



## SCOPE OF WORKS

FOR

### CONTRACT OF AFFREIGHTMENT (COA)

FOSKOR - RFP - 09 - 24/25

COMPILED BY: Thandeka Khumalo Thandeka Khumalo 18378 Co. Number: 18378

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## 1. INVITATION TO TENDER

### 1.1. PRE-QUALIFYING CRITERIA

All respondents are required to be active in the ocean freight market either as Ship Owners or Ship Charterers for bulk chemicals with an in-depth knowledge of shipping phosphoric acid into India.

## 2. SCOPE BACKGROUND/OBJECTIVES

Foskor sells and has been selling phosphoric acid into the India market for many years. Sales of phosphoric acid into India is done, based on Cost and Freight (CFR). This requires Foskor to sell the phosphoric acid on a delivered basis to Port/s in India, therefore requiring Foskor to charter the vessel and pay the freight.

India is the largest buyer of phosphoric acid globally and with sales forecasted to continue into that region, a Contract of Affreightment (COA) allows Foskor predictability on the shipping rates to India as opposed to shipping in the SPOT markets. By committing all volumes to a single service provider for 3 years, will allow Foskor to negotiate better rates.

## 3. SCOPE OF WORK

### 3.1. SCOPE – EXTENT OF WORK OR SERVICE REQUIRED

The successful incumbent will be required to provide ship chartering services for the shipping of phosphoric acid (concentration of 52% to 54% P<sub>2</sub>O<sub>5</sub>) from Richards Bay, South Africa to both the East and West coast of India, for a period of up to 36 months, effective from 1<sup>st</sup> of October 2023 to 30<sup>th</sup> September 2026.

a) Load port is Richards Bay Port, one safe berth 608 or 609.

b) East Coast of India / Kakinada or Visakhapatnam

60,000 metric tons of Phosphoric Acid solution plus/minus 5%, basis deliveries of 10,000 to 20,000 metric tons plus / minus 5% on monthly basis subject to confirmation of vessel by Foskor on each nomination.

Additional Information:

Load Port – Loading rate of 600 ton per hour (vessel dependent)

Discharge one or two ports in the East Coast of India or one or two ports on the West Coast of India at 500 ton per hour.

The following information is minimum requirements for bids to be considered:

Minimum required quantity for a Contract of Affreightment (COA)

Payment terms

Base Bunker Rate for quotation (based on the market bunker rates at the commencement of the contract) and applicable bunker escalation/ de-escalations

ASBATANKVOY CP

Notice Period for Cancellation for the COA and cancellation of SUBS on a vessel

Demurrage Rate and Payment Clause (Load Port and Dis Port)

Laytime Period Notification

#### 4. LEGAL/LEGISLATIVE/SHREQ REQUIREMENTS

##### 4.1. LEGAL REQUIREMENTS:

- 1) The successful or appointed contractor shall comply with:
  - a. All applicable national and international legislative requirements and regulations that are applicable to a CoA. (These will be covered by legal team during the drafting of the contract of affreightment once awarded).

#### 5. TENDER EVALUATION CRITERIA

As part of the process to assist with the evaluation of the bidder's proposal/quotation and to make an informed decision in the awarding of this contract, the minimum information required must be as per 3.1.

In addition to the minimum information requirements as highlighted in 3.1, the following evaluation criteria will be used to evaluate the tender:

	MEASUREMENT CRITERIA	% WEIGHTING	PROOF / DOCUMENTS TO BE SUBMITTED
<b>MANDATORY / PRE-QUALIFICATION CRITERIA</b>			
1	Active Involvement in the Ocean Freight Market either as a Ship Owner or Ship Charterer for bulk chemicals.  <b>SCORING:</b> Yes =25%, No =0%	25%	Submit proof of being a ship owner or a ship charterer/broker.
<b>***NB - Failure to provide the mandatory documents will lead to disqualification and your company will not be evaluated further</b>			
2	Experience – Years in Providing Chartering Services or Affreightment Services  <b>SCORING:</b> >10 years = 20% 5 - 10 years = 15% 3 - 5 years = 10% 1-3 years = 5% <1 year = 0%	20%	Provide list of clients including client names and type of services and duration of services provided.
3	Registration with Internationally recognised industry related associations (example P&I Club, Institute of Ship Owners):  <b>SCORING:</b> Yes =10%, No =0%	10%	Certificate of Registration
4	Shipping of hazardous cargos  <b>SCORING:</b> Phosphoric acid experience – 15% > 3 ships of hazardous cargo excluding phosphoric acid = 3% 1-3 ships of hazardous cargos excluding phosphoric acid = 2% No ship = 0%	20%	Vessel Name, Discharge Port, Cargo Manifest

5	Knowledge of Indian Ports, Submission of Port Guidelines  <b>SCORING:</b> >3 ports = 25% 3 Ports = 20% 2 Ports = 15% 1 Port = 10% 0 Ports = 0%	25%	Port Guidelines
<b>TOTAL TECHNICAL SCORE</b>		<b>100%</b>	

**TAKE NOTE:**

1. Any Mandatory Requirement that is not met will result in immediate rejection of bid/quotation.
2. Any bid/quotation with an evaluation score of less than 70% will be disqualified and not considered further.

**BIDDER:****SIGNATURE****DESIGNATION****DATE**