



**REQUEST FOR PROPOSALS (RFP) FOR THE POSSIBLE APPOINTMENT OF A TERMINAL OPERATOR TO DESIGN, DEVELOP, FUND, CONSTRUCT, OPERATE, MAINTAIN, AND TRANSFER A MULTI-PURPOSE TERMINAL HANDLING AGRICULTURAL DRY BULK AND OTHER COMPATIBLE CARGO FOR A TWENTY-FIVE (25) YEAR CONCESSION PERIOD AT MAYDON WHARF PRECINCT IN THE PORT OF DURBAN**

Date: 27 March 2025

Purpose: Briefing Presentation – NSHED Port of Durban

# Agenda

1.	Welcome	Sylvia Siyo - Eastern Region Regional Commercial Manager
2.	Safety Briefing	Marc Van Dyk – Real Estate Manager Port of Durban
3.	Background	Nomkhitha Shogole- Regional NBD Manager
4.	RFP Briefing	Kiran Parthab – Acting Manager NBD Port of Durban
5.	Questions and Answer session	
6.	Arrangements for transport to Site in Maydon Wharf	
7.	Departure from Site	

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# Maydon Wharf Precinct Aerial Overview

## Site Location for RFP

**Figure 1:** The aerial photograph below depicts the Maydon Wharf Precinct





- The Maydon Wharf Precinct is located at the western extent of the Port of Durban and is the main Precinct for general cargo and has been developed in phases since the early twentieth century.
- The Precinct landside area is dedicated to commercial logistics inclusive of warehousing and transport logistics-related activities, and it extends over approximately 145 ha with 15 berths and a capacity of over 7 million tons of cargo annually.
- The Precinct is primarily a Mixed-use Precinct that hosts Cargo Terminals handling Dry-bulk, break bulk, a limited amount of Liquid Bulk, and a small number of containerized units.
- The precinct landside area is dedicated to commercial logistics and includes warehousing and transport logistics-related activities.
- Maydon Wharf is a complex site with a significant number of terminal operators sharing infrastructure (berths, gates, etc.). Moreover, some of the cargoes handled are highly seasonal.
- The precinct has preferred berths for both Breakbulk and Dry bulk. However, in practice, the berths are common users and not exclusive to specific cargo types.



- TNPA intends to issue a Request for Proposal (RFP) to the market for the possible appointment of a terminal operator to design, develop, fund, construct, operate, maintain, and transfer a multi-purpose terminal handling agricultural dry bulk and other compatible cargo for a twenty-five (25) year concession period in accordance with section 56 (1) and (5) of the National Ports Act No.12 of 2005 ("the Act").
- Section 56 (1) of the Act permits TNPA to enter into an agreement with any person in terms of which that person, for the period and in accordance with the terms and conditions determined by TNPA, is authorized to:
  - design, develop, fund, construct, operate, maintain, and transfer a port terminal or port facility, or provide services relating thereto;
  - provide any other service within a port designated by TNPA for this purpose;



The successful bidder shall be entitled to handle **agricultural dry bulk** cargo as well as the following **non-exhaustive compatible**

## List of Compatible Cargo

- |                                |   |   |
|--------------------------------|---|---|
| • Aircraft Parts and Engines   | • Heavy Transformers and Electrical Equipment             | • Scrap steel   |
| • Alumina                      | • Industrial machinery                                    | • Stainless steel (excluding pipes & tubes)           |
| • Bait                         | • Industrial components for large projects                | • Steel pipes   |
| • Boilers and Heaters          | • Large-scale engines                                     | • Structural steel beams                              |
| • Bricks                       | • Large storage tanks                                     | • Steel pellets                                       |
| • Citrus fruit                 | • Lead & products thereof                                 | • Steel rebars/sheets/plates/angles                   |
| • Construction Equipment       | • Lime & products thereof                                 | • Steel: Cold rolled coils, galvanised, aluzinc coils |
| • Excavators                   | • Logs  | • Steel: Hot rolled coils, slabs, billets             |
| • Fertilizers                  | • Large Boats and Yachts                                  | • Timber & products thereof (excluding furniture)     |
| • Fish meal & products thereof | • Over-sized or irregularly shaped machinery or equipment | • Turbines  |
| • Glass & glassware            | • Paper rolls   | • Wooden boards                                       |
| • Granite & products thereof   | • Plywood sheets  | • Wind turbine blades                                 |
| • Generators                   | • Pressure vessels  | • Any other Commodity not listed above                |
| • Large-scale Industrial Pumps | • Propellers  |   |
| • Large-scale Industrial Pumps | • Pulp bales  |   |
| • Roofing materials            | • Salt  |   |



