

C2.1 Pricing Instructions

1. MAIN OFFER:

The appropriate activity schedule (local assembly or full importation) shall be completed by the Tenderer. Various terms of delivery to the Port of Durban will be considered by the Employer. Details are reflected in the Pricing Schedule.

The breakdown of the activities in the provided schedule is for the purpose of serving as a guideline only, and Tenderers may split or combine the activities differently.

All costs, like preliminary and general, overheads and profit margins, shall be deemed to have been included in the lump sum total price of the Straddle Carriers.

The activities in the Activity Schedule are to be priced separately and the dates for the completion of each activity are to be clearly indicated on the programme.

All special tools, software and devices essential to the effective operation and/or maintenance of the plant and equipment, shall be identified by the Tenderer and shall be listed, detailed and quoted for, grouped separately as provide for in the Activity Schedule.

All Spares, including Critical Spares for the Straddle Carriers are to be listed and priced separately in the tender returnable schedules. The final list of critical spares is to be agreed between the Contractor and the Project Manager.

2. OPTIONS TO BE PRICED FOR VARYING DELIVERY TERMS

The Tenderer's Main Offer should reflect DDU Total Price on the Form of Offer and Acceptance. Transnet Port Terminals reserves its right to appoint its own Clearing & Forwarding agent. Prices for various terms of delivery are to be provided in the pricing schedule in order for Transnet to determine the most cost-efficient clearing and forwarding service alternative.

3. ADDITIONAL OPTIONS TO BE PRICED

a) Option 1: Stock Standard 40 tonne Single Lift Straddle Carrier

Notwithstanding the Employer's detailed technical specification, contained in the Works Information for the Straddle Carriers, the Employer will consider offers differing from this detailed specification, should these offers result in a cost and/or time and/or quality/reduced risk benefit. In other words, should the supplier have a preferred specification that is tried and tested and generally supplied to the rest of the market (i.e. Stock Standard), that is different to the Employer's detailed technical specification and can be offered at a lower price and/or shorter lead time and/or reduced risk, then the supplier must make this offer under item 3 of the Section C2.2 Activity Schedule.

Should the Tenderer make this offer, clear and detail indication of the variance from the Employer's specifications must be submitted.

- b) Option 2: Straddle Carrier With Twin Lift Capability of 65 tonne Under the Spreader
The Employer is considering the use of twin lift straddle carriers in the near future and to this end requires information (price; schedule; specifications and functionality) of the Tenderer's Stock Standard (i.e. tried and tested and generally supplied to the rest of the market) twin lift straddle carrier. The Employer mandatory functional requirement is that the design of the Tenderer's twin lift straddle carrier must have a load capacity of 65 tonnes under the spreader. Detail functional and technical specifications are to be supplied by the Tenderer.
- c) Option 3: Stock Standard Twin Lift Straddle Carrier
The Employer is considering use of twin lift straddle carriers in the near future and to this end requires information (price; schedule; specifications and functionality) of the Tenderer's Stock Standard (i.e. tried and tested and generally supplied to the rest of the market) twin lift straddle carrier. The Employer does not have any mandatory functional requirements that will govern the design of the Tenderer's twin lift straddle carrier. Thus detail functional and technical specifications are to be supplied by the Tenderer including the load capacity under the spreader.
- d) Option 4: Additional Straddle Carriers Required by Employer
The employer may require twenty two (22) additional straddle carriers (over and above the main offer for 28 straddle carriers) for the Durban Container Terminal. It is envisaged that 11 straddle carriers each will be required to be commissioning in July 2012 and July 2013. The Tenderer is to base their offer for this option on single lift straddle carrier complying with the Employer's detail specification.
- e) Option 5: Spares for the First Year of Service
A priced option is required for spares to support the straddle carrier fleet for the first year of service. Assume 4500 hours use p.a. Spares must be delivered with the first equipment and must be sufficient to cover the fleet requirements including any commissioning spares.
- f) Option 6: Engineer/Technician on Site for First 12 Months
A priced option for an engineer/technician stationed on site for the first 12 months is required. The functions of the engineer/technician will be to do root cause analysis, provide knowledge transfer to the *Employer's* maintenance and operations staff, undertake various upgrades, adjustments as may be required, provide performance records and analysis information reports to the local maintenance manager.
- g) Option 7: Lift Access System to the Cabin (If available)
The Employer requires a priced option for a lift access system to the cabin. This option is only to be submitted if it does not complicate the straddle overall design.
- h) Option 8: Driver Assist Mode (If available)
The Employer requires a priced option for a driver assist mode which will assist the driver to navigate between the containers in the stacks without collision.

- i) Option 9: DGPS in Straddle Carriers (If available)
The Employer requires a priced option for the straddle carriers to be equipped with a DGPS system which shall operate in conjunction with the terminal's yard planning system (NAVIS N4) to provide container position verification.

- j) Option 10: RAM Spreader
The Employer requires a priced option for a RAM spreader twin lift, 20' to 40'/45' telescopic type in place of the specified Bromma spreader.

Returnable tender schedules have been provided under section T2.2 for the Tenderer's completion for each of the above options, where applicable.

Tenders are alerted to the fact that it is essential for all Returnable Schedules to be completed in full. Non-compliance with this instruction may result in the Tenderer's proposal being classified as "non-responsive".

The Employer intends to use a Total Cost of Ownership (TCO) model in the evaluation of proposals. Tenderers are to therefore ensure that sufficient information is provided in the associated returnable documentation (T 2.2-19).

The Main Offer (DDU Total Price) should be quoted in both the tenderer's foreign currency as well as South African Rands.

The tenderer should provide a comparison schedule (T2.2-23) demonstrating the impact on price in relation to the number of products delivered per annum.

Tenderer's should also complete the returnable (T2.2-23) which considers the impact of the delivery date on price.