



Tambankulu
ESTATES

REQUEST FOR BIDS

FOR THE SUPPLY AND DELIVERY OF VARIOUS PIPES FOR TAMBANKULU ESTATES



REQUEST FOR BIDS (RFB) NUMBER: TAMB 005/2025 RFB DESCRIPTION: SUPPLY OF VARIOUS PIPES	
Issue date:	Monday 16 June 2025
Proposals to be submitted by:	Friday 4 July 2025 on or before 16:00 hours
Contact Person: For enquiries/clarifications	Patricia Magutshwa Email: Patricia.Magutshwa@tamb.co.sz and Zenzi.Dlamini@tamb.co.sz Tel: +268 2373 7111 NB: All request for clarifications must be in writing
Proposals to be submitted to:	By email: tenders@tamb.co.sz File size not more than 20 MB
RFP Submission:	Companies responding to this request for bids are required to compile their bids into a PDF document and submit.

Contents

1.	Section 1: Introduction & general information	3
1.1	Background.....	3
1.2	Objectives.....	3
	To get suitable vendors to supply and deliver various pipes for the Agric Section within the Tambankulu Estates	3
1.3	Request for bids (Invitation statement).....	3
1.4	Bidding Process.....	3
1.5	Compliance Documents.....	3
2.	Section 2: Background Information	4
3.	Section 3: Submission of Bid	4
3.1	Exclusivity	4
3.2	Conflict of Interest.....	4
4.	Section 4: Information Requests, Empowerment and Safety	5
4.1	Technical Evaluation Criteria	5
4.2	Company Details (Head Office)	5
4.3	Financial Information	6
4.4	Relevant projects.....	6
4.5	References	6
4.6	Capabilities and Capacity.....	7
4.7	Support	7
4.8	Reporting Capabilities	7
4.9	Registrations.....	8
4.10	Supplier Performance	8
4.11	Extra Mile Service	8
4.12	Safety, Health, Environment and Quality Requirements (SHE) Compliance Requirements for Suppliers and Contractors.....	8
5.	Section 5: Existing infrastructure	10
6.	Section 6: Requirements.....	10
6.1.1	Note:	10
6.1.2	Price Schedule.....	11
6.1.3	Delivery Schedule.....	11
7.	Section 7: Pricing and Agreement	11
7.1.1	Scope and Pricing	11
8.	Section 8: Warranties & Declarations.....	12
8.1.1	Warranties by supplier	12
8.1.2	Corporate Agreement Declaration.....	12
8.1.3	Termination for Default	13
8.1.4	Payment Terms.....	13
8.1.5	Confidential Information	14

1. Section 1: Introduction & general information

1.1 Background

Tambankulu sugarcane estates in Eswatini is situated in the northeast of the country and comprises 3 837 hectares of fully irrigated farms of which approximately 97 percent is harvested annually. The estate consistently achieves excellent sucrose yields due to the good soil and growing conditions in the region and delivers its cane to the near-by Simunye and Mhlume sugar mills. These estates have the capacity to produce a Raw Sugar Equivalent of some 60 000 tons per annum.

1.2 Objectives

To get suitable vendors to supply and deliver various pipes for the Agric Section within the Tambankulu Estates

1.3 Request for bids (Invitation statement)

Tambankulu Estates (TE) is inviting sealed bids from qualifying companies for the supply and delivery of various pipes for the Agric Sections at Tambankulu Estates in Eswatini. Interested bidders should write and request for the bidding documents through email: Patricia.Magutshwa@tamb.co.sz and Zenzi.Dlamini@tamb.co.sz
The bidding process is as indicates in section 1.4 below:

1.4 Bidding Process

Item	Date
Issue of RFB	16 June 2025
Site meeting	N/A
Period for Clarification Questions	7 days before submission deadline
Closing date of Bids	4 July 2025
Announcement of Responsive Tenderer(s)	TBA

1.5 Compliance Documents

The tenderers should submit the following company documents with their proposals:

- a) Company registration documents: Form C&J (or equivalent for directors' information and shareholding for foreign companies)
- b) Certificate of Incorporation
- c) Relevant and current trading license
- d) Copies of Director Identity documents
- e) Tax compliance certificate/tax clearance.
- f) VAT Registration Certificate
- g) CIC certificate

N.B: Failure to submit any one of the above documents may result in disqualification from further evaluation.

