

LOCATION
SOUTH AFRICA

SECTOR
MARINE BUNKERS

CLIENT
BUNKER FUEL SUPPLIER



SAPREF

Bunker Barge Tender Project

OVERVIEW

South African Petroleum Refineries ('SAPREF'), a Shell, BP and Engen company, manufacture and supply marine bunker fuel to ships in the ports of Durban and Richards Bay, through Joint Bunker Services (JBS), a non-profit entity attending to pipeline bunkering operations on behalf of Shell, BP and Engen.

JBS participants had recognized the benefits of deliveries by barge rather than by pipeline, for a number of operational and health, safety and environmental reasons. Globally, bunkering practices had seen a significant shift to one of barge-delivered operations, rather than by pipeline and SAPREF's delivery methodology was aligned to that and all the marine operational requirements involved.

In September 2006, A-Cubed Consulting were appointed to assist SAPREF and JBS in drafting the technical and commercial elements of a tender document that would form the *Request for Proposal* (RFP) submitted to pre-qualified bidders seeking to charter a fleet of bunker barges to SAPREF.



SCOPE OF WORK & METHODOLOGY

The scope of work comprised of detailed development of both the commercial and technical elements of the tender documents, giving due consideration to the raft of internal and external safety, health and security regulations, international protocols and statutory legislation.

The methodology employed therefore largely constituted a phase of desktop research into the relevant regulations and meetings with internal stakeholders and data custodians. This was then analysed and incorporated in the draft RFP document. Following a peer review by an external specialist, the final draft was round tabled with SAPREF and the final document compiled.

A-Cubed were subsequently asked to assist in the adjudication of the bids received on the technical and commercial elements.