

FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum)										
May 2013										
OPERATION	Short Haul Metro	Med Haul	Long Haul	Med Long	Long Haul	Truck Med haul	Truck & Trailer Long haul	Stop/Start	Fresh Del	Fresh Del
ASSUMPTIONS	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							
Useful Life (KM)	300000	350000	350000	450000	600000	800000	800000			
Useful Life (Years)	6	8	6	8	8	8	8			
CAPITAL COST										
Prime Mover	305707	359375	53251	53251	53251	868718	915050			
Body		115098	113034	91711	85119	111888	111888			
Auxiliary Equipment		214091	248063							
1st Trailer										273644
2nd Trailer										
Other										
Total Capital Cost	305707	688564	894347	624962	618370	980606	1300582			
STANDING COST										
Prime Mover Depreciation	61141	71875	106650	106650	106650	173744	183010			
Body Depreciation		23020	16955	13757	12768	16783				
Auxiliary Depreciation		40142	46512							
Trailer Depreciation										16664
Total Depreciation	61141	135037	170117	120407	119418	190527	199674			
Cost of Capital	16538	37251	48383	33810	33453	53050	70360			
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	21399	48199	62604	43747	43286	68642	91041			
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	252784	381738	495176	371549	370229	531008	583656			
As a % of Total Cost	51,86%	56,84%	49,04%	58,00%	44,25%	50,68%	41,58%			
VARIABLE COST										
Prime Mover Fuel	167801	131660	273852	160460	303091	309034	518659			
Auxiliary Fuel		71316	48841							
Total Fuel	167801	202975	322693	160460	303091	309034	518659			
Top-up Oil	8390	10149	16135	8023	15155	15452	25933			
Prime Mover Repair & Maint	31500	22200	44400	35550	67150	58500	90000			
Auxiliary Repair & Maint		19800	39600							
Trailer Repair & Maintenance										25000
Total Repair & Maintenance	31500	42000	84000	35550	67150	58500	115000			
Total Tyres	6949	4685	20098	15073	31123	33786	60560			
Unforeseen Expense	20000	30000	30000	50000	50000	100000	100000			
TOTAL VARIABLE	234640	289809	472925	269106	466518	516773	820152			
As a % of Total Cost	48,14%	43,16%	50,96%	42,00%	55,75%	49,32%	58,42%			
TOTAL OPERATING COSTS	487424	671547	928101	640655	836747	1047781	1403808			
SUMMARY										
Standing Cost Rands per/day	972	1468	1751	1429	1424	2042	2245			
Standing Cost (Rands/Km)	5,06	12,72	7,59	8,26	4,36	8,17	5,84			
Variable Cost (Rands/Km)	4,69	9,66	7,88	5,98	5,49	7,95	8,20			
Total CPK (Rands/Km)	9,75	22,38	15,47	14,24	9,84	16,12	14,04			
Cost per ton (Rands)	625	738	649	308	402	288	208			
Cost per Pallet (Rands)		646	595	308	402	504	225			
Cost per Ton/Km (100% Load)	R 3,25	R 6,40	R 2,81	R 1,78	R 1,23	R 1,15	R 0,54			
Cost per Ton/Km (75% Load)	R 4,33	R 8,53	R 3,75	R 2,37	R 1,64	R 1,54	R 0,72			
Cost per Ton/Km (50% Load)	R 6,50	R 12,79	R 5,62	R 3,56	R 2,46	R 2,30	R 1,08			
Cost per Pallet/Km (100%)		R 5,60	R 2,58	R 1,78	R 1,23	R 2,01	R 0,58			
Cost per Cube/Km (100%)	R 0,61	R 1,12	R 0,42	R 0,38						
Cost per Deck Metre (Rands)		615	549	329	429	537	360			
RATIOS										