2. Section 2: Background Information

Tambankulu Estates is in a process to replace some of its pipes in various fields. Therefore, Tambankulu wishes to engage qualified suppliers to supply and deliver the different types of pipes as listed below:

Conveyance pipe

Dragline hose pipe

Drainage pipes

Refer to schedule 6.1.2 below

3. Section 3: Submission of Bid

3.1 Exclusivity

Unless selected as an exclusive vendor, Tambankulu Estates is not obligated to contract solely with any single company. However, Tambankulu Estates intends where practical to minimise the number of vendors it selects.

3.2 Conflict of Interest

Please indicate any conflict of interest, i.e., any relationship (business or family) that the owners or employees of your company have with the owners or employees of Tambankulu Estates and its subsidiaries. Are you aware of any conflicts of interest?

No		
Yes		

(If YES, please identify in the table below)

Owner or Employee of your company	Owner or employee of Tambankulu Estates & its subsidiaries	Nature of relationship (e.g., business partner, family, shareholder, etc.)

4. Section 4: Information Requests, Empowerment and Safety

4.1 Technical Evaluation Criteria

No.	Description	Response
1.	Financial Capability – Two years audited financial statements with average turnover of E 500 000.00 / bank letter confirming funding of project (letter should be specific to the project)	Yes/No
2.	Technical Capability Specific experience of the Tenderer relevant to the Assignment – at least three similar assignments completed in the past five years	Yes/No
3.	Three trade references with testimonial	Yes/No
4.	Compliance to technical specification	Yes/No
5.	Proof of compliance internationally recognised standards (ISO 9001:2015, ISO 9000, SABS or equivalent)	Yes/No

N.B: Failure to submit any of the above requirements may result in disqualification from further evaluation.

4.2 Company Details (Head Office)

Company Name	
Registered Co. Number	
VAT Number	
Affiliated Companies	
Street Address	
Country	
Postal Address	
Telephone No	
Fax N	
Web Site Address	
CEO Name & Surname	

4.3 Financial Information

For Tambankulu Estates to gain insight into the financial stability of potential suppliers, the following data must be submitted for your local (Eswatini) operation. This must be supported by the audited financial statements for the two financial years in which information is extracted from

	2023/24	2022/23
Total Revenue		
Profit/(loss) before taxation		
Total assets		
Total liabilities		
Number of Full Time Employees*		
Other (please specify)		

* **Please exclude all temporary labour.**

NB: Average turnover should be above E 500,000.00

4.4 Relevant projects

Please include three relevant/ similar projects completed in the past five years. Also include testimonials for these projects

No.	Project name	Name of Employer	Value project of	Year completed
1				
2				
3				

4.5 References

Please list your top 3 customers in descending order of revenue.

No.	Customer	Contact Person	Contact No.	Revenue (previous year)
1				
2				
3				

4.6 Capabilities and Capacity

It is imperative that Tambankulu Estates receives quality goods and services, delivered in full and on time.

In this regard, Tambankulu Estates needs to understand your current and future capabilities as well as spare capacity.

As a supplier and/or distributor please complete the questions below:

- ❖ What capabilities set you apart from your competitors?

--

- ❖ Support services model outside of the Kingdom of Eswatini

--

4.7 Support

Tambankulu Estates requires and expects support from their suppliers should any queries arise. Please describe the resources, i.e., people and systems you have, to assist Tambankulu Estates in meeting its needs in this area. Please indicate the availability of these resources on a national basis (i.e., response times, key account management, software availability, telephonic support, after hours support, etc.)

