



12 November 2020

Ms. Pippa Haarhoff  
Director  
West Coast Fossil Park  
Langebaanweg  
Langebaan, 7357

Dear Ms Haarhoff

It is with pleasure that we submit this proposal to remove the old abandoned railway track at the West Coast Fossil Park. We can state that we have done extensive research, planning, design and price negotiation to deliver a project that is both cost and income optimized with minimal environmental impact as per your requirements.

We sincerely hope to be selected as the preferred partner in this project and that it will be the first of many successful projects with your company.

Sincerely,

A handwritten signature in black ink, appearing to read "J. la Grange".

Jacques la Grange

# TRADERS PROJECT SCOPE – WCFP RAILWAY REMOVAL

12 November 2020



## OVERVIEW

### 1. Project Background and Description

The West Coast Fossil Park received approval from Transnet and the Heritage trust to remove the redundant railway line on its premises and wishes to appoint a Contractor to do so under the following terms and conditions:

- The contractor is to provide all equipment and labor required to cut the railway line and remove it from the premises
- The contractor is to provide the names and ID numbers of each person who will be cutting and removing the railway line from the premises of the WCFP. Only people whose ID numbers and names have been submitted to the WCFP are authorised be on the premises to cut railway line
- The contractor is to be present at all times while the railway line is being cut, stacked and transported from the WCFP premises.
- A fee of R TBC/kg per load is payable daily to the WCFP by EFT no later than 48hrs from removal for the contractor to proceed in cutting and removal of railway line at the WCFP. Details of the options available can be found in Section 8 – Financial Offer.
- The WCFP will also receive all the wooden sleepers of the railway line recovered by the contractors for the WCFP own use.
- The contractors will be assigned a designated area to stack the wooden sleepers of the WCFP. Railway line may only be cut in the designated area per meters marked out and allocated to the contractor before commencement of work. This designated area will be referred to as the "worksite " in this contract.
- There will be times of the year that no railway line cutting may take place at the WCFP so as not to disrupt the natural breeding and seeding process of the local fauna and flora. This will be advised by Pippa Haarhoff.
- Railway line cutting may only take place at agreed times of the day (07:00 to 16:00) and on agreed days so as not to disrupt the normal tourist and other operations at the WCFP.
- Prior to commencing work or completing work at the WCFP the contractor is to advise the Manager on Duty.
- The work site is to be clean and neat at all times.
- The contractor may not damage or leave an imprint on any other area of the WCFP except on the worksite and on a single path used to remove railway line from the worksite. Impact on the surrounding area is to be kept to a minimum.
- Should animals be found at the worksite, the contractor is to contact Pippa Haarhoff who will help determine the correct procedure to follow.

- The cut railway line may only be stacked on a road, and must be stacked in such a way as not to obstruct the road to passing vehicles.
- The cut railway line is to be removed as soon as possible after cutting has taken place.
- No private vehicles other than the one vehicle used by the contractor to cut railway line may enter the park, unless prior arrangement has been made with Pippa Haarhoff.
- No dogs or any other animals may be permitted to accompany the contractors to the WCFP
- Should any fossils or modern skeletons be found, work at the worksite is to stop immediately and Pippa Haarhoff is to be notified of the find.
- No fire is permitted and no smoking allowed at the WCFP. No area at the worksite will be designated for fires or smoking.
- There is to be no interference with wild life or vegetation whilst in the WCFP.
- Should any intruders or unauthorised activities be observed, Pippa Haarhoff or the duty Manager must be informed immediately.
- The WCFP is indemnified from prosecution or any liability for any loss, any injury, or any damage to a person or property of the contractor while on the premises of WCFP. The contractor accepts the full risk of being on the premises and cutting and removing railway line from the premises and is solely responsible for putting the necessary health and safety processes in place for the cutting and removing of the railway line from WCFP the Safety / Risk assessment file to be handed to management before commencement.
- All COVID-19 rules and regulations to be applied by the contractor.
- Should the contractor cause any damage or injury to the property, fauna or flora or any employee of the WCFP, the contractor will be liable for the damages.
- This contract will be reviewed on a weekly basis and it will be awarded and /or discontinued at the sole discretion of the WCFP Manager (Pippa Haarhoff).
- Any deviation from or breach of the contract unless agreed in writing by both parties will result in the contract being terminated with immediate effect, and no reimbursement will be paid.

