

CTT 26715 Supply and Delivery of Liquefied Petroleum Gas (LPG) Via Isotainers for PetroSA, Mossel Bay – TENDER BULLETIN 3

Responses to tender clarification questions

1. Experience and Qualification Requirements

Question:

The tender documentation indicates that bidders without demonstrated Isotainer LPG logistics experience may be disqualified.

The importance of operational competence and safety compliance is fully appreciated, however, we respectfully note that Isotainer-based LPG importation to South Africa remains relatively limited and niche in nature, so there are few to no companies that would be able to meet the listed requirements.

Hence, we find the wording of this tender unusually stringent and strange compared PetroSA's historical South African petroleum tenders. In essence, there are no South African companies that have supplied LPG Isotainers in particular for the past 3-5 years consecutively to date. In April 2025, our organization delivered with its partners the first LPG isotainer shipment sold to our client and delivered at the Port of Saldanha, where significant challenges were faced.

So no one in South Africa has ever brought LPG in ISO Containers except our organization which was sold with our partners to them while vessel was Cape Town after 75 days of frustration by TPT/MPT till they were instructed by Transnet Executive to off load berth 407 in Saldanha port.

These issues were finally resolved by engaging Transnet Port Terminals. In conclusion, we feel that the aforementioned requirements are also anti-competitive in accordance with the Competition Commission and the Treasury.

PetroSA response:

The intention of the requirement is not to limit participation to entities with extensive standalone historical isotainer import experience, but rather to ensure that bidders can demonstrate credible, executable capability to perform the scope safely and reliably. We have however amended and updated the evaluation criteria and scope of work to clarify the above.

2. Commercial Transparency Requirement

Question:

We note that the tender requires a fully transparent and disaggregated pricing structure, including detailed visibility of all cost components and margins.

While we understand PetroSA's objective of evaluating the total landed cost structure comprehensively, we respectfully note that such extensive disclosure requirements differ from previous petroleum and gas-related tenders historically issued within the South African market, including certain diesel, other liquid fuels and refined product supply tenders.

The legality and enforceability of such a requirement are subject to legal, competition, confidentiality, and commercial reasonableness limitations. Although PetroSA lawfully requires pricing transparency, there are legal and commercial constraints.

Accordingly, we would appreciate further clarification regarding:

- Confidentiality protections relating to commercially sensitive pricing structures;
- Whether certain proprietary logistics or supply-chain arrangements may be treated confidentially.

Considering the aforementioned concerns, we hereby seek further clarity on the handling of the confidential commercial information in accordance with the Promotion of Access to Information Act (PAIA) and Competition Law considerations related to the unrestricted disclosures, as the RFP creates an impression that PetroSA has already identified its preferred supplier.

PetroSA response:

With regard to the pricing transparency concerns raised, PetroSA requires sufficient cost visibility to evaluate the total landed cost structure and commercial competitiveness of proposed solutions.

3. Commercial Terms and Payment Security

Question:

We would appreciate further clarification on several commercial aspects that do not appear to be fully defined within the tender documentation, including:

- payment security structure;
- Letter of Credit (LC) mechanism and issuing requirements;
- payment timelines;
- title and risk transfer arrangements;
- credit support expectations, if any.

Given the scale, operational complexity, and working capital requirements associated with isotainer LPG supply logistics, clarity on the above will materially assist bidders in structuring commercially viable and financeable proposals.

PetroSA response:

On the commercial terms and payment security matters raised, commercially viable structures and bidders' commercial assumptions may be proposed as part of submissions.

4. Tender Submission Timeline Extension

Question:

Considering the technical, logistical, regulatory, and commercial complexity associated with the tender scope, together with the clarifications requested above, we would respectfully request that PetroSA consider an extension of the tender submission deadline.

PetroSA response:

The closing date and time for this tender has been extended to 30 June 2026, at 13h00.