

FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum)

August 2010

| 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 | Flat Deck | Truck & Trailer Long Haul | 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 | | 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 | 272950 | | 319300 | | 473800 | | 473800 | | 473800 | | 772500 | | 813700 | |
| Body | | | 77250 | | 95790 | | 82400 | | 72100 | | 94760 | | 94760 | |
| Auxiliary Equipment | | | 181280 | | 216300 | | | | | | | | | |
| 1st Trailer | | | | | | | | | | | | | 231750 | |
| 2nd Trailer | | | | | | | | | | | | | | |
| Other | | | | | | | | | | | | | | |
| Total Capital Cost | 272950 | | 577830 | | 785890 | | 556200 | | 545900 | | 867260 | | 1140210 | |
| STANDING COST | | | | | | | | | | | | | | |
| Prime Mover Depreciation | 40943 | | 47895 | | 71070 | | 71070 | | 71070 | | 115875 | | 122055 | |
| Body Depreciation | | | 11588 | | 14369 | | 12360 | | 10815 | | 14214 | | | |
| Auxiliary Depreciation | | | 33990 | | 40556 | | | | | | | | | |
| Trailer Depreciation | | | | | | | | | | | | | 17381 | |
| Total Depreciation | 40943 | | 93473 | | 125995 | | 83430 | | 81885 | | 130089 | | 139436 | |
| Cost of Capital | 18075 | | 38264 | | 52042 | | 36832 | | 36149 | | 57430 | | 75505 | |
| 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 | 19107 | | 40448 | | 55012 | | 38934 | | 38213 | | 60708 | | 79815 | |
| Driver Wages | 73999 | | 79613 | | 88979 | | 88979 | | 88979 | | 121760 | | 121760 | |
| Assistant Wages | 54387 | | 54387 | | 54387 | | 54387 | | 54387 | | 54387 | | 54387 | |
| Total Wages | 128386 | | 133999 | | 143365 | | 143365 | | 143365 | | 176147 | | 176147 | |
| TOTAL STANDING COST | 207551 | | 308236 | | 380206 | | 306353 | | 303405 | | 434070 | | 484391 | |
| <i>As a % of Total Cost</i> | 55.11% | | 59.68% | | 51.55% | | 59.97% | | 46.86% | | 52.55% | | 44.37% | |
| VARIABLE COST | | | | | | | | | | | | | | |
| Prime Mover Fuel | 108596 | | 85206 | | 177228 | | 103845 | | 196151 | | 199997 | | 335659 | |
| Auxiliary Fuel | | | 46153 | | 48841 | | | | | | | | | |
| Total Fuel | 108596 | | 131359 | | 226069 | | 103845 | | 196151 | | 199997 | | 335659 | |
| Top-up Oil | 5430 | | 6568 | | 11303 | | 5192 | | 9808 | | 10000 | | 16783 | |
| Prime Mover Repair & Maint | 29000 | | 19800 | | 39600 | | 32400 | | 61200 | | 53300 | | 82000 | |
| Auxiliary Repair & Maint | | | 16500 | | 33000 | | | | | | | | | |
| Trailer Repair & Maintenance | | | | | | | | | | | | | 21000 | |
| Total Repair & Maintenance | 29000 | | 36300 | | 72600 | | 32400 | | 61200 | | 53300 | | 103000 | |
| Total Tyres | 6017 | | 4059 | | 17389 | | 13042 | | 26927 | | 28601 | | 51972 | |
| Unforeseen Expense | 20000 | | 30000 | | 30000 | | 50000 | | 50000 | | 100000 | | 100000 | |
| TOTAL VARIABLE | 169043 | | 208286 | | 357361 | | 204478 | | 344086 | | 391897 | | 607414 | |
| <i>As a % of Total Cost</i> | 44.89% | | 40.32% | | 48.45% | | 40.03% | | 53.14% | | 47.45% | | 55.63% | |
| TOTAL OPERATING COSTS | 376593 | | 516521 | | 737567 | | 510832 | | 647491 | | 825968 | | 1091805 | |
| SUMMARY | | | | | | | | | | | | | | |
| Standing Cost Rands per/day | 798 | | 1186 | | 1462 | | 1178 | | 1167 | | 1670 | | 1863 | |
| Standing Cost (Rands/Km) | 4.15 | | 10.27 | | 6.34 | | 6.81 | | 3.57 | | 6.68 | | 4.84 | |
| Variable Cost (Rands/Km) | 3.38 | | 6.94 | | 5.96 | | 4.54 | | 4.05 | | 6.03 | | 6.07 | |
| Total CPK (Rands/Km) | 7.53 | | 17.22 | | 12.29 | | 11.35 | | 7.62 | | 12.71 | | 10.92 | |
| Cost per ton (Rands) | 483 | | 568 | | 516 | | 246 | | 311 | | 227 | | 162 | |
| Cost per Pallet (Rands) | | | 497 | | 473 | | 246 | | 311 | | 397 | | 175 | |
| Cost per Ton/Km | R 2.51 | | R 4.92 | | R 2.24 | | R 1.42 | | R 0.95 | | R 0.91 | | R 0.42 | |
| Cost per Pallet/Km | | | R 4.30 | | R 2.05 | | R 1.42 | | R 0.95 | | R 1.59 | | R 0.45 | |
| Cost per Cube/Km | R 0.47 | | R 0.86 | | R 0.33 | | R 0.31 | | | | | | | |
| Cost per Deck Metre (Rands) | | | 473 | | 436 | | 262 | | 332 | | 424 | | 280 | |
| RATIOS | | | | | | | | | | | | | | |
| Useful Life Cost | 2259560 | | 4132171 | | 4425403 | | 4086652 | | 5179925 | | 6607740 | | 8734439 | |
| Capital Cost per Payload Ton | 90983 | | 165094 | | 142889 | | 69525 | | 68238 | | 61947 | | 43854 | |
| Capital Cost per Deck Metre | 68238 | | 137579 | | 120906 | | 74160 | | 72787 | | 115635 | | 76014 | |
| Capital Cost % Useful Life Cost | 12.08% | | 13.98% | | 17.76% | | 13.61% | | 10.54% | | 13.12% | | 13.05% | |
| Oper Cost per Payload Ton | 125531 | | 147578 | | 134103 | | 63854 | | 80936 | | 58998 | | 41992 | |
| Oper Cost per Deck Metre | 94148 | | 122981 | | 113472 | | 68111 | | 86332 | | 110129 | | 72787 | |
| Capital Cost % Operating Cost | 72.48% | | 111.87% | | 106.55% | | 108.88% | | 84.31% | | 105.00% | | 104.43% | |
| Maint Cost % Variable Costs | 17.16% | | 17.43% | | 20.32% | | 15.85% | | 17.79% | | 13.60% | | 16.96% | |
| MaintCost % Operating Cost | 7.70% | | 7.03% | | 9.84% | | 6.34% | | 9.45% | | 6.45% | | 9.43% | |
| Fuel Cost % Variable Cost | 64.24% | | 63.07% | | 63.26% | | 50.79% | | 57.01% | | 51.03% | | 55.26% | |
| Fuel Cost % Operating Cost | 28.84% | | 25.43% | | 30.65% | | 20.33% | | 30.29% | | 24.21% | | 30.74% | |