## 2. Project Scope

The estimated length of the redundant railway line is 2600m, but the WCFP wishes to keep the last 100m together with the old platform for historic value and possible future use.

The contractor is to remove the rail steel, chair screws, fishplate sets, baseplates and sleepers, but it is agreed that all gravel ballast will be left on site for possible future use.

Removal of the line will start on the furthest end away from the old platform. An aerial view of the work site is included for clarity as follows:



### 3. High-Level Requirements

In order to maximize income and minimize cost the following conditions and assumptions need to be adhered to:

- A minimum of 100m per day of railway line is to be dismantled, resulting in 200m per day of track steel
- The Contractor must be allowed to operate from 7h00 to 16h00 daily from Monday to Friday, but preferably Saturday as well.
- A minimum of twenty-five (25) full working days will be required to finish the project at the proposed rate of 100m per day. This time can be shortened if bigger teams are to be employed, but will be negotiated with management should this be required.
- Transport, rigging and heavy-lifting is a major cost on this project. Full loads will have to be removed as far as possible to reduce the cost and associated risk for the Contractor. This would mean that 500m of track steel will be needed per load or equivalently 250m of railway line.
- The Contractor will be allowed a designated parking area to leave its equipment (truck, trailer, crane, etc.) on-site for duration of the project.
- The Contractor will clear areas where cutting torch will be used and a fire watch and fire extinguisher will be on hand to prevent veldfires.
- The Contractor will agree to all other requirements as stated in Section 1.

### 4. Deliverables

Based on the financial offer selected in Section 8, the contractor will remove all steel and sleepers as per the agreed terms and conditions and make associated payments to WCFP as such.

### 5. Specific Exclusions from Scope

No gravel ballast will be moved, removed or leveled as part of the project.

### 6. Implementation Approach

The project will consist of two (2) project teams:

- **Dismantling Team** – This team will be equipped with a bakkie with a generator, compressor, pneumatic impact wrench, cutting torch set and fire extinguishers. The team's only focus is to cut the rail into 4.5m or 3m sections as needed for the lifting team to unearth and then remove all bolts and screws ahead of the Lifting and Logistics team.
- **Lifting & Logistics Team** – This team will be equipped with heavy load truck & trailer and crane to lift all cut rail sections to unearth them prior to the dismantled team loosening the chair screws. Dismantled rail tracks, baseplates, fish plate sets & other metals will then be lifted in a second run. They will also be responsible for lifting and offloading the retained sleepers at the WCFP designated storage area. In as far as possible all work will be done from one side of the railway line in order to minimize impact on the environment.

## 7. High-Level Timeline/Schedule

The Contractor wishes to start as soon as possible as the current steel price is on a downward trend. The project should be completed within a maximum of Thirty (30) working days from date of commencement based on the assumptions outlined earlier.

## 8. Financial Offer

We take pleasure in offering WCFP the following financial offer options to consider:

### a. Steel Price per Kg, WCFP Retains all Sleepers

Based on all cost factors, the current steel price and the fact that we guarantee this price irrespective of market fluctuation for duration of the project if agreement and approval is reached by no later than end November 2020, we will pay WCFP R0.75 per kg as per official weighbridge certificates. In this model the WCFP will retain all sleepers for own use and will receive an estimated initial cash injection of about R225,000.00 as the estimated rail steel weight is 200t and the secondary steel is estimated at 100t.

