



TRANSNET FREIGHT RAIL.  
An Operating Division of  
TRANSNET SOC LIMITED  
(Registration No. 1990/000900/06)

## REQUEST FOR QUOTATION ("RFQ")

RFQ NUMBER WR/51792

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONHS.**

ISSUE DATE : 4 June 2012.  
CLOSING DATE : 19 June 2012.  
CLOSING TIME : 10h00

**Please note that late responses and those delivered or posted  
to the incorrect address will be disqualified.**



**RFQ NUMBER WR/51792.**

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.**

**SCHEDULE OF DOCUMENTS**

**Section**

- 1. Notice to Bidders**
- 2. Background, Overview and Scope of Requirements**
- 3. Quotation Form**
- 4. Resolution of Board of Directors (Respondent's Representative)**
- 5. Certificate of Acquaintance with RFQ Documents**
- 6. Pricing and Delivery Schedule**
- 7. General Tender Conditions (CSS5 – Goods)**
- 8. Standard Terms and Conditions of Contract (US7 - Goods)**
- 9. SDF document**

---

Respondent's Signature

---

Date and Company Stamp



## SECTION 1

**RFQ NUMBER WR/51792**

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.**

### **NOTICE TO BIDDERS**

1. Quotations are requested from persons, companies, close corporations or enterprises (hereinafter referred to as the **"Respondent(s)"**) to supply the above-mentioned requirement to Transnet.

On or after 4 June 2012 the RFQ documents may be inspected at, and are obtainable from the office of SCS 6<sup>th</sup> floor Transnet Park, Moddedam Road Bellville. Contact persons Carol Swan or Johanna Kotze.

Any additional information or clarification will be faxed or emailed to all potential Respondents, if necessary.

2. A formal briefing session will not be held but should Respondents have specific queries they should email these to the Transnet employee(s) indicated below:

Name : Doepie du Preez.  
Division : Transnet Freight Rail (Supply Chain Services).  
Email : Doepie.dupreez@transnet.net.

For specific queries before the closing of the RFQ, the following Transnet employee(s) may be contacted by email only:

Name : Uil Basson [tel:021 940-2309](tel:0219402309).  
Division : Infra project manager.  
Email : Uil.basson@transnet.net

3. Quotations in duplicate must reach the Secretary, Transnet Freight Rail Acquisition Council before the closing hour on the date shown below, and must be enclosed in a sealed envelope which must have inscribed on the outside:

<b>RFQ No</b>	<b>: WR/51792</b>
<b>Description</b>	<b>: FENCING AND FENCING MATERIAL</b>
<b>Closing date and time</b>	<b>: 19 JUNE at 10h00</b>
<b>Closing address (refer options paragraph 4 below)</b>	

\_\_\_\_\_  
Respondent's Signature

3

\_\_\_\_\_  
Date and Company Stamp



#### 4. DELIVERY INSTRUCTIONS FOR THIS RFQ

**If posted**, the envelope must be addressed to The Chairperson, Transnet Freight Rail, Acquisition Council, P O Box 2986, Bellville, and Cape Town 7535 and must be dispatched in time for sorting by the Post Office to reach the Chairperson before the closing time of the RFP. In the event of the late receipt of a Proposal, the Respondent's franking machine impression will not be accepted as proof that the response was posted in time.

- 4.1 **If delivered by hand**, the envelope is to be deposited in the TRANSNET FREIGHT RAIL tender box which is located at the Foyer, Transnet Park, Modderdam Road, Bellville and should be addressed as follows:

THE SECRETARY  
LOCAL ACQUISITION COUNCIL  
TENDER BOX  
FOYER OF BUILDING  
TRANSNET PARK  
Off MODDERDAM ROAD  
BELLVILLE.

The measurements of the "tender slot" are 500mm wide x 100mm high, and Respondents must please ensure that response documents or files are not larger than the above dimensions. Responses which are too bulky (i.e. more than 100mm thick) must be split into two or more files, and placed in separate envelopes.

**It should also be noted that the above tender box is located at the main entrance and is accessible to the public 24 hours per day, 7 days a week.**

- 4.2 **If dispatched by courier**, the envelope must be addressed as follows and delivered to the Office of The Secretary, Transnet Acquisition Council and a signature obtained from that Office.

THE SECRETARY  
LOCAL ACQUISITION COUNCIL  
TENDER BOX  
FOYER OF BUILDING  
TRANSNET PARK  
Off MODDERDAM ROAD  
BELLVILLE.

5. Please note that this RFQ closes punctually at 10:00 on Tuesday 19 June 2012.
6. If responses are not posted or delivered as stipulated herein, such responses will not be considered and will be treated as "UNRESPONSIVE."
7. NO EMAIL OR FACSIMILE RESPONSES WILL BE CONSIDERED.



8. The responses to this RFQ will be opened as soon as practicable after the expiry of the time advertised for receiving them.
9. Transnet shall not, at the opening of responses, disclose to any other company any confidential details pertaining to the Quotations / information received, i.e. pricing, delivery, etc. The names and location of the Respondents will, however, be divulged to other Respondents upon request.
10. Envelopes must not contain documents relating to any RFQ other than that shown on the envelope. All envelopes must reflect the return address of the Respondent on the reverse side.
11. No slips are to be attached to the response documents. Any additional conditions must be embodied in an accompanying letter. Subject only to clause 22 (*Alterations made by the Respondent to Tendered Prices*) of the General Tender Conditions, alterations, additions or deletions must not be made by the Respondent to the actual RFQ documents.

**12. BROAD-BASED BLACK ECONOMIC EMPOWERMENT ("BBBEE")**

Transnet fully endorses and supports the Government's Broad-Based Black Economic Empowerment Programme and it is strongly of the opinion that all South African business enterprises have an equal obligation to redress the imbalances of the past.

