGEK?OpenDocument&contentid=1.001>

We publish details of all our spend over £500 on a monthly basis on our website:

http://www.spelthorne.gov.uk/your_council/cou_council_budgets/cou_transparency.htm

St George West London Ltd

Attending: Nov 30 2011 10:00AM Nov 30 2011 2:00PM

Business: Residential/commercial Developer

General Purchasing Requirements: Bathroom/Kitchen fittings, Builders Joinery, Builders Raw Materials, Carpentry, Ceiling/Roofing products, Cement, Ceramics, Cladding, Concrete, Doors & Barriers, Electrical Fittings, Fasteners & Fixings, Fencing and Gates, Groundwork, Heating, Ventilation & Air Conditioning, Heavyside, Ironmongery, Mechanical & Electrical, Plant, Plumbing Products, Recruitment/Labour, Scaffolding, Small Metal Products, Steelwork, Structural Components, Sub-Contractor Services, Surface Coatings/Paints, Timber, Windows

Specific Purchasing Requirements: Trade Contractors - Construction Material Suppliers - Construction Related

Purchasing Policy: Main Contractors/Trade Contractors/Materials are obtained using competitive tender method using prequalified trade contractors and suppliers. Suppliers also have to go through term agreement.

Surrey Chambers of Commerce

Website: www.surrey-chambers.co.uk

Business: Chambers of commerce

Syon Park

Attending: Whole Event

Website: www.syonpark.co.uk

Business: Stately home and associated activities

General Purchasing Requirements: Builders Joinery, Electrical Fittings, Energy Management & Utilities, Fasteners & Fixings, Ironmongery, Plant, Plumbing Products, Refuse Collection, Scaffolding, Surface Coatings/Paints, Timber, Tools, Training, Waste Disposal

Specific Purchasing Requirements: Plumbing (from Routine Domestic to Hand Cast Lead): £25k p.a.

Timer, Paints & Materials: £20k p.a.

Scaffold Services: £5k p.a.

Demolition (one off project 2012): £20k p.a.

Automatic Gates Servicing: £1k p.a.

Foil Pump Maintenance & Repair - £2k p.a.

Window Cleaning (Grade 1 Listed House/ Conservatories) - £7k p.a.

Electrical Works & Supply of Materials - £40k p.a.

Purchasing Policy: As a Grade 1 listed historic park with Grade 2 listed properties within, we rely on our contractors to be sympathetic to the properties. We tend to work from a small, select list of contractors, taking quotes for various jobs before selecting who we will undertake the work.

Target Site Services

Attending: Whole Event

Website: www.targetsiteservices.co.uk

Business: Electrical & Mechanical Engineers

General Purchasing Requirements: Electrical Fittings, Heating, Ventilation & Air Conditioning, Mechanical & Electrical, Plant, Plumbing Products, Recruitment/Labour, Security, Tools

Specific Purchasing Requirements: Electrical Fittings: £750k p.a.

Heating & Ventilation: £750k p.a.

Labour Recruitment: £250k p.a.

Mechanical and Electrical Products: £500k p.a.

Plumbing Products: £500k p.a.

Security Systems: £200k p.a.

Tools £150k: p.a.

Purchasing Policy: Target Site Services are an Electrical/ Mechanical Engineering Company, with over 23 years experience, providing first class services to the Construction Industry.

Located in Datchet near Windsor and within easy access of the Motorway network.

With a varied and prestigious client base, our multi-skilled team work closely with our clients to develop projects from the initial stages to completion.

Thames Valley Chamber of Commerce

Website: www.thamesvalleychamber.co.uk

Business: Chamber of Commerce and Industry

Transport for London

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.tfl.gov.uk

Business: Local Transport Authority

General Purchasing Requirements: Construction Products & Services

Specific Purchasing Requirements: We are interested in meeting any supplier related to the following transportation services (this includes Construction & Civil Engineering):

Highways & Construction

London Underground

Overground Rail

Bus Services

Consultant Support

River Services

Docklands Light Railway

Cycling & Walking

Please note that we do not have a requirement for Printing, Office Facilities or General Building Work

Purchasing Policy: *Transport for London is the integrated body responsible for the city's transport system. TfL manages the Main Roads, Buses, Underground and Docklands Light Railway. Our primary role is to implement the Mayor's Transport Strategy. Key elements of the Strategy are Sustainable Development, incorporating issues relating to the Mayor's Green Procurement Code, Equality & Inclusion and Supplier Diversity. We also seek to develop the Greater London Authority's Responsible Procurement Policy, encouraging diversity among suppliers. We are keen to meet any construction industry suppliers who may be able to work with us to develop the Mayor's plans.*

UCB Celitech

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.ucb.com

Business: Pharmaceuticals

General Purchasing Requirements: Construction Products & Services, Food Services/Catering, Grounds Maintenance, ID Cards & Systems, Security Products & Services

Specific Purchasing Requirements: Electronic Security Systems (CCTV, Intruder Alarm) – Budget Circa: £150k p.a.
Moves & Changes – Removals, Furniture Reconfiguration etc – Budget Circa £10k p.a.

