

**CLARIFICATIONS FOR iCLM HQ 767 TPT – SUPPLY OF INDUSTRIAL TYRES FOR TRANSNET SOC LTD (REG.NO 1990/000900/30) OPERATING AS TRANSNET PORT TERMINALS (HEREINAFTER REFERRED TO AS "TPT"), FOR THE PORTS OF RICHARDS BAY, DURBAN, EAST LONDON, NGQURA, PORT ELIZABETH, CAPE TOWN AND SALDANHA TERMINALS ON AN "AS-AND-WHEN-REQUIRED" BASIS FOR A PERIOD OF FIVE (5) YEARS**

No.	Clarification Question	Responses
<b>PROCUREMENT QUESTIONS</b>		
1.	How do we submit our pricing using the following documents in section 3 (Excel Document)	<ul style="list-style-type: none"> <li>To mitigate space constraints, when trying to compete the distributed Pdf document, an MS Excel file format of the document can be shared in that regard.</li> </ul>
2.	To privately dump scrap tyres, it must be charged out according to the rate of R8.90 Per KG At DSW Example – 1800X25 - 387KG X R8.90 = R3444.30 Per Tyre.	<ul style="list-style-type: none"> <li>Response to this question will be provided on the 5<sup>th</sup> April 2024 before COB.</li> </ul>
3.	Job creation in section 11 does not make sense to be in this pack. Not many employees can be employed due to the supply of tyres only.	<ul style="list-style-type: none"> <li>Based on the magnitude of this project, it is expected that some jobs will be created. TPT does not dictate the number of jobs expected. Failure to submit the job creation schedule will not disqualify the bidder, however the bidder will forfeit the allocated points.</li> </ul>
4.	Submission date: Can you move the submission date to the 1st of May 2024. There is too many documents required from 3rd parties. Due to the public holidays & a lot of the suppliers being off.	<ul style="list-style-type: none"> <li>The Closing date of this project has been amended and moved to the 26 April 2024 @ 12:00pm. Please refer to Addendum 2.</li> </ul>

No.	Clarification Question	Responses
5.	Bid validity date: 180 Business days from closing. Prices cannot be fixed for the duration of 6 months due to fluctuations between the Dollar/Rand.	<ul style="list-style-type: none"> <li>Bidders are expected to take the price fluctuations into consideration and Hedge appropriately against any unforeseen changes in their costs.</li> </ul>
6.	<p>6.3 STEP THREE: Minimum Threshold 65 points for Technical Criteria Pages 18-29/188 KWA ZULU NATAL, EASTERN CAPE, WESTERN CAPE</p> <p>Cumulative Contract Value Cumulative contract value equal to or greater than R250 million that the bidder has accumulated to date for similar services. 20 Points etc. Page 18 &amp; 19 of 61 Returnable document ... to the various stages of scoring and values and across all 3 Regions refers.</p> <p>Sir,</p> <p>This criteria and scores prejudices new companies created under 5 years and or who has not succeeded in a national contract specifically benefitting the last contractor that had the national contract. Further, this marginalizes BBBEE's Level 1 and Youth owned businesses. Take the last 3 years, your business operated on RFQ's &amp; validate the suppliers that provided the supply and service you enjoyed without those astronomical evaluation amounts that marginalizes them in this open 5-year Tender.</p> <p>- Please also clarify your ratings 100% to weighting and threshold of 70%</p>	<ul style="list-style-type: none"> <li>Reference previous contract supply value gives an indication of/demonstrates the business's capability and capacity in executing works in a contract of this magnitude.</li> <li>The 100% Weighting indicated the total rating/score that a bidder can be allocated, and the 70% is the minimum threshold that will qualify the bidder to move to the next stage.</li> </ul>
7.	Respondents, if awarded the contract, are required to indicate that their prices quoted would be kept firm and fixed a period of 12 months, subject thereafter to adjustment (i.e. after the initial period of 12 months), utilizing CPIX. [Not to be confused with bid validity period Section 2, clause 1]	<ul style="list-style-type: none"> <li>The CPIX index will not be utilised on this contract, TPT will utilise the PPI plus or minus an additional negotiated rate that factors in the price components associated with tyre manufacturing, please also refer to <b>Addendum 2</b>.</li> </ul>

No.	Clarification Question	Responses
	<ul style="list-style-type: none"> <li>- <b>Please provide clarity per your evaluation criteria what happens if a bidder does not keep the price fixed due to current market conditions viz.</b> Fluctuating rand/dollar exchange, The Wars in Russia/Ukraine, The Middle East conflict Israel/Palestine and rerouting of vessels thereby creating additional charges which the manufacturers do not include in their pricing structures as they did not materialize at the time of costing. These are added by the shipping lines due to rerouting and container shortages etc. hence, Manufacturers are not willing to keep prices fixed or are subject to prevailing market conditions i.e. above a certain exchange rate prices are adjusted, and on the latter external charges by shipping lines charges are added.</li> <li>- <b>Extenuating circumstances will be accepted/negotiated?</b> Or fixed price with the bidder offers lower price, gets the score and business and ransoms TPT into a negotiation, supplies inferior tyres or liquidates and TPT is forced to find alternate suppliers and pay best quoted price.</li> </ul>	<ul style="list-style-type: none"> <li>• Price adjustments will only be considered after 12 months, Bidders are expected to take the price fluctuations into consideration and Hedge appropriately against any unforeseen changes in their costs.</li> <li>• TPT will conduct the necessary due diligence exercise to ensure that the tyres that will be supplied in this contract is within TPT's quality standards.</li> </ul>
8.	<p>MANUFACTURERS, INSPECTION &amp; IMPORTED CONTENT (Section 5/6/7 pg. 34 - 35) The Respondents must state hereunder the actual manufacturer(s) of the Goods tendered for: 5.1 Local Manufacture 5.2 Foreign Manufacturer(s).</p> <ul style="list-style-type: none"> <li>- Please advise if a separate sheet is used to accommodate the different manufacturers and brands as Manufacturers manufacture certain sizes whin pneumatic and solid and not all across the board</li> </ul>	<ul style="list-style-type: none"> <li>• Bidders must submit the relevant information as requested, Any additional information can be provided on a separate sheet.</li> </ul>

