



## **CLARIFICATIONS 2**

### **CALL FOR EXPRESSIONS OF INTEREST**

#### **PROVISION OF FUEL MARKING SERVICES FOR THE ENERGY REGULATION BOARD (ERB) OF ZAMBIA,**

**TENDER NO.: ERB/FM/OIS/016/2022**

#### **Zambia Supply Chain**

Our understanding is that Indeni refinery is not operating any longer meaning that all fuel is imported either by road tankers or using Tazama pipeline for LSG exclusively.

**Q1: Kindly confirm our understanding is correct?**

**Q1: Response**

All fuel that is consumed in the country is imported mainly by Road tank vehicles. Tazama Pipelines will be used to transport Low Sulphur Gas Oil (LSGO). The ERB does not have exact volumes of fuel that are imported by rail but does not expect it to be more than 5%

**Q2: Are there any imports by rail tank cars?**

**Q2: Response**

Yes but this is not expected to be more than 5%

**Q3: If so, would rail tank cars stop at the border so that fuel can be marked? And which border would that be?**

**Q3: Response**

This may be undertaken either at the border on adhoc basis or at a location inland as prescribed and approved by the ERB

**Q4: Does Tazama pipeline deliver fuel (LSG) to Ndola Fuel Terminal only where marking has to be performed.**

**Q4: Response**

Yes

**Q5: If so, how will the marker be added? On line upon pipeline transfer or on road tankers after re-loading?**

**Q5: Response**

On road tankers after reloading.

**Q6: Can we have a list of the entry points (borders) where fuel has to be marked?**

**Q6: Response**

- Nakonde
- Chirundu
- Chanida

**Physical marking**

**In order to perform marking activities, the selected vendor needs to establish storage for the marker, secured place for marker dosing and marking platform to enable marker doses to be dispensed into road tanker compartments or rail tankers.**

**Q7: Would the vendor have to supply those facilities or would they be provided by ERB, customs authorities or NFT as far as NFT fuel storage place is concerned?**

**Q7: Response**

The vendor will have to provide these facilities

**Scope of work**

**The vendor is requested to supply portable onsite testing equipment for quality testing of petroleum products in the field in line with the Zambian standards and to conduct quality testing of petroleum products in order to ascertain the indicative quality of the fuel prior to marking. The said tests shall be a requisite requirement for marking of petroleum products.**

**Bureau Veritas actually operate many mobile laboratories where testing is run and indicative results compared against regulatory specifications of fuel and this is done in the field using FTIR technology.**

**Q8: Kindly furnish us with a detailed list of parameters ERB wants to check when checking fuel specifications?**

**Q8: Response**

The petroleum products specifications for petrol, Low Sulphur Gas Oil (LSGO) and Kerosene are contained in Zambian standards

- ZS 395, UNLEADED PETROL (GASOLINE) FOR MOTOR VEHICLES: Specification;
- ZS 718: LOW SULPHUR GASOIL (LSGO): Specification; and
- ZS 380: ILLUMINATING KEROSENE: Specification

Copies are available from Zambia Bureau of Standards. Kindly note that it is your responsibility to ensure that reference to the current version of the said standards is done.

**The vendor has to avail to ERB, appropriate and adequate marker measurement and testing devices for the contract period for purposes of testing fuel samples.**

**Q9: Can we know how many field testing devices need to be supplied?**

**Q9: Response**

At least 11 field testing devices.

**The vendor is requested to assist ERB to develop and implement systems and procedures for fuel marking operations and testing of petroleum samples and to provide technical knowledge transfer and training to ERB staff including but not limited to, implementation of the marking operations including marker preparations, marking procedures, sample preparations and testing and troubleshooting.**

**Q10: Kindly clarify whether Zambia fuel marking program will be operated by a selected vendor or whether it will be operated by ERB following training and knowledge transfer?**

**Q10: Response**

The contractor will mark the fuel and the Energy Regulation Board (ERB) will monitor the marker throughout the supply chain through field sampling and testing.

Training will also have to be provided to ERB staff including but not limited to, implementation of the marking operations including marker preparations, marking procedures, sample preparations and field sampling and testing for fuel quality and marker and troubleshooting.

**Q11: If the vendor is meant to operate the program over the length of the contract, would ERB staff take over the operation of the program after the initial 3 year period of time?**

**Q11: Response**

The model beyond the initial 3 years has not yet been determined yet

**Low taxed fuel products must be marked with a different marker to curb adulteration. Such markers aimed at identifying specific adulterants should be unique to the specific adulterant. Our understanding is there will be one unique marker for, unleaded petrol and diesel going to the domestic market. Then at least one marker for rebated fuel.**

**Q12: Kindly clarify if a second marker will be used for all rebated fuel (kerosene, road works, export fuel, mines, diplomatic missions..) or one specific marker for kerosene, one marker for export, and one marker for each industry (mine, road works...) ? Meaning how many markers in total will be requested?**

**Q12: Response**

The markers will be as follows:

- One for Petrol and Low Sulphur Gasoil
- One for Kerosene
- One for Rebated fuel

**Q13: If a road tanker is imported, marked at the border and discharged into a Zambian storage facility, then the OMC who the fuel belongs to, decides to eventually export or sell to a mining company buying rebated fuel, will there be a need for a second marker to be added to the fuel in the storage facility after loading and prior delivery to the end-user site? Meaning the vendor also needs to have marking facility and staff located in all Zambia storage facilities.**

**Q13: Response**

Yes, the product will need to be marked with the appropriate marker prior to delivery to the mining company otherwise it will result in the dilution in the receiving tank. However, the vendor will not be expected to have marking facilities and staff at every depot as such undertakings will be on adhoc basis with prior approval from the ERB. However, the vendor will be expected to have a marking point at the Ndola Fuel Terminal that will be receiving LSGO through the Tazama Pipelines. Otherwise, marking of fuel will take place at the designated border entry points.