### b. Steel Price per Kg, WCFP Retains all Sleepers less 10%

Based on all cost factors, the current steel price and the fact that we guarantee this price irrespective of market fluctuation for duration of the project if agreement and approval is reached by no later than end November 2020, we will pay WCFP R1.00 per kg as per official weighbridge certificates. In this model the WCFP will retain all sleepers less 10% per count as this will be utilized to partially offset the labour costs associated with lifting, transport and offloading of the sleepers and the WCFP will receive an estimated initial cash injection of about R300,000.00 as the estimated rail steel weight is 200t and the secondary steel is estimated at 100t.

**APPROVAL AND AUTHORITY TO PROCEED**

We approve the project as described above, and authorize the team to proceed.

Name	Title	Signature

This approval is granted at the WEST COAST FOSSIL PARK, Langebaanweg, Langebaan on this \_\_\_\_\_Day of November 2020.



The image is a composite. On the left, a vertical strip shows orange pipes and a hallway. On the right, a larger photo shows a wooden reception desk with a decorative wall of orange and grey geometric shapes. In the center, a dark blue banner contains the company logo and contact information.

# TRADERS

Plan | Source | Deliver

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## *Plan | Source | Deliver*

Traders enables business through effective planning, professional sourcing and quality delivery to ensure timeous execution.

No project is too big or too small as we believe in providing the same level of excellence in everything we do. This is the reason why the structure, although very fluid, is defined into the three main legs of planning/design, sourcing/manufacturing and delivery.

Put us to the test, we will deliver!

# Company Summary



Established entrepreneur with 40 years of experience in mining engineering, design, steel & civil construction and property development.



**Jacki van  
Rensburg**

## Experience

Our team has extensive experience in the planning, design, procurement and implementation of projects of all sizes.

We pride ourselves in that if it is not good enough for ourselves it is not good enough for you.

Irrespective of where you are in your project lifecycle we can engage at any point and add value to your process, but the earlier we can get involved the bigger the impact we can make.

Welcome to our world.

Accomplished business developer, project manager and consultant with an electric & electronic engineering background and extensive experience in information technology and most industry verticals.



**Jacques la  
Grange**

# Structure

Buy & Sell	Auctions	Construction	Manufacturing	Special Projects
Building Materials	Langebaan	Steel Structures	Paints	Floating Jettys
Specialized Sourcing	Velddrif	LGS Structures	Light Gauge Steel Extrusion	Demolition & Recycling
Marketing	Special Events	Developments	Internet of Things	Funding
Product Enablement	Real Estate	Mass Housing	Product Fabrication	Business Development





# Light Gauge Steel Solutions

Both the **Khaya ZIMBI** and the **PolyPlaSteel** methods are offered to Builders and Construction Companies to use under certain **Terms and Conditions**.

For the Architects, Builders and their Clients that prefer using conventional building methods, we can't fault you, as it is called "conventional" due to the fact that it has been tried and tested over many years.

**But for those who want to convert to exciting, new and modern building methodologies, we think that we can help!**



# Extruded Polystyrene Ceilings

The Pine finish is a stylish sophisticated finish with V-Grooves every 100mm.

High Density, Rigid Closed Cell, Extruded Polystyrene, Tongue & Groove, Ceiling Boards are locally manufactured in Cape Town. They are extremely well priced alternative to other extruded polystyrene ceilings & boards in South Africa





# General Purpose Polystyrene

All polystyrene sheets & blocks are manufactured locally in South Africa and distributed nationally from regional factories in:

- Johannesburg
- Cape Town
- Durban
- East London
- Port Elizabeth

We also export polystyrene sheets, blocks and other products to certain countries in Africa, based on order volumes.





# We Can Help

Whatever your project or requirement we can help you. Get in touch and we will take you through our process:

- Design
- Plan
- Source
- Manufacture
- Deliver
- Manage
- Install

We CAN do it! We are excited with the prospect of adding your project to our portfolio...