No.	Clarification Question	Responses
9.	PRICING SHEET – Pages 114-118 – New tyres supply – One (1) column. Please advise how will you accommodate multiple brands against the tyre spec. where e.g. on the 18.00-25 E4 you have a few manufacturers producing within specified thread depth or 450/95R25 – 16.00R25 multiple brands. I suggest you allow for multiple brands and determine your evaluation criteria between price or Brand, E.G. Michelin, Magna, Westlake	<ul style="list-style-type: none"> <li>• Service Providers can indicate different brands’ pricing on their completed pricing schedule. They can show each brand with its pricing as line items. This can be completed in an MS Excel file format of the pricing schedule.</li> </ul>
10.	Enterprise Development – Please advise what initiatives and award TPT will be applying against this Tender to Prospective BBBEE and Youth Owned businesses that responds to this Tender?	<ul style="list-style-type: none"> <li>• This is not applicable on this tender.</li> </ul>
11.	Proposal requested by the OEM (Michelin) and various other attendees was for a pricing mechanism related to raw materials and manufacture process of tyres. Please find example of RMI index that works on published indicators and labor indexes	<ul style="list-style-type: none"> <li>• Price adjustments will only be considered after 12 months inline with the PPI, Bidders are expected to take the price fluctuations into consideration and Hedge appropriately against any unforeseen changes in their costs.</li> </ul>
12.	The possibility for OEMS to tender since not one tyre manufacturer manufactures all the sizes. so, the tender document excludes OEM direct supply.	<ul style="list-style-type: none"> <li>• The tender is not excluding the OEMs. Service Providers should supply in accordance with the issued Scope/Works Information document.</li> <li>• Bidder are expected to quote for all the tyres within their region/s of interest. Bidder may not bid for parts of the terminals within a region. Bidders’ “MUST” bid for all tyres within their region (s) of interest, Failure to comply with this requirement will lead to disqualification</li> </ul>

No.	Clarification Question	Responses
13.	On your pricing schedule, you have a column for fitting, are we still going to use that column? And if we use the column must we still price, please give us clarity	<ul style="list-style-type: none"> <li>No. This scope does not include fitting. Service Providers should supply services in accordance with the issued Scope and Pricing Schedule.</li> </ul>
14.	Given that service provider should be supplying with ISO 9001 tyres, is the fitting and stripping of tyres included in the tender?	<ul style="list-style-type: none"> <li>No. This scope does not include fitting and stripping of tyres. Service Providers should supply services in accordance with the issued Scope document.</li> </ul>
15.	If a bidder chooses to bid for two regions, is there a possibility that Transnet allows to award a bidder for two regions or not.	<ul style="list-style-type: none"> <li>Yes. There is a possibility.</li> </ul>
16.	Section 2.1 and 5.3 of the documents talks about the removal, follow-up and scraping of tyres, kindly clarify on that.	<ul style="list-style-type: none"> <li>Removal refers to the removal of scrap tyres and old tyres from site. This is for waste management in accordance with the Government regulations, and for removal of defective/scrap tyres that were supplied by the Service Provider.</li> </ul>
17.	When an order for replacements is placed, is there a possibility that we come and deliver and find that the scraps are not yet ready meaning we will have to come back again for collection which becomes an extra cost for manufacturers and suppliers.	<ul style="list-style-type: none"> <li>The Service Provider should come up with mitigations of addressing such experiences with the region where their services will be rendered. But that shouldn't compromise compliance to the requirements that should be met in the supply of services.</li> </ul>
18.	Are you willing to entertain an extension to the closing date?	<ul style="list-style-type: none"> <li>Please refer to <b>Addendum 2</b>.</li> </ul>

No.	Clarification Question	Responses
19.	Must the addendum that relates to ISO 9001, must it be signed and submitted prior to the closing date or with the submission.	<ul style="list-style-type: none"> <li>It should be submitted as part of the complete bid submission. There everything will be in one complete pack.</li> </ul>
20.	In case the Joint Venture, if the lead partner is not within the localised area and the other is from a localised one. Will we get full specific goals	<ul style="list-style-type: none"> <li>Yes</li> </ul>
21.	Could we not use the latest method with CSD to confirm the address?	<p>No, TPT will utilise the following acceptable evidence:</p> <ul style="list-style-type: none"> <li>CIPC – B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guidelines and Proof Registered address of entity</li> </ul>
22.	Couldn't Transnet include in their Tender a common pricing Revision mechanism for all bidders: based on several indexes rubber, Steel , Freight , Carbon Black , global energy Cost , Freight index on top of exchange rate subject to quarterly reviews. This mechanism would define +-70% of the price movements every quarter (whoever is the supplier), while the remaining 30% would be a negotiation between the supplier and Transnet.	<ul style="list-style-type: none"> <li>Price adjustments will only be considered after 12 months in line with the PPI, Bidders are expected to take the price fluctuations into consideration and Hedge appropriately against any unforeseen changes in their costs.</li> </ul>