



Drying and Dispatch

SCOPE OF WORK FOR THE SUPPLY OF FOSKOR COAL GRADE

REFERENCE NUMBER	DD/10/01
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1. BACKGROUND INFORMATION:

Foskor Drying process use Foskor peas coal known as Thermal coal, as the fuel media for all the six dryers available, both grate stokers and fluidised bed dryers. In fluidised beds, coal particles are suspended in a hot, bubbling fluidity bed of ash and other particulate materials (sand or limestone) through which jets of air are blown to provide the oxygen required for combustion or gasification.

The resultant fast and intimate mixing of gas and solids promotes rapid heat transfer and chemical reactions within the bed. Fluidised beds dryers are capable of burning a variety of low-grade solid fuels, including most types of coal, coal_waste and woody biomass, at high efficiency and without the necessity for expensive fuel preparation (e.g. pulverising).

In addition, for any given thermal duty, fluidised beds are smaller than the equivalent conventional furnace, so may offer significant advantages over the latter in terms of cost and flexibility. Due to the expiring contract of the current supplier, drying section went on tender to hire a new supplier of Foskor peas coal.

2. COMPANY BACKGROUND

Foskor is one of the world's largest producers of phosphate rock (concentrate) and phosphoric acid. It is one of the world's few vertically integrated producers of phosphoric acid and is the second largest supplier to India, the world's largest consumer of phosphoric acid.

The Company owns, and mines phosphate resources and beneficiates the mined material to produce a phosphate concentrate at Phalaborwa, in the Limpopo Province of South Africa. The phosphate concentrate is sold locally and transported to the Richards Bay plant on the coast of Kwa-Zulu Natal to produce phosphoric acid, granular fertilisers MAP and DAP from phosphoric acid and is the leading supplier of fertilisers to South Africa. In all 95% of the phosphoric acid is exported and the granular sales are divided between exports and local markets. Since 1951 Foskor has supplied more than 95% of South Africa's fertiliser requirements.

3. SCOPE OF WORK

The Scope of work is for our annual supply of coal peas based on our Foskor grade (specifications as per Annexure B) to Foskor Phalaborwa for an estimated period of **three (03) years**.

3.1 Product Description

Foskor Peas Coal – Foskor Grade (See specifications below in Annexure B)

3.2 Quantity

Approximately **28, 000 tons per annum**, this is an estimated quantity based on historic data and Foskor shall not be held liable for any variance between the estimated quantity and actual quantities.

This quantity will be spread over a period of twelve 12 months for 3 years

NB. The successful Vendor MUST be equipped to supply the weekly tons without delays.

3.3 Pre-Qualification Criteria

The following **MUST** be submitted with your tender. Failure to do so will result in immediate disqualification of your tender:

- Quality Certificate of analysis for Particle Size Distribution and Chemicals Elements.
- Quality control Procedure
- Proof that external laboratory used is SANAS accredited.
- Proof of mine reserves to supply Foskor for three (03) years.
- Analysis certificates attached with every delivery.

For the bid to be considered for the next stage the bidder needs to score 70% and above and comply with the above mandatory requirements.

3.4 Product Specification

Refer to **Annexure B**

3.5 Any deviations from this specification must be clearly indicated in your proposal.

3.6 Should it be required to test your product 2 x 30-tons samples for operational testing through the Dryers (Fluidized bed and Stocker Drier) will and must be supplied free of charge.

- 3.7 The supplier must submit with their tender documents a certificate of analysis for both chemical elements and particle size distribution from an accredited laboratory (SANAS)
- 3.8 The coal technical evaluation will go under 3 technical evaluation stages:
- 1st Stage Technical Evaluation – Submission of ALL Mandatory documents/information.
 - 2nd Stage Technical Evaluation – Submission of Samples for Quality testing by an independent laboratory (SANAS Accredited) 2 x 5 kg Samples.
 - 3rd Stage Technical Evaluation – Submission of Samples for Quality testing through Foscort dryers (2 x 30 tons Samples).

4 Delivery

- 4.3 Method of delivery must be clearly stipulated and quoted as a separate price. (Walking floor back tipper trucks must be used to deliver coal).
- 4.4 Delivery shall take place weekly as and when needed by the mine to maintain a stock level of 1000 tons.
- 4.5 A certificate with Chemical and size analysis must accompany every batch delivery. This can be forwarded by e-mail also. Failure to do so trucks will be stopped from delivery until certificate of analysis has been submitted.
- 4.6 The supplier must indicate the batch size in tons, but the batch cannot be more than 1000 tons.
- 4.7 The trucks and operators delivering the coal must comply with all Foscort safety procedures as the COP 59 and Road Traffic Management Plan (These Documents will be issued to the suppliers eligible to supply the 2 X 30 tons samples and the winning bidders)

5 Price

- 5.3 **Prices must be quoted per ton.**
- 5.4 Indicate the period for which the price is fixed and firm.
- 5.5 Escalation formula MUST be submitted with your tender.
- 5.6 Prices **must** be submitted on the **provided Pricing Schedule.**

FOSKOR COAL SPECIFICATION – FOSKOR GRADE COAL

1. Product Specification

The specification for the required quality of Foskor Coal is laid out in the table below.

