



Safe Roads to Prosperity



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Roads Authority

Electronic Tendering Training Manual

for the following Blading of Gravel Road Contracts:

Individual Contracts

in the

Keetmanshoop, Otjiwarongo and Oshakati Regions

July 2026

TENDERING TRAINING MANUAL

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PART A: METHODOLOGY

1 TOTAL ESTIMATE PER PRODUCTION TEAM

At the start of the tendering process, it is good practice to do a global cost estimate per each production team. The following steps must be carried out:

1. Determine the production teams (or team configurations) needed to do the job:
 - a. People
 - b. Plant
 - c. Fuel
 - d. Materials
2. Determine the estimated cost of each production team per day, per month and per contract duration.
3. Calculate a total reasonable cost estimate (incl. Fixed and Time Related Establishment) for each production team, including the following:
 - a. Cost of fixed camp establishment
 - b. Plus: Production cost of team (ie people, plant, fuel, materials)
 - c. Equals: Cost of Production Team
 - d. Plus: Time-related establishment cost
 - e. Equals: Total Cost

The cost of Fixed Camp Establishment must be recovered through item item 33.01 "Establish Initial Camp").

4. Calculate the time related cost as a percentage of the total production cost.
5. Calculate a reasonable profit
6. Calculate the profit as a percentage of the total of production cost
7. Calculate the total estimated contract amount (excl. VAT) for one production team (ie total contract cost plus profit)
8. Calculate the total estimated contract amount (incl. VAT) for one production team (ie total contract amount plus VAT)

2 PRODUCTION TARGETS AND DURATIONS

It is important to determine the production capabilities of each production team per day per each of the activities listed in the Schedule of Quantities. This will show the tenderer how long it will take for one team to finish all the works, and how many teams are needed to finish all the work within the contract time. The following steps must be taken:

1. Determine the production targets per day for each team per each activity
2. Calculate the duration (in days) per each activity by dividing the total billed quantity of each activity by the relevant production target
3. Calculate the total duration (in days) by adding up all the durations of the individual activities

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4. Determine the number of production teams by dividing the total duration (in days) by the total available contract period (in days).
 5. Multiply the total estimated contract amount for one production team by the total number of production teams to determine the overall estimated contract amount for each contract area.

3 ALLOWABLE RATES

For each activity in the Schedule of Quantities an allowable rate must be calculated.

This can be done as follows:

For each activity divide the daily cost of one production team by the production target per day, thereby arriving at an allowable production rate per each item

4 TENDER RATES

For each activity in the Schedule of Quantities a tender rate must be calculated. This can be done as follows:

1. For each activity multiply the allowable rate by the time related percentage and the profit percentage in order to obtain the time related rate and the profit rate for each item respectively
2. Calculate the tender rate for each activity as follows:
 - i. Allowable rate, plus
 - ii. Time-related rate, plus
 - iii. Profit rate

5 TENDER AMOUNT

For each Contract Area a tender amount must be calculated. This can be done as follows:

1. For each activity multiply the billed quantity by the tender rate, thus arriving at a tender amount for each activity.
2. Calculate the total tender amount for each Contract Area (excl. VAT) by adding up the individual tender amounts of all the activities.
3. Calculate the total tender amount for each Contract Area (incl. VAT) by adding the VAT.
4. Compare with initial estimate. If there are large differences, check the calculations.
5. Complete the Schedule of Quantities.

6 ABBREVIATIONS

The following types of Blading Contracts need to be considered:

1. NCs Nominated SME Sub-Contracts
2. ICs Individual Contractors
3. ECs Emerging Contractors' Contracts
4. DCs Development Contracts

PART B: TENDER CALCULATIONS FOR ICs

7 TOTAL ESTIMATED COST PER BLADING CONTRACT

At the start of the tendering process, it is good practice to do a global cost estimate per each production team. For details of Plant Rates, please refer to Table A as attached. The following steps must be carried out:

1. The cost of the production team:

a. The cost of the graders:

i. Alternative A: 120K-size grader (incl. caravan):

