



REQUEST FOR PROPOSALS (RFP) FOR THE POSSIBLE APPOINTMENT OF A TERMINAL OPERATOR TO DESIGN, DEVELOP, FUND, CONSTRUCT, OPERATE, MAINTAIN, AND TRANSFER A MULTI-PURPOSE TERMINAL HANDLING FRESH PRODUCE AND COMPATIBLE BREAK BULK CARGO FOR A TWENTY-FIVE (25) YEAR CONCESSION PERIOD AT MAYDON WHARF PRECINCT IN THE PORT OF DURBAN

Date: 07 May 2025

Purpose: Non Compulsory Briefing Session

Agenda

1.	Welcome	Sylvia Siyo - Eastern Region Regional Commercial Manager	- 10mins
2.	Safety Briefing	Marc Van Dyk – Real Estate Manager Port of Durban	– 5mins
3.	RFP Briefing	Kiran Parthab – Acting Manager NBD Port of Durban	– 20Mins
4.	Questions and Answer Session TNPA RFP Team and Audience		
5.	Arrangements for transport to Site in Maydon Wharf		
6.	Departure from Site		- 60 mins

Maydon Wharf Precinct

Aerial Overview and RFP Site



Figure 1: The aerial photograph below depicts the Maydon Wharf Precinct





- The Maydon Wharf Precinct is located at the western extent of the Port of Durban and is the main Precinct for general cargo and has been developed in phases since the early twentieth century.
- The Precinct landside area is dedicated to commercial logistics inclusive of warehousing and transport logistics-related activities, and it extends over approximately **145 ha** with **15 berths** and a capacity of over **7 million tons** of cargo annually.
- The Precinct is primarily a Mixed-use Precinct that hosts Cargo Terminals handling Dry-bulk, break bulk, a limited amount of Liquid Bulk, and a small number of containerized units.
- Maydon Wharf is a complex site with a significant number of terminal operators sharing infrastructure (berths, gates, etc.). Moreover, some of the cargoes handled are highly seasonal.
- The precinct has preferred berths for both Breakbulk and Dry bulk. However, in practice, the berths are common users and not exclusive to specific cargo types.
- The project is aligned to the Port Development Framework Plans and the Maydon Wharf Strategy.

Background Cont..

Current Cargo Profiles and Terminal Use



- The main types of cargo handled within the precinct are dry bulk, and break-bulk including agricultural products.
- The Commodities handled within the precinct are listed below:
 - **Dry Bulk:**
 - Rice, wheat, maize and grains
 - Sugar
 - Malt
 - Agricultural products
 - Potash and gypsum
 - Ores and minerals, manganese, chrome etc.
 - Cement clinker
 - Fertilizers
 - Soda ash
 - Coal
 - Woodchips
 - Ferro alloys
 - **Break-bulk:**
 - Bagged Rice
 - Bagged Cement
 - Steel and pipes
 - Citrus fruit
 - Pig iron
 - Fish
 - **Containers**
 - (in small volumes)
 - **Liquid Bulk**
 - Vegetable Oils
 - Caustic Soda



- A draft Terminal Operator Agreement (TOA) is **annexed JJ** to the RFP, the terms of which will be negotiated and concluded with the selected preferred bidder following the completion of the evaluation of all bid responses.
- In undertaking the Concession, the Terminal Operators will be responsible for the development of all Terminal Infrastructure it requires including all fixed improvements to the Project Site needed to undertake the Concession, which shall include but not be limited to:
 - sheds, offices, ablutions, canteens, fencing, security systems, terminal paving, bulk services, communication systems, lighting, substations;
 - general machinery, plant, and equipment; and
 - other specialized quayside equipment such as conveyors and cranes may be required to operate the terminal.
- The subject property is a brownfield site described as leases 72, 73 & 76 on Erf 10004, leases 62 & 63 on Erf 10014, and lease L36050 on Ptn 1 of Erf 10019 & Ptn 203 ERF 10004 with an extent of 28 577m², situated in Maydon Wharf Precinct in the Port of Durban set out in the Site Map (Annexure B).
- The leases are scheduled to expire on the **31 December 2025**, should the TOA negotiations exceed the expiry date ,TNPA Real Estate will continue on a month to month basis with the existing tenant.



- The site is a brownfield site, that includes various structures, such as the warehouses and offices.
- The successful bidder shall be entitled to handle multi-purpose cargo which will be inclusive of but not limited to Fresh produce goods and containerized cargo as well as the following non-exhaustive compatible cargo:

List of Compatible Cargo			
• Aircraft Parts and Engines	• Generators	• Large-scale Industrial Pumps	• Steel pipes
• Alumina	• Heavy Transformers and	• Over-sized or irregularly	• Structural steel beams
• Bait	• Electrical Equipment	• shaped machinery or	• Steel pellets
• Boilers and Heaters	• Industrial machinery	• equipment	• Steel rebars/sheets/plates/angles
• Bricks	• Industrial components for large	• Paper rolls	• Steel: Cold rolled coils, galvanised,
• Citrus fruit	• projects	• Plywood sheets	• aluzinc coils
• Construction Equipment	• Large-scale engines	• Pressure vessels	• Steel: Hot rolled coils, slabs, billets
• Excavators	• Large storage tanks	• Propellers	• Timber & products thereof (excluding
• Fertilizers	• Lead & products thereof	• Pulp bales	• furniture)
• Fish meal & products thereof	• Lime & products thereof	• Roofing materials	• Turbines
• Glass & glassware	• Logs	• Salt	• Wooden boards
• Granite & products thereof	• Large Boats and Yachts	• Scrap steel	• Wind turbine blades
		• Stainless steel (excluding	• Any other Commodity not listed above
		• pipes & tubes)	

Proposed Site:



Maydon Wharf Site	
Current Site Description	The subject property is a brownfield site described as leases 72, 73 & 76 on Erf 10004, leases 62 & 63 on Erf 10014, and lease L36050 on Ptn 1 of Erf 10019 & Ptn 203 ERF 10004 with an extent of 28 577m ² , situated in Maydon Wharf Precinct in the Port of Durban set out in the Site Map (Annexure B)..
Envisaged Terminal	Multi-purpose Terminal
Major Commodities to be handled	Fresh produce & Compatible Break Bulk Cargo
Alternative Compatible Commodities	A non-exhaustive list of compatible cargo is attached to Annexure DD.
Excluded Commodities	Low Flash Commodities: - Petrochemicals, mining commodities such as coal, iron ore, cement clinker in bulk form, manganese, other mining commodities etc.
Tenure (years)	25
Common User Berth Access	MW Berth 7 (Closest Common-User Berths)
Environment	No major hazards
Site Map	Annexure B

Salient Features of the Site

- The salient features of the site are as follows:
 - The current terminal operator lease expires in December 2025
 - Provision of possible rail access to the site may be provided through consultation with Transnet Freight Rail (TFR).
 - Goods vehicular access/road frontage on Davey Road and Crofts Road;
 - The site has Common User Berth access, to Berths 7, which is closest to the site.
 - Berth 7 has a depth 9.9 m.
 - The asset condition assessment report will be provided as an annexure to the RFP. The Terminal, including the Terminal Infrastructure, will be handed over to the Terminal Operator on a voetstoots basis, notwithstanding the provisions of the Condition Assessment Report.
 - The terminal has movable assets that belong to the existing tenant with a value of R203M as at 26 March 2025.



Structure of the RFP

Part I:

Part I (***General Requirements, Rules and Provisions***) of this RFP provides the general information to the Bidders and includes, inter alia:

- The glossary of terms detailing the defined terms used within this RFP,
- Explanation of and background to the RFP; and
- The Project.
- The scope of the Project, the structure and purpose of this RFP and the terms and conditions in terms of which each Bidder submits its Bid Response, including details regarding the format of each Bid Response.

Part II:

Part II (***Qualification Criteria***) of this RFP sets out the Qualification Criteria that must be satisfied by the Bidders.

- Bid Responses submitted in respect of this RFP will first be assessed on the basis of compliance with the Qualification Criteria.
- and
- Only if a Bid Response complies with the Qualification Criteria will it be evaluated in terms of Part III (Evaluation Criteria) of this RFP.

Part III:

Part III (***Evaluation Criteria***) of this RFP sets out the evaluation procedure and the Evaluation Criteria to be used by TNPA in evaluating those Bid Responses that have fulfilled the Qualification Criteria and have progressed to the Evaluation Criteria.

- The purpose of the Evaluation Criteria is to determine the relative rankings of those pre-qualified Bid Responses and select the Preferred Bidder.





Part IV:

Part IV (***Objective Criteria***) of this RFP sets out the evaluation procedure and the Objective Criteria in evaluating those Bid Responses that have fulfilled the Evaluation Criteria and have progressed to the Objective Criteria .

- The purpose of the Objective Criteria as prescribed in Section 2(1) (f) of the Preferential Procurement Policy Framework Act (PPPFA) is to determine if there are objective grounds on which the TNPA may not proceed with awarding the Project to the Highest-Ranked Bidder in Part III (Evaluation Criteria).



