



FOSKOR (PTY) LIMITED

TECHNICAL SCOPE OF REQUIREMENTS

SUPPLY OF TIRES FOR EARTH MOVING MACHINES AND EQUIPMENT

(OTR: OFF THE ROAD TIRES)
(TWENTY-FOUR MONTH CONTRACT)

1. INTRODUCTION

Foskor (Pty) Ltd. is an opencast 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 mobile earth moving machines and -equipment. The majority of these machines are fitted with rubber tires that need to be replaced from time to time due to general wear and tear.

2. SCOPE

This scope covers the minimum specifications and requirements for the supply of tires for earth moving machines and equipment.

3. BASIC REQUIREMENT

This is a supply contract, it is expected from the successful service provider to keep on hand, as listed in this document, sufficient stock (Locally, South Africa) and upon receipt of an official Foskor purchase order deliver to site at Foskor, Phalaborwa, within five (5) working days all requested tires.

Foskor makes use of the following tires:

SIZE	MAKE	DESCRIPTION	TIRE COMPOUND
55.5/80/R57	BRIDGESTONE	BST VSDL D2A L5	2A
2700R49	MICHELIN	MIC RDB E4T	XDR B4
	BRIDGESTONE	VMTP E4	1A
	GOODYEAR	GLY RL 4A	2S
3700R57	BRIDGESTONE	BST VRLS E1A E4	TYPE 1 - A
	GOODYEAR	GYR RL-4H 2H E4	2H
	MICHELIN	MIC XDR B4 E4R	XDR B4
45/65R45	BRIDGESTONE	BST VSDL D2A LA	D2A XMINE
	MICHELIN	MIC XMINE D-2 L5	
	GOODYEAR	GRY RL 4K 6S L5	6S
45/65-45	BRIDGESTONE	BST DL D2V L5 38PR	D2V
	GOODYEAR	GYR NDL D/L-5/15C 6J L5 38PR	6J
	YOKOHAMA	YOK Y524 CP-SB L5 38PR	CP - SB
17.5 - 25	FIRESTONE	SUPER ROCK GRIP DEEP TREAD 12PLY RATING L- 4	SRG
35/65R33	MICHELIN	MIC XMINE D-2 L5	D-2
	GOODYEAR	GYR RL-5K 6S L5	6S
35/65-33	BRIDGESTONE	BST DL D2V L5 42PR	D2V
23.5R25	BRIDGESTONE	BST VLT 185B E2A E3	2A
	GOODYEAR	GYR RL-3+T E3+T	6S
	MICHELIN	MIC ZADN 185B E3T	ZADN
	MICHELIN	MIC XMINE D-2 L3	D-2

4. MINIMUM TENDER REQUIREMENTS

The bidder/service provider (Company) must comply with the following minimum tender requirements:
Provide the following supporting information on an official company letterhead, -brochure or similar document:

- 1) Be a TEPA (Tire, Equipment, Parts Association) accredited Tire Dealer, Wholesaler, Distributor, Importer and/or Manufacture in the supply of Earth Moving Machine/Off The Road tires.
 (Provide certificate of accreditation issued by RMI (Retail Motor Industry Organisation), MIWA (Motor Industry Workshop Association) or similar recognised authority)
- 2) Tires proposed/quoted must, under normal Foscoper operating conditions, have a minimum service life of at least 7000 hours and comply with the following nationally/internationally accepted standards:
 - i. SANS 20054:2007 Uniform provisions concerning the approval of pneumatic tires for commercial vehicles and their trailers.
 - ii. ETRTO (European Tire and Rim Technical Organization)
 - iii. TRA (Tire and Rim Association)
 - iv. JATMA (Japan Automobile Tire Manufacturers Association)
 - v. ISO (International Standards Organization).
 (Provide details of tire standard)

- 3) Must have been awarded at least two (2) of the same or similar contracts for the supply of tires for earth moving machines and equipment (OTR: Off The Road tires) during the past three (3) years. (Provide details of previous orders/contracts successfully completed, i.e. supply description, client, contact person, date of contract awarded, duration of contract, etc)

NOTE: Bidder must ensure that all REQUIRED/REQUESTED INFORMATION is provided. Failure not to provide any REQUIRED/REQUESTED INFORMATION will result in a reduced technical evaluation score that could adversely affect the bidders chance of being awarded this contract/order.

(See Paragraph 6, EVALUATION AND BID ASSESSMENT and provide clear information and - specifications for all REQUIRED INFORMATION)

5. SITE AND OPERATIONAL CONDITIONS

Foskors medium- to heavy earth moving machines and equipment travel on dirt roads in general all-round poor-, soft- and/or muddy conditions, heavily corrugated, with inclines ranging from horizontal to 30 degrees in some places. Typical distances travelled between sites is in the order of 3 to 10 kilometres. Under normal conditions the earth moving machines and equipment will be utilised 24/365.