1. **Plant:** $(1 \times 120\text{K-Size } 11\text{-year-old Grader @ N\$540/hour} \times 9.5 \text{ hours/day}) = \text{N\$5,130/day}$ plus $(1 \times \text{Trailer Grader Unit @ N\$56/hour} \times 9.5 \text{ hours/day} = \text{N\$532/day}) = \text{N\$5,662/day}$
2. **Fuel:** at bulk price less rebate: $(1 \times 120\text{K Grader @ N\$22/litre} \times 17 \text{ litres/hour} \times 9.5 \text{ hours/day}) = \text{N\$3,553/day}$
3. **Total:** $\text{N\$5,662/day} + \text{N\$3,553/day} = \text{N\$9,215 / day}$

ii. Alternative B: 140K-size grader (incl. caravan)

1. **Plant:** $(1 \times 140\text{K-Size } 11\text{-year-old Grader @ N\$680/hour} \times 9.5 \text{ hours/day}) = \text{N\$6,460/day}$ plus $(1 \times \text{Trailer Grader Unit @ N\$56/hour} \times 9.5 \text{ hours/day} = \text{N\$532/day}) = \text{N\$6,992/day}$
2. **Fuel:** at bulk price less rebate: $(1 \times 140\text{K Grader @ N\$22/litre} \times 21 \text{ litres/hour} \times 9.5 \text{ hours/day}) = \text{N\$4,389/day}$
3. **Total:** $\text{N\$6,992/day} + \text{N\$4,389/day} = \text{N\$11,381 / day}$

b. Other production costs (Alternatives A & B):

- People: $(1 \times \text{Operator @ N\$65/hour})$ plus (average of $1 \times \text{Labourer @ N\$25/hour}) = \text{N\$90/hour} \times 9.5 \text{ hours / day} = \text{N\$855/day}$
- The number of Grader Blade Sets per month may vary from 3 sets / month (in Easy Terrains) to between 4 sets / month and 5 sets / month (in Medium Terrains) to more than 6 sets / month (in Coarse Terrains) depending on how the Blading Areas are classified in the Schedules of Quantities. Hence there are three options:
 - Option 1: Grader Blade Sets (Easy Terrain): $(3^* \text{ sets / month} \times \text{N\$5,200/set} / 20 \text{ days/month}) = \text{N\$780/day}$.
 - Option 2: Grader Blade Sets (Medium Terrain): $(4^* \text{ sets / month} \times \text{N\$5,200/set} / 20 \text{ days/month}) = \text{N\$1,040/day}$.
 - Option 3: Grader Blade Sets (Coarse Terrain): $(6^* \text{ sets / month} \times \text{N\$5,200/set} / 20 \text{ days/month}) = \text{N\$1,560/day}$.
- Tools & Signs: $(3 \text{ sets} \times \text{N\$10,000 / set} / (5 \text{ years} \times 252 \text{ days / year})) = \text{N\$24 / day}$

c. Total other production costs:

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- i. **Option 1: Easy terrain:** N\$1,659/day
- ii. **Option 2: Medium terrain:** N\$1,919/day
- iii. **Option 3: Coarse terrain:** N\$2,439/day
- d. **Total production costs** (21 days/month and 48 months/contract):
- i. **Alternative A: 120K-size grader:**
1. **Option 1: Easy terrain:** N\$9,215/day + N\$1,659/day = N\$10,874/day, say N\$10,900/day
(being N\$228,900/month or N\$10,987,200/contract)
2. **Option 2: Medium terrain:** N\$9,215/day + N\$1,919/day = N\$11,134/day, say **N\$11,200/day**
(being N\$235,200/month or N\$11,289,600/contract)
3. **Option 3: Coarse terrain:** N\$9,215/day + N\$2,439/day = N\$11,654/day, say N\$11,700/day
(being N\$245,700/month or N\$11,793,600/contract)
- ii. **Alternative B: 140K-size grader:**
1. **Option 1: Easy terrain:** N\$11,381/day + N\$1,659/day = N\$13,040/day, say N\$13,000/day
(being N\$273,000/month or N\$13,104,000/contract)
2. **Option 2: Medium terrain:** N\$11,381/day + N\$1,919/day = N\$13,300/day, say **N\$13,300/day**
(being N\$279,300/month or N\$13,406,400/contract)
3. **Option 3: Coarse terrain:** N\$11,381/day + N\$2,439/day = N\$13,820/day, say N\$13,800/day
(being N\$289,800/month or N\$13,910,400/contract)

Please note:

- For the remainder of this example, **Option 2: 'Medium Terrain'** is used to calculate the tender rates for both Alternatives A & B.
- Amendments need to be made to the tender calculations (i.e. by applying the same methodology to the respective total production costs) if **Option 1: 'Easy Terrain'** or **Option 3: 'Coarse Terrain'** is specified in the Schedule of Quantities.

