

FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum)												MAY 2012		
OPERATION	Short Haul	Stop/Start	Med Haul	Fresh Del	Long Haul	Fresh Del	Med Long	Cargo Van	Long Haul	Cargo Van	Truck Med Haul	Fiat Deck	Truck & Trailer Long Haul	Fiat Deck
	Metro													
<b>ASSUMPTIONS</b>														
Vehicle Type	Panel Van		Insulated Van		Insulated Van		Volume Van		Flat Deck		6x4 Rigid		6x4 Rigid & Trailer	
Average Payload (tons)	3		3.5		5.5		8		8		14		26	
Deck Length (metres)	4		4.2		6.5		7.5		7.5		7.5		15	
Pallets			4		6		8		8		8		24	
Cubes	16		20		37		37							
Annual KM	50000		30000		60000		45000		85000		65000		100000	
Working Days	260		260		260		260		260		260		260	
Shift Hours (fridge)			11		11									
Useful Life (KM)	300000		350000		350000		450000		600000		800000		800000	
Useful Life (Years)	6		8		6		8		8		8		8	
<b>CAPITAL COST</b>														
Prime Mover	296803		348908		517719		517719		517719		843416		888398	
Body			109617		107651		87344		81066		106560		106560	
Auxiliary Equipment			203896		236250									
1st Trailer													260613	
2nd Trailer														
Other														
<b>Total Capital Cost</b>	<b>296803</b>		<b>662421</b>		<b>861621</b>		<b>605063</b>		<b>598785</b>		<b>949975</b>		<b>1255570</b>	
<b>STANDING COST</b>														
Prime Mover Depreciation	59361		69782		103544		103544		103544		168683		177680	
Body Depreciation			21923		16148		13102		12160		15984			
Auxiliary Depreciation			38231		44297									
Trailer Depreciation													15870	
Total Depreciation	59361		129936		163988		116645		115704		184667		193550	
Cost of Capital	17608		39298		51116		35895		35523		56357		74487	
Prime Mover Licence	1041		2052		3792		3792		3792		9696		9696	
Trailer Licence													3792	
Total Licence Fee	1041		2052		3792		3792		3792		9696		13488	
Total Insurance	20776		46370		60313		42354		41915		66498		87890	
Driver Wages	87913		94584		105713		105226		105713		144670		144670	
Assistant Wages	64615		64615		64615		64615		64615		64615		64615	
Total Wages	152528		159199		170328		169841		170328		209285		209285	
<b>TOTAL STANDING COST</b>	<b>251314</b>		<b>376855</b>		<b>449537</b>		<b>368528</b>		<b>367261</b>		<b>526504</b>		<b>578700</b>	
<i>As a % of Total Cost</i>	<i>52.46%</i>		<i>57.23%</i>		<i>49.36%</i>		<i>58.44%</i>		<i>44.77%</i>		<i>51.16%</i>		<i>42.06%</i>	
<b>VARIABLE COST</b>														
Prime Mover Fuel	161525		126735		263609		154458		291755		297475		499259	
Auxiliary Fuel			68648		48841									
<b>Total Fuel</b>	<b>161525</b>		<b>195383</b>		<b>312449</b>		<b>154458</b>		<b>291755</b>		<b>297475</b>		<b>499259</b>	
Top-up Oil	8076		9769		15622		7723		14588		14874		24963	
Prime Mover Repair & Maint	31500		22200		44400		35550		67150		58500		90000	
Auxiliary Repair & Maint			19800		39600									
Trailer Repair & Maintenance													25000	
