

Christmas Lighting & Decoration

Prepared for Norton on Derwent Town Council



EXECUTIVE SUMMARY

I'd like to thank Norton on Derwent Town Council for this opportunity to bid for your Christmas Lighting contract, and for taking the time to read our submission. Please find below a summary of the key points in our proposal:

- Blachere has illuminated many towns, cities and village across the UK including Newcastle, Manchester, York, Scarborough, Kirkbymoorside, Market Weighton and many more. We have invaluable experience of working in these specialised environments.
- We're excited to share with you our ideas for a fresh, innovative, new display that works with your existing infrastructure.
- We pride ourselves in creating memorable lighting schemes which both highlight and complement the character of the areas being decorated.
- We balance technical and creative innovation with sustainability - our development of inspiring biodegradable and recycled motifs is unparalleled.
- As an ISO 9001-accredited company, quality is at the heart of everything we do.
- We approach every project with care and passion, offering outstanding customer service every step of the way.
- Our primary focus is to deliver a top-tier end-to-end service, placing health and safety at the forefront of our core principles, all while enchanting you with captivating illuminations.
- Blachere boasts the most extensive inventory, allowing us to tailor our designs to meet your specific requirements. If you would like an amendment to the motif choices, we welcome any changes you require.

Yours sincerely,

Tom Walmsley

Regional Sales and Projects Manager, Northern England - Contract Lead (Blachere Illumination UK Ltd)



DESIGN APPROACH

SUMMARY

Creating a festive atmosphere in Norton on Derwent Town Council:

Contract period

- 3 or 5 year hire (2024 - 2027/29)

Budget

- £7,000 per annum

Live period

- November 2024 to January 2027/29

Services required

- Supply (Hire)
- Installation
- Takedown
- Storage
- Project Management



INNOVATIVE DESIGN



100% LED lighting

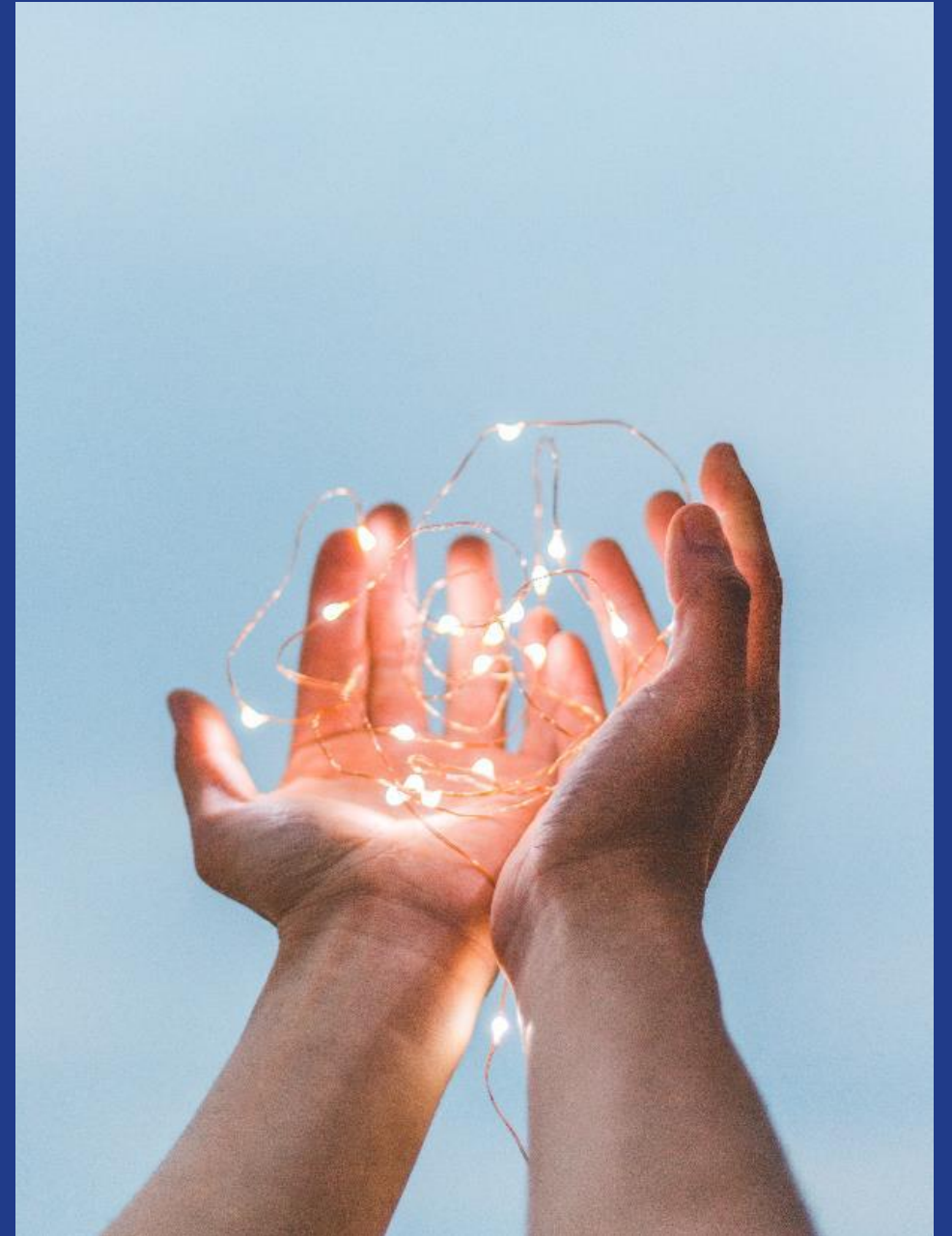
Our high-quality components are durable, easy on the eye, cost-effective and recycled after use. They are connectable via our Octoplus fast connection system.