Transnet would therefore prefer to do business with local business enterprises who share these same values and who are prepared to contribute to meaningful BBBEE initiatives (including, but not limited to subcontracting and Joint Ventures) as part of their RFQ responses. Transnet will accordingly allow a "preference" in accordance with the 10% preference system, as per the Preferential Procurement Policy Framework Act, 5 of 2000 (as amended), to companies who provide a BBBEE Accreditation Certificate. All procurement and disposal transactions in excess of R30 000 (thirty thousand S.A. Rand) will be evaluated accordingly. All transactions below this threshold will, as far as possible, be set aside for Exempted Micro Enterprises (EMEs).

Consequently, when Transnet invites prospective suppliers to submit Quotations for its goods and services, it urges Respondents (Large Enterprises and QSE's - see below) to have themselves accredited by any one of the various Accreditation Agencies available who do their BBBEE ratings in accordance with the **latest Codes (i.e. those promulgated on 9 February 2007)**.

Although no agencies have, as yet, been accredited by SANAS (South African National Accreditation System), Transnet will, in the interim, accept rating certificates of Respondents who have been verified by agencies who do their BBBEE ratings in accordance with the latest Codes as promulgated on 9 February 2007. This will be an interim arrangement only until such time as the SANAS List has been approved by the DTI. (Certificates are valid for a period of one year only).

**12. BROAD-BASED BLACK ECONOMIC EMPOWERMENT ("BBBEE")**

TRANSNET fully endorses and supports the South African Government's Broad-Based Black Economic Empowerment Programme and it is strongly of the opinion that all business enterprises have an equal obligation to redress the imbalances of the past. TRANSNET would therefore prefer to do business with business enterprises who share these same values and who are prepared to contribute to meaningful BBBEE initiatives (including and not limited to enterprise development, subcontracting and Joint Ventures) as part of their tender response.

---

Respondent's Signature

---

Date and Company Stamp



Transnet would accordingly allow a “preference” in accordance with the 10% preference system, as per the Preferential Procurement Policy Framework Act 5 of 2000 (as amended) to companies who provide a BBBEE accreditation Certificate. All procurement and disposal transactions in excess of R30000 will be evaluated accordingly. All transactions below R30000 will as far as possible be earmarked for EME's.

TRANSNET consequently urges Respondents (Large enterprises and QSE's – see below) to have themselves duly accredited by any one of the Accreditation Agencies [approved](#) by SANAS (South African National Accreditation System, under the auspices of the DTI).

In terms of Government Gazette No. 32094, Notice No. 354 dated 23 March 2009, as from 1 August 2009, only BBBEE accreditation Certificates issued by SANAS approved verification agencies will be valid.

However accreditation certificates issued before 23 March 2009 and which are still within their one (1) year validity period will still be acceptable, until their expiry date provided that the accreditation was done in accordance **with the latest codes (i.e. those promulgated on 9 February 2007).**

BBBEE Accreditation Certificates issued after the published date i.e. 23 March 2009, by a Verification Agency not approved by SANAS, will **NOT** be acceptable as from 23 March 2009.

12.1 Enterprises will be rated by such Accreditation Agencies based on the following:

(a) **Large Enterprises (i.e. annual turnover >R35 million):**

- Rating level based on all 7 (seven) elements of the BBBEE scorecard
- Enterprises to provide BBBEE certificate and detailed scorecard (to be renewed annually)

(b) **Qualifying Small Enterprises – QSE (i.e. annual turnover >R5 million but <R35 million):**

- Rating based on any 4 (four) of the elements of the BBBEE scorecard
- Enterprises to provide BBBEE certificate and detailed scorecard (to be renewed annually)

(c) **Exempted Micro Enterprises – EME (i.e. annual turnover <R5m are exempted from being rated or verified):**

- Automatic BBBEE Level 4 rating, irrespective of race ownership, i.e. 100% BBBEE recognition
- Black ownership >50% or Black Women ownership >30% automatically qualify as Level 3 BBBEE rating, i.e. 110% BBBEE recognition
- EME's should provide documentary proof of annual turnover (i.e. audited financials) plus proof of Black ownership if Black ownership >50% or Black Women ownership >30% (to be renewed annually) from their Auditors / Accounting Officers



12.2 In addition to the above, Respondents who wish to enter into a Joint Venture (JV) or subcontract portions of the contract to BBBEE companies must state in their Tenders / Quotations the percentage of the total contract value which would be allocated to such BBBEE companies, should they be successful in being awarded any business. A rating certificate in respect of such BBBEE JV-partners and/or sub-contractors, as well as a breakdown of the distribution of the aforementioned percentage allocation must also be furnished with the tender response to enable Transnet to evaluate / adjudicate on all tenders received on a fair basis.

12.3 ***Each Respondent is required to furnish proof of its BBBEE status (Certificate and Detailed Scorecard) as stipulated above to TRANSNET.***

**Turnover:** Indicate your company's most recent annual turnover:

R.....

- If annual turnover <R5m, please attach auditors / accounting officers letter confirming annual turnover and percentage black ownership as well as Black Women ownership
- If annual turnover >R5m please attach BBBEE certificate and detailed scorecard from an accredited rating agency.

12.4 The DTI has created an online **B-BBEE Registry** (<http://www.dti.gov.za>) in order to provide a central and standardized source of the B-BBEE status of all entities, and to facilitate the flow of this information amongst entities by providing a Unique Profile Number (UPN) per each listing. Existing and prospective suppliers are therefore urged to list their B-BBEE status on the DTI Registry. Hence, entities verified by DTI, will receive the following benefits:

- Their BBBEE status will be verified and confirmed by the DTI, before listing on the Registry
- Listing on the Registry will provide suppliers the option to market themselves on the DTI B-BBEE Opportunities Network. This is a search engine that is designed to help businesses find B-BBEE compliant entities who match specific requirements in terms of the nature of services/goods provided, region, B-BBEE status or other search criteria.