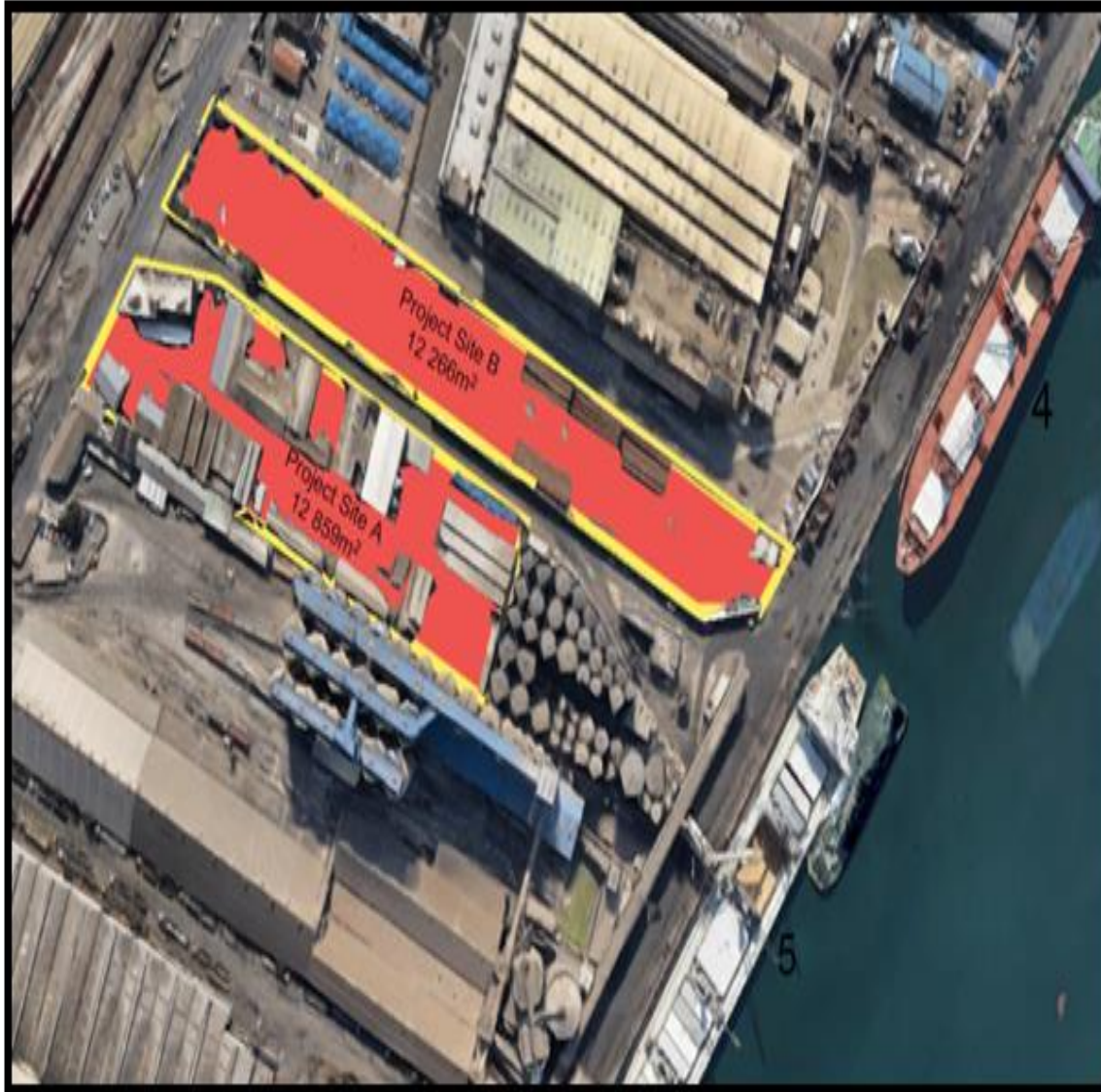
- A draft Terminal Operator Agreement (TOA) is annexed KK to the RFP, the terms of which will be negotiated and concluded with the selected preferred bidder following the completion of the evaluation of all bid responses.
- In undertaking the Concession, the Terminal Operators will be responsible for the development of all Terminal Infrastructure it requires including all fixed improvements to the Project Site needed to undertake the Concession, which shall include but not be limited to:
  - sheds, offices, ablutions, canteens, fencing, security systems, terminal paving, bulk services, communication systems, lighting, substations;
  - general machinery, plant, and equipment; and
  - other specialized quayside equipment such as conveyors and cranes may be required to operate the terminal.