Structural design

The unique structural design of designs balances minimum unsightly bracing with maximum strength - all without compromising the aesthetic appeal of our designs.

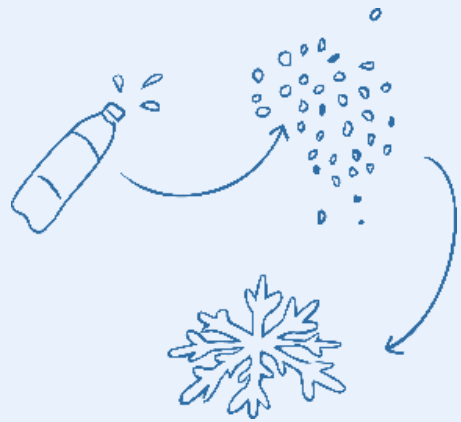
We have removed 80% of the aluminium in our 2D decorations.

We have used only 100% low energy LED for over 20 years.



RECYPRINT

Plastic waste transformed into magical decorations.



At Blachere, we have found a way to transform waste plastic into motifs that are as stunning as they are innovative!

Recycled bottles in PET (polyethylene terephthalate) are sorted by colour and ground into flakes. The resulting granules are then injected into our 3D printers to produce beautiful, unique blue decorations which are as eye-catching during the day as at night.

Our innovations are protected by numerous patents.

Recyprint emits 14 times less CO2 than aluminum.
Over 3,000,000 bottles have already been recycled into Christmas decorations..





OUR DESIGN PROPOSAL



DESIGN STATEMENT

Overview:

Throughout Norton on Derwent, we have proposed a state of the art, eco-friendly festive scheme manufactured from recycled plastic bottles with highly animated twinkling LED's and rope lighting. We have included a number of design options to allow you to pick and choose different features within your scheme.

Animation

All lighting and features within this proposal are animated and feature LED + high lumen output twinkling LEDs to create maximum impact. These are paired with pure white, bold rope light to really set off the displays. Our LED + products feature a 320 degree beam angle as opposed to industry standard 120 degree beam angle for optimum spread of light. Paired with the highest lumen output on the market, this creates a fantastic display both day and night.

Eco-friendly

All motifs are manufactured from our exclusive Recy-Print range. These decorations are manufactured from recycled plastic bottles which you can be proud to display and very much in-line with Norton on Derwent Town Council's sustainability aspirations. The secondary benefit of this technology is the aesthetic appeal of these motifs. Recy-Print decorations utilise 80% less aluminium, emitting 14 x less carbon during manufacture and therefore, unlike other motifs in the market, do not look unsightly and industrial during the day. Instead, the Recy-Print mesh structure of these designs makes up the majority of the design. Our 3D printers then inject this material with vibrant, bold colours to give a stunning daytime effect for maximum return on investment.

Flexibility

Within our proposal, we have included the option to swap all 2D and 3D motifs throughout your contract for true flexibility and choice. Why not change your motifs in year 2 to multi colour? Or opt for a traditional warm white scheme for year 3? The choice is yours! We would welcome you to visit our warehouse in Horbury, West Yorkshire to view the designs first hand.

DESIGN HIGHLIGHTS – OPTION 1

Lamp Column Motifs x 20

Throughout Norton, we have proposed the addition of 2.8m height x 0.8m width eco-friendly banner motifs in an array of warm whites, blues and reds. The 80% reduction in aluminium from standard motif designs also reduces the windage factor of the motifs, allowing wind to pass through the design with ease making them stand up perfectly to storm conditions.