2. The cost of establishment:

- a. **The cost of fixed camp establishment:** (Supervision cost for fixed establishment @ N\$15,000) plus (Transport cost over 600km* to transport & establish the plant to site @ N\$18,200 for plant plus N\$14,000 for fuel) plus (Transport cost over 600km* to transport & de-establish the plant off site @ N\$18,200 for plant plus N\$14,000 for Fuel) plus (Camp, Insurance, Office, etc for fixed establishment @ N\$30,000) plus (Lowbed Cost on & off Site @ 2 x N\$28/km x 600km* = N\$33,600) gives a **total fixed establishment amount of N\$143,000/contract**. *Note: The distance for Fixed Establishment purposes

may vary from 100km to 900km depending on where each Blading Area is located.

- b. **The cost of the site agent / foreman:** Site Agent / Foreman @ N\$25,000 / month plus LDV @ N\$10,000 / month plus Fuel @ N\$7,000 / month = N\$42,000 / month (or N\$2,016,000/contract).
- c. **The cost of installing the grader monitoring systems:** 2 x N\$3,500 = N\$7,000 for both the grader and the standby grader / contract.
- d. **The cost of maintaining the grader monitoring systems:** 2 x N\$600 = N\$1,200 / month (or N\$57,600/contract).

3. Total contract cost (excl. time-related & profit):

a. Alternative A: 120K-size grader: Option 2: Medium Terrain:

- i. **Total production cost:** N\$11,289,600/contract
- ii. **Total fixed establishment cost:** N\$143,000/contract
- iii. **Site agent / foreman cost:** N\$2,016,000/contract
- iv. **Install grader monitoring cost:** N\$7,000/contract
- v. **Maintain grader monitoring cost:** N\$57,600/contract
- vi. **Total contract cost (excl. T/Related) N\$13,513,200/contract**

b. Alternative B: 140K-size grader: Option 2: Medium Terrain:

- i. **Total production cost:** N\$ N\$13,406,400/contract
- ii. **Total fixed establishment cost:** N\$143,000/contract
- iii. **Site agent / foreman cost:** N\$2,016,000/contract
- iv. **Install grader monitoring cost:** N\$7,000/contract
- v. **Maintain grader monitoring cost:** N\$57,600/contract
- vi. **Total contract cost (excl. T/Related) N\$15,630,000/contract**

4. **The cost of the time-related establishment:** The Site Agent / Foreman Cost, incl. the LDV plus Fuel Cost is included in the separate Item 'Site Agent / Foreman'. Provide for Head Office Supervision cost N\$10,000/month plus Relief Operator N\$10,000/month plus Standby Grader (Fixed Portion) N\$30,000/month plus Other Office cost N\$1,500/month plus Bank Performance Guarantees N\$2,500/month plus Cost of Diesel Truck for 2 days/month): N\$3,500/month) plus (Fuel: N\$2,500/month) plus (Camp, etc @ N\$2,000/month) plus (Insurance = N\$500/month) = **N62,500/month** x 48 months = **N\$3,000,000 per each production team per contract duration.**

5. The Time-Related Percentage per each production team:

a. Alternative A: 120K-size grader:

- i. **Time-related %** = (Total time related cost / total contract cost) x 100 = (N\$3,000,000 / N\$13,513,200) x 100 = **22.2%**

b. Alternative B: 140K-size grader:

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- i. **Time-related %** = (Total time related cost / total contract cost) x 100 =
(N\$3,000,000 / N\$15,630,000) x 100 = **19.2%**

6. A reasonable Profit Percentage per each production team:

a. Alternative A: 120K-size grader:

- i. Total contract cost (excl. T/Related) N\$13,513,200/contract
- ii. Add: Time-related cost N\$3,000,000/contract
- iii. Total contract cost (incl. T/Related) N\$16,513,200/contract**
- iv. Average Certificate = N\$16,513,200/48 N\$344,025/month
- v. Working capital = 2 x N\$344,025 N\$688,050/contract
- vi. ROI = 25% x N\$688,050 x 4 years N\$688,050/contract
- vii. **Profit %** = (ROI/contract cost) x 100
- viii. (N\$688,050 / N\$13,513,200) x 100 5.1% say **5%**

b. Alternative B: 140K-size grader:

- i. Total contract cost (excl. T/Related) N\$15,630,000/contract
- ii. Add: Time-related cost N\$3,000,000/contract
- iii. Total contract cost (incl. T/Related) N\$18,630,000/contract**
- iv. Average Certificate = N\$18,630,000/48 N\$388,125/month
- v. Working capital = 2 x N\$388,125 N\$776,250/contract
- vi. ROI = 25% x N\$776,250 x 4 years N\$776,250/contract
- vii. **Profit %** = (ROI/contract cost) x 100
- viii. (N\$776,250 / N\$15,630,000) x 100 5.0% say **5%**

7. The total estimated contract amount per each production team:

a. Alternative A: 120K-size grader:

- i. Total contract cost (incl. T/Related) N\$16,513,200/contract
- ii. Add: Profit N\$688,050/contract
- iii. Total contract amount (incl. Profit) N\$17,201,250/contract**
- iv. Add: Prov. Sum for Materials N\$12,000/contract
- v. Add: Prov. Sum for Price Adjustment N\$600,000/contract
- vi. Add: P/Sum: Contingencies & Training N\$450,000/contract
- vii. Contract amount (incl. P/Sums) N\$18,263,250/contract**
- viii. Add: VAT N\$2,739,488/contract
- ix. Contract amount cost (incl. VAT) N\$21,002,738/contract**

b. Alternative B: 140K-size grader:

- i. Total contract cost (incl. T/Related) N\$18,630,000/contract
- ii. Add: Profit N\$776,250/contract

iii. Total contract amount (incl. Profit)	N\$19,406,250/contract
iv. Add: Prov. Sum for Materials	N\$12,000/contract
v. Add: Prov. Sum for Price Adjustment	N\$600,000/contract
vi. Add: P/Sum: Contingencies & Training	N\$450,000/contract
vii. Contract amount (incl. P/Sums)	N\$20,468,250/contract
viii. Add: VAT	N\$3,070,238/contract
ix. Contract amount cost (incl. VAT)	N\$23,538,488/contract

8 PRODUCTION TARGETS AND DURATIONS

It is important to determine the production capabilities of each production team per day per each of the activities listed in the Schedule of Quantities. This will show the tenderer how long it will take for one team to finish all the scheduled work.

The duration (in days) per each activity is calculated by dividing the total billed quantity of each activity by the relevant production target.

For example, if the Schedule of Quantities requires 63,000 bl.km of Light Blading to be done, and the production target for this activity is 68 bl.km/day, the duration for this would be $63,000 / 68 = 926$ days. If in addition there are 450 bl.km of Heavy Blading to be done, and the production target for this activity is 45 bl.km/day, the duration for this would be $450 / 45 = 10$ days. Likewise, if there are 10,800 km to be travelled at the rate of 250 km/day, this would take an additional $10,800 / 250 = 43$ days. And 500 hours of Dayworks at 9 hours/day would take an additional $500 / 9 = 56$ days.

From the above the total project duration would be as follows:

- Light Blading: 63,000 bl.km / 68 bl.km/day 926 days
- Heavy Blading: 450 bl.km / 45 bl.km/day 10 days
- Travelling: 10,800 km / 250 km/day 43 days
- Dayworks: 500 hours / 9 hours/day 56 days
- Total Duration: 1,035 days

The Total Available Contract Time is 4 years x 12 months/year x 21 days/month = 1,008 days.

In this case the Total Duration divided by Total Available Contract Time = $1,035 \text{ days} / 1,008 \text{ days} = 1$; hence 1 x Production Team will finish all the Contract Works on time.