- A twenty-five (25) year concession period is proposed. This is to allow the terminal operator sufficient time to recoup investment in infrastructure and terminal equipment.
- The site is a combination of two leases, namely Leases L36049 and L306091, with respective areas of approximately 12,266 m<sup>2</sup> and 12,859 m<sup>2</sup>, resulting in a total area of 25,125 m<sup>2</sup>. Lease L36049 is a brownfield site, that includes various structures, such as the main administration building, an office block, a workshop, and a weighbridge.
- TNPA expects the Preferred Bidder to deliver this Project based on timelines in the RFP.

# Proposed Site:

***Leases L36049 and L306091***



Maydon Wharf Site	
<b>Current Site Description</b>	The site is a combination of two leases, namely Leases L36049 and L306091, with an extent of approximately <b>12 266 m<sup>2</sup></b> and <b>12 859m<sup>2</sup></b> , respectively with a total area of <b>25 125 m<sup>2</sup></b> .
<b>Envisaged Terminal</b>	Multi-purpose Terminal
<b>Major Commodities to be handled</b>	Agricultural Dry Bulk & Other Compatible Cargo
<b>Alternative Compatible Commodities</b>	A non exhaustive list of compatible cargo is attached to Annexure DD.
<b>Excluded Commodities</b>	Low Flash Commodities: - Petrochemicals, mining commodities such as coal, iron ore, cement clinker in bulk form etc
<b>Tenure (years)</b>	25
<b>Common User Berth Access</b>	MW Berth 4 & 5 (Closest Common-User Berths)
<b>Environment</b>	No major hazards
<b>Site Map</b>	Annexure B

# Salient Features of the Site

- The sites currently under a commercial lease. The preferred bidder will receive the site free of commercial leases.
- The salient features of the site are as follows:
  - Rail access to the site is possible. Freight access/road frontage on Maydon Road and McBride Road
  - The site has Common User Berth access, to Berths 4 and 5, which are closest to the site.
  - Berth 4 has a depth and length of 14.5 m and 151 m, respectively.
  - Berth 5 has a depth and length of 9.9 m and 222 m, respectively.



# Structure of the RFP

## Part I:

Part I (***General Requirements, Rules and Provisions***) of this RFP provides the general information to the Bidders and includes, inter alia:

- The glossary of terms detailing the defined terms used within this RFP,
- Explanation of and background to the RFP; and
- The Project.
- The scope of the Project, the structure and purpose of this RFP and the terms and conditions in terms of which each Bidder submits its Bid Response, including details regarding the format of each Bid Response.

## Part II:

Part II (***Qualification Criteria***) of this RFP sets out the Qualification Criteria that must be satisfied by the Bidders.

- Bid Responses submitted in respect of this RFP will first be assessed on the basis of compliance with the Qualification Criteria.
- and
- Only if a Bid Response complies with the Qualification Criteria will it be evaluated in terms of Part III (Evaluation Criteria) of this RFP.