Innovations

- RecyPrint
- LED+ Technology

Design

- Colourful
- Animated Stars

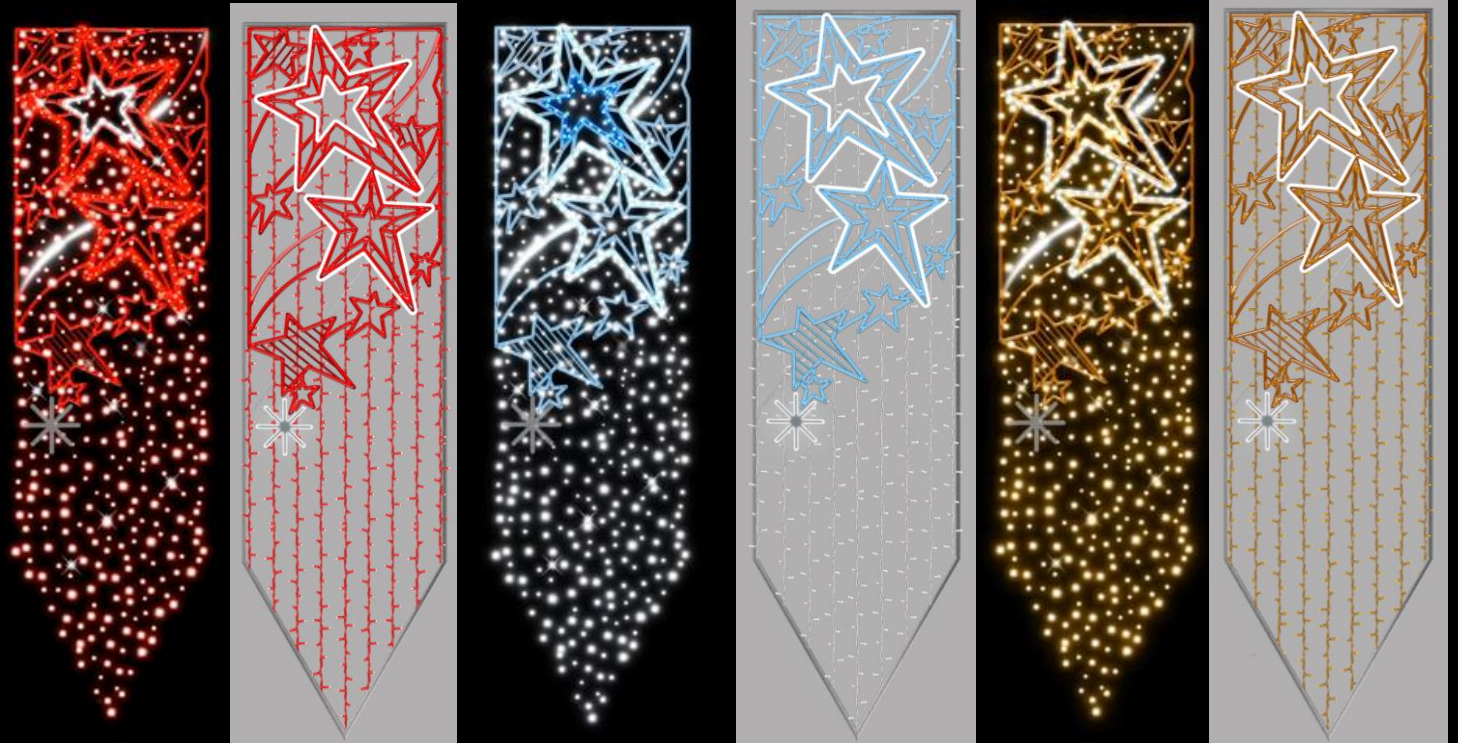
Size

- 2.8m x 0.8m,

Recycled Bottles Used in Scheme



1,340



EVENING

DAYTIME

DESIGN HIGHLIGHTS – OPTION 2

Lamp Column Motifs x 20

For Option 2, we have proposed an array of varying decorations in warm whites, pure whites, reds and blues ranging in sizes from 2m height – 2.5m height and 0.8m width to 0.9m width.