9 TENDER RATES

For each activity in the Schedule of Quantities a tender rate must be calculated. This can be done as follows:

1. Alternative A: 120K-size grader: Option 2: Medium Terrain

- a. Item 33.03 (a) Install Grader Monitoring System to standby grader, measured per sum (from quotation by the supplier, heading 7 item 2(c) above): Total cost/no = N\$3,500 plus 22.2% time related N\$777 plus 5% profit N\$175 equals tender rate N\$4,452/no
- b. Item 33.03 (b) Maintain Grader Monitoring System on standby grader, measured per month (from quotation by the supplier, heading 7 item 2(d) above): Total cost/month

N\$600 plus 22.2% time related N\$133 plus 5% profit N\$30 equals tender rate N\$763/month

- c. Item 33.03 (c) Provide Site agent / foreman incl. LDV, measured per month (from heading 7 item 2(b) above): Total cost/sum N\$42,000 plus 22.2% time related N\$9,324 plus 5% profit N\$7,150 equals tender rate N\$181,896/sum
- d. Item 33.01 (a) Establish Initial Camp, measured per sum (from heading 7 item 2(a) above): Total cost/sum N\$143,000 plus 22.2% time related N\$31,746 plus 5% profit N\$2,100 equals tender rate N\$53,424/month
- e. Item 33.01 (b) Install Grader Monitoring System, measured per sum (from quotation by the supplier, heading 7 item 2(c) above): Total cost/no = N\$3,500 plus 22.2% time related N\$777 plus 5% profit N\$175 equals tender rate N\$4,452/no
- f. Item 33.01 (c) Maintain Grader Monitoring System, measured per month (from quotation by the supplier, heading 7 item 2(d) above): Total cost/month N\$600 plus 22.2% time related N\$133 plus 5% profit N\$30 equals tender rate N\$763/month
- g. Item 33.02 Transport by LDV, measured per km, calculated as follows: Total cost/km (incl. plant N\$3.25/km, fuel N\$2.62/km & driver N\$5.13/km) N\$11.00/km plus 22.2% time related N\$2.44 plus 5% profit N\$0.55 equals tender rate N\$14/km
- h. Item 34.01 (a) (i) Light Blading (Cat 120K or similar), Total cost/bl.km: Cost of team per day (from heading 7 item 1 (d) (i) 2 above) divided by production target per day = N\$11,200/day / 68 bl.km/day = N\$164.71/bl.km plus 22.2% time related N\$36.57 plus 5% profit N\$8.24 equals tender rate N\$209.51/bl.km
- i. Item 34.01 (b) (i) Heavy Blading (Cat 120K or similar): Total cost/bl.km: Cost of team per day (from heading 7 item 1 (d) (i) 2 above) divided by production target per day = N\$11,200/day / 45 bl.km/day = N\$248.89/bl.km plus 22.2% time related N\$55.25 plus 5% profit N\$12.44 equals tender rate N\$316.59/bl.km
- j. Item 34.01 (c) (i) Travelling (Cat 120K or similar): Total cost/bl.km: Cost of team per day (from heading 7 item 1 (d) (i) 2 above) divided by production target per day = N\$11,200/day / 250 km/day = N\$44.80/km plus 22.2% time related N\$9.95 plus 5% profit N\$2.24 equals tender rate N\$56.99/km
- k. Item 70.01 (i) Dayworks (Cat 120K Team or similar): Total cost/hour: Cost of team per day divided by production target per day = N\$11,200/day / 9 hours/day = N\$1,244.44/hour plus 22.2% time related N\$276.27 plus 5% profit N\$62.22 equals tender rate N\$1,582.93/hour
- l. Item 71.01 (a) Dayworks (Unskilled Labour): Total cost/hour: (from heading 7 item 1 (b) above): N\$25.00/hour plus 22.2% time related N\$5.55 plus 5% profit N\$1.25 equals tender rate N\$31.80/hour
- m. Item 71.01 (b) Dayworks (Operator): Total cost/hour: (from heading 7 item 1 (b) above): N\$65.00/hour plus 22.2% time related N\$14.43 plus 5% profit N\$3.25 equals tender rate N\$82.68/hour
- n. Item 71.02 (a) Dayworks (Cat 120K Grader or similar): Total cost/hour: (from heading 7 item 1 (a) (i) 3 above): calculated as follows: Cost of grader (incl. fuel): N\$9,215/day / 9.5 hours/day = N\$970.00/hour plus cost of operator N\$65/hour = N\$1,035.00/hour plus 22.2% time related N\$229.77 plus 5% profit N\$51.75 equals tender rate N\$1,316.52/hour