--

4.8 Reporting Capabilities

It is imperative for Tambankulu Estates to receive up to date reports from suppliers regarding the delivery of products ordered or services provided. Please outline how you will assist Tambankulu Estates in this regard. Elaborate on frequency of reporting, timing of reports, interactive / real-time possibilities, etc. that you feel gives your company the edge in the mark.

4.9 Registrations

Please list company accreditations and bodies associated with, as well as provide certification documentation in this regard.

4.10 Supplier Performance

Tambankulu Estates intends to have regular review meetings with the chosen vendor.

- a) How do you manage service levels? Please include a copy of your service level standards / framework, where available:

4.11 Extra Mile Service

Please make a proposal on how you would go that extra mile to service Tambankulu Estates

4.12 Safety, Health, Environment and Quality Requirements (SHE) Compliance Requirements for Suppliers and Contractors

- a) Please outline how you will ensure that all materials and processes followed in manufacturing/distributing products and/or providing a service are following all applicable laws and comply with Tambankulu Estates prescribed SHE standards. Please note other SHEQ standards will be availed to relevant service

providers/suppliers e.g., Contractor Management Standard, Supplier/Contractor SHE performance measurement criteria, Safety Rules etc.

- b) Do you have any third-party certification to SHEQ/Food Safety systems e.g., ISO 14001, ISO 9001, FSSC 22000/ISO 2200, NOSA, OHSAS 18001 (to be changed to ISO 45001) or a NOSA supplier/contractor vetting system compliance certificate? Please state current certification, validity, and certification authority.

- c) As part of the Tambankulu Estates Sustainability, Safety, Health & Environmental commitments, Tambankulu Estates requires its suppliers to provide some detail on their own Sustainability, Safety, Health & Environment Policies/Procedures:

- Do you have an active Social & Ethics Committee providing sustainability leadership? Please select the most appropriate response.

YES ☐

NO ☐

NOT APPLICABLE ☐

- ❖ Do you have an existing Code of Ethics / Conduct?

YES ☐

NO ☐

NOT APPLICABLE ☐

- ❖ Are you willing to sign our Supplier Code of Conduct? failure of which you understand that you may not be eligible to do business with TE?

YES ☐

NO ☐

NOT APPLICABLE ☐

- ❖ Do you have compliance policies / procedures in place in the areas below? Please tick where policies & procedures exist.

- Legal compliance ☐
- Employment practices ☐
- Human Rights (refer to Human Rights compliance questionnaire) ☐

- Environment
- Anti-Bribery & Corruption
- Transformation
- Protection of Personal Information
- Consumer Protection

☐
☐
☐
☐
☐

a) As part of overall SHEQ compliance requirements and legal mandatory/agreements signed (where applicable) between Tambankulu Estates and supplier/contractor, the supplier/contractor shall be responsible for understanding, identifying, and complying with Tambankulu Estates internal SHEQ standards, relevant Key Performance Indicators (KPIs) and applicable legal requirements based on the nature and scope of work to be done and/or product to be delivered. The contractor/supplier will therefore ensure that:

- ❖ The service provided shall be carried out in conformity with all the necessary specifications and requirements prescribed by Tambankulu Estates in respect of SHEQ standards.
- ❖ In addition, the supplier/contractor shall comply with the Eswatini Legislation,
- ❖ Occupational Safety and Health Act of 2001,
- ❖ Factories, Machinery, and construction Works Act 17 of 1972,
- ❖ Eswatini Environmental Act of 2002, (Act No. 5 of 2002
- ❖ Waste Management Act of 2000
- ❖ Works' man compensation Act of 1983 (Act No.7) and any relevant Legislation.

5. Section 5: Existing infrastructure

Tambankulu will give details of existing infrastructure where necessary, but it is recommended that vendors confirm the capacity of the current infrastructure.

6. Section 6: Requirements

6.1.1 Note:

The Schedule of Requirements shall be included in the bidding document by the Purchaser, and shall cover, at a minimum, a description of the goods and services to be supplied and the delivery schedule.

The objective of the Schedule of Requirements is to provide sufficient information to enable Bidders to prepare their Bids efficiently and accurately, in particular, the Price Schedule, for which a form is provided below. In addition, the Schedule of Requirements, together with the Price Schedule, should serve as a basis in the event of quantity variation at the time of award of contract.

6.1.2 Price Schedule

NO	Item Description	Quantity required	Unit Price (Exc VAT)	Total Price (VAT Excl)
1.	Conveyance pipe 3 X 630mm mPVC	3		
2.	Dragline Hose 10YR 20mm X 22M x 10 bar Printed Tambankulu Estates	226		
3.	110mm slotted drain-pipe per 6 m	1042		
4.	75mm slotted drain-pipe per 6 m	430		
5.	90mm slotted drain-pipe per 6 m	300		

6.1.3 Delivery Schedule

NO	Item Description	Required delivery period	Supplier' delivery period
1.	Conveyance pipe 3 X 630mm mPVC	Four weeks after issue of a purchase order	
2.	Dragline Hose 10YR 20mm X 22M x 10 bar Printed Tambankulu Estates	Four weeks after issue of a purchase order	
3.	110mm slotted drain-pipe per 6 m	Four weeks after issue of a purchase order	
4.	75mm slotted drain-pipe per 6 m	Four weeks after issue of a purchase order	

7. Section 7: Pricing and Agreement

7.1.1 Scope and Pricing

- The Tambankulu Estates preferred payment period is 60 days from statement date. Suppliers are encouraged to extend the payment terms where possible.
- Information on scope is to be completed as requested in the tables above.
- The pricing information must be completed in an Excel spreadsheet.
- Prices must be quoted in Swazi Lilangeni (SZL) or its equivalent.

- e) Prices must be exclusive of V.A.T. – while VAT registration is indicated.
- f) Price quoted must be fixed and firm for a minimum of 6 months where possible.
- g) Prices must be broken down in detailed cost elements (fixed as well as variable portions).

8. Section 8: Warranties & Declarations

8.1.1 Warranties by supplier

- a) The Supplier warrants that all the Goods are new, unused, comply to international standards (ISO, SABS or equivalent, etc) and of the most recent or current models, and that they incorporate all recent improvements in design and materials, unless provided otherwise in the Contract.
- b) The Supplier further warrants that the Goods shall be free from defects arising from any act or omission of the Supplier or arising from design, materials, and workmanship, under normal use in the conditions prevailing in the country of final destination.

8.1.2 Corporate Agreement Declaration

- a) This RFB does not constitute an offer to buy or the solicitation of an offer to purchase. Neither this RFB nor the information contained in it nor any other information or representation supplied or made in connection with any negotiations for this RFB shall constitute a contract between the parties, unless reduced to writing in the form of an agreement and signed by Tambankulu Estates and the successful Bidder/s in terms of this RFB.
- b) The issuing of this RFB to interested parties should not be taken as any form of commitment on the part of Tambankulu Estates to proceed with any appointment or to conclude any agreement, and Tambankulu Estates reserves the right to terminate this RFP or vary the procedure contained herein at any time without advance notification and without liability for any losses, expenses or costs incurred by the interested parties. Binding offers will be evaluated and awarded by Tambankulu Estates in its sole and absolute discretion.
- c) All bids must be submitted in the prescribed form, within the prescribed time period and must include all documents and information requested in the RFB and all authorising resolutions which may be required to be passed by the Bidder, failing which, Tambankulu Estates reserves the right to disregard such bid. Unsuccessful Bidders will be notified in writing of such fact by Tambankulu Estates.
- d) Tambankulu Estates shall not enter any negotiations with unsuccessful Bidders after they have been informed that their bid was unsuccessful. The decision of Tambankulu Estates shall be final. Tambankulu Estates shall not be obliged to provide unsuccessful Bidders with any reasons as to why their bids were disqualified, rejected or not accepted. However, Tambankulu Estates will endeavour to engage technically responsive bidders.
- e) Tambankulu Estates reserves the right not to accept any offers and to cease the bidding process under the RFB at any time. Furthermore, if final agreement is not reached for any reason whatsoever on the terms and conditions of the agreement to be concluded between the parties, Tambankulu Estates reserves the right to revert to negotiations with one or more of the Bidders or any other offers.

Tambankulu Estates furthermore expressly reserves the right to negotiate with any one or more of the Bidders before concluding a Contract. Furthermore, Tambankulu Estates may reject any RFB that does not conform to the RFB requirements.

- f) Any Contract concluded will be subject to Tambankulu Estates Limited Exco Approval.
- g) The Contracts resulting from this project shall be governed by and interpreted in accordance with the laws of the Kingdom of Eswatini.
- h) The Supplier shall supply all the Goods and Related Services included in the Scope of Supply in accordance with Section 9, and the Delivery and Completion Schedule.
- i) The Supplier, including its Subcontractors, shall not employ or engage forced labour or persons subject to trafficking.
- j) Forced labour consists of any work or service, not voluntarily performed, that is exacted from an individual under threat of force or penalty, and includes any kind of involuntary or compulsory labour, such as indentured labour, bonded labour or similar labour-contracting arrangements.
- k) Trafficking in persons is defined as the recruitment, transportation, transfer, harbouring or receipt of persons by means of the threat or use of force or other forms of coercion, abduction, fraud, deception, abuse of power, or of a position of vulnerability, or of the giving or receiving of payments or benefits to achieve the consent of a person having control over another person, for the purposes of exploitation.
- l) The Supplier, including its Subcontractors, shall not employ or engage a child under the age of 18.
- m) The Supplier shall comply, and shall require its Subcontractors if any to comply, with all applicable health and safety regulations, laws, guidelines, and any other requirement stated in the Technical Specifications.

8.1.3 Termination for Default

Tambankulu Estates, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Supplier, may terminate the Contract in whole or in part:

- (i) if the Supplier fails to deliver any or all of the Goods within the period specified in the Contract, or within any extension thereof granted by Tambankulu Estates;
- (ii) if the Supplier fails to perform any other obligation under the Contract; or
- (iii) if the Supplier, in the judgment of the Purchaser has engaged in Fraud and Corruption in competing for or in executing the Contract.

8.1.4 Payment Terms

- a) The Supplier's request for payment shall be made to Tambankulu Estates in writing, accompanied by invoices describing, as appropriate, the Goods delivered and Related Services performed, and by the documents submitted and upon fulfilment of all other obligations stipulated in the Contract.
- b) Payments shall be made promptly by Tambankulu Estates, but in no case later than sixty (60) days after submission of an invoice or request for payment by the Supplier, and after Tambankulu Estates has accepted it.

8.1.5 Confidential Information

- a) Tambankulu Estates and the Supplier shall keep confidential and shall not, without the written consent of the other party hereto, divulge to any third party any documents, data, or other information furnished directly or indirectly by the other party hereto in connection with the Contract, whether such information has been furnished prior to, during or following completion or termination of the Contract. Notwithstanding the above, the Supplier may furnish to its Subcontractor such documents, data, and other information it receives from Tambankulu Estates to the extent required for the Subcontractor to perform its work under the Contract, in which event the Supplier shall obtain from such Subcontractor an undertaking of confidentiality similar to that imposed on the Supplier.
- b) Tambankulu Estates shall not use such documents, data, and other information received from the Supplier for any purposes unrelated to the contract. Similarly, the Supplier shall not use such documents, data, and other information received from the Purchaser for any purpose other than the performance of the Contract.