## Part III:

Part III (***Evaluation Criteria***) of this RFP sets out the evaluation procedure and the Evaluation Criteria to be used by TNPA in evaluating those Bid Responses that have fulfilled the Qualification Criteria and have progressed to the Evaluation Criteria.

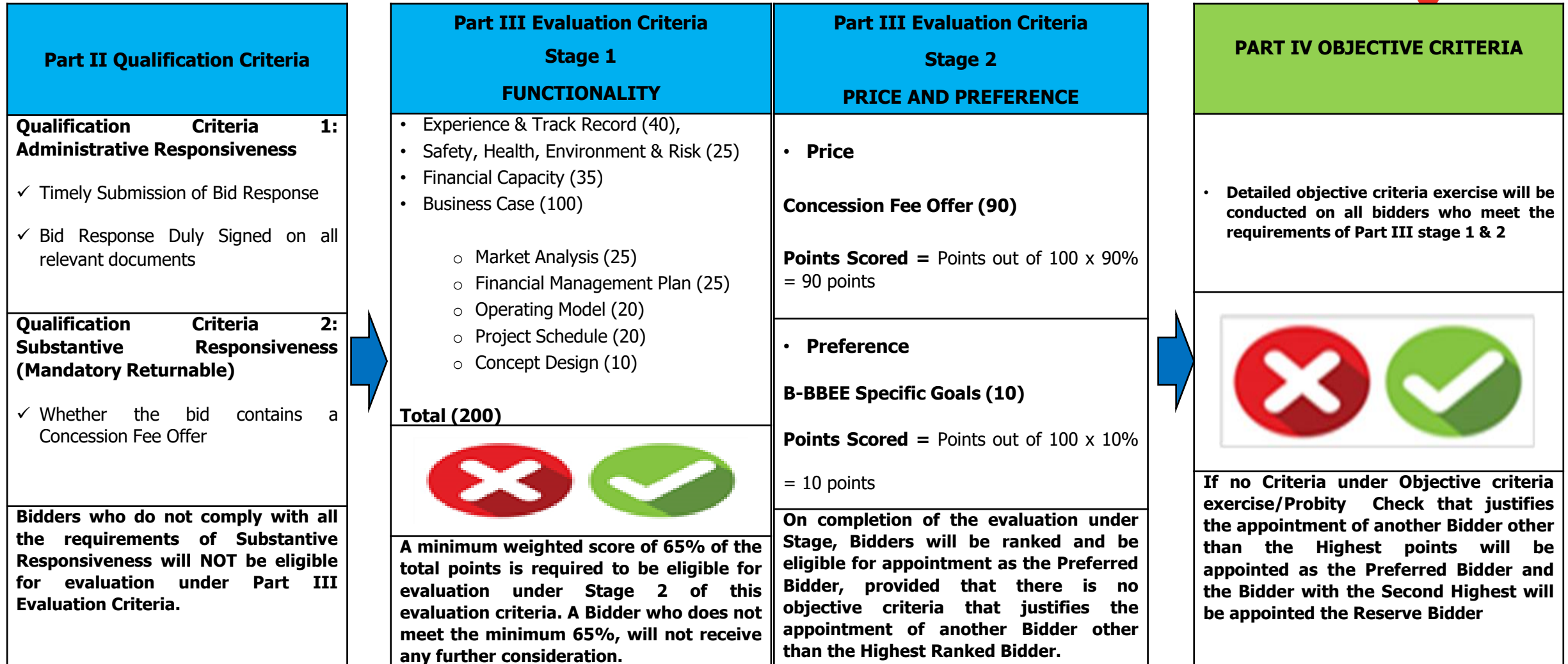
- The purpose of the Evaluation Criteria is to determine the relative rankings of those pre-qualified Bid Responses and select the Preferred Bidder.

## Part IV:

Part IV (***Objective Criteria***) of this RFP sets out the evaluation procedure and the Objective Criteria in evaluating those Bid Responses that have fulfilled the Evaluation Criteria and have progressed to the Objective Criteria .