Phalaborwa summers are long and considered extreme, typically from September until April with temperatures ranging between 15°C and 45°C. The Phalaborwa rain season is during the summer months with an annual precipitation of between 400mm- and 700mm. Winter temperatures typically range between 5°C and 30°C, although rare, winter rain showers do occur.

Typical elevation of the Foskor ore beneficiation complex is between 380m- and 430m above sea level, however the earth moving machines and equipment do enter the North- and South mining pits currently at 245m- and 300m respectively above sea level at their deepest points, the tailings dams are around 450m above sea level.

(It is the responsibility of the bidder to do a site study and to evaluate the suitability of the tires offered to the Foskor site and actual working conditions. A site visit can be arranged).

6. TECHNICAL EVALUATION AND BID ASSESSMENT

As part of the process to assist with the evaluation and assessment of the bidders/service providers proposal/quotation and to make an informed decision in the awarding of this order, all requested information, including written submissions confirming compliance with all requested information, will be evaluated, assessed and scored.

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- and assessment process, the bidder is required to complete the following table.

DO NOT OMIT ANY INFORMATION AS REQUESTED IN THE TABLE BELOW

INFORMATION AND DETAILS MUST BE PROVIDED FOR EACH ITEM.

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

ATTACH AND REFERENCE IF SPACE INSUFFICIENT

		% WEIGHTING	PROVIDE INFORMATION AND DETAILS
1	Provide certificate or confirmation that bidder is a TEPA (Tire, Equipment, Parts Association) accredited Tire Dealer, Wholesaler, Distributor, Importer and/or Manufacturer in the supply of Earth Moving Machine/Off The Road tires. Provide certificate of accreditation issued by: i. RMI (Retail Motor Industry Organisation) ii. MIWA (Motor Industry Workshop Association) iii. or similar recognised authority WEIGHTING: Not TEPA accredited/No info = 0% Not TEPA accredited but OTR tire dealer = 50% TEPA accredited/Certificate provided = 100%	20%	

2	Provide certificate or confirmation that tires proposed/quoted will, under normal Foscort operating conditions, have a minimum service life of at least 7000 hours <u>and</u> comply with the following nationally/internationally accepted standards: Provide details of tire standard, i.e.: i. SANS 20054:2007 Uniform provisions concerning the approval of pneumatic tires for commercial vehicles and their trailers. ii. ETRTO (European Tire and Rim Technical Organization) iii. TRA (Tire and Rim Association) iv. JATMA (Japan Automobile Tire Manufacturers Association) v. ISO (International Standards Organization). vi. or similar recognised international or national standard WEIGHTING: No info/Tires offered not comply = 0% Certificate provided/Tires offered comply = 100%	30%	
3	Must have been awarded at least two (2) of the same or similar contracts for the supply of tires for earth moving machines and equipment (OTR: Off The Road tires) during the past three (3) years. (Provide details of previous orders/contracts successfully completed, i.e. supply description, client, contact person, date of contract awarded, duration of contract, etc) WEIGHTING: No similar contracts awarded past 3 years = 0% One (1) similar contract past 3 years = 50% Two (2) or more similar awarded past 3 years =100%	10%	
4	Give a description of the business and services provided (Company profile) as a recognized dealer in the supply of tires for earth moving equipment and machines (Off The Road tires). WEIGHTING: No info/Business not applicable = 0% Info provided as dealer in OTR tires = 100%	10%	

5	Confirm tires will be delivered to Foskor, Phalaborwa after receiving an official purchase order and provide lead time: <table border="1" data-bbox="226 192 1043 338"> <tr> <td data-bbox="226 192 531 338" rowspan="2">Delivery to Foskor, Phalaborwa</td> <td data-bbox="531 192 1043 248">YES ☐</td> </tr> <tr> <td data-bbox="531 248 1043 338">NO (Foskor to collect) ☐</td> </tr> </table> <table border="1" data-bbox="226 378 1043 616"> <thead> <tr> <th data-bbox="226 378 531 470">SIZE</th> <th data-bbox="531 378 1043 470">DELIVERY LEAD TIME (DAYS)</th> </tr> </thead> <tbody> <tr> <td data-bbox="226 470 531 517">55.5/80/R57</td> <td data-bbox="531 470 1043 517"></td> </tr> <tr> <td data-bbox="226 517 531 564">3700R57</td> <td data-bbox="531 517 1043 564"></td> </tr> <tr> <td data-bbox="226 564 531 616">45/65R45</td> <td data-bbox="531 564 1043 616"></td> </tr> </tbody> </table> WEIGHTING: No information provided = 0% Will not deliver (Foskor to collect) = 0% Will deliver / Lead time > 30 days = 25% Will deliver / Lead time 22 to 30 days = 50% Will deliver / Lead time 15 to 21 days = 75% Will deliver / Lead time 7 to 14 days = 90% Will deliver / Lead time < 7 days = 100%	Delivery to Foskor, Phalaborwa	YES ☐	NO (Foskor to collect) ☐	SIZE	DELIVERY LEAD TIME (DAYS)	55.5/80/R57		3700R57		45/65R45		20%			
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23.5R25																
		100%														