Catering Services – Staff Dining, Hospitality – Budget Circa: £500k p.a.

Landscape Maintenance – Budget Circa: £50k p.a.

Energy Management – Energy Saving Technologies

Purchasing Policy: *UK Facilities work closely with our colleagues in Sourcing & Contracting (Procurement) to ensure our specifications deliver the services and value UCB needs to further its business objectives. We work hard to work collaboratively with our suppliers to create long term partnerships which create value for both parties.*

UK Power Networks Services

Attending: Whole Event

Website: www.ukpowernetworks.co.uk

Business: Distribution & Maintenance of HV/LU Electrical Private Networks

General Purchasing Requirements: Aviation Services, Cleaning, Construction Products & Services, Contract Cleaning, Doors & Barriers, Electrical Components, Electrical Fittings, Energy Management & Utilities, Engineering Services, Environmental Services, Fencing and Gates, Food Services/Catering, Groundwork, Health & Safety, Hotel Services & Facilities, HR Training & Education, ID Cards & Systems, IT Hardware, IT Software, Mechanical & Electrical, Mobile Communications, Office Equipment & Furniture, Professional Services, Recruitment/Labour, Refuse Collection, Sanitation, Security and Alarm Equip, Security Products & Services, Sustainable/Recycled Products, Temporary Staff, Training, Vehicle Leasing & Maintenance, Washroom Equipment, Waste Disposal

Purchasing Policy: *UKPNS is still a new company and the nature and systems for procuring new services is still in progress. However, certain areas are within local control and will be seriously considered if cost savings are evident or can be proven.*

Veerount Technology Ltd

Attending: Whole Event

Website: www.veerounttechnology.co.uk

Business: Security Manufacturer and Distributor

General Purchasing Requirements: Access Control, Airport Services, Architecture, Electrical Components, Grounds Maintenance

Specific Purchasing Requirements: Plastic Shapes: £4k p.a.

Door Entry Keypads: £5k p.a.

Purchasing Policy: *The company has been in existence for 5 years and is growing with the sales of our own designed Door entry systems as well as the distribution of all other security products such as CCTV, Access Control, Automatic Gate, TV Aerial Equipment. We are looking to meet outlets for all our products and companies that can supply good quality sub assemblies at competitive prices.*

VINCI Construction UK Limited, Air Division

Attending: Whole Event

Website: www.vinciconstruction.co.uk

Business: Airport focused contracting

Specific Purchasing Requirements: Mechanical & Electrical, Ceiling Installation, Drywall & Partitioning, Flooring, Groundwork & Frame, Structural Steelwork & Heavy Metalwork, Cladding & Facades, Roofing Systems, Architectural & General Metalwork.

General Purchasing Requirements:

Design & Engineering Consultants, Mechanical & Electrical Services Consultants & Contractors, Civil Engineering Contractors, Wayfinding & Signage Contractors,

Architecture, Building & Construction, Cleaning, Energy Maintenance, Engineering, Environmental Monitoring & Technologies, Fabric Maintenance & Support, Health & Safety, Interior Contractors & Design, Landscaping, Lifts, Lighting, Sub-Contract Engineering, Utilities, Waste Management

Purchasing Policy: *VINCI Construction UK is a national construction and facilities company and is part of VINCI, the world leading concession and construction group which has over 192000 employees working on 34600 projects in 100 countries around the world. In 2010 VINCI group turnover was €34.8 billion, of which circa £1 billion (€11.5 billion) was contributed to by VINCI Construction UK projects.*

VINCI Construction UK Limited, Air Division, working collaboratively and in partnership with its clients and all stakeholders, delivers "Best Value" project solutions safely and innovatively through engagement with its established supply chain supported by a strategic engagement policy.

VINCI Construction UK Air Division has been a continual supporter of the "Meet the Buyers" programme and uses such events to continually interrogate the local marketplace, allowing us to identify and potentially engage with appropriate sustainable local businesses, whilst ensuring our incumbent supply chains across a number of trade sectors are constantly challenged and refreshed as necessary.

Warings Contractors Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.waringsgroup.com

Business: Building Contractor

General Purchasing Requirements: Builders Joinery, Builders Raw Materials, Cladding, Doors & Barriers, Groundwork, Heavyside, Mechanical & Electrical, Steelwork, Sub-Contractor Services, Windows

Specific Purchasing Requirements: Brickwork Contractors

Groundwork Contractors

Formwork Contractors

Joinery Suppliers

Window and Curtain Walling Contractors

Builders Merchants

Roofing Contractors

Mechanical & Electrical Contractors

No Labour Hire Please

Watson Steel Structures Ltd

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.watsonsteel.co.uk

Business: Design & Fabrication of Structural Steelwork

General Purchasing Requirements: Fasteners & Fixings, Ironmongery, Plant, Scaffolding, Small Metal Products, Steelwork, Structural Components, Sub-Contractor Services, Surface Coatings/Paints, Welding

Specific Purchasing Requirements: Sub Contract Fabrication
General need for Smaller Metal Products
Sub Contract Shotblasting and Painting
Drawing/Design Office Services (Including, CAD, Technical Drawing, Measured Building Surveys, Preparing of Floor plans, Etc.)

