

FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum)									DECEMBER 2012								
OPERATION	Short Haul		Med Haul		Long Haul		Med Long		Long Haul		Truck Med Haul		Truck & Trailer Long Haul				
	Stop/Start	Fresh Del	Fresh Del	Fresh Del	Cargo Van	Cargo Van	Cargo Van	Cargo Van	Flat Deck	Flat Deck	Flat Deck	Flat Deck					
ASSUMPTIONS																	
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														
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										
CAPITAL COST																	
Prime Mover	296803	348908	517719	517719	517719	843416	888399										
Body		109617	107651	87344	81066	106560	106560										
Auxiliary Equipment		203896	236250														
1st Trailer													260613				
2nd Trailer																	
Other																	
Total Capital Cost	296803	662421	861621	605063	598785	949975	1255570										
STANDING COST																	
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	1176	2052	3744	3744	3744	9504	9504										
Trailer Licence													3792				
Total Licence Fee	1176	2052	3744	3744	3744	9504	13296										
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										
TOTAL STANDING COST	249898	373393	444986	365318	364084	521347	571946										
As a % of Total Cost	51.65%	56.35%	48.56%	57.68%	43.95%	50.35%	41.19%										
VARIABLE COST																	
Prime Mover Fuel	167493	131417	273348	160165	302534	308466	517705										
Auxiliary Fuel		71184	48841														
Total Fuel	167493	202602	322189	160165	302534	308466	517705										
Top-up Oil	8375	10130	16109	8008	15127	15423	25885										
Prime Mover Repair & Maint	31500	22200	44400	35500	67150	58500	90000										
Auxiliary Repair & Maint		19800	39600														
Trailer Repair & Maintenance							25000										
Total Repair & Maintenance	31500	42000	84000	35500	67150	58500	115000										
Total Tyres	6605	4494	19099	14324	29597	31756	57957										
Unforeseen Expense	20000	30000	30000	50000	50000	100000	100000										
TOTAL VARIABLE	233973	289226	471397	268047	464407	514145	816547										
As a % of Total Cost	48.35%	43.65%	51.44%	42.32%	56.05%	49.65%	58.81%										
TOTAL OPERATING COSTS	483871	662619	916383	633365	828491	1035492	1388493										
SUMMARY																	
Standing Cost Rands per/day	961	1436	1711	1405	1400	2005	2200										
Standing Cost (Rands/Km)	5.00	12.45	7.42	8.12	4.28	8.02	5.72										
Variable Cost (Rands/Km)	4.68	9.64	7.86	5.96	5.46	7.91	8.17										
Total CPK (Rands/Km)	9.68	22.09	15.27	14.07	9.75	15.93	13.88										
Cost per ton (Rands)	620	728	641	305	398	284	205										
Cost per Pallet (Rands)		637	587	305	398	498	223										
Cost per Ton/Km (100% Load)	R 3.23	R 6.31	R 2.78	R 1.76	R 1.22	R 1.14	R 0.53										
Cost per Ton/Km (75% Load)	R 4.30	R 8.41	R 3.70	R 2.35	R 1.62	R 1.52	R 0.71										
Cost per Ton/Km (50% Load)	R 6.45	R 12.62	R 5.55	R 3.52	R 2.44	R 2.28	R 1.07										
Cost per Pallet/Km (100%)		R 5.52	R 2.55	R 1.76	R 1.22	R 1.99	R 0.58										
Cost per Cube/Km (100%)	R 0.60	R 1.10	R 0.41	R 0.38													
Cost per Deck Metre (Rands)		607	542	325	425	531	356										
RATIOS																	
Useful Life Cost	2903223	5300951	5498299	5066923	6627930	8283940	11107945										
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	10.22%	12.50%	15.67%	11.94%	9.03%	11.47%	11.30%										
Oper Cost per Payload Ton	161290	189320	166615	79171	103561	73964	53404										
Oper Cost per Deck Metre	120968	157766	140962	84449	110466	130606	92566										
Capital Cost % Operating Cost	61.34%	99.97%	94.02%	91.74%	72.27%	91.87%	90.43%										
Maint Cost % Variable Costs	13.46%	14.52%	17.82%	13.26%	14.46%	11.38%	14.08%										
MaintCost % Operating Cost	6.51%	6.34%	9.17%	5.61%	5.65%	5.82%	8.28%										
Fuel Cost % Variable Cost	71.59%	70.05%	68.35%	59.75%	65.14%	60.00%	63.40%										
Fuel Cost % Operating Cost	34.62%	30.58%	35.16%	25.29%	36.52%	29.79%	37.29%										
CO ₂ (tons pa)	40.76	49.31	83.85	38.98	73.63	75.08	126.00										

12.5 m dual axle semi 1.1.2. antic	8.4 m Ins Med Haul 1.2 Rigid	13.5 m dual axle semi 1.2.2. antic	13.5m tridem axle semi 1.1.3. antic	14.7 m tridem reefer semi 1.2.3. antic	14.7 tridem reefer semi 1.2.3. antic	taut-liner inter links 7-angle fig	flat deck inter links 7-angle fig	OPERATION
ASSUMPTIONS								