Useful Life Cost	2924543	5372377	5568606	5125244	6693978	8382247	11230463			
Capital Cost per Payload Ton	101902	196733	162608	78120	77296	50022	50022			
Capital Cost per Deck Metre	76427	163944	137592	83328	82449	130748	86705			
Capital Cost % Useful Life Cost	10,45%	12,82%	16,06%	12,19%	9,24%	11,70%	11,58%			
Oper Cost per Payload Ton	162475	191871	168746	80082	104593	74841	53993			
Oper Cost per Deck Metre	121856	159892	142785	85421	111566	139704	93587			
Capital Cost % Operating Cost	62,72%	102,53%	96,36%	97,55%	73,90%	93,59%	92,65%			
Maint Cost % Variable Costs	13,42%	14,49%	17,76%	13,21%	14,39%	11,32%	14,02%			
Maint Cost % Operating Cost	6,46%	6,25%	9,05%	5,55%	8,03%	5,98%	8,19%			
Fuel Cost % Variable Cost	71,51%	70,04%	68,23%	59,63%	64,97%	59,80%	63,24%			
Fuel Cost % Operating Cost	34,43%	30,23%	34,77%	25,05%	36,22%	29,49%	36,95%			
CO ² (tons pa)	40,76	49,31	83,85	38,98	73,63	75,08	126,00			
Redisa (R2,30/Kg)	331	119	368	280	1049	1322	3277			

12.5 m dual axle semi 1.1.2. artic	8.4 m Ins Med haul 1.2 Rigid	13.5 m dual axle semi 1.2.2. artic	13.5m tridem axle semi 1.1.3. artic	14.7 m tridem reefer semi 1.2.3. artic	14,7 tridem reefer semi 1.2.3. artic	taut-liner inter links 7-angle rig	flat deck inter links 7-angle rig	OPERATION	
ASSUMPTIONS								Vehicle Type	
4-axle Artic 21 12,5 20 120000 260 60000 5	6x2 Rigid 13,5 8,4 16 135000 260 80000 6	5-axle Artic 26 13,5 24 160000 260 80000 5	5-axle Artic 25 13,5 24 160000 260 80000 5	6-axle Artic 28 14,5 28 90 160000 286 10 80000 5	6-axle Artic 30 14,7 30 90 180000 286 10 80000 5	7-axle Artic 34 18 36 180000 286 80000 5	7-axle Artic 36 18 36 200000 286 80000 4	Average Payload (tons) Deck Length (metres) Pallets Cubes Annual KM Working Days Shift Hours (fridge) Useful Life (KM) Economic Life (Years)	
CAPITAL COST								Prime Mover	
917785	1238060 250425 248441	1025961,37	1025961,37	1212926,97	1333126,94	1420545,1	1420545,1	Body auxiliary Equipment	
222185		267567	273156	396900 467815	396900 476025	184800 329700	175397 329700	1st Trailer 2nd Trailer Other	
1139970	1736926	1293529	1299117	2077642	2206052	1935045	1902946	Total Capital Cost	
STANDING COST								Prime Mover Depreciation	
183557	247612 37564 46583 20068	205192	205192	242585 74419 35062 240278	266625 74419 35702 352706	284109 38588 354904	284109 36180 320289	Body Depreciation Auxiliary Depreciation Trailer Depreciation Total Depreciation	
183557	351826	225679	240278	352706	354904	322697	320289	Cost of Capital	
61671	93966	69978	70281	112398	119345	104684	102947	Prime Mover Licence	
3744	12492	9504	4536	9504	9504	12492	12492	Trailer Licence	
4788		5280	6780	15204	15204	12432	11364	Total Licence Fee	
8532	12492	14784	11316	24708	24708	24924	23856	Total Insurance	
79798	121585	90547	90938	145435	154424	135453	133206	Driver Wages	
161355	160617	189168	215663	233682	233682	233683	233682	Assistant Wages	
64615	64615	64615	64615	64615	64615	64615	64615	Total Wages	
225970	225232	253783	280278	298297	298297	298298	298297	TOTAL STANDING	
559528	805101	654772	693092	933544	951678	886056	878956	As a % of Total cost	
38,77%	44,47%	33,32%	36,57%	35,88%	33,80%	33,46%	31,68%	VARIABLE COST	
VARIABLE COST								Prime Mover Fuel	
582664	641841	912840	829855	1014267 85579	1141050 85579	1208171	1304057	Auxiliary Fuel Top-up Oil	
582664	641841	912840	829855	1099845	1226629	1208171	1304057	Prime Mover Repair & Maint Auxiliary Repair & Maint Trailer Repair & Maintenance	
29133	32092	45642	41493	54992	61331	60409	65203	Total Repair & Maint	
108000	103950 81000	144000	123200	184000 96000	207000 118800	207000	220000	Total Tyres	
30000		40000	40000	57600	64800	90000	100000	Unforeseen Expense	
138000	184950	184000	163200	337600	390600	297000	320000	TOTAL VARIABLE	
33748	46336	67629	76104	76104	85617	95151	105723	As a % of Total cost	
100000	100000	100000	100000	100000	100000	100000	100000	TOTAL OPERATING COSTS	
883545	1005219	1310111	1202176	1668542	1864177	1760730	1894983	SUMMARY	
61,23%	55,53%	66,68%	63,43%	64,12%	66,20%	66,52%	68,32%	Standing Cost p/day	3072
1443073	1810320	1964883	1895268	2602086	2815855	2646786	2773579	Standing Cost (Rands)	4,39
2152	3097	2518	2666	3264	3328	3098	3072	Variable Cost (Rands)	9,47
4,66	5,96	4,09	4,33	5,83	5,29	4,92	4,39	Total CPK (Rands)	13,87
7,36	7,45	8,19	7,51	10,43	10,36	9,78	9,47	Cost per ton (Rands)	269
12,03	13,41	12,28	11,85	16,26	15,64	14,70	13,87	Cost per Pallet (Rands)	269
264	516	291	292	325	328	272	269	Cost per Ton/Km (100% Load)	R 0,39
278	435	315	304	325	328	257	269	Cost per Ton/Km (75% Load)	R 0,51
R 0,57	R 0,99	R 0,47	R 0,47	R 0,58	R 0,52	R 0,43	R 0,39	Cost per Ton/Km (50% Load)	R 0,77
R 0,76	R 1,32	R 0,63	R 0,63	R 0,77	R 0,70	R 0,58	R 0,51	Cost per Pallet/Km (100%)	R 0,39
R 1,15	R 1,99	R 0,94	R 0,95	R 1,16	R 1,04	R 0,86	R 0,77	Cost per Cube/Km (100%)	R 0,39
R 0,60	R 0,84	R 0,51	R 0,49	R 0,58	R 0,52	R 0,41	R 0,39	Cost per Deck Metre (Rands)	539
444	829	560	540	627	670	514	539	RATIOS	
7215365	10861919	9824415	9476341	13010429	14079275	13233929	11094316	Useful Life Cost	52860
54284	128661	49751	47201	51965	73535	56913	52860	Capital Cost per Payload Ton	105719
91198	206777	95817	96231	143286	150072	107503	105719	Capital Cost per Deck Metre	17,15%
15,80%	15,99%	13,17%	13,71%	15,97%	15,67%	14,62%	17,15%	Capital Cost % Eco Life Cost	68,82%
68718	134098	75572	75811	92932	93862	77847	77044	Oper Cost per Payload Ton	154088
115446	215514	145547	149390	179454	191555	147044	150089	Oper Cost per Deck Metre	68,61%
79,00%	95,95%	65,63%	68,55%	79,85%	78,34%	73,11%	68,61%	Capital Cost % Operating Cost	16,89%
15,62%	18,40%	14,04%	13,58%	20,23%	20,95%	16,87%	16,89%	Maint Cost % Variable Cost	47,02%
9,56%	10,22%	9,36%	8,61%	12,97%	13,87%	11,22%	11,54%	Fuel Cost % Operating Cost	316,80
65,95%	63,85%	69,68%	69,03%	65,92%	65,80%	68,62%	68,82%	CO ² (tons pa)	7458
40,38%	35,45%	46,46%	43,79%	42,27%	43,56%	45,65%	47,02%	Redisa (R2.30/Kg)	
141,55	173,25	221,76	201,60	267,19	297,99	293,51	316,80		
2219	2365	4159	4159	5063	5696	6713	7458		