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- o. Item 72.01 (c) Dayworks (Caravan): Total cost/hour: (from heading 7 item 1 (a) (i) 1 above): calculated as follows: N\$56.00/hour plus 22.2% time related N\$12.43 plus 5% profit N\$2.80 equals tender rate N\$71.23/hour

2. Alternative B: 140K-size grader: Option 2: Medium Terrain

The same methodology as explained under heading 9 item 1 above needs to be applied, except that the following parameters / input costs change:

- The time-related percentage for Alt B: 140K-size grader is 19.2% (from heading 7 item 5 (b) above)
- The total production cost of the team / day is N\$13,300/day (from heading 7 item 1 (d) (ii) 2 above)

All the other parameters / input costs remain the same as those of heading 9 item 1 above. However, all the tender rates will be different!

3. Other Options:

a. Alternative A: Option 1: Easy Terrain

The same methodology as explained under heading 9 item 1 above needs to be applied, except that the following input costs change:

- The total production cost of the team / day is N\$10,900/day (from heading 7 item 1 (d) (i) 1 above)

All the other parameters and input costs remain the same as those of heading 9 item 1 above. Only those tender rates which include the costs of grader blades will be different!

b. Alternative A: Option 1: Coarse Terrain

The same methodology as explained under heading 9 item 1 above needs to be applied, except that the following parameters / input costs change:

- The total production cost of the team / day is N\$11,700/day (from heading 7 item 1 (d) (i) 3 above)

All the other parameters / input costs remain the same as those of heading 9 item 1 above. Only those tender rates which include the costs of grader blades will be different!

c. Alternative B: Option 1: Easy Terrain

The same methodology as explained under heading 9 item 1 above needs to be applied, except that the following parameters / input costs change:

- The time-related percentage for Alt B: 140K-size grader is 19.2% (from heading 7 item 5 (b) above)
- The total production cost of the team / day is N\$13,000/day (from heading 7 item 1 (d) (ii) 1 above)

All the other parameters / input costs remain the same as those of heading 9 item 1 above. However, all the tender rates will be different!

d. Alternative B: Option 1: Coarse Terrain

The same methodology as explained under heading 9 item 1 above needs to be applied, except that the following parameters / input costs change:

- The time-related percentage for Alt B: 140K-size grader is 19.2% (from heading 7 item 5 (b) above)
- The total production cost of the team / day is N\$13,800/day (from heading 7 item 1 (d) (ii) 3 above)

All the other parameters / input costs remain the same as those of heading 9 item 1 above. However, all the tender rates will be different!

10 TENDER AMOUNT

For each relevant Alternative and Option, a tender amount must be calculated. This can be done as follows:

1. For each activity multiply the billed quantity by the tender rate, thus arriving at a tender amount for each activity:

Example: 1. Alternative A: 120K-size grader: Option 2: Medium Terrain

Item 34.01 (a) (i) Light Blading (Cat 120K or similar), measured per bl.km:

- i. If Quantity = 63,000 bl.km
- ii. Tender Rate = N\$209.51/bl.km (heading 9 item 1 (h))
- iii. Tender Amount = Quantity x Tender Rate = 63,000 bl.km x N\$209.51/bl.km = N\$13,199,130

In this way the Tender Amounts for all the items must be calculated.

2. Calculate the total tender amount for each Contract Area (excl. VAT) by adding up the individual tender amounts of all the activities, plus Provisional Sums for Materials, Price Adjustments, Contingencies & Training
3. Calculate the total tender amount for each Contract Area (incl. VAT) by adding the VAT.
4. Compare the amount with the amount of the initial estimate. If there are large differences, check the calculations.
5. Complete the Schedule of Quantities.

PART C: CONCLUSION

11 CONCLUSION

Although every care has been taken to simulate a realistic Tendering Scenario, the Prices and Rates used in this Course Manual should be regarded as typical working examples only. Tenderers must ensure that they allow in their Tender Prices for the correct material, grader blades, fuel, plant and transport costs that are relevant to the specific area in which they are tendering. The figures used in the Training Manuals are intended for training purposes only and it is the responsibility of each Tenderer to make the necessary adjustments to ensure that the specific circumstances and costs that are applicable to the respective Blading Area are fully provided for in the Tender Rates! Tenderers are ultimately responsible for submitting their own tender prices based on their own specific assumptions, needs and risk profiles.

Table A	ESTIMATED PLANT INPUT COSTS				
Estimated Annual Plant Cost					
Item	Description	Unit	120K Grader 11 year old	140K Grader 11 year old	Caravan Grader Trailer Unit (6TU)
1,0	Production Time				
1,1	Production Days / Year	Days / Year	250	250	250
1,2	Production Months / Year	Months / Year	12	12	12
1,3	Production Days / Month	Days / Month	20,83	20,83	20,83
1,4	Production Hours / Day	Hours / Day	9,5	9,5	9,5
1,5	Production Hours / Month	Hours / Month	198	198	198
1,6	Production Hours / Year	Hours / Year	2 375	2 375	2 375
2,0	Financing Cost				
2,1	Purchase Price (excl. VAT)	N\$	1 600 000,00	2 000 000,00	500 000,00
2,2	less: 10% Deposit	N\$	0,00	0,00	0,00
2,3	Balance to be Financed	N\$	1 600 000,00	2 000 000,00	500 000,00
2,4	Lease Payment / Month: 60 Months @ 10%	N\$ / Month	34 000,00	42 500,00	10 630,00
2,5	Total Sum of Lease Payments over 60 Months	N\$	2 040 000,00	2 550 000,00	637 800,00
2,6	Total Sum of Interest over 60 Months	N\$	440 000,00	550 000,00	137 800,00
2,7	Total Interest / Year	N\$ / Year	88 000,00	110 000,00	27 560,00
3,0	Depreciation Cost				
2,1	Purchase Price (excl. VAT)	N\$	1 600 000,00	2 000 000,00	500 000,00
2,2	Write Off Period	Years	4	4	10
2,3	Total Depreciation / Year	N\$ / Year	400 000,00	500 000,00	30 000,00
2,4	Book Value at the End of Write-Off Period	N\$	0,00	0,00	200 000,00
4,0	Fixed Cost				
4,1	Total Interest / Year (from 2.5 above)	N\$ / Year	88 000,00	110 000,00	27 560,00
4,2	Total Depreciation / Year (from 3.3 above)	N\$ / Year	400 000,00	500 000,00	30 000,00
4,3	Total Insurance / Year (3.3% / Year)	N\$ / Year	52 800,00	66 000,00	17 500,00
4,4	Total Miscellaneous / Year (incl. License, etc)	N\$ / Year	50 000,00	70 000,00	9 000,00
4,5	Total Fixed Cost / Year	N\$ / Year	590 800,00	746 000,00	84 060,00
4,6	Fixed Cost Percentage	%	46%	46%	64%
5,0	Variable Cost				
5,1	Oil & Lubricants / Year	N\$ / Year	43 680,00	54 600,00	2 600,00
5,2	Total Service Cost / Year	N\$ / Year	140 400,00	221 000,00	20 800,00
5,3	Total Tyre Cost / Year	N\$ / Year	162 240,00	227 136,00	7 800,00
5,4	Total Other M&R / Year	N\$ / Year	338 000,00	364 000,00	16 250,00
5,5	Total Variable Cost / Year	N\$ / Year	684 320,00	866 736,00	47 450,00
5,6	Variable Cost Percentage	%	54%	54%	36%
6,0	Total Cost				
6,1	Total Fixed Cost (from 4.5 above)	N\$ / Year	590 800,00	746 000,00	84 060,00
6,2	Total Variable Cost (from 5.5 above)	N\$ / Year	684 320,00	866 736,00	47 450,00
6,3	Total Cost / Year	N\$ / Year	1 275 120,00	1 612 736,00	131 510,00
6,4	Total Cost / Hour	N\$ / Hour	536,89	679,05	55,37
6,5	Total Cost Percentage	%	100%	100%	100%
	Estimated Plant Rates as at July 2026	N\$ / Hour	540,00	680,00	55,00