Westbrook International PLC

Attending: Whole Event

Website: www.wigroup.com

Business: *Cloud Computing Consultancy, one of only 6 for salesforce.com CRM Premier Consulting Partners in the UK and in the Top 25 Global salesforce.com consulting partners*

General Purchasing Requirements: Communications, Marketing Services, Print & Design, Temporary Staff, Training, Vehicle Leasing & Maintenance

Specific Purchasing Requirements: Personal or Company Motor Contract Hire Contract Opps x 85
HO Servers x 4; Laptops x 85
Mobile Phones x 85
Hotel Accommodation for London, UK Wide
Printer Inks, Paper, Office Sundries
Lazer Printer Contract, London and Alton

Purchasing Policy: *Some services are handled centrally, whilst others, are left to individuals to organise. There is a clear opportunity for us to select preferred suppliers to then advertise services to our remote and office based team.*

We have 85 employees and associates in the UK and 25 overseas.

Willmott Dixon Construction Ltd

Attending: Whole Event

Website: www.willmott Dixon.co.uk

Business: *Main Contractors - Construction*

General Purchasing Requirements: Carpentry, Ceiling/Roofing products, Fencing and Gates, Groundwork, Mechanical & Electrical, Steelwork

Specific Purchasing Requirements: Consumables: £700k p.a.
General Building Materials: £2m p.a.
Doorsets: £3m p.a.
Ironmongery: £2m p.a.
Tool Hire: £1m p.a.

Purchasing Policy: *Willmott Dixon's objective is to have a 'best value' relationship with all our supply chain in order to achieve the following:-*

- Long term sustainable, competitive advantage
- Improved performance in respect of time, cost and quality
- Develop sector and client expertise
- Reduced conflict and waste
- An environment of continuous improvement

Whenever possible Willmott Dixon place orders with their sub contractors on a supply and fix basis, packages are very rarely split. Willmott Dixon's spend with sub contractors is currently over £400 million, orders placed directly with suppliers only, is circa £10million.

Willmott Dixon look to source innovative and new technologies to improve upon current practice.

Wilson James Ltd

Attending: Whole Event

Business: *Security/Logistics*

General Purchasing Requirements: Airport Services, Construction Products & Services, Doors & Barriers, Environmental Services, Food Services/Catering, Grounds Maintenance, Heating, Ventilation & Air Conditioning, Mechanical & Electrical, Plant, Recruitment/Labour,

Sanitation, Scaffolding, Sub-Contractor Services, Temporary Staff, Washroom Equipment

Purchasing Policy: *All suppliers will undergo a process where we will assess their capability to supply our business, their quality management process, health & Safety record, Environmental CSR and financial standing. Wilson James will look to suppliers who can demonstrate good standards in all the above. Suppliers will also be assessed on cost, delivery, innovation, quality of product or service and how suppliers manage their business.*

Wingate Electrical

Attending: Whole Event

Website: www.wingate.co.uk

Business: *Electrical Engineers and Contractors,*

General Purchasing Requirements: Electrical Fittings, Mechanical & Electrical, Plant, Recruitment/Labour, Sub-Contractor Services

Specific Purchasing Requirements: Electrical Installation Materials: £750K p.a.
Plant Hire: £200k p.a.
Agency Labour: £100K p.a.

Purchasing Policy: *We are a locally based company which has served the Airport for over 20 years - we prefer to use local suppliers and labour.*

World Courier

Attending: Nov 30 2011 9:00AM Nov 30 2011 3:00PM

Website: www.worldcourier.com

Business: *Premium Logistics Services & Leading Global Supplier of Transportation, Storage & Distribution Services for Multinational biopharmaceutical Clinical Trials*

General Purchasing Requirements: Contract Cleaning, Waste Disposal

Specific Purchasing Requirements: Cleaning (Office): £12k p.a.
Refuse Collection/Recycling: £7k p.a.

Purchasing Policy: *Purchasing is made on tender process taking into account, previous performance, health, Safety & Environmental process review, actual work tendered for, cost of comparison on an agreed scale through all parties tendering for the work.*

Xerox Europe

Attending: Nov 29 2011 9:00AM Nov 29 2011 5:00PM

Website: www.xerox.com

Business: *Provider of Document Management Services-Hardware, Software, Services*

General Purchasing Requirements: Food Services/Catering, IT Hardware, IT Software, Print & Design, Vehicle Leasing & Maintenance

Purchasing Policy: *The procurement process is 2 fold:*

- 1) Purchase Order – 3 quotes are required by Requisitioner to support the electronic purchase order request. No goods/services must be delivered until the PO is approved.
- 2) Citibank visa Purchasing Card – only Level 3 accredited suppliers are used to procure from. Level 3 enables a detailed breakdown of the transition including the VAT. The HMRC website had more details on Level 3, and your merchant provider should be able to tell you if you are Level 3 or not.