

31 March 2025

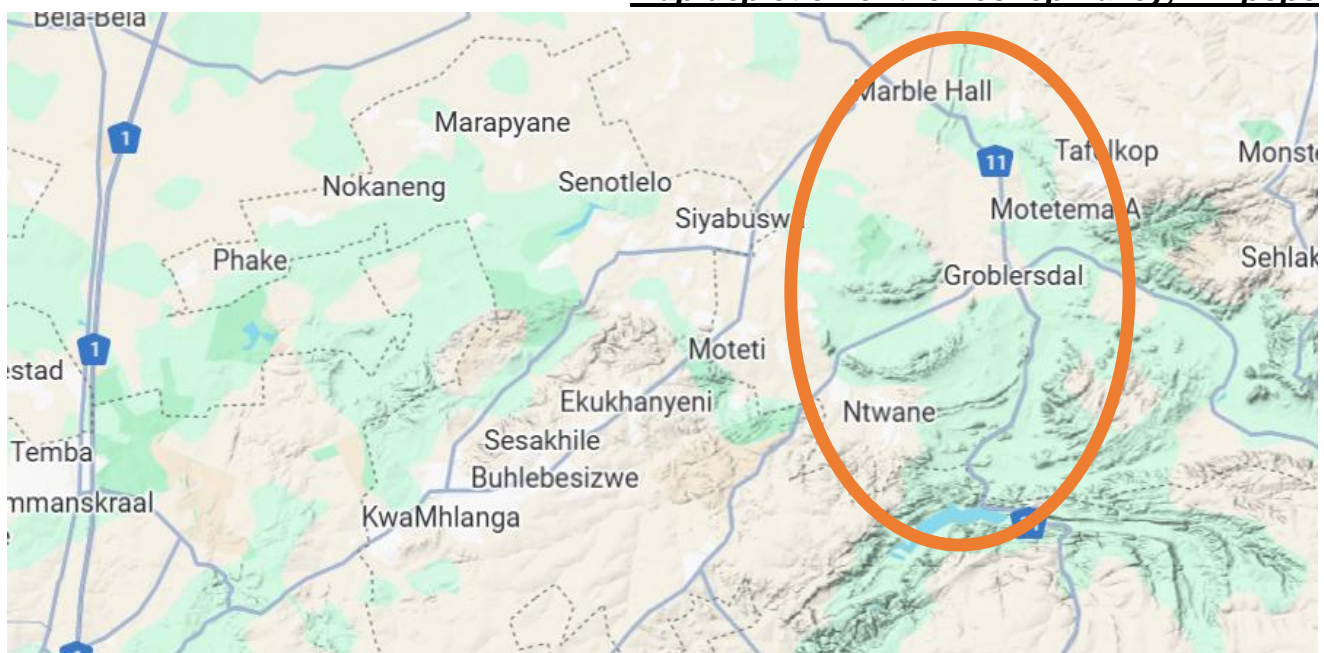
## Request for Quotation (RFQ) for Specialised Railway Solutions

**Rail Transport Solution for Palletized Fresh Fruit Exports Produced from Greater Loskop Valley (Groblersdal and Marble Hall in Limpopo Province) to Port of Maputo, Durban and Cape Town.**

### Introduction

The CGA are seeking specialised railway consultants to investigate a comprehensive rail solution for the transportation of palletized fresh fruit (Citrus and potentially Table Grapes) from the Greater Loskop Valley region in Limpopo, South Africa, to the Port of Maputo, Durban and Cape Town for sea export to global markets. This RFQ is aimed at parties with the expertise to identify the most feasible, practical and economic approach to transport upwards of 80% of production volume by rail to ports for export. (The Loskop Valley Region, Limpopo comprises a distance of roughly 80km on the N11 national roadway between Loskop Dam vicinity to the outskirts of the town Marble Hall)

### Map depiction of the Loskop Valley, Limpopo



### Scope of Work

The selected consultant will be responsible for the following tasks:

- Identify rail transport solutions for the efficient, cost effective and timely transportation of palletized fresh fruit from the Loskop Valley to Maputo, Durban and Cape Town ports for export.
- Evaluate and compare the costs and service levels of various rail transport solutions and the rail terminal sites for long term investment (I.e. cold storage facilities). E.g. The railing of refrigerated containers to port for export and the Rail Runner terminal anywhere solution.
- Provide a detailed analysis of the proposed solutions, including operational, logistical, and financial aspects.
- Identify potential challenges and risks associated with each transport option and propose mitigation strategies.
- Ensure compliance with all relevant regulations and standards.
- In the case of railing of refrigerated containers to ports, identify opportunities for the railing of compatible commodities from ports inland. This as an important means of cost reduction. E.g. frozen products, retail clothing and automotive components.
- Evaluate the cost and practicality of reinstating the rail line between Bela Bela and Marble Hall.
- Evaluate current operational status of the main corridor lines between Loskop Valley and the ports of Maputo, Durban and Cape Town.

## Requirements

Interested consultants must meet the following criteria:

- Demonstrated expertise in railway transport solutions in Southern Africa.
- Having knowledge of railway operations and networks capabilities.
- Proven track record of successful project delivery in similar contexts.
- Ability to provide comprehensive cost-benefit analyses and service level comparisons.
- Strong analytical and problem-solving skills.

## Submission Guidelines

Consultants are requested to submit the following documents as part of their quotation:

- Proposal outlining the approach to the project, including methodology and timelines.
- Cost breakdown for each proposed solution, including all associated expenses.
- References and case studies of similar projects completed within the last five years.

## Evaluation Criteria

Quotations will be evaluated based on the following criteria:

- Relevance and quality of the proposal.
- Innovative and practical solutions proposed.
- Experience and qualifications of the consultant.
- References and past performance.
- Cost-effectiveness and value for money.

## Submission Deadline

All quotations must be submitted by 16<sup>th</sup> May 2025 to:

**Mr Mitchell Brooke**

Logistics Development & Special Export Program Manager

Citrus Growers Association of Southern Africa

Email: [mitchell@cga.co.za](mailto:mitchell@cga.co.za)

Late submissions will not be considered.

## Contact Information

1. No Compulsory Briefing will be convened.
2. However, for any inquiries, further information or clarification, please contact:

**Mr Mitchell Brooke**

Logistics Development & Special Export Program Manager

Citrus Growers Association of Southern Africa

Email: [mitchell@cga.co.za](mailto:mitchell@cga.co.za)

Phone: +27 82 892 9455

3. Written responses will be provided to organisations lodging any inquiries, and such responses may be transmitted to all interested and affected parties.
4. The Citrus Growers Association of Southern Africa (CGA) holds the discretion to select the preferred consultant.
5. We look forward to receiving your quotations and collaborating on this important project.

## Additional Resources

The following additional resources may be helpful in the submission of the RFQ:

- CGA Statistics Handbook [https://www.cga.co.za/wp-content/uploads/2025/03/CGA-Key-Industry-Statistics-2025\\_compressed.pdf](https://www.cga.co.za/wp-content/uploads/2025/03/CGA-Key-Industry-Statistics-2025_compressed.pdf) .
- CGA State of Logistics Report 2024 <https://www.cga.co.za/wp-content/uploads/2025/01/CGA-State-of-Logistics-Report-2024-Released-22012025.pdf>.
- CGA Citrus Summit 2025 <https://www.citrusresourcewarehouse.org.za/home/document-home/internal-citrus-industry-organisation-publications/cga-roadshows-and-summits/cga-citrus-summits/cga-citrus-summit-presentations-2025/10556-cga-cs-2025-d2-s6-5-mitchell-brooke/file>
- Rail Runner Africa <https://railrunner.com/south-africa/>
- The Network Statement, published by Transnet Rail Infrastructure Manager on 19 December 2024, has been gazetted and incorporates the recommendations of the Minister of Transport <https://www.transnet.net/RenderPage.aspx?id=5371632>
- CTI Cold Store and Refrigerated Rail Transport Solution Specialists <https://cticoldstore.co.za/>
- EKM Exports and GoGo Cold Rooms, Marble Hall, Limpopo <https://www.ekm-exports.com/gogo-cold-rooms/>