Qualification and Evaluation Criteria

Part II Qualification Criteria	Part III Evaluation Criteria Stage 1 FUNCTIONALITY	Part III Evaluation Criteria Stage 2 PRICE AND PREFERENCE	PART IV OBJECTIVE CRITERIA
Qualification Criteria 1: Administrative Responsiveness ✓ Timely Submission of Bid Response ✓ Bid Response Duly Signed on all relevant documents	<ul style="list-style-type: none"> • Experience & Track Record (30), • Safety, Health, Environment & Risk (35) • Financial Capacity (35) • Business Case (100) <ul style="list-style-type: none"> ○ Market Analysis (25) ○ Financial Management Plan (25) ○ Operating Model (20) ○ Project Schedule (20) ○ Concept Design (10) Total (200)	<ul style="list-style-type: none"> • Price Concession Fee Offer (90) Points Scored = Points out of 100 x 90% = 90 points	<ul style="list-style-type: none"> • Detailed objective criteria exercise will be conducted on all bidders who meet the requirements of Part III stage 1 & 2
Qualification Criteria 2: Substantive Responsiveness (Mandatory Returnable) ✓ Whether the bid contains a Concession Fee Offer	 	<ul style="list-style-type: none"> • Preference B-BBEE Specific Goals (10) Points Scored = Points out of 100 x 10% = 10 points	 
Bidders who do not comply with all the requirements of Substantive Responsiveness will NOT be eligible for evaluation under Part III Evaluation Criteria.	A minimum weighted score of 70% of the total points is required to be eligible for evaluation under Stage 2 of this evaluation criteria. A Bidder who does not meet the minimum 70%, will not receive any further consideration.	On completion of the evaluation under Stage, Bidders will be ranked and be eligible for appointment as the Preferred Bidder, provided that there is no objective criteria that justifies the appointment of another Bidder other than the Highest Ranked Bidder.	If no Criteria under Objective criteria exercise/Probity Check that justifies the appointment of another Bidder other than the Highest points will be appointed as the Preferred Bidder and the Bidder with the Second Highest will be appointed the Reserve Bidder

Enterprise and Supplier Development (SCM/ESD HQ)

Specific Goals (90/10) System



Transnet Preferential Procurement Policy (TPPP):

❑ The following preference points were allocated to selected specific goals in accordance with provision 5.7.14 of the TPPP policy:

Specific Goals	Number of points (90/10 system)
B-BBEE Status Level of Contributor 1 or 2	3.00
The promotion of supplier development through subcontracting a minimum of 30% of the value of the contract to /with EMEs and/or QSEs 51% owned by black people, 51% owned by black youth, 51% owned by black people with disabilities or 30% owned by black women.	7.00
Non-compliant and/or B-BBEE Level 3-8 contributors	0.00

Enterprise and Supplier Development (SCM/ESD HQ)

Specific Goals (90/10) System



Transnet Preferential Procurement Policy (TPPP):

☐ Specific Goals Evidence:

Specific Goals	Evidence
B-BBEE Status Level of Contributor 1 or 2	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of unincorporated JV, a consolidated scorecard will be accepted) as per DTIC guideline.
The promotion of supplier development through subcontracting for a minimum of 30% of the value of a contract to/with EMEs and /or QSEs 51% owned by Black People, youth, women (30% owned), or disabled people owned.	Sub-contracting agreements as required by Annexure JJ, Declaration / Joint Venture Agreement, and CIPC – B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate as per DTIC guidelines.

Salient Features of the RFP



- The Qualification & Evaluation criteria contained in the RFP have been developed to be robust enough to attract Bidders who are adequately qualified and experienced in operating a Multi-Purpose Terminal or Facility (warehouse) that handles Fresh Produce and compatible Break Bulk Cargo.
- Some of the key elements of qualification & evaluation criteria are highlighted below:
 - A bidder with experience ranging from 1 – 5 years in operating a Terminal or Facility (warehouse) that handles Fresh Produce and compatible Break Bulk Cargo.
 - A bidder that has operated or is currently operating at least 1 Terminal or Facility (warehouse);
 - A bidder that has achieved average throughput volumes between 100 000 - 250 000 tons per annum over the past 3 years (per Terminal); and
 - A bidder who can demonstrate previous experience in raising capital for projects of this nature.



- Clause 26 and Annexure C of the RFP offer a detailed overview of the necessary environmental laws and compliance requirements that prospective bidders are obligated to follow.
- The selected Terminal Operator will conduct the Environmental Impact Assessments (EIA's)
- The selected Terminal Operators will be responsible for appropriate pollution control and environmental protection in accordance with environmental laws.
- The following cargo types are **excluded** from being handled at the proposed terminal: low-flash commodities such as petrochemicals, and mining commodities in bulk form such as coal, iron ore, cement clinker in bulk form, and manganese.

Requests and Clarifications



The Bidder may request clarification on any item contained in this RFP by no later than 16:30 CAT, **20 June 2025**, after which date TNPA will not be obliged to enter into further correspondence with the Bidder on questions related to that Bid Submission Phase of the Project.

Project Questions to be directed to

tnpapodfreshproducebreakbulk@transnet.net

REFERENCE NUMBER	: TNPA/2025/04/0015/93866/RFP
ISSUE OF RFP	: 11 April 2025
NON-COMPULSORY BRIEFING	: 07 May 2025
CLOSE FOR QUESTIONS	: 20 June 2025
BID SUBMISSION DATE	: 11 July 2025
CLOSING TIME	: 16:00 CAT
BID VALIDITY PERIOD	: 365 CALENDER DAYS FROM THE BID SUBMISSION DATE



Site Briefing: 07 May 2025

FOR NOTING BY ALL BIDDERS AT NON COMPULSORY BRIEFING SESSION:

- Sign the attendance register
- Delegates could be subjected to breathalyser testing and vehicle searches at the port entrance
- PPE requirements:
 - Bidders must bring their own safety shoes for the site briefing
 - Bidders must have their own Safety vests and hard hats
- Bidders will be transported to site and brought back to NSHED

TRANSNET



Thank you