Innovations

- RecyPrint
- LED+ Technology

Design

- Colourful
- Animated

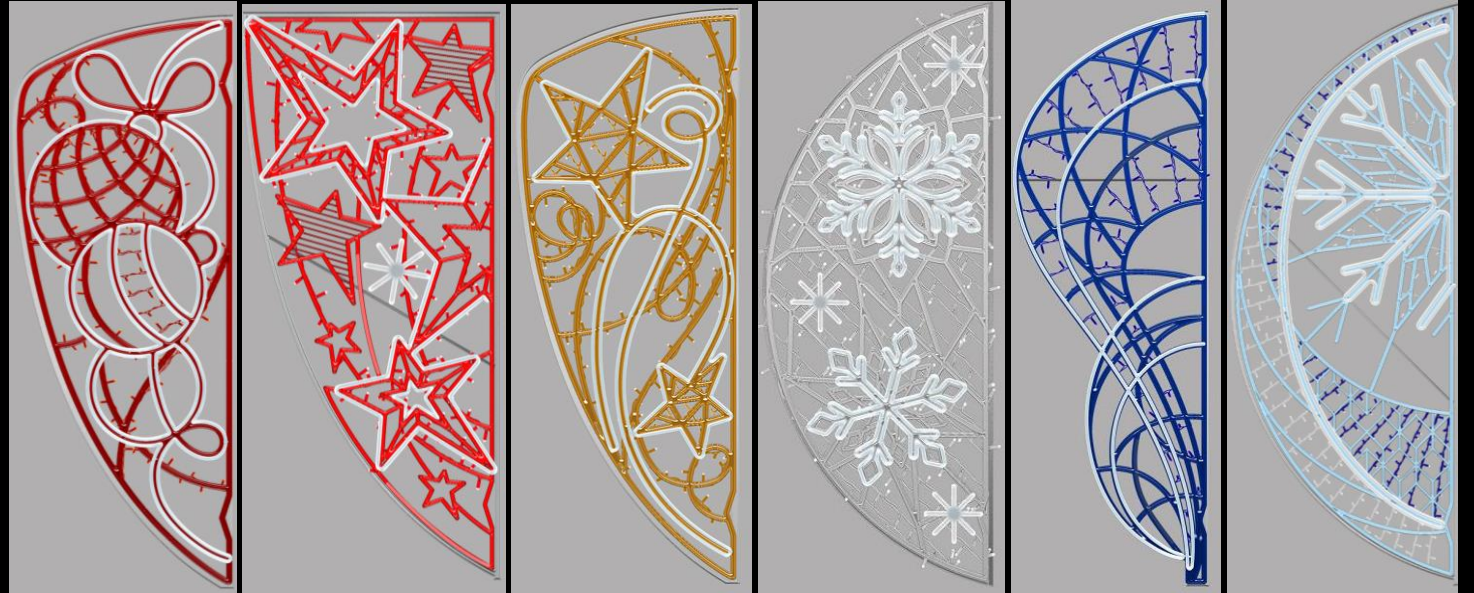
Size

- 1.5m x 0.6m

Recycled Bottles Used in Scheme



1,420



DAYTIME



EVENING

OPTION 1



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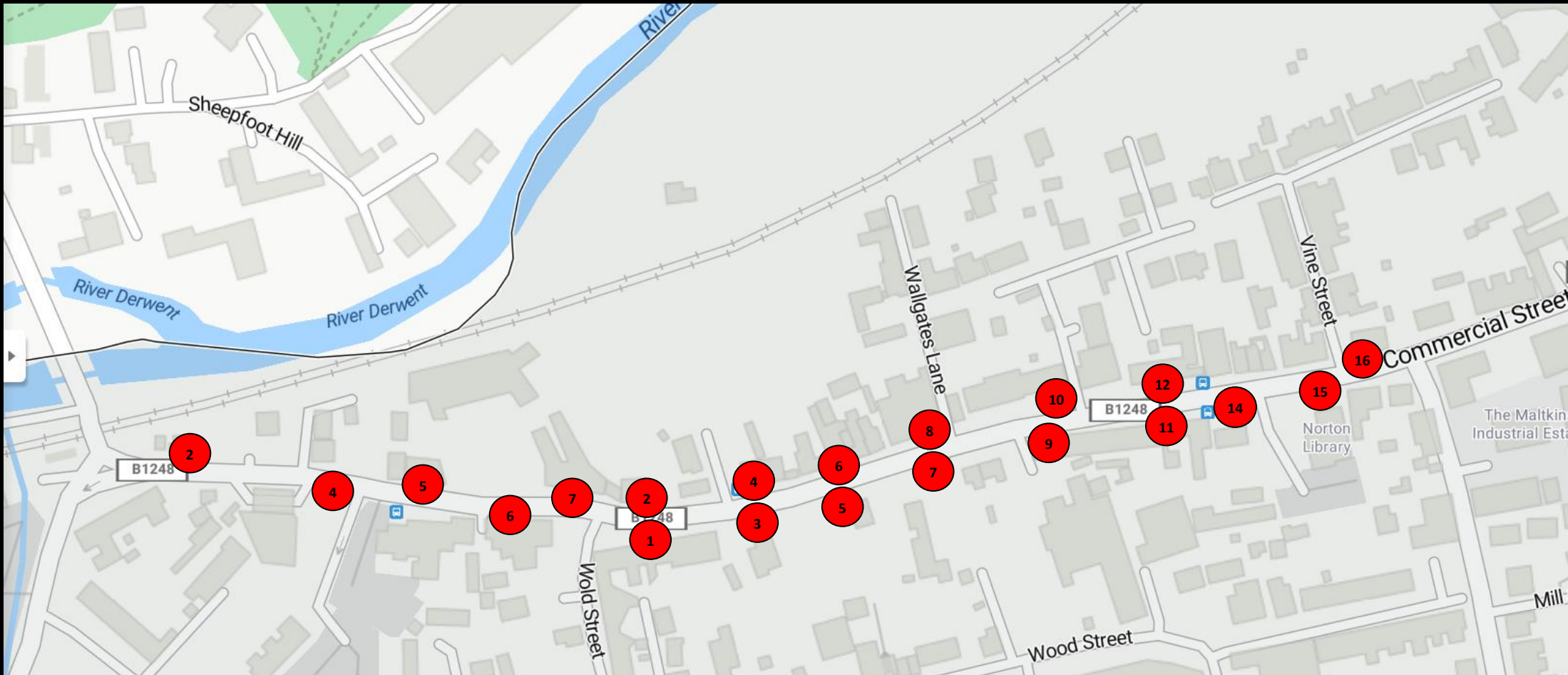
OPTION 2



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MAP

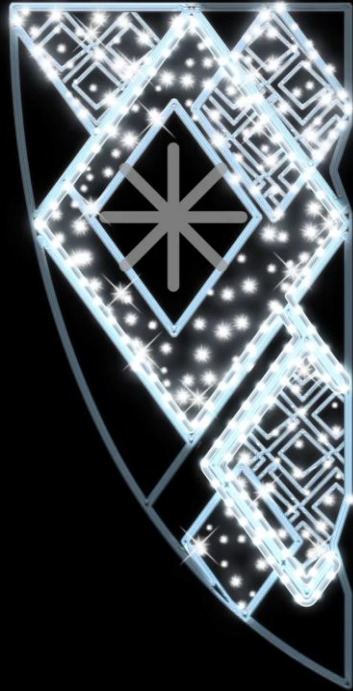
Column Mounted Motif Locations ●



FUTURE OPPORTUNITIES

As mentioned, you will have the ability to change your motifs over the course of the contract to keep your scheme fresh and exciting!

We have highlighted a few examples of the motifs available to the right. Please note, this is not an exhaustive list and we have a huge amount of designs to choose from! We would welcome you to our warehouse in Horbury, West Yorkshire to view our range of products first hand.





FINANCIAL COST STATEMENT

PRICING - OPTION 1

3 Year Hire

	YEAR 1	YEAR 2	YEAR 3
STORAGE + MAINTENANCE + SERVICES	£3,292	£3,292	£3,292
PRODUCT HIRE	£3,343	£3,343	£3,343
TOTAL	£6,635	£6,635	£6,635

5 Year Hire

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
STORAGE + MAINTENANCE + SERVICES	£3,292	£3,292	£3,292	£3,292	£3,292
PRODUCT HIRE	£2,713	£2,713	£2,713	£2,713	£2,713
TOTAL	£6,005	£6,005	£6,005	£6,005	£6,005

Scheme includes:

- 20 x Eco-Friendly column mounted motifs - CHANGE THESE YEAR ON YEAR
- 2 x Engineers on site for switch on
- Installation
- Derig
- Storage
- Maintenance

PRICING - OPTION 2

3 Year Hire

	YEAR 1	YEAR 2	YEAR 3
STORAGE + MAINTENANCE + SERVICES	£3,292	£3,292	£3,292
PRODUCT HIRE	£2,940	£2,940	£2,940
TOTAL	£6,235	£6,235	£6,235

5 Year Hire

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
STORAGE + MAINTENANCE + SERVICES	£3,292	£3,292	£3,292	£3,292	£3,292
PRODUCT HIRE	£2,395	£2,395	£2,395	£2,395	£2,395
TOTAL	£5,687	£5,687	£5,687	£5,687	£5,687

Scheme includes:

- 20 x Eco-Friendly column mounted motifs - CHANGE THESE YEAR ON YEAR
- 2 x Engineers on site for switch on
- Installation
- Derig
- Storage
- Maintenance

OPTIONAL EXTRA - SUMMER SCHEME



Why not add some beautiful eco-friendly flower displays to Norton as a permanent display? Each of these stunning 2.5m height x 2m width flower displays is made of recycled plastic bottles and so are a fantastic green product that you can be proud to display:

3 Year Term - £1,937 + VAT per annum

5 Year Term - £1,513 + VAT per annum



OPTIONAL EXTRA – TREE DRESSING

As an additional option, why not dress one of your large trees to the Swim and Fitness Centre? Here we have proposed wrapping the trunk and branches with 4,900 LED's. This would be a one off cost allowing you to continually build on your scheme year on year, dressing additional trees or investing in other areas:

Cost - **£2,895 + VAT**



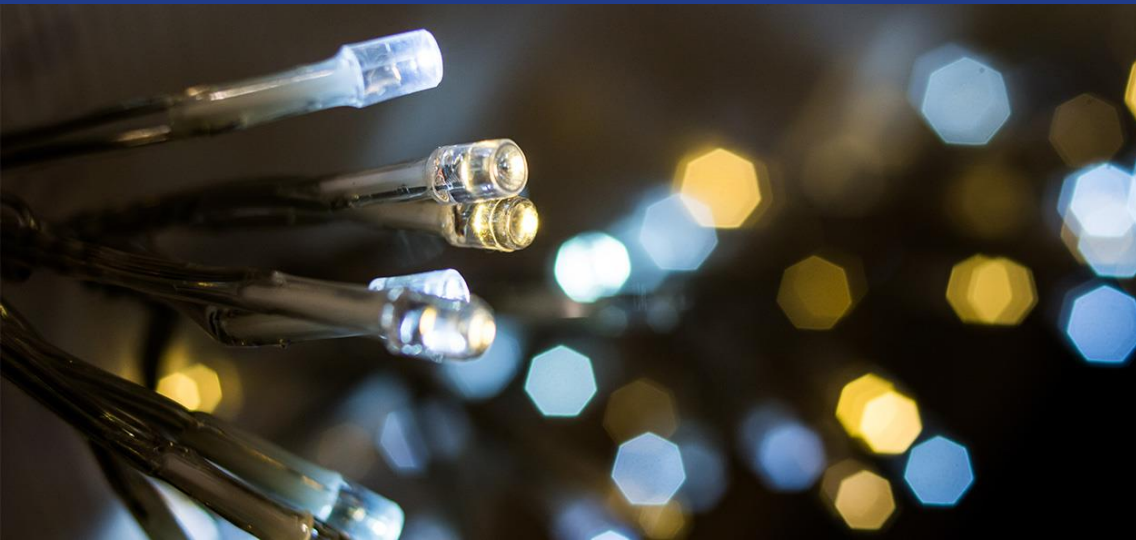
COST EFFECTIVENESS

In addition to Blachere's products being some of the most ethically produced products in the marketplace, they are also much more cost-effective to run as illustrated in the table below:

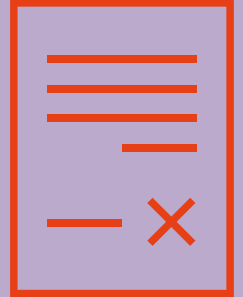


Details	Total Power Wattage	Cost per hour	Cost per day, based on a 8 hours burn time
Cost of Christmas Lighting for Norton on Derwent Town Council	Option 1 - 1,100w, Option 2 - 1,205w	£0.25 or £0.27	£2 or £2.16

Calculated using the UK Average Electricity rate of £0.24/kWh



CONTRACTUAL ARRANGEMENTS



Length of contract

The scheme is for a 3 or 5 -year period commencing November 2024 and terminating in January 2027 or 2029.

Public Liability Insurance

Blachere has Public Liability insurance to £10m.

Testing

Blachere would test hired products at the start of every season. This includes, PAT testing and certifying as required. All remedial action would be carried out before the decorations are installed.



YOUR PROJECT PLAN

INSTALLATION

Blachere is bidding in the role of Prime Contractor and would be directly responsible for the following elements of Norton on Derwent Town Council's festive scheme.

- Design, manufacture and delivery of decorations
- All testing and repairing of fittings and infrastructure as per the specification
- All project management
- All paperwork and administration
- Installation and removal of the decorations

Blachere intends, with the express permission of Norton on Derwent Town Council, to subcontract the installation and removal of your festive scheme to one of our reputable, experienced and appropriately qualified contractor with whom we enjoy a strong, professional partnership. Our sub-contractors are managed and supervised by Blachere's dedicated Technical Projects Manager.

Each sub-contractor is chosen so that they are based locally to the site in order to be reactive to any issues throughout the festive season.

Blachere UK and Powercare are CHAS, Contractors Health and Safety accredited, and work within the County Surveyors Code of Practice.

We conform to all relevant industry standards including NICEIC, and carry out all electrical works to the current I.E.E. Wiring Regulation



METHOD OF WORKING

Blachere would compile and submit a site-specific method of working for Norton on Derwent Town Council upon award of contract, following a full site visit. In addition, all works undertaken will be fully assessed and quantified via a site-specific method statement, with associated tasks considered and managed via our risk assessments. This would cover issues like:

- Permanent furniture
- Local resident & business activity
- Markets & other regular events
- Any other activities happening within the centre
- Size & location of access points
- Any restrictions



The works shall be programmed to ensure the installation, maintenance and removal will take place when the centre is closed.

The Contracts Manager, Installation Manager and Installation teams are all experienced in installing, maintaining and removing Christmas lighting in this type of environment.

We are aware of the weight limitations and have specified machinery appropriate to the installation at your centre.

CALL OUTS & EMERGENCIES

When problems arise, particularly in business / deadline critical environments, Norton on Derwent Town Council needs to know that support is on hand - instantly. Blachere's maintenance and support teams can offer 24-hour emergency support through our out-of-hours telephone contact system and back-up and support procedures.

In the case of an emergency, Blachere's maintenance and support teams can offer 24-hour emergency support through our out-of-hours telephone contact system and back-up and support procedures.

We provide:

- A rigorous maintenance programme to mitigate preventable issues
- Technical assistance & consultation
- Fault resolution
- Hire equipment
- Full reporting
- Agreed Key Performance Indicators

Immediate, 24/7 telephone contact via Project Manager with redundancy via Contracts Manager.



STORAGE & MAINTENANCE

Storage & distribution centres

All our schemes are stored and maintained within one of our three storage facilities located at our Yorkshire, Fife or Gloucestershire distribution centres. Norton on Derwent Town Council festive lighting will be stored in our Wakefield warehouse.

All items arriving at our warehousing facilities are checked, entered on to our asset management software and tracked throughout the maintenance process.

We undertake all maintenance in-house, with all work carried out by our dedicated team of full-time warehouse staff.

Items are plugged in and checked at three points during the storage period:

- Within three days of arrival in warehouse
- During main maintenance process
- Prior to dispatch to Wakefield

We have three dedicated storage and warehousing facilities across the UK.



COMMUNICATION

Communication is tailored
to YOUR requirements.



Updates

We will agree a communication plan upon award of contract, including update and implementation meetings, progress calls and/or emails as required. Our internal meetings as well as our centralised CMS ensure all project team members know what's going on at any given moment.

De-brief meeting

We'll hold a de-brief meeting at the end of the season to discuss and review issues, KPIs, and reports. Next actions will be taken to resolve/implement key actions.

Complaints procedure

We operate a strict complaints procedure, acknowledging complaints within five working days, conducting thorough investigations, and maintaining confidentiality.

All complaints are recorded as non-conformities, with causes and corrective actions analysed and documented.

The PM will discuss any complaints with you, ensuring that they're resolved as quickly as possible. Complaints are reviewed on a quarterly basis, and corrective action is taken at our Operations Quality Management meeting. Complaints, comments, and feedback are logged to ensure a comprehensive project history and to prevent future issues.



PERFORMANCE MEASUREMENT

Fostering a culture of organisational improvement.

We will measure and review our performance to ensure that we're meeting Norton on Derwent Town Council's expectations and preventing any unnecessary interruptions or issues.

We tailor key mobilisation milestones, such as the preparation and agreed detail in the approach for each installation, maintenance programme and removal. Our project management team then oversees events and makes sure KPIs are hit at each step of the way, flagging them for review and resolution whenever they're not.

Fantastic communication between our project and support teams, and between our project team and Norton on Derwent Town Council, is key to ensuring this happens.



- Set Critical Path Analysis
- Measure project delivery against key milestones
- Carry out detailed site surveys and comprehensive planning discussions to ensure designs and operational plans are fit for purpose
- Produce a comprehensive, project-specific scope of works
- Regularly meet to monitor progress and review & approve work in progress
- Ensure on-site SME presence during install & take downs as required
- Offer 24/7 response from SME to any faults during the install period

The background is a dark, warm-toned image featuring several glowing light fixtures. In the top left, there is a large, spherical light fixture filled with a dense network of thin, golden filaments. Below and to the right, there are several other light fixtures, including a classic incandescent bulb and several spherical globe lights, all emitting a warm, yellowish glow. The background is filled with dark, bare branches, some of which are adorned with small, round, dried leaves or berries. The overall atmosphere is cozy and festive.

STAFFING STRUCTURE

PROJECT TEAM

Engaging with you & your stakeholders every step of the way.

Blachere will provide Norton on Derwent Town Council with a dedicated Project Team who will be your main point of contact throughout your contract. This team will ensure the provision and project management of your contract runs smoothly, to time and to budget at every stage of the process.

The team offers a wealth of experience in specialised project management and customer care and will be the key points of contact for you and any stakeholders. They would liaise closely with one another, our Manufacturing Team and Warehouse Supervisor on a daily and weekly basis as to check that everything is on schedule, with any issues being picked up and rectified immediately.

Project Management Departments:

- Project Management leads
- Sales Office Administration
- Design Team
- Warehouse & Installation Teams
- Accounting
- Senior Executive Team



**Our senior executive team has a total of
200 years' project management experience**

KEY PROJECT TEAM MEMBERS

Your Contract Lead **Tom Walmsley**

The primary point of contact for Norton on Derwent Town Council. As such, Tom will coordinate the sales process and ensure effective communication. He will also ensure that all processes are as seamless as possible throughout your project.

Contracts Manager **Jeff Williams**

Jeff will oversee the day-to-day processes related to on-site works and project specification, managing and overseeing City Illuminations.

Your Sales Administration Team

Headed up by Louise Goodfellow, this team will oversee all procurement and pre-site preparation as directed by the sales and project manager. Arranges all logistics and centralise the offsite planning, communicating closely with the Manufacturing, Warehouse and Logistics teams. Also checks and issues quotes, confirmations, purchase orders and invoices, and assists the Project Manager and Account Manager with contracting of site teams

Your Design Team

Our Design Department has already worked tirelessly to exceed your expectations. They handle the 'Design Control' of your project and are responsible for the research required to understand the design criteria. They will work closely with the Account Manager, our Sales Team, Project Manager and Head of Operations to progress and develop the design, taking the concept into production.

PROJECT TEAM QUALIFICATIONS

Our project management and sales administration staff are highly skilled in Microsoft 365 and SAP Business One, our fully integrated accounting and stock management software. Additional qualifications within the project management team include:

- MA, BA and MBA Business qualifications
- Marketing Management
- Operational Management
- Architectural Technology
- Account Management
- 3D Design
- NEBOSHH
- Process & Product Design
- Graphic Design
- Textile Design

Our designers are fully trained in CAD design and use:

- Adobe Photo shop and Illustrator for design and photo derived specification
- Adobe Flash Cs3 Professional for Animation
- Vectorworks (VS & DWG files) for 3D technical specification
- Draft sight (DWG files) for collaborative 2D plans with clients

Using this comprehensive software, we provide our clients with everything from animated photo rendered visuals of their project through to detail, overviews and site plans.



The project team has worked together on over 500 Christmas lights projects

CONTRACT LEAD

Your Contract Lead: Tom Walmsley
Regional Sales & Project Manager



Summary

- 4 years with Blachere
- 7 years in Lighting Industry
- Qualifications: BSc Architectural Technology, MSc Business with Marketing Management

Additional qualities & capabilities

- Excellent customer care
- Flare for design
- A keen eye for detail
- Experienced account manager
- Strong business development experience
- Personable, approachable & reliable

OUR EXPERIENCE



TESTIMONIALS

“Most importantly, feedback from our visitors and businesses has been exceptionally positive, demonstrating a clear link between a top rate Christmas lighting scheme and increased footfall.” **Neil Scott - Totally Truro.**

“Reliable, competitive and a customer focused company. No project appears too big or too small for them, and they are always willing to pull out the stops to deliver a project, even when deadlines are extremely tight.”

John Toffolo - Glasgow City Council

“Blachere UK took care of both me and the organisation delivering a flexible, approachable and reliable service. The Christmas Lights were breath-taking, even with our limited budget they exceeded our expectations, thank you Blachere.”

Julie Heyes - Bromsgrove District Council.