7. COMMERCIAL AND PRICING SCHEDULE

- 1) Cost **PER TIRE** to be **INCLUSIVE OF DELIVERY (TRANSPORT)** to site at Foskor mine, Phalaborwa.
- 2) Tender/Quotation prices to be **VAT EXCLUSIVE**.
- 3) Bidder to quote on each and every tire in his product range.
- 4) Any other optional support or guarantee not mentioned in this scope may be noted on the official quotation.
- 5) Quotation prices to be valid for at least 6 months.
- 6) If any minimum requirements may alter or be added for whatever reason, it will be brought to the attention of the bidder/service provider before the closing date for the submission of tenders/quotations.

FOSKOR OFF THE ROAD ULTRA SIZE TIRES:

SIZE	BRAND	DESCRIPTION	TYRE COMPOUND	ESTIMATED ANNUAL USAGE	COST EACH (Per Tyre)	TOTAL ANNUAL (Usage X Cost Tire)	COMMENTS
52.5/80/R57 (For Komatsu WA1200 FEL)	BRIDGESTONE	BST VSDL D2A L5	2A	8	R	R	
	Other:				R	R	Provide Quality Standard
	Other:				R	R	Provide Quality Standard
2700R49 (For Komatsu HD785 Haul Truck)	MICHELIN	MIC RDB E4T	XDR B4	16	R	R	
	BRIDGESTONE	VMTP E4	1A		R	R	
	GOODYEAR	GLY RL 4A	2S		R	R	
	Other:				R	R	Provide Quality Standard
	Other:				R	R	Provide Quality Standard
3700R57 (For Komatsu 730E and CAT 789D Haul Trucks)	BRIDGESTONE	BST VRLS E1A E4	TYPE 1 – A	72	R	R	
	GOODYEAR	GYR RL-4H 2H E4	2H		R	R	
	MICHELIN	MIC XDR B4 E4R	XDR B4		R	R	
	Other:				R	R	Provide Quality Standard
	Other:				R	R	Provide Quality Standard

45/65R45 (For Komatsu WA800 FEL)	BRIDGESTONE	BST VSDL D2A LA	D2A	6	R	R	
	BRIDGESTONE	BST DL D2V L5 38PR	D2V		R	R	
	GOODYEAR	GRY RL 4K 6S L5	6S		R	R	
	GOODYEAR	GYR NDL D/L-5/15C 6J L5 38PR	6J		R	R	
	MICHELIN	MIC XMINE D-2 L5	XMINE		R	R	
	YOKOHAMA	YOK Y524 CP-SB L5 38PR	CP - SB		R	R	
	Other:				R	R	Provide Quality Standard
	Other:				R	R	Provide Quality Standard
17.5 – 25 (For Komatsu and CAT road graders)	FIRESTONE	SUPER ROCK GRIP DEEP TREAD 12PLY RATING L- 4	SRG	8	R	R	
	Other:				R	R	Provide Quality Standard
	Other:				R	R	Provide Quality Standard
35/65R33 (For Komatsu WA600 wheel dozer)	BRIDGESTONE	BST DL D2V L5 42PR	D2V	8	R	R	
	MICHELIN	MIC XMINE D-2 L5	D-2		R	R	
	GOODYEAR	GYR RL-5K 6S L5	6S		R	R	
	Other:				R	R	Provide Quality Standard
	Other:				R	R	Provide Quality Standard

23.5R25 (For Bell B30 and B25 Water carts and ADT)	BRIDGESTONE	BST VLT 185B E2A E3	2A	6			
	GOODYEAR	GYR RL-3+T E3+T	6S		R	R	
	MICHELIN	MIC ZADN 185B E3T	ZADN		R	R	
	MICHELIN	MIC XMINE D-2 L3	D-2		R	R	
	Other:				R	R	Provide Quality Standard
	Other:				R	R	Provide Quality Standard

NOTE:

- 1) Brands that are new to Foskor will be subject to investigation or test prior to acceptance and might have only a partial award.
- 2) New brand items must pass a minimum durability test of 7000 hours and safety standards before acceptance
- 3) Only bid on tire brands and sizes that have been accepted/tested/used by Foskor, i.e. Bridgestone, Michelin, Goodyear, Firestone and Yokohama as stated.
- 4) Bidders must for each product line quote on one (1) Foskor known or tested brand or one (1) other (alternative) brand,
- 5) Scope /prices quoted may also be used for short-term supply should need be (Short-term supply).

Six monthly price escalation formulae for months 7 - 12, 13 - 18 and 19 - 24.