<b>Total Repair &amp; Maintenance</b>	<b>31500</b>		<b>42000</b>		<b>84000</b>		<b>35550</b>		<b>67150</b>		<b>58500</b>		<b>115000</b>	
<b>Total Tyres</b>	<b>6605</b>		<b>4494</b>		<b>19099</b>		<b>14324</b>		<b>29597</b>		<b>31756</b>		<b>57957</b>	
<b>Unforeseen Expense</b>	<b>20000</b>		<b>30000</b>		<b>30000</b>		<b>50000</b>		<b>50000</b>		<b>100000</b>		<b>100000</b>	
<b>TOTAL VARIABLE</b>	<b>227706</b>		<b>281647</b>		<b>461171</b>		<b>262055</b>		<b>453089</b>		<b>502605</b>		<b>797179</b>	
<i>As a % of Total Cost</i>	<i>47.54%</i>		<i>42.77%</i>		<i>50.64%</i>		<i>41.56%</i>		<i>55.23%</i>		<i>48.84%</i>		<i>57.94%</i>	
<b>TOTAL OPERATING COSTS</b>	<b>479021</b>		<b>658501</b>		<b>910708</b>		<b>630584</b>		<b>820351</b>		<b>1029109</b>		<b>1375879</b>	
<b>SUMMARY</b>														
Standing Cost Rands per/day	967		1449		1729		1417		1413		2025		2226	
Standing Cost (Rands/Km)	5.03		12.56		7.49		8.19		4.32		8.10		5.79	
Variable Cost (Rands/Km)	4.55		9.39		7.69		5.82		5.33		7.73		7.97	
<b>Total CPK (Rands/Km)</b>	<b>9.58</b>		<b>21.95</b>		<b>15.18</b>		<b>14.01</b>		<b>9.65</b>		<b>15.83</b>		<b>13.76</b>	
Cost per ton (Rands)	614		724		637		303		394		283		204	
Cost per Pallet (Rands)			633		584		303		394		495		220	
Cost per Ton/Km (100% Load)	R 3.19		R 6.27		R 2.76		R 1.75		R 1.21		R 1.13		R 0.53	
Cost per Ton/Km (75% Load)	R 4.26		R 8.36		R 3.68		R 2.34		R 1.61		R 1.51		R 0.71	
Cost per Ton/Km (50% Load)	R 6.39		R 12.54		R 5.52		R 3.50		R 2.41		R 2.26		R 1.06	
Cost per Pallet/Km (100%)			R 5.49		R 2.53		R 1.75		R 1.21		R 1.98		R 0.57	
Cost per Cube/Km (100%)	R 0.60		R 1.10		R 0.41		R 0.38							
Cost per Deck Metre (Rands)			603		539		323		421		528		353	
<b>RATIOS</b>														
Useful Life Cost	2874124		5268010		5464247		5044669		6562804		8232874		11007033	
Capital Cost per Payload Ton	98934		189263		156658		75633		74848		67855		48291	
Capital Cost per Deck Metre	74201		157719		132557		80675		79838		126663		83705	
Capital Cost % Useful Life Cost	10.33%		12.57%		15.77%		11.99%		9.12%		11.54%		11.41%	
Oper Cost per Payload Ton	159674		188143		165583		78823		102544		73508		52918	
Oper Cost per Deck Metre	119755		156786		140109		84078		109380		137215		91725	
Capital Cost % Operating Cost	61.96%		100.60%		94.61%		95.95%		72.99%		92.31%		91.26%	
Maint Cost % Variable Costs	13.83%		14.91%		18.21%		13.57%		14.82%		11.64%		14.43%	
MaintCost % Operating Cost	6.58%		6.38%		9.22%		5.64%		8.19%		5.68%		8.36%	
Fuel Cost % Variable Cost	70.94%		69.37%		67.75%		58.94%		64.39%		59.19%		62.63%	
Fuel Cost % Operating Cost	33.72%		29.67%		34.31%		24.49%		35.56%		28.91%		36.29%	
Co2 ( tons pa)	40.76		49.31		83.85		38.98		73.63		75.08		126.00	

12.5 m dual axle semi	8.4 m Ins Med Haul	13.5 m dual axle semi	13.5m tridem axle semi	14.7 m tridem reefer semi	14.7 tridem reefer semi	14.7 tridem f/deck semi	flat deck inter links	OPERATION