“Blachere Illumination provides the city centre festive lighting for us in Brighton. This is a large, complex scheme, which covers a diverse range of areas in the city. From small motifs to large cross street displays, including our showpiece clock tower, Blachere covers the whole process for us, from storing the motifs and managing the infrastructure to installing and responding to issues once the scheme is up. Over the years we have worked closely to improve results. Blachere have listened to any issues that we have had and year on year have made great progress in helping Cambridge BID area to deliver a much improved service.” **Gavin Stewart, BID Manager, Brighton BID Ltd**

“Over the years Blachere Illumination has provided East Ayrshire Council with an efficient cost effective solution to our festive lighting needs. This was particularly appreciated this year when we had a need to refurbish a large number of features at short notice. As usual they came up with the goods.” **East Ayrshire Council.**

“Falkirk Delivers met with Blachere to discuss a permanent Winter lighting plan for the town. Their information and suggestions were inspiring and the communication superb. Once the decision was made to go ahead with phase one, things moved quickly and our installation was complete in time for our festive lights switch on event.” **Falkirk Delivers**

PROJECT TEAM EXPERIENCE

Bournemouth Winter Wonderland

Creating the perfect scheme to bring the magic to life for our clients is our mission. We designed an eye-catching, stunning Christmas Tree Wonderland which showcases our LED+ range and bespoke products, distinguishing Bournemouth over the festive season. The client required a scheme which was adaptable for years to come whilst giving the city fair coverage. We have tailored and added to the display throughout the contract to ensure this need is met. By doing so, the scheme generates a fresh look every year which both locals and tourists revisit time and time again: taking in the sights of the much-loved RGB tree and new annual innovations. Most importantly, this guarantees increased footfall to make sure all businesses and areas have focus.



Winner of “Best Event of the Year” , Association of Town & City Management Awards.



PROJECT TEAM EXPERIENCE

Manchester City Council



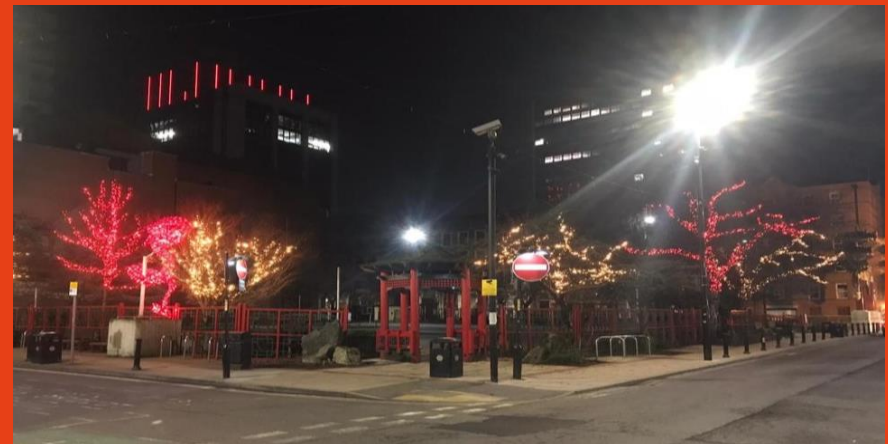
MANCHESTER
CITY COUNCIL

Scope: Christmas is a key period for Manchester City Council. It is vital for driving economic growth and the festive lighting scheme is key to enhancing the visitor experience and increasing footfall while also reflecting the Council's strategy and ambition. It is paramount that the scheme demonstrates quality, style and a design befitting a modern European city destination.

In 2019 Blachere Illumination UK was awarded the five-year contract to create the Christmas Lighting Scheme for Manchester town centre. In September 2019 we started by stripping out and replacing LED product in over 150 live trees throughout the town centre, and in 2021 we added more trees and plenty of colour to promote a multicultural inclusion with a tailored approach for the vibrant Chinese community within the city.

Our street crossings and pole mounted decorations bring Christmas cheer to the smaller streets, while the impressive chandelier features in Deansgate provide an upmarket feel to this main area. We also provide a bespoke Merry Christmas Manchester motif.

The majority of the crossing and pole mount designs supplied in this scheme are from our unique Bioprint range which are produced cleanly from a sugar cane derivative and are both recyclable and biodegradable. In this way, we support Manchester City Council in meeting its crucial sustainability targets.



PROJECT TEAM EXPERIENCE

Your project team has worked on many projects including:

<ul style="list-style-type: none">• Manchester City Council• Newcastle City Council• Sheffield City Council• Carlisle City Council• Leeds City Council• Preston City Council• Doncaster City Council• Durham County Council• Morpeth Town Council• Middlesbrough Council• South Tyneside Council	<ul style="list-style-type: none">• Whitby Town Council• Hebden Royd Town Council• Gainsborough Town Council• Spennymoor Town Council• Scarborough Borough Council• Morley Town Council• Windermere & Bowness Town Council• Newbiggin by the Sea Town Council• Beverley Town Council• Hornsea Town Council• Thurcroft Town Council	<ul style="list-style-type: none">• York BID• Halifax BID• Your Bromley• Kings Road Partnership• St Andrew's BID• BID4OBAN• Isle of Bute BID• Ilford BID• Liverpool BID• Essential Edinburgh• Clevedon BID
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THANK YOU