Transnet supports this DTI initiative and will use the DTI Registry to verify prospective and existing suppliers' BBBEE credentials.

12.5 The respondent will provide Transnet with its DTI B-BBEE UNIQUE PROFILE NUMBER with all tender submissions.

**DTI BBBEE UNIQUE PROFILE NUMBER:**

.....

Respondent's Signature

7

Date and Company Stamp



12.6 Failure to submit your BBBEE information in terms of 14.3 and/or 14.5 (above) will result in a score of zero being allocated for BBBEE evaluation.

### 13. COMMUNICATION

Respondents are warned that a response will be liable to disqualification should any attempt be made by a Respondent either directly or indirectly to canvass any officer(s) or employee of Transnet in respect of this RFQ between the closing date and the date of the award of the business.

A respondent may, however, BEFORE THE CLOSING DATE AND TIME, direct any enquiries relating to the RFQ to the Transnet employee as indicated in clause 2 above, and may also at any time after the closing date of the RFQ, communicate with the Secretary of the Transnet TFR Acquisition Council, at telephone number 021 940-2181 or fax no. 021 940-2358 on any matter relating to its RFQ response.

### 14. RFQ SCHEDULE

Respondents will be contacted as soon as practicable with a status update. At this time short-listed Respondents may be asked to meet with Transnet representatives at a location to be agreed.

### 15. INSTRUCTIONS FOR COMPLETING THE RFQ

- (i) Sign one set of documents (sign and date the bottom of each page). This set will serve as the legal and binding copy. A duplicate set of documents is required. This second set can be a copy of the original signed Quotation.
- (ii) Both sets of documents to be submitted to the address specified above.
- (iii) The following returnable documents must accompany all Quotations:
  - Respondent's latest audited financial statements;
  - Respondent's valid Tax Clearance Certificate.

### 16. COMPLIANCE

The successful Respondent (hereinafter referred to as the "**Supplier**") shall be in full and complete compliance with any and all applicable State and Local Laws and Regulations.

### 17. ADDITIONAL NOTES:

- All returnable documents as indicated in the Quotation Form (Section 3) must be returned with the response
- Respondents are to note that Quotations in which firm prices are quoted for the duration of any resulting contract may receive precedence over prices which are subject to adjustment
- Changes by the Respondent to its submission will not be considered after the closing date
- The person or persons signing the Quotation must be legally authorised by the Respondent to do so (Refer Section 4). A list of those person(s) authorised to negotiate on your behalf (if not the authorised signatories) must also be submitted along with the Quotation together with their contact details.
- All prices must be quoted in South African Rands





- Transnet reserves the right to undertake post-tender negotiations with selected Respondents or any number of short-listed Respondents and may wish to visit the Respondent's place of manufacture (works) during this process.

**NB: Unless otherwise expressly stated, all Quotations furnished pursuant to this Request shall be deemed to be offers. Any exceptions to this statement must be clearly and specifically indicated. Transnet reserves the right to reject any or all offers.**

<p style="text-align: center;"><b>FAILURE TO OBSERVE ANY OF THE AFOREMENTIONED REQUIREMENTS MAY RESULT IN A QUOTATION BEING REJECTED</b></p>
--

#### 18. DISCLAIMERS

Respondents are hereby advised that Transnet is not committed to any course of action as a result of its issuance of this RFQ and/or its receipt of a Quotation in response to it. In particular, please note that Transnet reserves the right to:

- modify the RFQ's Goods and request Respondents to re-bid on any changes
- reject any Quotation which does not conform to instructions and specifications which are detailed herein
- disqualify Quotations submitted after the stated submission deadline
- not necessarily accept the lowest priced Quotation
- reject all Quotations, if it so decides
- award a contract in connection with this Quotation at any time after the RFQ's closing date
- award only a portion of the proposed Goods which are reflected in the scope of this RFQ
- split the award of the contract between more than one Supplier
- make no award of a contract

Kindly note that Transnet will not reimburse any Respondent for any preparatory costs or other work performed in connection with this Quotation, whether or not the Respondent is awarded a contract.

#### 19. LEGAL REVIEW

Any Quotation submitted by a Respondent is subject to review and negotiation of the proposed contract by Transnet's Legal Counsel.

---

Respondent's Signature

9

---

Date and Company Stamp



Respondents to complete this section:

NAME OF RESPONDENT .....
PHYSICAL ADDRESS .....
.....

Respondent's contact person:	Name.....
	Designation.....
	Telephone.....
	Cell Phone.....
	Facsimile.....
	Email.....
	Website.....

**Transnet urges its clients, suppliers and the general public**  
**To report any fraud or corruption**  
**On the part of Transnet's employees to**  
**TIP-OFFS ANONYMOUS: 0800 003 056**

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp



## SECTION 2

RFQ NUMBER WR/51792

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.**

### **BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENTS**

#### **1. BACKGROUND**

**The successful tenderer will have to deliver Fencing and related materials to farms along the railway line between Cape Town/Beaufort Wes and Worcester/Voorbaai. Supplier to arrange delivery with farmer and must obtain proof from farmer.**

#### **2. EXECUTIVE OVERVIEW**

Most Transnet Operating Divisions currently procure their products requirements through a number of service providers. Our objective is to source all activity through a Preferred Supplier(s) capable of servicing all Transnet Operating Divisions in locations around the country. Other key considerations include.....

The selected service provider(s) will share in the mission and business objectives of Transnet. These mutual goals will be met by meeting contract requirements and new challenges in an environment of teamwork, joint participation, flexibility, innovation and open communications. In this spirit of partnership, Transnet and its Supplier(s) will study the current ways they do business to enhance current practices and support processes and systems. Such a partnership will allow Transnet to reach higher levels of quality, service and profitability.

