



# Wiltshire Cricket Ltd Ball Supplier - Invitation to Tender

July 2026

## 1. Introduction

Wiltshire Cricket Ltd (WCL) is inviting suppliers to tender for the supply, branding, ordering, and delivery and support of cricket balls for league, cup and affiliated cricket activity that is administered directly by the Cricket Board. We want to appoint a reliable supplier that can provide good-quality cricket balls at competitive prices, with strong customer service, on-time delivery and clear reporting.

Size and weights of balls supplied must be in accordance with law 4 of the Laws of Cricket. All balls must be of good quality, hard-wearing and keep their shape and colour for the standard lengths of matches.

## 2. Background and Objectives

The supplier will need to support clubs, competitions and administrators by providing match-quality balls that meet cricket requirements, arrive before the season starts and remain available for extra orders during the year.

- Secure a dependable supply of cricket balls for all relevant competitions.
- Ensure balls are of appropriate quality, durability, shape retention and colour retention for the standard and length of matches played.
- Provide clear pricing, efficient ordering, accurate fulfilment and reliable pre-season delivery.
- Establish a transparent process for fault reporting, customer service and management information.

## 3. Scope of Requirement

The contract will cover cricket balls for competitions managed by WCL, including county youth leagues, cup competitions, women's and girls' cricket, training or development activity, and any extra balls clubs may need. Suppliers should say which standards, sizes, colours and prices they can offer. Suppliers should provide evidence of the following with their tender:

- Suppliers have a UK-based warehouse and distribution process, with a proven track record of on-time, pre-season delivery of a substantial number of high-quality cricket balls.
- Provide a clear ordering process
- Set out arrangements for returns, damaged goods, shortages and late deliveries.
- Provide contact details for customer service and escalation support.
- Bulk ordering by 31 January; delivery by 31 March.
- Flexible delivery options; direct to clubs or WCL as required
- Balls and ball boxes to be co-branded with WCL and Wiltshire County Cricket Club logo
- Sample cricket balls to be supplied alongside tender response ready for trial at the end of the 2026 season.
- Balls to be toxin-free and ethically produced with a production audit trail provided to WCL
- Evidence of product performance, durability and user feedback
- Details of manufacturing standards, quality checks and tolerances.
- Process for investigating faults and issuing replacements or credits.
- Management information reporting to WCL of sales, billing, faults and satisfaction ratings.

### 3.1 Products Required

- Senior match balls, including red and/or pink balls as required.
- Junior cricket balls in appropriate weights and sizes.
- Women's and girls' cricket balls where different specifications apply.
- Spare balls, cup final balls and any special competition balls.

### 3.2 Quantity Required

Estimated quantities are as follows (\*these will change year on year depending on specific competition entries, therefore figures below are indicative):

Competition Name	Type of competition	Estimated size, colour and quantity of ball	Estimated quantity
Wiltshire Youth League	Junior club cricket	Pink 4.75oz	420
		Pink 5.5oz	400
Wiltshire Women's club competition	Adult Women's club cricket	Pink 5oz	120
Wiltshire Girl's club competition	Junior Women's club cricket	Pink 4.75oz	60
Wiltshire U19 T20 League	Junior club cricket	Pink 5.5oz	80
Wiltshire Wallop	Adult club cricket	Pink 5.5oz	100
Talent Pathway practice balls	Junior pathway	Pink 4.75oz	110
		Pink 5oz	40
		Pink 5.5oz	60
Talent Pathway Match balls	Junior pathway	Pink 4.75oz	65

## 4. Pricing Proposal

Pricing must be clear and fixed where possible. Suppliers should show prices excluding and including VAT for each ball type, plus bulk pricing, club order pricing, branding costs, delivery charges, returns costs, any annual price review and any commission or rebate payable to WCL.

## 5. Commercial Proposal

WCL will expect Tenderers to provide a level of commercial support to WCL as part of their contract. This could include but is not exhaustive of the following ideas: sponsorship of Youth League and/or cup competitions, kickback schemes, discount offers etc.

Depending on the extent of the commercial offer, WCL will be able to provide advertisement opportunities and potential reach to an affiliated club network consisting of approximately 80 recreational cricket clubs.

## 6. Supporting Information

**Confidentiality** - Any information supplied by WCL in connection with this ITT should be treated as confidential and shall not be disclosed to any third party without the written consent of WCL, except that information may be disclosed so far as is necessary for the purpose of obtaining advice, insurance, guarantees, bonds and/or quotations necessary for the preparation and submission of Tenders.

**Non-Collusion** - No details of any Tenderer's bid response shall be disclosed to any other company or individual who is a responder or potential responder to this ITT.

## Clarifications:

- If Tenderers have any questions or request a clarification concerning any aspect of this ITT, they are permitted to send questions and/or requests for clarification to WCL at any stage in the lead up to the deadline for tender submissions on 14<sup>th</sup> August 2026. This contact should be made through [pete.sykes@wiltshirecricket.co.uk](mailto:pete.sykes@wiltshirecricket.co.uk)
- Except for the person named above as the contact for WCL, Tenderers shall not approach or attempt to communicate with any other employee, representative, agent or adviser of WCL in connection with this ITT.
- WCL reserves the right to disseminate information that is materially relevant to all Tenderers, even if the information has only been requested by one Tenderer, subject to the duty to protect any Tenderer's commercial confidence in its response.
- All questions and/or requests for clarification received by WCL, together with the WCL's responses to the same will be circulated to all Tenderers as we receive them, unless WCL, in its sole discretion, considers disclosure to all Tenderers would prejudice the commercial interests of the Tenderer making the request. Tenderers are advised to identify any question or request for clarification which in their opinion should be treated as commercially confidential but WCL's decision as to disclosure shall be final and binding on all Tenderers. No liability will accrue to WCL from the inadvertent disclosure of information.

## 7. Tender submission

Tenders to be submitted by Friday 14<sup>th</sup> August 2026 at 5pm.

Following the evaluation of responses, WCL will invite three shortlisted Tenderers to attend a presentation and meeting which will take place during w/c 7th September 2026, as outlined above. WCL will notify shortlisted tenderers and will liaise regarding a presentation date during the w/c 17th August 2026. The format of the presentation/meeting will be as follows:

- An opportunity for the Tenderer to present ball samples.
- An opportunity for the Tenderer to present on specifically what is within their bid response form.
- An opportunity for WCL and the Tenderer to ask any questions for clarification.

You can submit your tender using this link: [Tender Submission Form](#). Alternatively, you can use the form as a guide to create your own submission.

Please contact Pete Sykes ([Pete.Sykes@wiltshirecricket.co.uk](mailto:Pete.Sykes@wiltshirecricket.co.uk)) if you have any questions regarding the tender process.

Please provide sample balls (of all standards) with your submission and send to:

Pete Sykes  
Managing Director  
Wiltshire Cricket Ltd  
Unit 10, Forest Gate Estate  
Pewsham  
Wiltshire  
SN15 3RS