



SCOPE OF REQUIREMENTS TO SUPPLY ENGINE COOLANT (ANTIFREEZE) FOR HEAVY DUTY DIESEL ENGINES

1. INTRODUCTION

Foskor (Pty) Ltd. is an open-cast mining and beneficiation operation situated in Phalaborwa. The core business of the Phalaborwa operation is the mining and beneficiation of phosphate rock. (The Foskor operation situated in Richards Bay is primarily a producer of phosphoric acid, phosphate-based fertilizers and lower volumes of sulphuric acid)

As part of its mining and operational efforts, Foskor owns and makes use of a large fleet of earth moving machines and equipment fitted with heavy duty diesel engines. As part of its business operations Foskor has fully equipped maintenance workshops where these machines- and equipment are serviced and maintained.

2. SCOPE

This scope covers the minimum specifications and requirements for the bulk supply of "heavy-duty" (HD) / "Extended Life Coolant" (ELC) ethylene-glycol (50-50 glycol-water dilution) based engine coolant (Antifreeze) for use in its fleet of earth moving machines and equipment.

Monthly the Foskor mine maintenance department requires between 800 and 1,000 litres/kilograms of engine coolant (Antifreeze).

3. BASIC REQUIREMENT

This is a supply contract; it is expected from the service provider to keep on hand sufficient stock of engine coolant (Antifreeze) as per the requirements and specifications of this "Scope of Requirements".

It is expected that the service provider will, within 5 (Five) working days after receiving an official request, issue Foskor with the requested engine coolant (Antifreeze).

IMPORTANT NOTICE / INSTRUCTIONS

BIDDER TO ENSURE THAT ALL ITEMS MENTIONED IN THIS SCOPE HAVE BEEN READ, IS UNDERSTOOD AND PROVIDED FOR.

ALL EVIDENCE AND INFORMATION PROVIDED MUST BE DETAILED, CLEAR AND CONTAIN SUFFICIENT INFORMATION TO ENABLE THE BID EVALUATION COMMITTEE TO MAKE A DECISIVE ASSESSMENT.

DO NOT TICK (✓), USE THE WORD "YES" OR SIMILAR SHORT STATEMENT.

TECHNICAL EVALUATION (Paragraph 10.1)

FAILURE TO COMPLY OR NOT TO PROVIDE REQUESTED EVIDENCE OR INFORMATION WILL RESULT IN A REDUCED TECHNICAL EVALUATION SCORE THAT COULD ADVERSELY AFFECT THE BIDDERS CHANCE OF BEING AWARDED THIS CONTRACT/ORDER.

ANY BID/QUOTATION WITH A TECHNICAL EVALUATION SCORE OF LESS THAN 70% WILL NOT BE CONSIDERED.

PRICING SCHEDULE AND COMMERCIAL EVALUATION (Paragraph 10.2)

THE PROVIDED PRICING SCHEDULE WILL BE REGARDED AT THE PRIMARY QUOTATION. FAILURE NOT TO MAKE USE OF THE PROVIDED PRICING SCHEDULE MAY RESULT IN REJECTION OF THE SUBMITTED QUOTATION OR BID.

(For purposes of invoicing, the rates provided in the pricing schedule will be used, however, as part the commercial evaluation process a detailed cost breakdown needs to be attached to the pricing schedule explaining how the rates were calculated)

4. SERVICE PROVIDER / BIDDER REQUIREMENTS

- a) The bidder/supplier (Company) must be an experienced- and industry recognized dealer in the supply of products and goods for the mining and automotive industries.
- b) Must have in the past two (2) years successfully managed at least three (3) of the same or similar engine coolant (Antifreeze) supply contracts in the automotive-, transportation-, industrial-, construction-, forestry-, mining- or similar industries.
- c) The BRAND of engine coolant (Antifreeze) offered for this bulk supply contract must comply with the specifications and requirements of:
SANS 1251 Engine cooling system protectors.
SANS 1839 Pre-diluted aqueous ethylene glycol base (40 % by volume, minimum) engine cooling system protector.
- d) The manufacturer of the engine coolant (Antifreeze) offered must be an ISO 9001 (Quality Management Systems) accredited organization.

5. SUPPLY REQUIREMENTS

- a) Supply requested engine coolant (Antifreeze) within 5 working days after receiving an official request from a Foskor official (Workshop supervisor, planner or their appointed representative).
- b) Engine coolant (Antifreeze) must be delivered to the mine maintenance workshops at Foskor, Phalaborwa.
- c) Engine coolant (Antifreeze) must be delivered within 5 working days after an official request by a Foskor official.
- d) Depending on individual suppliers, engine coolant (Antifreeze) must be delivered in bulk containers in the order of 1,000- to 1,500 litre / kilogram, specifically designed for the transportation, storage and dispensing of engine coolant (Antifreeze).
- e) Suppliers that need to have their containers returned must inform and arrange with the responsible workshop supervisor or the mechanical planner.
- f) The following information shall appear in legible (Minimum 24 point)- and indelible (Permanent) marking on each container:
 - i. Manufacturer's trade name
 - ii. Product brand name
 - iii. Description of the product.
 - iv. Directions for use.
 - v. Batch identification.
 - vi. Quantity (Volume or weight)
 - vii. Expiry date
 - viii. "READY FOR USE – DO NOT DILUTE"