- The purpose of the Objective Criteria as prescribed in Section 2(1) (f) of the Preferential Procurement Policy Framework Act (PPPFA) is to determine if there are objective grounds on which the TNPA may not proceed with awarding the Project to the Highest-Ranked Bidder in Part III (Evaluation Criteria).

# Qualification and Evaluation Criteria



# Enterprise and Supplier Development (SCM/ESD HQ)

*Specific Goals (90/10) System*



**Transnet Preferential Procurement Policy (TPPP):**

❑ The following preference points were allocated to selected specific goals in accordance with provision 5.7.14 of the TPPP policy:

Specific Goals	Number of points (90/10 system)
B-BBEE Status Level of Contributor 1 or 2	3.00
The promotion of supplier development through subcontracting a minimum of 30% of the value of the contract to /with EMEs and/or QSEs 51% owned by black people, 51% owned by black youth, 51% owned by black people with disabilities or 30% owned by black women.	7.00
Non-compliant and/or B-BBEE Level 3-8 contributors	0.00

# Enterprise and Supplier Development (SCM/ESD HQ)

*Specific Goals (90/10) System*

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## Transnet Preferential Procurement Policy (TPPP):

❑ Specific Goals Evidence:

Specific Goals	Evidence
B-BBEE Status Level of Contributor 1 or 2	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of unincorporated JV, a consolidated scorecard will be accepted) as per DTIC guideline.
The promotion of supplier development through subcontracting for a minimum of 30% of the value of a contract to/with EMEs and /or QSEs 51% owned by Black People, youth, women (30% owned), or disabled people owned.	Sub-contracting agreements as required by Annexure JJ, Declaration / Joint Venture Agreement, and CIPC – B-BBEE Certificate / Sworn-Affidavit / B-BBEE CIPC Certificate as per DTIC guidelines.

# Salient Features of the RFP



- The Qualification & Evaluation criteria contained in the RFP have been developed to be robust enough to attract Bidders who are adequately qualified and experienced in operating a Multi-Purpose Terminal or Facility (warehouse) that handles agricultural Dry Bulk and other compatible Cargo.
- Some of the key elements of qualification & evaluation criteria are highlighted below:
  - A bidder with experience ranging from 1 – 4 years or more, in operating a Terminal or Facility (warehouse) that handles Agricultural Dry Bulk and/or Multipurpose Terminal Operations;
  - A bidder that has operated or is currently operating at least 1 Terminal or Facility (warehouse);
  - A bidder that has achieved average throughput volumes between 100 000 - 250 000 tons or more per annum over the past 3 years (per Terminal); and
  - A bidder who can demonstrate previous experience in raising capital for projects of this nature.

# Environmental Implications

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- Clause 26 and Annexure C of the RFP offer a detailed overview of the necessary environmental laws and compliance requirements that prospective bidders are obligated to follow.
- The selected Terminal Operator will conduct the Environmental Impact Assessments (EIA's)
- The selected Terminal Operators will be responsible for appropriate pollution control and environmental protection in accordance with environmental laws.
- The following cargo types are excluded from being handled at the proposed terminal: low-flash commodities such as petrochemicals, and mining commodities such as coal, iron ore, cement clinker in bulk form, manganese etc.



# Proposed Timelines & Enquiries on RFP

Action items	Timeline
<b>Advertise RFP</b>	07 March 2025
Non Compulsory Briefing session	27 March 2025
Final day for questions and clarification	30 May 2025
<b>Bid Close</b>	09 June 2025

## Enquiries

**All questions relating to the RFP must be forwarded to the following email address  
PODMWRFP001@transnet.net**



# Site Briefing: 27 March 2025

## **FOR NOTING BY ALL BIDDERS AT NON COMPULSORY BRIEFING SESSION:**

- Sign the attendance register
- Delegates could be subjected to breathalyser testing and vehicle searches at the port entrance
- PPE requirements:
  - Bidders must bring their own safety shoes for the site briefing
  - Bidders must have their own Safety vests and hard hats
- Bidders will be transported to site and brought back to NSHED

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Thank you