	Unit of Measure	Lower Limit	Typical Mean	Upper Limit
Calorific value	MJ/kg	26.5	27	27.5
Ash content	%	14	14.5	15.5
Total volatiles	%	25	26	27
Total sulphur		0.5	0.75	0.8 max
Moisture	%	2	3	4
Fixed carbon	%	50%	55%	60%
Particle Size Distribution	mm	<=10mm	>10mm < 20mm	>=21mm < 25mm
	% Mass	10%	80%	10%
Ash melting temperature		1300 °C	1400 °C	1450 °C

2. Product Sampling and Testing in the event of a Dispute.

- a. Foskor is entitled to, upon delivery of the product, obtain a sample for testing purposes to ensure the quality of the coal delivered is within the parameters specified on the Annexure B. Foskor will conduct its own sample test and if there is huge deviations the sample will be tested through a reputable external laboratory that is approved by Foskor and will be performed at the Suppliers cost. The test results shall be made available to the Supplier.
- b. In the event that the Supplier is obliged to carry out testing on the product, the tests must be conducted within the dates as agreed between the Supplier's representative and Foskor's representative. Foskor's representative is entitled to be present at the testing, however the testing will proceed regardless of whether the Foskor representative is present or not. The Supplier Representative shall provide Foskor with a copy of the results of the test immediately upon completion of a particular test.
- c. Where a coal sample does not meet the required specification as set out above, the batch will be recorded as sub-grade, and the supplier will be notified as such.
- d. Supplier is required to submit Quality control Procedures as per Technical Evaluation Requirements.
- e. In the case of sub-grade coal, a pro-rata rate on the contracted price will be discussed and agreed between the supplier and Foskor. This will be done through a formal process that will form part of the record.

- f. If the coal is contaminated or off grade the supplier must come collect, it and removed from site on their own costs
- g. If there is no corrective action on the sub-grade product the contract will be cancelled
- h. Foskor will conducted test on PSD and Chemicals elements weekly and on Adhoc basis for record keeping and contract management.
- i. Monthly meetings will be held for contract management and resolving of contractual challenges.

3. ANNEXURES

Evaluation Criteria (Technical) Annexure B1						
Supply of Coal 1st Technical Evaluation						
BIDDERS						
No	Technical Criteria Description				Weight % Contribution	Score
a	Certificate of analysis for Particle Size Distribution and Chemicals Elements					
	Scoring: Certificate Submitted: Yes = 5%, No =0				5%	
b	Where was the certificate issued					
	Scoring: SANAS Accredited Lab Yes = 10% No:0 %				10%	
c	Conformance to particle size Distribution					
	Scoring					
	>25 mm	%	10%	=<10% is 5% and > 10 % is 0%	5%	
	10 mm - 22mm	%	80%	=>80% is 15%; 70 to 79 % is 5%:<70 is 0%	15%	
	<10 mm	%	10%	=<10% is 5 and > 10 % is 0%	5%	
					25%	
d	Conformance to Chemical Elements Specification					
	Calorific Value	KJ/Kg	26.5 to 27.50	=>26.5 to 27.5 is 10%; <26.5 is 0%	10%	
	Ash Content	%	14 to 15.5	=<15.5 is 10%; _ >15.5 is 0%	10%	
	Volatiles Content	%	25 to 27	=>25% is 10% and <25 % is 0%	10%	
	Sulphur Content	%	0.5 to 0.9	=>0.5 to <0.9 is 10%; >0.8 is 0%	10%	
	Moisture	%	2 to 4	=<4 is 10%; 4 to 7 is 5%; >7 is 0%	10%	
	Carbon Content	%	50 to 60	>55 is 10% =>50 to 55 is 5% < 50 is 0%	10%	
					60%	
Total Technical Score					100%	
Note: In order for the bid to be considered for the next stage the bidder needs to score 70% and above, and comply with mandatory requirements. -						

