



**NINE REASONS WHY MANY TENDERS WE SEE  
WON'T RESULT IN THE BEST RESULT FOR THE  
CUSTOMER!**

[www.loadstability.co.uk](http://www.loadstability.co.uk)

## One

If the tender is only for a traditional 3 or 5 layer 15–23 micron machine film there is often no scope to compare new generation 10-15 micron 33/55 layer nanofilms as a cheaper and stronger alternative.

## Two

Tenders nearly always ask for submitted prices to be on a cost per roll basis or cost per kilo or cost per meter. The most relevant comparison should always be the cost per pallet wrapped which is far more meaningful.

## Three

If point 2) is accepted as a valid point then an on-site demonstration of various competitor films is necessary. This should always proceed a tender process - not come afterwards. Unfortunately, this rarely happens.

## Four

Tenders will not make name allowance for the different stretch and tension levels that customers' machines can operate to. A film that looks the best value for money on a tender spreadsheet may be the worst value once trailed on site. Certified Load Stability figures are often never taken and if a film that looks cheapest on a tender is used the result can be a potentially unsafe load!

## Five

Most tenders fail to ask for the cardboard core weight. Our cores are 1kg but some competitors' core weighs as heavy as 1.8 kg. As the cost per full roll of film or cost per kg includes the weight of the core, the lighter the core the better. More film, less cardboard for your money.

## Six

There is no allowance within a tender process to ensure customer machines are stretching and tensioning to their optimum capacity. Some simple checks and adjustments on-site can result in far greater savings than conducting a tender!

## Seven

Questions regarding supplier tolerances often don't appear on a tender. We work to market-leading tolerances in terms of film meterage. We have tested some competitor rolls and found them 20% shorter than the stated length.

## Eight

A tender usually doesn't ask about film polymer grades. Our polymers are never 'spot-purchased' but always blended to a special optimized 'recipe' resulting in the best results every single time! Some cheaper films have very poor clarity, making the reading of barcodes and labels more challenging.

## Nine

When we visit customers, we see a huge range of variation in the percentage stretch figures that customers' machines are operating at - 10% - 350%! The whole concept of how stretch film works effectively depends on hitting the film sweet spot in terms of percentage stretch. The range is usually very small and some machines will never hit the film sweet spot depending on the machine and film compatibility. The process is never investigated properly without onsite trials.



**Castle Industrial Supplies Ltd**

Unit 6, Oakwood Way,  
Carnforth Business Park,  
Carnforth, LA5 9FD

**Call:** +44 (0) 1524 734040

**Email:** [enquiries@castleindustrial.com](mailto:enquiries@castleindustrial.com)

**Visit:**

[www.castleindustrial.com](http://www.castleindustrial.com)

[www.loadstability.co.uk](http://www.loadstability.co.uk)