Specifically, Transnet seeks to benefit from this partnership in the following ways:

- Transnet must receive reduced cost of acquisition and improved service benefits resulting from the Supplier's economies of scale and streamlined service processes.
- Transnet must achieve appropriate availability that meets user needs while reducing costs for both Transnet and the chosen Supplier(s).
- Transnet must receive proactive improvements from the Supplier with respect to SUPPLY OF FENCING MATERIAL IN WESTERN CAPE. Goods and related processes.
- Transnet's overall competitive advantage must be strengthened by the chosen Supplier's leading edge technology and service delivery systems.
- Transnet end users must be able to rely on the chosen Supplier's personnel for service enquiries, recommendations and substitutions.

---

Respondent's Signature

11

---

Date and Company Stamp



- Transnet must reduce costs by streamlining its acquisition of Goods, including managed service processes on a Group basis.

### 3. SCOPE OF REQUIREMENTS

See section 6;

The successful supplier must be able to supply required items/goods as and when required in terms of section 6 of this RFQ.

### 4. GENERAL INFORMATION

It is required that all Transnet operating divisions will be included in the scope of this Quotation.

The service provider(s) shall be fully responsible to Transnet for the acts and omissions of persons directly or indirectly employed by them.

The service provider(s) must provide the identified information requested and comply with the requirements stated in the RFQ.

### 5. AS AND WHEN CONTRACTS

Purchase orders will be placed on the successful Respondents from time to time as and when supplies are required.

Transnet reserves the right to place purchase orders until the last day of the contract for deliveries to be effected within the delivery period/lead time specified beyond the expiry date of the contract under the same terms and conditions as agreed upon.

The Respondents must indicate hereunder the combined manufacturing and delivery lead time for delivery of the Goods /products/material to end destination in the Republic of South Africa, calculated as from the 7<sup>th</sup> (seventh) day after the date of the relevant purchase order:

RFQ ITEM NUMBER	MANUFACTURING & DELIVERY LEAD TIME
1. ....	(weeks/months)
2. ....	(weeks/months)
3. ....	(weeks/months)
4. ....	(weeks/months)
5. ....	(weeks/months)
6. ....	(Weeks/months)
7. ....	(Weeks/months)
8. ....	(Weeks/months)
9. ....	(Weeks/months)

Respondent's Signature

12

Date and Company Stamp



10.	.....	(Weeks/months)
11.	.....	(Weeks/months)
12.	.....	(Weeks/months)
13.	.....	(Weeks/months)
14.	.....	(Weeks/months)
15.	.....	(Weeks/months)
16.	.....	(Weeks/months)
17.	.....	(Weeks/months)
18.	.....	(Weeks/months)
19.	.....	(Weeks/months)
20.	.....	(Weeks/months)
21.	.....	(Weeks/months)
22.	.....	(Weeks/months)
23.	.....	(Weeks/months)

- (i) Delivery requirements may be stipulated in purchase orders and scheduled deliveries may be called for. However, delivery periods and maximum monthly rates of delivery offered by the Respondents will be used as guidelines in establishing lead times and monthly delivery requirements with the Supplier.
- (ii) Where scheduled deliveries are required, the delivery period(s) specified must be strictly complied with, unless otherwise requested by TRANSNET. Material supplied earlier than specified may not be paid for or may be returned with the Supplier being held liable for all expenses incurred, eg. Railage charges, handling charges, etc., both ways.

If the delivery period(s) offered by the Respondents is/are subject to a maximum monthly production capacity, full particulars must be indicated hereunder:

RFQ ITEM NUMBER	MAXIMUM MONTHLY PRODUCTION CAPACITY
1.	..... (Weeks/months)
2.	..... (Weeks/months)
3.	..... (Weeks/months)
4.	..... (Weeks/months)
5.	..... (Weeks/months)
6.	..... (Weeks/months)
7.	..... (Weeks/months)
8.	..... (Weeks/months)

Respondent's Signature

Date and Company Stamp



9.	.....	(Weeks/months)
10.	.....	(Weeks/months)
11.	.....	(Weeks/months)
12.	.....	(Weeks/months)
13.	.....	(Weeks/months)
14.	.....	(Weeks/months)
15.	.....	(Weeks/months)
16.	.....	(Weeks/months)
17.	.....	(Weeks/months)
18.	.....	(Weeks/months)
19.	.....	(Weeks/months)
20.	.....	(Weeks/months)
21.	.....	(Weeks/months)
22.	.....	(Weeks/months)
23.	.....	(Weeks/months)

(If there is insufficient space above to accommodate all the items concerned, a separate statement containing the details must be submitted).

The Respondents must state hereunder the annual holiday closedown period and whether this period has been included in the delivery lead time offered

.....
.....

The Respondent is to furnish the following information:

What action does the Respondent propose to take to ensure continuity of supply during non-working days or holidays and periods occupied in stocktaking or in effecting repairs to plant or in overhaul of plant which would ordinarily occur within the stated delivery period?

.....
.....
.....

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp



NB: Purchase Orders will be placed on the Supplier(s) only after the date of approval of the pre-production sample(s).

State the number of days/weeks/months after which delivery would commence subject to Transnet's approval of the pre-production sample(s)/prototype(s), calculated as from the date of such approval:

.....
-------

## 6. MANUFACTURERS

The Respondents must state hereunder the actual manufacturer(s) of the Goods tendered for:

(i) LOCAL MANUFACTURER(S):

RFQ ITEM NO.	NAME	ADDRESS (IN FULL)
.....	.....	.....
.....	.....	.....

(ii) FOREIGN MANUFACTURER(S):

RFQ ITEM NO.	NAME	ADDRESS (IN FULL)
.....	.....	.....
.....	.....	.....