Initials and Surname of Technical Team

Signature

Superintendent Drying & Dispatch

Metallurgist

Scope of Work to Supply Foskor Grade Coal

October 2025

Senior Manager

Evaluation Criteria (Technical) Annexure B2							
Supply of Coal 2nd Technical Evaluation							
BIDDERS							
No	Technical Criteria Description				Weight % Contribution	Score	Notes
c	Conformance to particle size Distribution				10%		
	Scoring						
	>25 mm	%	10%	=<10% is 10% and > 10 % is 0%			
	10 mm - 22mm	%	80%	=>80% is 20%; 70 to 79 % is 5%; <70 is 0%			
	<10 mm	%	10%	=<10% is 10% and > 10 % is 0%			
					40%		
d	Conformance to Chemical Elements Spec						
	Calorific Value	KJKg	26.5 to 27.50	=>26.5 to 27.5 is 10% ; <26.5 is 0%	10%		
	Ash Content	%	14 to 15.5	=<15.5 is 10%; _ >15.5 is 0%	10%		
	Volatiles Content	%	25 to 27	=>25 is 10% and <25 % is 0%	10%		
	Sulphur Content	%	0.5 to 0.9	=>0.5 to <0.9 is 10%; >0.8 is 0%	10%		
	Moisture	%	2 to 4	=<4 is10%; 4 to 7 is 3%; >7 is 0%	10%		
	Carbon Content	%	50 to 60	>55 is 10%;=>50 to 55 is 3%; < 50 is 0%	10%		
					60%		
Total Technical Score				100%			
Note: In order for the bid to be considered for the next stage the bidder needs to score 70% and above,							

Initials and Surname of Technical Team

Signature

Superintendent Drying & Dispatch

Metallurgist

Senior Manager

Evaluation Criteria (Technical) Annexure B3							
Supply of Coal 3rd Technical Evaluation							
BIDDERS							
No	Technical Criteria Description				Weight % Contribution	Score	Notes
a	Tons Dried/ton coal at average moisture of 8.5 %						
	Scoring:						
	>120 tons = 30% ; 100 to 119 = 20%; 80 to 99 = 10%; 79 and less = 0				15%		
b	Temperature achieved C ^o						
	> 900 to 1300 = 20% ; 850 to 899 = 15%; 750 to 849 = 10; 700 to 749 = 0%				20%		
c	Conformance to particle size Distribution						
	Scoring						
	> 25 mm	%	10%	=<10% is 5% and > 10 % is 0%	5%		
	10 mm - 2mm	%	80%	=>80% is 15%; 70 to 79 % is 5%; <70 is 0%	10%		
	< 10 mm	%	10%	=<10% is 5% and > 10 % is 0%	5%		
					20%		
d	Conformance to Chemical Elements Specification						
	Scoring						
	Calorific Value	KJ/Kg	26.5 to 27.50	=>26.5 to 27.5 is 5% ; <26.5 is 0%	5%		
	Ash Content	%	14 to 15.5	=<15.5 is 10%; _ >15.5 is 0%	10%		
	Volatiles Content	%	25 to 27	=>25 is 5% and <25 % is 0%	5%		
	Sulphur Content	%	0.5 to 0.9	=>0.5 to <0.9 is 5%; >0.8is 0%	5%		
	Moisture	%	2 to 4	=<4 is 5%; 4 to 7 is 3%; >7 is 0%	5%		
	Carbon Content	%	50 to 60	>55 is 5% =>50 to 55 is 3% < 50 is 0%	5%		
					35%		
	Mode of Transport to Deliver Coal						
	Scoring						
	Mode of Transport			Walking floor back tipper =15% Back Tipper = 5%; Side Tipper = 0% ;	10%		
	Total Technical Score				100%		
Note: In order for the bid to be considered for the next stage the bidder needs to score 70% and above.							

Initials and Surname of Technical Team

Signature

Superintendent Drying & Dispatch

Metallurgist



Annexure A1
Pricing Schedule
Supply of Foskor Peas Coal

Description	Unit	Provision Qty	Unit Cost	Total
Rand per ton of Coal (Delivery Cost Must include In the unit cost) year 1	Tons	28000	R	R
Rand per ton of Coal (Delivery Cost Must include In the unit cost) year 2	Tons	28000	R	R
Rand per ton of Coal (Delivery Cost Must include in the unit cost) year 3	Tons	28000	R	R
	Grand Total			R

Annexure A2					
	Price Variation Formula & Base Prices				
	Supply of Foskor Peas Coal				
Years	Escalation Formula				
Years 1					
Years 2					
Years 3					
Provide list of indices that will be used					
Price Base Date:					
Name of Contractor:					
Signature of Supplier				Date	



FOSKOR MINING DIVISION Coal Product Quality Specifications

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Product: Coal Foskor Specification

Foskor Coal - Typical Chemical Specification

Element	Typical (%)	95% Confidence levels	
		Lower limit (%)	Upper limit (%)
H ₂ O	>4	2	4
Ash	>15.5	12	15,5
C	<50	50	55
Volatile Matter	<25	25	27
Calorific Value Kg/KJ	<26.5	26,5	27,5
S	>0.9	0,5	0,9

*ppm

Foskor - Typical Particle Size Distribution

Mass Percentage Passing	Typical Micron Size	Minimum	Maximum
80%	>25	<22	25
10%	>22	10	22
10%	>5	-5	5

Approved by: Senior Manager Ext 8 Drying and Dispatch: Joseph Mathebula

These specifications were reviewed and approved by the Metallurgical Support Services Manager, General Manager Processing and General Manager Marketing and sales. Hardcopy of these specifications can be obtained from the Metallurgy laboratory.

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Effective Date:

