

FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum)										AUGUST 2012				
OPERATION	Short Haul Metro	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
<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	16057		35836		46613		32733		32394		51393		67925	
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>249763</b>		<b>373393</b>		<b>445034</b>		<b>365366</b>		<b>364132</b>		<b>521539</b>		<b>572138</b>	
<i>As a % of Total Cost</i>	<i>53.57%</i>		<i>58.21%</i>		<i>50.12%</i>		<i>59.25%</i>		<i>45.69%</i>		<i>51.97%</i>		<i>42.87%</i>	
<b>VARIABLE COST</b>														
Prime Mover Fuel	150822		118337		246142		144224		272422		277764		466177	
Auxiliary Fuel			64099		48841									
<b>Total Fuel</b>	<b>150822</b>		<b>182437</b>		<b>294982</b>		<b>144224</b>		<b>272422</b>		<b>277764</b>		<b>466177</b>	
Top-up Oil	7541		9122		14749		7211		13621		13888		23309	
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>216468</b>		<b>268053</b>		<b>442830</b>		<b>251309</b>		<b>432790</b>		<b>481909</b>		<b>762443</b>	
<i>As a % of Total Cost</i>	<i>46.43%</i>		<i>41.79%</i>		<i>49.88%</i>		<i>40.75%</i>		<i>54.31%</i>		<i>48.03%</i>		<i>57.13%</i>	
<b>TOTAL OPERATING COSTS</b>	<b>466231</b>		<b>641446</b>		<b>887864</b>		<b>616675</b>		<b>796922</b>		<b>1003448</b>		<b>1334581</b>	
<b>SUMMARY</b>														
Standing Cost Rands per/day	961		1436		1712		1405		1401		2006		2201	
Standing Cost (Rands/Km)	5.00		12.45		7.42		8.12		4.28		8.02		5.72	
Variable Cost (Rands/Km)	4.33		8.94		7.38		5.58		5.09		7.41		7.62	
<b>Total CPK (Rands/Km)</b>	<b>9.32</b>		<b>21.38</b>		<b>14.80</b>		<b>13.70</b>		<b>9.38</b>		<b>15.44</b>		<b>13.35</b>	
Cost per ton (Rands)	598		705		621		296		383		276		197	
Cost per Pallet (Rands)			617		569		296		383		482		214	
Cost per Ton/Km (100% Load)	R 3.11		R 6.11		R 2.69		R 1.71		R 1.17		R 1.10		R 0.51	
Cost per Ton/Km (75% Load)	R 4.14		R 8.15		R 3.59		R 2.28		R 1.56		R 1.47		R 0.68	
Cost per Ton/Km (50% Load)	R 6.22		R 12.22		R 5.38		R 3.43		R 2.34		R 2.21		R 1.03	
Cost per Pallet/Km (100%)			R 5.35		R 2.47		R 1.71		R 1.17		R 1.93		R 0.56	
Cost per Cube/Km (100%)	R 0.58		R 1.07		R 0.40		R 0.37							
Cost per Deck Metre (Rands)			587		525		316		409		515		342	
<b>RATIOS</b>														
Useful Life Cost	2797389		5131565		5327186		4933401		6375380		8027582		10676651	
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	10.61%		12.91%		16.17%		12.26%		9.39%		11.83%		11.76%	
Oper Cost per Payload Ton	155410		183270		161430		77084		99615		71675		51330	
Oper Cost per Deck Metre	116558		152725		136595		82223		106256		133793		88972	
Capital Cost % Operating Cost	63.66%		103.27%		97.04%		98.12%		75.14%		94.67%		94.08%	
Maint Cost % Variable Costs	14.55%		15.67%		18.97%		14.15%		15.52%		12.14%		15.08%	
MaintCost % Operating Cost	6.76%		6.55%		9.46%		5.76%		8.43%		5.83%		8.62%	
Fuel Cost % Variable Cost	69.67%		68.06%		66.61%		57.39%		62.95%		57.64%		61.14%	
Fuel Cost % Operating Cost	32.35%		28.44%		33.22%		23.39%		34.18%		27.68%		34.93%	
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 semi	14.7 m tridem reefer semi	14.7 m tridem reefer semi	taut-liner inter links	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	7-angle rig	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	34	36	Payload (tons)
12.5	8.4	13.5	13.5	14.5	14.7	18	18	Deck Length (metres)
20	16	24	24	28	30	36	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>180000</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	1379170	1379170	Prime Mover
	238500							Body
	236210			378000	378000			auxiliary Equipment
211605		254826	273156	454189	462160	176000	167045	1st Trailer
						314000	292384.04	2nd Trailer
								Other
<b>1102658</b>	<b>1676710</b>	<b>1250905</b>	<b>1269235</b>	<b>2009788</b>	<b>2134458</b>	<b>1869170</b>	<b>1838599</b>	<b>Total Capital Cost</b>
STANDING COST								
178211	240400	199216	199216	235520	258860	275834	275834	Prime Mover Depreciation
	35775							Body Depreciation
	44289			70875	70875			Auxiliary Depreciation
	19112	20487	34064	34662	13200	36750	34457	Trailer Depreciation
178211	339576	219703	233280	341057	342935	312584	310291	Total Depreciation
59653	90708	67673	68664	108727	115472	101120	99466	Cost of Capital
3792	12825	9696	4077	8775	8775	12825	12825	Prime Mover Licence
4788		5160	6750	14037	14037	16468	11538	Trailer Licence
8580	12825	14856	10827	22812	22812	29293	24363	Total Licence Fee
77186	117370	87563	88846	140685	149412	130842	128702	Total Insurance
161355	160617	189168	215663	233682	233682	233683	233682	Driver Wages
64615	64615	64615	64615	64615	64615	64615	64615	Assistant Wages
225970	225232	253783	280278	298297	298297	298298	298297	Total Wages
<b>549599</b>	<b>785712</b>	<b>643578</b>	<b>681896</b>	<b>911579</b>	<b>928928</b>	<b>872137</b>	<b>861120</b>	<b>TOTAL STANDING</b>
<b>40.11%</b>	<b>45.80%</b>	<b>34.71%</b>	<b>38.02%</b>	<b>37.04%</b>	<b>34.92%</b>	<b>34.86%</b>	<b>32.94%</b>	<b>As a % of Total cost</b>
VARIABLE COST								
523706	576894	820472	745884	911636	1025590	1085919	1172103	Prime Mover Fuel
				76919	76919			Auxiliary Fuel
<b>523706</b>	<b>576894</b>	<b>820472</b>	<b>745884</b>	<b>988555</b>	<b>1102509</b>	<b>1085919</b>	<b>1172103</b>	<b>Total Fuel</b>
26185	28845	41024	37294	49428	55125	54296	58605	Top-up Oil
108000	103950	144000	123200	184000	207000	207000	220000	Prime Mover Repair & Maint
	81000			96000	118800			Auxiliary Repair & Maint
30000		40000	40000	57600	64800	90000	100000	Trailer Repair & Maintenance
<b>138000</b>	<b>184950</b>	<b>184000</b>	<b>163200</b>	<b>337600</b>	<b>390600</b>	<b>297000</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>92340</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>820562</b>	<b>929753</b>	<b>1210626</b>	<b>1111508</b>	<b>1549188</b>	<b>1731041</b>	<b>1629555</b>	<b>1753308</b>	<b>TOTAL VARIABLE</b>
<b>59.89%</b>	<b>54.20%</b>	<b>65.29%</b>	<b>61.98%</b>	<b>62.96%</b>	<b>65.08%</b>	<b>65.14%</b>	<b>67.06%</b>	<b>As a % of Total cost</b>
<b>1370161</b>	<b>1715465</b>	<b>1854204</b>	<b>1793404</b>	<b>2460766</b>	<b>2659968</b>	<b>2501692</b>	<b>2614428</b>	<b>TOTAL OPERATING COSTS</b>
SUMMARY								
2114	3022	2475	2623	3187	3248	3049	3011	Standing Cost p/day
4.58	5.82	4.02	4.26	5.70	5.16	4.85	4.31	Standing Cost (Rands)
6.84	6.89	7.57	6.95	9.68	9.62	9.05	8.77	Variable Cost (Rands)
<b>11.42</b>	<b>12.71</b>	<b>11.59</b>	<b>11.21</b>	<b>15.38</b>	<b>14.78</b>	<b>13.90</b>	<b>13.07</b>	<b>Total CPK (Rands)</b>
251	489	274	276	307	310	257	254	Cost per ton (Rands)
263	412	297	287	307	310	243	254	Cost per Pallet (Rands)
R 0.54	R 0.94	R 0.45	R 0.45	R 0.55	R 0.49	R 0.41	R 0.36	Cost per Ton/Km (100% Load)
R 0.72	R 1.26	R 0.59	R 0.60	R 0.73	R 0.66	R 0.55	R 0.48	Cost per Ton/Km (75% Load)
R 1.09	R 1.88	R 0.89	R 0.90	R 1.10	R 0.99	R 0.82	R 0.73	Cost per Ton/Km (50% Load)
R 0.57	R 0.79	R 0.48	R 0.47	R 0.55	R 0.49	R 0.39	R 0.36	Cost per Pallet/Km (100%)
				R 0.17				Cost per Cube/Km (100%)
422	785	528	511	593	633	486	508	Cost per Deck Metre (Rands)
RATIOS								
6850806	10292788	9271021	8967022	12303832	13299842	12508461	10457710	Useful Life Cost
52508	124201	48112	50769	71778	71149	54976	51072	Capital Cost per Payload Ton
88213	199608	92660	94017	138606	145201	103843	102144	Capital Cost per Deck Metre
16.10%	16.29%	13.49%	14.15%	16.33%	16.05%	14.94%	17.58%	Capital Cost % Eco Life Cost
65246	127071	71316	71736	87885	88666	73579	72623	Oper Cost per Payload Ton
109613	204222	137348	132845	169708	180950	138983	145246	Oper Cost per Deck Metre
80.48%	97.74%	67.46%	70.77%	81.67%	80.24%	74.72%	70.33%	Capital Cost % Operating Cost
16.82%	19.89%	15.20%	14.68%	21.79%	22.56%	18.23%	18.25%	Maint Cost % Variable Cost
10.07%	10.78%	9.92%	9.10%	13.72%	14.68%	11.87%	12.24%	Maintenance Cost % Operating Cost
63.82%	62.05%	67.77%	67.11%	63.81%	63.69%	66.64%	66.85%	Fuel Cost % Variable Cost
38.22%	33.63%	44.25%	41.59%	40.17%	41.45%	43.41%	44.83%	Fuel Cost % Operating Cost
141.55	173.25	221.76	201.60	267.19	297.99	293.51	316.80	Co2 ( tons pa)