## Questions and responses Date: 26-10-2026

**SUPPLY OF LINEAR ALKYL BENZENE SULPHONIC ACID (LABSA) ON A CONSIGNMENT BASIS**

**REFERENCE: FOSPHB-RFP-24-26/27**

1. **Technical threshold.** Section 6.3 and the scoring table give a 70% minimum, but the summary in Section 6.5 states 90%. Please confirm which applies.
   - The correct minimum threshold for technical evaluation is 70% points.
2. **Plant-scale test.** The Scope of Work (clause 2.1, COP 80) says no new product will be considered without a plant-scale test. If a manufacturer's product fully meets the stated specification, can it still be accepted? Can Foskor arrange a sample or plant trial before closing or during evaluation?
   - Bidders who pass the minimum technical evaluation threshold and are commercially recommended will be required to submit samples for laboratory testing.
   - A bidder/product that passes the laboratory test will then be subject to a plant trial prior any award of business.
   - Samples for testing are on the bidder's account/cost.
3. **Manufacturing facility scoring.** The 12% line reads "No chemical manufacturing facility / access to manufacturing facility". Please confirm that a bidder with a JV or supply agreement with a manufacturer qualifies for this 12%. Does a JV partner's facility ownership count towards the 20%?
   - Bidders who own their own facility score the maximum points of 20%. If one of the JV partners owns the facility, that also score maximum points as JV is a joint single entity.
   - Bidders who have access to a manufacturer as their supplier, will score 12%.
   - The two scores do not get added; a bidder scores either of the two.
4. **Exchange rates.** Section 4 B1 dates the ROE table 22 November 2026, after the closing date. Please confirm the correct date, and that bidders must use USD/ZAR R16.48 and EUR/ZAR R18.48.
   - A bidder who has an import portion chooses whichever currency that affects their product, their source country of product or ROE that they are dealing in.
   - Foskor only prescribes the ROE prices date and source to use in quoting your applicable ROE (Reserve Bank/Nedbank closing price of the 22 October).

- This is done to ensure that  Foskor can evaluate all bids based on the ROE closing price status on a specific day, for whichever foreign currency the bidder is trading in with their source of supply.

5. **Consignment stock.** Section 4D requires a 180,000 kg minimum average, while the performance measures require six weeks of stock (about 213,000 kg). Please confirm which figure applies, and the capacity and type of Foskor's storage tanks.

    - The minimum average stock to be kept on site is 180 000 kg.
    - Our storage capacity is also 180 000 kg.
    - Foskor has storage tanks on site, and the material get pumped into the tank via a tanker's nozzle.

6. **Section 3 background.** It refers to "Repair and Maintenance (RAMP) for Loaders and Haul Trucks". Please confirm this is a typing error and that the scope is LABSA supply only.

    - This is an error. Please ignore.

7. **VAT.** The pricing schedule shows a separate VAT line, but note (b) says prices must be quoted inclusive of VAT. Please confirm the format you require.

    - The line items are quoted exclusive of VAT, and VAT is only calculated at the bottom/ totals for items where it is applicable and if supplier is VAT registered.
    - At the end we would like to see the total price inclusive of VAT where VAT is applicable and if the supplier is VAT registered.

Prepared by:



26 October 2026

Richard Rammupudu

Divisional Lead - Procurement

Signed with Impression - Chain of Custody

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