

## Sauna Evaluation 13<sup>th</sup> March 2025\*

From 6 quotes a shortlist of 3 (all wood-burning saunas) were selected for further evaluation, set out below:

Criteria for Evaluation	Bidder A	Bidder B*	Bidder C
Value for Money	£800 pm predicted to generate small surplus (£250)	£800pm – predicted to make small surplus (£250)	£1258pm – predicted on same numbers to generate deficit. (£3.8K)
Sauna Specification	Looks pretty from outside,. A bit tired looking inside, seats quite narrow. Trailer quite rusty. Roof construction with windows potentially makes consistent heat in sauna more difficult to achieve in a variety of weather conditions especially cold. Therefore there is a large baffle that has to be inserted into the roof area when required. Wood is Scottish larch inside with some cedar. Small window on one wall. Seats 7/8 Ventilation is small windows – not sure how effective/how it works Steps /ramp would have to be built to make it easier to get in – bidder has offered to do that.	Brand new – built to Finnish standard sauna specification inc ventilation. Finnish timber on the inside larch clad on the outside (Savary timber). Trailer looks new Seats wider and sauna lighter inside with large picture window and glass door. Seats 7/8 Ramp is part of sauna and plunge pool comes with it. Seats 7/8	High spec of dried spruce 45mm, Barrell sauna built by Scottish Saunas** Lead in time 6-9 weeks ie end of April/May. Seats 4-6 people. Contract is with bidder and not directly with supplier
Trouble shooting/after lease support	Bidder lives in van for his work and travels around Scotland working on Mull, Glenborrodale and other places and would be available by phone.	Bidder lives locally and would be available to trouble shoot in person and/or by phone	Bidder would be available locally by phone /in person
Fit with MDCD/MCTC support for boosting local economy		Would demonstrate support for 2 local Morvern businesses – Savary Timber and Bidder	Would be supporting local person but build is in Fife

\* Conflict of interest has been recorded and managed through exclusion of Bidder B from any correspondence and discussion about the process. All Email correspondence between directors has been marked as commercial in confidence and not for circulation.

\*\* Scottish saunas also bid directly to us with offer of purchase

### Recommendations

1. We select B on the basis of higher spec/quality, value for money, local provenance and immediate availability.
2. If we have more demand than capacity we could hire A sauna as a second option, as it is a close second, and explore with him if that might be possible on an adhoc basis or during peak summer.

Suzanne Pender & Annie Tordoff 13/3/25