1.1.2. artic	1.2 Rigid	1.2.2. artic	1.1.3. artic	1.2.3. artic	1.2.3. artic	1.2.3. artic	7-angle rig	
ASSUMPTIONS								
4-axle Artic	6x2 Rigid	5-axle Artic	5-axle Artic	6-axle Artic	6-axle Artic	6-axle Artic	7-axle Artic	Vehicle Type
21	13.5	26	25	28	30	30	36	Payload (tons)
12.5	8.4	13.5	13.5	14.5	14.7	13.5	18	Deck Length (metres)
20	16	24	24	28	30	26	36	Pallets
				90	92			Cubes (cubic metres)
<b>120000</b>	<b>135000</b>	<b>160000</b>	<b>160000</b>	<b>160000</b>	<b>180000</b>	<b>160000</b>	<b>200000</b>	<b>Annual KM</b>
260	260	260	260	286	286	286	286	Working Days
				10	10			Shift Hours (fridge)
<b>600000</b>	<b>800000</b>	<b>800000</b>	<b>800000</b>	<b>800000</b>	<b>800000</b>	<b>800000</b>	<b>800000</b>	<b>Useful Life (KM)</b>
<b>5</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>Economic Life (Years)</b>
CAPITAL COST								
891053	1201999.7	996079.01	996079.01	1177599	1294298	1294298	1379170	Prime Mover
	238500							Body
	236210			378000	378000			auxiliary Equipment
211605		254826	273156	454189	462160	268146	167045	1st Trailer
							292384.04	2nd Trailer
								Other
<b>1102658</b>	<b>1676710</b>	<b>1250905</b>	<b>1269235</b>	<b>2009788</b>	<b>2134458</b>	<b>1562444</b>	<b>1838599</b>	<b>Total Capital Cost</b>
STANDING COST								
178211	240400	199216	199216	235520	258860	258860	275834	Prime Mover Depreciation
	35775							Body Depreciation
	44289			70875	70875			Auxiliary Depreciation
	19112	20487	34064	34662	20111	12528	34457	Trailer Depreciation
178211	339576	219703	233280	341057	349846	271388	310291	Total Depreciation
65415	99471	74210	75297	119231	126627	92692	109075	Cost of Capital
3792	12825	9696	4077	8775	8775	12825	12825	Prime Mover Licence
4788		5160	6750	14037	14037	10659	11538	Trailer Licence
8580	12825	14856	10827	22812	22812	23484	24363	Total Licence Fee
77186	117370	87563	88846	140685	149412	109371	128702	Total Insurance
161355	160617	189168	215663	233682	233682	215663	233682	Driver Wages
64615	64615	64615	64615	64615	64615	64615	64615	Assistant Wages
225970	225232	253783	280278	298297	298297	280278	298297	Total Wages
<b>555362</b>	<b>794474</b>	<b>650115</b>	<b>688529</b>	<b>922082</b>	<b>946994</b>	<b>777213</b>	<b>870728</b>	<b>TOTAL STANDING</b>
<b>39.25%</b>	<b>44.96%</b>	<b>33.83%</b>	<b>37.11%</b>	<b>36.23%</b>	<b>34.31%</b>	<b>35.92%</b>	<b>32.11%</b>	<b>As a % of Total cost</b>
VARIABLE COST								
560870	617833	878696	798815	976329	1098370	924943	1255280	Prime Mover Fuel
				82378	82378			Auxiliary Fuel
<b>560870</b>	<b>617833</b>	<b>878696</b>	<b>798815</b>	<b>1058707</b>	<b>1180748</b>	<b>924943</b>	<b>1255280</b>	<b>Total Fuel</b>
28043	30892	43935	39941	52935	59037	46247	62764	Top-up Oil
108000	103950	144000	123200	184000	207000	184000	220000	Prime Mover Repair & Maint