## 7. SUPPLIERS

The Respondents must state the actual name(s) and address/addresses of the suppliers of the Goods for inspection purposes only:

(i) LOCAL MANUFACTURER(S):

RFQ ITEM NO.	NAME	ADDRESS (IN FULL)
.....	.....	.....
.....	.....	.....
.....	.....	.....

(ii) FOREIGN MANUFACTURER(S):

RFQ ITEM NO.	NAME	ADDRESS (IN FULL)
--------------	------	-------------------

\_\_\_\_\_  
Respondent's Signature

15

\_\_\_\_\_  
Date and Company Stamp



.....	.....	.....
.....	.....	.....
.....	.....	.....

## 8. IMPORTED CONTENT

The Respondents must state hereunder the value of the imported content as well as the country of origin in respect of each item tendered for:

RFQ ITEM NO.	PORTION OF THE PRICE	COUNTRY REPRESENTING THE IMPORTED CONTENT
.....	.....	.....
.....	.....	.....
.....	.....	.....
.....	.....	.....
.....	.....	.....
.....	.....	.....

Note: Where more than one country is applicable to one item, the Respondents must furnish this information separately.

## 9. EXCHANGE AND REMITTANCE

The attention of the Respondents is specially directed to clause 7 (*Exchange and Remittance*) of the General Tender Conditions Form CSS5. The Respondent is also to note that the particulars of the exchange rate on which the Respondent has based its tendered price(s), is/are to be stipulated hereunder only if Transnet is requested by the Respondent to effect payment overseas direct to the Respondent's principal/supplier.

- (a) ZAR1.00 (South African currency) being equal to..... (Foreign currency).  
.....% in relation to tendered price(s) (.....) to be remitted overseas by Transnet.
- (b) ..... (Name of country to which payment is to be made)
- (c) Beneficiary details :

Respondent's Signature

Date and Company Stamp





Name (Account holder) .....
Bank (Name and branch code).....
Swift code .....
Country .....
(d) ..... (Applicable date of Exchange Rate used)

#### 10. NATIONAL RAILWAY SAFETY REGULATOR ACT

In compliance with the **National Railway Safety Regulator Act, 16 of 2002**, the successful Respondent (the "Supplier") shall ensure that the Goods to be supplied to Transnet, under the terms and conditions of a contract between the parties, comply fully with the specifications as set forth in Section 10 (*Specifications and Drawings*) of this RFQ, and shall thereby adhere to railway safety requirements and/or regulations. Permission for the engagement of a subcontractor by the Supplier, as applicable, both initially and during the course of a contract, shall be subject to a review of the capability of the proposed subcontractor to comply with the specified railway safety requirements and/or regulations. The Supplier and/or its subcontractor shall grant Transnet access, during the term of the contract, to review any safety-related activities, including the coordination of such activities across all parts of the organization.

Accepted:

YES		NO	
-----	--	----	--

#### 11. SERVICE LEVELS

- Experienced national account representative/s to work with Transnet's sourcing/procurement department (no sales representatives are needed for individual department/locations). Additionally, there shall be a minimal number of people, fully informed and accountable for this agreement.
- Transnet will have quarterly reviews with the Supplier's account representative on an ongoing basis.
- Transnet reserves the right to request that any member of the Supplier's team involved on the Transnet account be replaced if deemed not to be adding value for Transnet.
- Supplier guarantees that it will achieve a 95% service level on the following measures. If the Supplier does not achieve this level as an average over each quarter, Transnet will receive a 1.5% rebate on quarterly sales payable in the next quarter:
  - Pick perfect rate/quantity/specifications
  - On-time delivery

Respondent's Signature

17

Date and Company Stamp



- Supplier must provide a toll-free number or alternative number for customer service calls.
- Supplier will pay all costs for returns (shipping, restocking, etc.) as long as materials are in resalable condition. Time limitation on returns will be 14 (fourteen) working days from date of delivery unless the product needs to be shipped back to original manufacturer either for repair or replacement, and then another future reasonable date shall be determined.
- Failure of the Supplier to comply with stated service level requirements will give Transnet the right to cancel the contract in whole, without penalty, giving 30 (thirty) days' notice to the Supplier.

**Accepted:**

YES		NO	
-----	--	----	--

**12. CONTINUOUS IMPROVEMENT INITIATIVES AND VALUE ADD**

Respondents shall indicate whether they are committed to participate in the continuous improvement initiatives of Transnet to reduce the overall cost of transportation within South Africa during the duration of the contract.

**Accepted:**

YES		NO	
-----	--	----	--

If "yes", please specify.

Respondents must briefly describe their commitment to the continuous improvement initiatives and give examples of specific areas and strategies where cost reduction initiatives can be introduced. Specific areas and proposed potential savings percentages should be included. Additional information can be appended to the Respondent's Quotation if there is insufficient space available.

.....
.....
.....
.....
.....
.....
.....



.....

.....

.....

.....

.....

.....

**13. RISK**

Respondents must elaborate on the control measures put in place by their company, which mitigate the risk to Transnet, pertaining to potential non-performance by a Supplier in relation to -

(i) Quality and specification of Goods delivered:

.....

.....

.....

.....

(ii) Continuity of supply (refer clause 10.1(c) of Form US7):

.....

.....

.....

(iii) Compliance with the Occupational Health and Safety Act, 85 of 1993 (refer clause 7.1(f) of Form US7)

.....

.....

.....