4-axle Artic 21	6x2 Rigid 13.5	5-axle Artic 26	5-axle Artic 25	6-axle Artic 28	6-axle Artic 30	7-axle Artic 34	7-axle Artic 36	Vehicle Type
12.5	8.4	13.5	13.5	14.5	14.7	18	18	Average Payload (tons)
20	16	24	24	28	30	36	36	Deck Length (metres)
120000	135000	160000	160000	160000	180000	180000	200000	Pallets
260	260	260	260	286	286	286	286	Cubes
600000	800000	800000	800000	800000	800000	800000	800000	Annual KM
5	6	5	5	5	5	5	4	Working Days
								Shift Hours (fridge)
								Useful Life (KM)
								Economic Life (Years)
CAPITAL COST								
891053	1201999.7 238500 236210	996079.01	996079.01	1177599	1294298	1379170	1379170	Prime Mover
211605		254826	273156	378000 454189	378000 462160	176000 314000	167045 292384.04	Body auxiliary Equipment
1102658	1676710	1250905	1269235	2009788	2134458	1869170	1838599	1st Trailer 2nd Trailer Other
STANDING COST								
178211	240400 35775 44289	199216	199216	235520	258860	275834	275834	Prime Mover Depreciation
178211	19112	20487	34064	70875	70875	36750	34457	Body Depreciation
59653	339576	219703	233280	341057	342935	312584	310291	Auxiliary Depreciation
3744	90708	67673	68664	108727	115472	101120	99466	Trailer Depreciation
4788	12492	9504	4536	9504	9504	12492	12492	Total Depreciation
8532	12492	5280	6780	15204	15204	12432	11364	Cost of Capital
77186	117370	14784	11316	24708	24708	24924	23856	Prime Mover Licence
161355	160617	87563	88846	140685	149412	130842	128702	Trailer Licence
64615	160617	189168	215663	233682	233682	233683	233682	Total Insurance Fee
225970	225232	253783	280278	298297	298297	298298	298297	Total Insurance
549551	785379	643506	682385	913475	930824	867768	860613	Driver Wages
38.41%	44.07%	33.01%	36.29%	35.44%	33.37%	33.08%	31.30%	Assistant Wages
								Total Wages
TOTAL STANDING COST								
As a % of Total cost								
VARIABLE COST								
581591	640659	911160	828327	1012400	1139850	1205947	1301657	Prime Mover Fuel
581591	640659	911160	828327	85421	85421	1224371	1301657	Auxiliary Fuel
29080	32033	45558	41416	54891	61219	60297	65083	Total Fuel
108000	103950 81000	144000	123200	184000	207000	207000	220000	Top-up Oil
30000	40000	40000	40000	57600	118800	90000	100000	Prime Mover Repair & Maint
138000	184950	184000	163200	337600	390600	297000	320000	Auxiliary Repair & Maint
32671	39064	65131	65131	73605	82806	92340	102600	Trailer Repair & Maintenance
100000	100000	100000	100000	100000	100000	100000	100000	Total Repair & Maint
881342	996706	1305849	1198074	1863918	1858996	1755584	1899340	Total Tyres
61.59%	55.93%	66.99%	63.71%	64.56%	66.63%	66.92%	68.70%	Total Tyres
1430894	1782085	1949355	1880459	2577992	2789820	2623353	2749953	Unforeseen Expense
TOTAL OPERATING COSTS								
SUMMARY								
2114	3021	2475	2625	3194	3255	3034	3009	Standing Cost p/day
4.58	5.82	4.02	4.26	5.71	5.17	4.82	4.30	Standing Cost (Rands)
7.34	7.38	8.16	7.49	10.40	10.33	9.75	9.45	Variable Cost (Rands)
11.92	13.20	12.18	11.75	16.11	15.50	14.57	13.75	Total CPK (Rands)
262	508	288	289	322	325	270	267	Cost per ton (Rands)
275	428	312	301	322	325	255	267	Cost per Pallet (Rands)
R 0.57	R 0.98	R 0.47	R 0.47	R 0.58	R 0.52	R 0.43	R 0.38	Cost per Ton/Km (100% Load)
R 0.76	R 1.30	R 0.62	R 0.63	R 0.77	R 0.69	R 0.57	R 0.51	Cost per Ton/Km (75% Load)
R 1.14	R 1.96	R 0.94	R 0.94	R 1.15	R 1.03	R 0.86	R 0.76	Cost per Ton/Km (50% Load)
R 0.60	R 0.83	R 0.51	R 0.49	R 0.58	R 0.52	R 0.40	R 0.38	Cost per Pallet/Km (100%)
				R 0.18				Cost per Cube/Km (100%)
440	816	555	536	622	664	510	534	Cost per Deck Metre (Rands)
RATIOS								
7154468	10692509	9746773	9402296	12886961	13949098	13116764	10999810	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
15.41%	15.68%	12.83%	13.50%	15.60%	15.30%	14.25%	16.71%	Capital Cost % Eco Life Cost
68138	132006	74975	75218	92050	92994	77157	76388	Oper Cost per Payload Ton
114471	212153	144397	139293	177751	189784	145742	152775	Oper Cost per Deck Metre
77.06%	94.09%	64.17%	67.50%	77.98%	76.51%	71.25%	66.86%	Capital Cost % Operating Cost
15.66%	18.56%	14.09%	13.62%	20.29%	21.01%	16.92%	16.94%	Maint Cost % Variable Cost
9.64%	10.38%	9.44%	8.68%	13.10%	14.00%	11.32%	11.64%	Maintenance Cost % Operating Cost
65.99%	64.28%	69.78%	69.14%	65.98%	65.86%	68.69%	68.89%	Fuel Cost % Variable Cost
40.65%	35.95%	46.74%	44.05%	44.59%	43.89%	45.97%	47.33%	Fuel Cost % Operating Cost
141.55	173.25	221.76	201.60	267.19	297.99	293.51	316.80	CO ₂ (tons pa)