	81000			96000	118800			Auxiliary Repair & Maint
30000		40000	40000	57600	64800	57600	100000	Trailer Repair & Maintenance
<b>138000</b>	<b>184950</b>	<b>184000</b>	<b>163200</b>	<b>337600</b>	<b>390600</b>	<b>241600</b>	<b>320000</b>	<b>Total Repair &amp; Maint</b>
<b>32671</b>	<b>39064</b>	<b>65131</b>	<b>65131</b>	<b>73605</b>	<b>82806</b>	<b>73605</b>	<b>102600</b>	<b>Total Tyres</b>
<b>100000</b>	<b>100000</b>	<b>100000</b>	<b>100000</b>	<b>100000</b>	<b>100000</b>	<b>100000</b>	<b>100000</b>	<b>Unforeseen Expense</b>
<b>859584</b>	<b>972739</b>	<b>1271761</b>	<b>1167086</b>	<b>1622847</b>	<b>1813191</b>	<b>1386396</b>	<b>1840644</b>	<b>TOTAL VARIABLE</b>
<b>60.75%</b>	<b>55.04%</b>	<b>66.17%</b>	<b>62.89%</b>	<b>63.77%</b>	<b>65.69%</b>	<b>64.08%</b>	<b>67.89%</b>	<b>As a % of Total cost</b>
<b>1414946</b>	<b>1767213</b>	<b>1921877</b>	<b>1855615</b>	<b>2544929</b>	<b>2760185</b>	<b>2163609</b>	<b>2711372</b>	<b>TOTAL OPERATING COSTS</b>
SUMMARY								
2136	3056	2500	2648	3224	3311	2718	3045	Standing Cost p/day
4.63	5.88	4.06	4.30	5.76	5.26	4.86	4.35	Standing Cost (Rands)
7.16	7.21	7.95	7.29	10.14	10.07	8.66	9.20	Variable Cost (Rands)
<b>11.79</b>	<b>13.09</b>	<b>12.01</b>	<b>11.60</b>	<b>15.91</b>	<b>15.33</b>	<b>13.52</b>	<b>13.56</b>	<b>Total CPK (Rands)</b>
259	503	284	285	318	322	252	263	Cost per ton (Rands)
272	425	308	297	318	322	291	263	Cost per Pallet (Rands)
R 0.56	R 0.97	R 0.46	R 0.46	R 0.57	R 0.51	R 0.45	R 0.38	Cost per Ton/Km (100% Load)
R 0.75	R 1.29	R 0.62	R 0.62	R 0.76	R 0.68	R 0.60	R 0.50	Cost per Ton/Km (75% Load)
R 1.12	R 1.94	R 0.92	R 0.93	R 1.14	R 1.02	R 0.90	R 0.75	Cost per Ton/Km (50% Load)
R 0.59	R 0.82	R 0.50	R 0.48	R 0.57	R 0.51	R 0.52	R 0.38	Cost per Pallet/Km (100%)
				R 0.18				Cost per Cube/Km (100%)
435	809	548	529	614	657	560	527	Cost per Deck Metre (Rands)
RATIOS								
7074732	10603278	9609383	9278075	12724646	13800924	10818045	10845489	Useful Life Cost
52508	124201	48112	50769	71778	71149	52081	51072	Capital Cost per Payload Ton
88213	199608	92660	94017	138606	145201	115737	102144	Capital Cost per Deck Metre
15.59%	15.81%	13.02%	13.68%	15.79%	15.47%	14.44%	16.95%	Capital Cost % Eco Life Cost
67378	130905	73918	74225	90890	92006	72120	75316	Oper Cost per Payload Ton
113196	210382	142361	137453	175512	187768	160267	150632	Oper Cost per Deck Metre
77.93%	94.88%	65.09%	68.40%	78.97%	77.33%	72.21%	67.81%	Capital Cost % Operating Cost
16.05%	19.01%	14.47%	13.98%	20.80%	21.54%	17.43%	17.39%	Maint Cost % Variable Cost
9.75%	10.47%	9.57%	8.79%	13.27%	14.15%	11.17%	11.80%	Maintenance Cost % Operating Cost
65.25%	63.51%	69.09%	68.45%	65.24%	65.12%	66.72%	68.20%	Fuel Cost % Variable Cost
39.64%	34.96%	45.72%	43.05%	41.60%	42.78%	42.75%	46.30%	Fuel Cost % Operating Cost
141.55	173.25	221.76	201.60	267.19	297.99	233.43	316.80	Co2 ( tons pa)