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp



(iv) Compliance with the National Railway Safety Regulator Act, 16 of 2002 (refer clause 12 above)

<p>.....</p> <p>.....</p> <p>.....</p>
--

#### 14. REFERENCES

Please indicate below the company names and contact details of existing customers whom Transnet may contact to seek third party evaluations of your current service levels:

Name of Company	Contact Person	Telephone number

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp



## SECTION 3

RFQ NUMBER WR/51792

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.**

### QUOTATION FORM

I/We \_\_\_\_\_  
(Name of company, close corporation or partnership)

Of (full address) \_\_\_\_\_  
\_\_\_\_\_

Carrying on business under style or title of (trading as) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Represented by \_\_\_\_\_

In my capacity as \_\_\_\_\_

being duly authorised thereto by a Resolution of the Board of Directors or Members or Certificate of Partners, as the case may be, dated \_\_\_\_\_ a certified copy of which is annexed hereto, hereby offer to supply the above-mentioned Goods at the prices quoted in the schedule of prices in accordance with the terms set forth in the accompanying letter(s) reference \_\_\_\_\_ and dated \_\_\_\_\_ (if any) and the documents listed in the accompanying schedule of RFQ documents.

I/We agree to be bound by those conditions in Transnet's:

- (i) Standard Terms and Conditions of Contract Form No. US7 - Goods;
- (ii) General Tender Conditions, Form CSS5 – Goods; and
- (iii) any other standard or special conditions mentioned and/or embodied in the Request for Quotation form; and;-

I/We accept that unless Transnet should otherwise decide and so inform me/us in the facsimile or letter of acceptance, this Quotation (and, if any, its covering letter and any subsequent exchange of correspondence), together with Transnet's acceptance thereof shall constitute a binding contract between Transnet and me/us.

\_\_\_\_\_  
Respondent's Signature

21

\_\_\_\_\_  
Date and Company Stamp



Should Transnet decide that a formal contract should be signed and so inform me/us in the facsimile or letter of acceptance, this Quotation (and, if any, its covering letter and any subsequent exchange of correspondence) together with Transnet's letter of acceptance/intent, shall constitute a binding contract between Transnet and me/us until the formal contract is signed.

I/We further agree that if, after I/we have been notified of the acceptance of my/our Quotation, I/we fail to enter into a formal contract if called upon to do so, or fail to commence the SUPPLY OF FENCING MATERIAL IN WESTERN CAPE. Goods within 4 (four) weeks, Transnet may, without prejudice to any other legal remedy which it may have, recover from me/us any expense to which it may have been put in calling for Quotations afresh and/or having to accept any less favorable Quotation.

I/We accept that any contract resulting from this offer will be for a period of 12 months only, and agree to a penalty clause to be negotiated with Transnet, which will allow Transnet to invoke a penalty (details to be negotiated) against us should the delivery of the Goods be delayed due to non-performance by us.

The law of the Republic of South Africa shall govern the contract created by the acceptance of this RFQ. The *domicillium citandi et executandi* shall be a place in the Republic of South Africa to be specified by the Respondent hereunder, at which all legal documents may be served on the Respondent who shall agree to submit to the jurisdiction of the courts of the Republic of South Africa. Foreign Respondents shall, therefore, state hereunder, the name of their accredited agent in the Republic of South Africa who is empowered to sign any contract which may have to be entered into in the event of their Quotation being accepted and to act on their behalf in all matters relating to the contract.

Respondent to indicate *domicillium citandi et executandi* hereunder:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

#### NOTIFICATION OF AWARD OF RFQ

As soon as possible after approval to award the contract/s, the successful Respondent (the Supplier) will be informed of the acceptance of its Quotation. Unsuccessful Respondents will be advised in writing of the name of the successful Supplier and the reason as to why their Quotations have been unsuccessful, for example, in the category of price, delivery period, quality, BBBEE status or for any other reason.

#### VALIDITY PERIOD

Transnet desires a validity period of 3 (three) months (from closing date) against this RFQ. It should be noted that Respondents may offer an earlier validity period, but that their Quotations may be disregarded for that reason. Should Respondents be unable to comply with this validity period, an alternative validity period must be stated hereunder:

This RFQ is valid until 19 September 2012. \_\_\_\_\_ (State alternative validity period/date).

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp



### TAX (VAT) REGISTRATION NUMBER

The Respondent must state hereunder the tax registration number which is applicable to Value-Added Tax:

\_\_\_\_\_

### TAX CLEARANCE CERTIFICATE

Respondents are required to forward a valid copy of their company's Tax Clearance Certificate with their Quotation.

Indicate tax clearance certificate expiry date: \_\_\_\_\_

### BANKING DETAILS

BANK: \_\_\_\_\_

BRANCH NAME / CODE: \_\_\_\_\_

ACCOUNT HOLDER: \_\_\_\_\_

ACCOUNT NUMBER: \_\_\_\_\_

### NAME(S) AND ADDRESS / ADDRESSES OF DIRECTOR(S) OR MEMBER(S)

The Respondent must disclose hereunder the full name(s) and address(s) of the director(s) or members of the company or close corporation (C.C.) on whose behalf the RFQ is submitted.

(i) Registration number of company / C.C. ....

(ii) Registered name of company / C.C. ....

(iii) Full name(s) of director/member(s)      Address/Addresses      ID Number/s

.....	.....	.....
.....	.....	.....
.....	.....	.....
.....	.....	.....
.....	.....	.....

### REGISTRATION CERTIFICATE

Respondents must submit a certified copy of their company's Registration Certificate with their Quotation.

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp



### NAME AND ADDRESS OF ACCREDITED AGENT

Provide hereunder, if applicable, details of the accredited agent in the Republic of South Africa appointed as local representative by foreign Respondents and whose address shall be regarded as the Respondent's domicilium citandi ET executandi in terms of the Standard Terms and Conditions of Contract, US7 – Goods.

Name	.....
Address	.....
	.....

### CONFIDENTIALITY

All information related to a subsequent contract, both during and after completion, is to be treated with strict confidence. Should the need however arise to divulge any information gleaned from provision of the Goods, which is either directly or indirectly related to Transnet's business, written approval to divulge such information will have to be obtained from Transnet.

### DISCLOSURE OF PRICES TENDERED

Respondents must indicate here **whether Transnet may disclose** their tendered prices and conditions to other Respondents:

YES		NO	
-----	--	----	--

### DECLARATION

Respondents to declare hereunder whether any family and/or direct relationship exists between any of the owners / members / directors / partners / shareholders (unlisted companies) of the responding company and any employee or board member of the Transnet Group:

YES		NO	
-----	--	----	--

If YES, please indicate below:

FULL NAME OF OWNER/MEMBER/DIRECTOR/  
PARTNER/SHAREHOLDER

ADDRESS

.....
.....
.....

Indicate nature of relationship (if any):

.....
-------

Respondent's Signature

Date and Company Stamp





(Failure to furnish complete and accurate information in this regard may lead to the disqualification of a response and may preclude a Respondent from future business with Transnet)

## PRICE REVIEW

The successful Respondent(s) will be obliged to submit to an annual price review. Transnet will be benchmarking this price offering(s) against the lowest price received as per the benchmarking exercise. If the Respondent's price(s) is/are found to be higher than the benchmarked price(s), then the Respondent shall match or better such price(s) within 30 days - failing which the Contract may be terminated at Transnet's discretion or the particular item(s) or service(s) purchased outside the contract.

## RETURNABLE DOCUMENTS

Respondents are required to submit the following returnable documents with their responses (see tick):

Notice to Bidders – Section 1	√
Background overview – Section 2	√
Quotation Form – Section 3	√
Resolution of Board of Directors (Respondent's Representative) – Section 4	√
Certificate of Acquaintance with RFQ Documents – Section 5	√
Pricing & Delivery Schedule – Section 6	√
General Tender Conditions, Form CSS5 – Section 7	√
Conditions of Contract, Form US7 – Section 8	√
Audited Financials for previous year	√
Valid Tax Clearance Certificate	√
VAT Registration Certificate	√
BBBEE Accreditation Certificate	√

NOTE: Sections 1, 2, 3, 4, 5, 6, 7 & 8. as indicated in the footer of each page, must be signed and dated by the Respondent.

Respondent's Signature

25

Date and Company Stamp



By signing the RFQ documents, the Respondent is deemed to acknowledge that he / she has made himself / herself thoroughly familiar with all the conditions governing this RFQ, including those contained in any printed form stated to form part hereof and Transnet Limited will recognize no claim for relief based on an allegation that the Respondent overlooked any such condition or failed properly to take it into account for the purpose of calculating tendered prices or otherwise.

SIGNED at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_ 2009.

SIGNATURE OF WITNESSES:

ADDRESS OF WITNESSES:

1 \_\_\_\_\_ 1 \_\_\_\_\_  
\_\_\_\_\_

2 \_\_\_\_\_ 2 \_\_\_\_\_  
\_\_\_\_\_

SIGNATURE OF RESPONDENT'S AUTHORISED REPRESENTATIVE:

NAME

DESIGNATION

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp



## SECTION 4

RFQ NUMBER WR/51792

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.**

### **SIGNING POWER: RESOLUTION OF BOARD OF DIRECTORS**

NAME OF COMPANY: \_\_\_\_\_

It was resolved at a meeting of the Board of Directors held on \_\_\_\_\_ that

FULL NAME(S)	CAPACITY	SIGNATURE
_____	_____	_____
_____	_____	_____
_____	_____	_____

In his/her capacity as indicated above is/are hereby authorised to enter into, sign, execute and complete any documents relating to Tenders, Quotations and/or Contracts for the SUPPLY OF FENCING MATERIAL IN WESTERN CAPE. Goods.

FULL NAME \_\_\_\_\_

\_\_\_\_\_  
SIGNATURE CHAIRMAN

FULL NAME \_\_\_\_\_

\_\_\_\_\_  
SIGNATURE SECRETARY



## SECTION 5

RFQ NUMBER WR/51792

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.**

### **CERTIFICATE OF ACQUAINTANCE WITH RFQ DOCUMENTS**

NAME OF COMPANY: \_\_\_\_\_

I/We \_\_\_\_\_ do

Hereby certify that I/we acquainted myself/ourselves with all the documentation comprising this RFQ and all conditions contained therein, as laid down by Transnet Limited for the carrying out of the proposed supply/service/works for which I/we submitted my/our response.

I/We furthermore agree that Transnet Limited shall recognize no claim from me/us for relief based on an allegation that I/we overlooked any RFQ/contract condition or failed to take it into account for the purpose of calculating my/our offered prices or otherwise.

SIGNED at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_ 2009

WITNESS: \_\_\_\_\_

\_\_\_\_\_  
SIGNATURE OF RESPONDENT



## **SECTION 6**

**RFQ NUMBER WR/51792**

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.**

**FOR A PERIOD OF 12 MONTHS.**

**Special Conditions for this contract:**

### **SPECIAL CONDITIONS FOR FENCING MATERIAL**

**DEMANDS EMANATING TRANSNET FREIGHT RAIL - INFRASTRUCTURE BELLVILLE DEPOT ONLY**

#### **1. THE DEMAND**

- Estimated usage not known as this is derived from farmers only once they discover breaks in fences

#### **2. EVALUATION CRITERIA**

#### **3. AWARD CRITERIA**

- Price.
- BBBEE
- Business to be awarded as a whole to the overall cheapest quote for the basket of goods

#### **4. DELIVERY, PROOF OF DELIVERY (POD) AND DELIVERY POINTS**

---

Respondent's Signature

29

---

Date and Company Stamp



- Deliver to site – see sites under delivery areas
- Be prepared to obtain Proof of Delivery (POD) from farmer to where goods are delivered
- Delivery lead times 2 weeks – i.e. Successful Tenderer must deliver all goods within 2 weeks of order date
- Be prepared to buy “out of stock” items from another supplier to ensure delivery dates are met.
- All goods must be delivered to site as per information on the PO – the name and contact details of the farmer will be included on the PO and the contractor must contact the farmer to make arrangements with to ensure someone is on site to sign for the goods.
- POD – The contractor is obligated to obtain a signature from the farmer for the goods delivered and this in turn must be supplied to Uil Basson or Steven Ferreira who will ensure Creditors receive same for payment purposes
- Delivery areas

Departure Point	Delivery to any point up to end Point
Bellville	Beaufort West
Bellville	Saldanha



Bellville	Bitterfontein
Bellville	Bredasdorp
Bellville	Worcester / Voorbaai

The above indicates the ranges / routes that the successful tender must deliver between e.g.

<b>Departure Point</b>	<b>Delivery to any point up to end Point</b>
Bellville	Beaufort West

The above indicates to the Tenderer that deliveries can take place anywhere between Bellville and Beaufort West (for example to Laingsburg, Leeu Gamka, Worcester etc... All these towns are on route to Beaufort West) the starting point being Bellville and the furthest point being Beaufort West.



Wire Non Electrical and related Products			
Item	Description	UOM	Unit Price
94970279	Barbed Tape Galvanized Concertina Coil ~ 730mm dia ~ 12m / Coil	coil	
94970280	Barbed Tape Galvanized - 700 Flat Wrap ~ 15m / Coil	coil	
94970281	Barbed Tape Galvanized - 500 Flat Wrap ~ 15m / Coil	coil	
94009320	Wire, Fully Galvanized Karoo - 2 ~ 1.6mm ~ 845m / Roll	roll	
94910006	Wire, Fully Galvanized Binding Wire - 50kg x 2mm dia. Coil - 2015m long	coil	
94910007	Wire, Fully Galvanized Wire 50kg x 2mm dia. - Coil - 500m long	coil	
94970286	Wire, HSS Round - Fully Galvanized Steel Wire 50 kg x 2.24mm dia. - Coil - 1650m long	coil	
94910008	Weld Mesh, Fully Galvanized Weld Mesh - 1.20m High x 50 x 50 x 2.50mm thick x 30m Long Roll @ 58kg/Roll	roll	
94910009	Weld Mesh, Fully Galvanized Weld Mesh - 1.80m High x 50 x 50 x 2.50mm thick x 30m Long Roll @ 87kg/Roll	roll	
94970290	Mesh, Fully Galvanized Core Plastic Coated Diamond Mesh 1.20m High x 50mm ~ Core = 2mm / coated finish = 2.8mm - 30 m Roll	roll	
94970282	Mesh, Fully Galvanized Core Plastic Coated Diamond Mesh 1.50m High x 50mm ~ Core = 2.00mm / Coated Finish = 2.80mm - 30m Roll	roll	
94970283	Wire netting, Fully Galv. Hexagonal Wire Netting - 1200 wide x 75mm mesh x 1.80mm wire diameter	roll	
94970291	Hinge Joint, Fully Galv. Hinge Joint Field Fence ~ Type 250 10-119-15 ~ 100m Roll ( Line Wire = 10, Height = 119, Stay Wire = 15 )	roll	
94970289	Droppers T Section - 1,250m Long @ 0.7kg/dropper	each	
94970292	Droppers, Wooden Droppers ( Creosoted or Similar ) - 1.400m Long ( Dia. 35/55 )	each	

Respondent's Signature

32

Date and Company Stamp





Wire Non Electrical and related Products			
Item	Description	UOM	Unit Price
94970285	I - Beam Standards - 1,850m Long @ 5.55kg/standard	each	
94910004	Standards, Wooden Standards ( Creosoted or Similar ) - 2.100m Long ( Dia. 80/99 )	each	
94970284	Straining Post, Wooden Straining Posts ( Creosoted or Similar ) - 2.400m Long ( Dia. 100/119 )	each	
94970287	Gate, W Farm Gate - Galvanized - 43mm O/D ( 1.2m High x 2.975 Long )	each	
94970288	Gate, W Farm Gate - Galvanized - 43mm O/D ( 1.2m High x 3.575 Long )	each	
94910002	Gate, W Farm Gate - Galvanized - 43mm O/D ( 1.2m High x 4.225 Long )	each	
94009338	Gate, W Farm Gate - Galvanized - 43mm O/D ( 1.2m High x 4.825 Long )	each	
N/A	Delivery cost		
N/A	Delivery cost		

Respondent's Signature

Date and Company Stamp



## **SECTION 7**

**RFQ NUMBER WR/51792**

**SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.**

### **GENERAL TENDER CONDITIONS - GOODS**

**Refer Form CSS5 attached hereto**

---

Respondent's Signature

---

Date and Company Stamp



## SECTION 8

RFQ NUMBER WR/51792

SUPPLY OF FENCING MATERIAL IN WESTERN CAPE.  
FOR A PERIOD OF 12 MONTHS.

### STANDARD TERMS AND CONDITIONS OF CONTRACT

### FOR THE SUPPLY OF FENCING MATERIAL IN WESTERN CAPE TO TRANSNET

Refer Form US7 attached hereto.

Respondents should note the obligations as set out in  
Clause 24 of the General Tender Conditions (Section 7) which reads as follows:

*"The Supplier shall adhere to the Standard Terms and Conditions of Contract as set out in Form US7 – Goods, a copy of which is attached hereto.*

*Should the Respondent find any conditions unacceptable, it should indicate which conditions are unacceptable and offer an alternative. Please note that any alternative offered shall be compared with acceptance of the Form US7 conditions or alternatives offered by other Respondents, except penalties for late deliveries, the exclusion of which may disqualify the RFQ, save where indicated otherwise by Transnet."*

---

Respondent's Signature

35

---

Date and Company Stamp



"Preview Copy Only"

---

Respondent's Signature

---

Date and Company Stamp