6. ENGINE COOLANT (ANTIFREEZE) SPECIFICATIONS AND REQUIREMENTS

- a) Engine coolant (Antifreeze) must comply with the following quality and performance standards:
- i. SANS 1251 Engine cooling system protectors.
 - ii. SANS 1839 Pre-diluted aqueous ethylene glycol base (40 % by volume, minimum) engine cooling system protector.
- b) Engine coolant (Antifreeze) must be "Heavy-Duty" (HD), also referred to as an "Extended Life Coolant (ELC)"
- c) Ethylene-glycol and water dilution must be 50-50.
- d) The manufacturer of the engine coolant (Antifreeze) must be an ISO 9001 (Quality Management Systems) accredited organization.
- e) Engine coolant (Antifreeze) shall comply with the following performance specifications:

PROPERTY	REQUIREMENT	TEST METHOD
Boiling point, °C min	103	ASTM D1120
Freezing point, °C max	-15	ASTM D1177
Relative density at 20 °C	1,045 to 1,075	ASTM D1122
pH value	7,0 to 11,0	ASTM D1287
Ash content, % (by mass), max	5	ASTM D1119
Water content, % (by volume), max	65	ASTM D1123
Reserve alkalinity, mL 0,1N HCl, min	4	ASTM D1121
Foaming, 33,3 % (by volume) solution		
a) Foam volume, mL, max	150	ASTM D1881
b) Break time, S, max	5	
Effect on automotive finishes	No effect	ASTM D1882
Calcium carbonate, mg/L,max	40	ASTM D513
Magnesium carbonate, mg/L,max	40	ASTM D511
Iron, mg/L,max	0,4	ASTM D6130
Copper, mg/L,max	0,4	ASTM D6130
Chloride, mg/L,max	40	ASTM D6130

7. TECHNICAL, COMMERCIAL and BID ASSESSMENT

IMPORTANT NOTICE

It remains the responsibility of the bidder to ensure that the above-mentioned specifications and requirements have been read, is understood and provided for in the official quotation.

To assist the bidder and to ensure that all items listed in this SCOPE have been provided for, and to assist with the tender evaluation process, the bidder is required to complete following tables.

**DO NOT OMIT ANY EVIDENCE OR INFORMATION AS REQUESTED IN THE TABLES BELOW
EVIDENCE, INFORMATION AND DETAILS MUST BE PROVIDED FOR EACH ITEM.**

ATTACH AND REFERENCE IF SPACE INSUFFICIENT

EVIDENCE AND INFORMATION PROVIDED MUST BE DETAILED AND CLEAR AND CONTAIN SUFFICIENT INFORMATION TO ENABLE BID EVALUATION COMMITTEE TO MAKE A DECISIVE ASSESSMENT.

DO NOT ONLY TICK (✓) OR USE THE WORD YES.

7.1 TECHNICAL EVALUATION

IMPORTANT NOTICE

FAILURE TO COMPLY OR NOT TO PROVIDE REQUESTED EVIDENCE OR INFORMATION WILL RESULT IN A REDUCED TECHNICAL EVALUATION SCORE THAT COULD ADVERSELY AFFECT THE BIDDERS CHANCE OF BEING AWARDED THIS CONTRACT/ORDER.

ALL EVIDENCE AND INFORMATION PROVIDED MUST BE DETAILED, CLEAR AND CONTAIN SUFFICIENT INFORMATION TO ENABLE THE BID EVALUATION COMMITTEE TO MAKE A DECISIVE ASSESSMENT. DO NOT TICK (✓), USE THE WORD “YES” OR SIMILAR SHORT STATEMENT.

ANY BID/QUOTATION WITH A TECHNICAL EVALUATION SCORE OF LESS THAN 70% WILL NOT BE CONSIDERED (Evaluation score = WEIGHTING x % SCORE).

		% SCORE	PROVIDE REQUESTED INFORMATION AND DETAILS
1.	Supply company details as a recognised dealer in the supply of products and goods for the mining and automotive industries. PROVIDE: Company description/profile, photos, list of services and products, transport arrangements, address, number of employees, organogram structure, turnover, etc. WEIGHTING: No information / Not a recognised dealer = 0.0 Recognised dealer / Service provider = 1.0	10%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>
2.	Provide details of at least three (3) of the same or similar bulk engine coolant (Antifreeze) supply contracts awarded in the past two (2) years. PROVIDE: Description of service provided, contract value, client name and -contact person, dates/period of contract, etc. WEIGHTING: No similar contracts in past 2 years = 0 No/insufficient information provided = 0 One (1) similar contract past 2 years = 0.5 Two (2) similar contracts past 2 years = 0.1 Three + (3+) similar contracts past 2 years = 1.0	10%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>

3.	Product offered for this contract must comply with the following quality specifications and requirements: SANS 1251 Engine cooling system protectors. SANS 1839 Pre-diluted aqueous ethylene glycol base (40 % by volume, minimum) engine cooling system protector. PROVIDE: Product BRAND name and MSDS (Medical Safety Data Sheet) of engine coolant (Antifreeze) offered for this contract and clearly indicate product quality specifications. WEIGHTING: No information / No data sheets / Not comply = 0.0 Comply = 1.0	20%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>
4.	Engine coolant (Antifreeze) manufacturer to be an ISO 9001 Quality Management certified company. PROVIDE: ISO 9001 Quality Management certificate WEIGHTING: No information / No certificate / Not comply = 0.0 Comply = 1.0	20%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>
5.	Engine coolant (Antifreeze) offered is "heavy-duty" (Also referred to as an "Extended Life Coolant") and the ethylene-glycol and water dilution is 50-50. PROVIDE: Confirmation and product specifications WEIGHTING: No information / Not comply = 0.0 Comply = 1.0	20%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>
6.	Upon receiving an official request, the engine coolant (Antifreeze) must be delivered to site within 5 working days. PROVIDE: Time in days that the requested engine coolant will be delivered WEIGHTING: No information = 0.0 Delivery > 21 working days = 0.0 Delivery 14 – 20 working days = 0.3 Delivery 6 - 13 working days = 0.6 Delivery within 5 working days = 1.0	10%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>
7.	Engine coolant (Antifreeze) must be delivered in bulk containers in the order of 1,000- to 1,500 litres/kilogram, and specifically designed for the transportation, storage and dispensing of engine coolant (Antifreeze). PROVIDE: Bulk container capacity in Litres or kilogram that will be used to deliver engine coolant on this contract: WEIGHTING: No information / Not Comply = 0.0 Yes / Comply = 1.0	5%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>

8.	Bulk container labeled in legible (Minimum 24 point)- and indelible (Permanent) marking with the following information: i. Manufacturer's trade name ii. Product brand name iii. Description of the product. iv. Directions for use. v. Batch identification. vi. Quantity (Volume or weight) vii. Expiry date viii. "READY FOR USE – DO NOT DILUTE" PROVIDE: Sample of label or list information to be provided on label WEIGHTING: No information / Not Comply = 0.0 Yes / Comply = 1.0	5%	<i>Attach and reference If space insufficient</i> <i>Provide reasons if do not comply or cannot provide requested information</i>
		100%	

7.2 PRICING AND COMMERCIAL EVALUATION

IMPORTANT NOTICE

THE PROVIDED PRICING SCHEDULE WILL BE REGARDED AT THE PRIMARY QUOTATION.

FAILURE NOT TO MAKE USE OF THE PROVIDED PRICING SCHEDULE (Or similar drafted document) MAY RESULT IN REJECTION OF THE SUBMITTED QUOTATION OR BID.

For purposes of invoicing, the rates provided in the pricing schedule will be used, however, as part the commercial evaluation process a DETAILED COST BREAKDOWN needs to be attached to the pricing schedule explaining how the cost was calculated.

- a) Bidder to quote on a bulk container (Between 1,000- and 1,500 liters/kilogram) delivered to site at Foskop, Phalaborwa.
- b) All quoted prices to be exclusive of VAT (Value Added Tax)
- c) If any minimum requirements may alter or be added for whatever reason, it will be brought to the attention of the contractor before the closing date for the submission of tenders
- d) Contract period of **36 months** from date of acceptance.
- e) Quoted process must include delivery to Foskop mine, Phalaborwa
- f) The service provider will compile a monthly invoice of all transactions and present it to the Foskop official for verification and approval. The service provider shall submit the approved invoice to the Foskop stores receiving for logging in the Foskop system and creditors department for payment.
- g) Detailed description of any items or conditions that the bidder does not meet to be attached to the official quotation
- h) The bidders standard warranty agreement to be attached to the official tender.
- i) Any other optional support not mentioned in this scope may be noted on the official tender.
- j) If any minimum requirements may alter or be added for whatever reason, it will be brought to the attention of the bidder before the closing date for the submission of the tender.

PRICING SCHEDULE

PRICING SCHEDULE	COST PER BULK CONTAINER DELIVERED TO FOSKOR, PHALABORWA (Excl VAT)
Heavy-Duty (HD) / Extended Life Coolant (ELC), 50/50 pre-diluted Ethylene-Glycol engine coolant (Antifreeze) that complies with quality- and performance standards SANS 1251 and SANS 1839 Specify bulk container volume in Liters/Kilogram:	R

DETAILED COST BREAKDOWN (How was above mentioned bulk container cost calculated)

DESCRIPTION	COST (Excl VAT)
1 Cost of Ethylene-Glycol engine coolant bulk container	R
2 Transportation costs	R
3 Delivery costs	R
4 Administration	R
5	R
6	R
7	R
TOTAL	R

ANNUAL PRICE ESCALATION

Formula or percentage (%) price increase MONTHS 13-24.	
Formula or percentage (%) price increase MONTHS 25-36.	