| 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 | |
| 4-axle Artic | 6x2 Rigid | 5-axle Artic | 5-axle Artic | 6-axle Artic | 6-axle Artic | 6-axle Artic | 7-axle Artic | ASSUMPTIONS |
| 21 | 13.5 | 26 | 25 | 28 | 30 | 30 | 36 | Vehicle Type |
| 12.5 | 8.4 | 13.5 | 13.5 | 14.5 | 14.7 | 13.5 | 18 | Payload (tons) |
| 20 | 16 | 24 | 24 | 28 | 30 | 26 | 36 | Deck Length (metres) |
| | | | | 90 | 92 | | | Pallets |
| 120000 | 135000 | 160000 | 160000 | 160000 | 180000 | 160000 | 200000 | Cubes (cubic metres) |
| 260 | 260 | 260 | 260 | 286 | 286 | 286 | 286 | Annual KM |
| 600000 | 800000 | 800000 | 800000 | 800000 | 800000 | 800000 | 800000 | Working Days |
| 5 | 6 | 5 | 5 | 5 | 5 | 5 | 4 | Shift Hours (fridge) |
| | | | | | | | | Useful Life (KM) |
| | | | | | | | | Economic Life (Years) |
| CAPITAL COST | | | | | | | | |
| 865200 | 1100000 | 1004250 | 911550 | 1077853.8 | 1184500 | 1184500 | 1261750 | Prime Mover |
| | 185000 | | | | | | | Body |
| | 210000 | | | 350200 | 350200 | | | auxiliary Equipment |
| 185400 | | 226600 | 257500 | 400000 | 420000 | 247200 | 149350 | 1st Trailer |
| | | | | | | | 267800 | 2nd Trailer |
| | | | | | | | | Other |
| 1050600 | 1495000 | 1230850 | 1169050 | 1828053.8 | 1954700 | 1431700 | 1678900 | Total Capital Cost |
| STANDING COST | | | | | | | | |
| 129780 | 165000 | 150638 | 136733 | 161678 | 177675 | 177675 | 189263 | Prime Mover Depreciation |
| | 27750 | | | | | | | Body Depreciation |
| | 39375 | | | 65663 | 65663 | | | Auxiliary Depreciation |
| 13905 | | 16995 | 19313 | 30000 | 31500 | 18540 | 11201 | Trailer Depreciation |
| 143685 | 232125 | 167633 | 156045 | 257341 | 274838 | 196215 | 200464 | Total Depreciation |
| 69571 | 98999 | 81507 | 77414 | 121054 | 129440 | 94807 | 111177 | 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 |
| 73542 | 104650 | 86160 | 81834 | 127964 | 136829 | 100219 | 117523 | Total Insurance |
| 135810 | 135810 | 159225 | 177958 | 196690 | 196690 | 177958 | 196690 | Driver Wages |
| 54387 | 54387 | 54387 | 54387 | 54387 | 54387 | 54387 | 54387 | Assistant Wages |
| 190196 | 190196 | 213612 | 232344 | 251077 | 251077 | 232344 | 251077 | Total Wages |
| 485574 | 638795 | 563767 | 558464 | 780247 | 814995 | 647069 | 704603 | TOTAL STANDING |
| 42.80% | 46.33% | 37.41% | 38.47% | 39.00% | 37.59% | 38.59% | 33.88% | As a % of Total cost |
| VARIABLE COST | | | | | | | | |
| 377081 | 415378 | 590760 | 537055 | 656400 | 738450 | 621853 | 843943 | Prime Mover Fuel |
| | | | | 55384 | 55384 | | | Auxiliary Fuel |
| 377081 | 415378 | 590760 | 537055 | 711784 | 793834 | 621853 | 843943 | Total Fuel |
| 18854 | 20769 | 29538 | 26853 | 35589 | 39692 | 31093 | 42197 | Top-up Oil |
| 98400 | 94500 | 131200 | 120000 | 160000 | 180000 | 160000 | 210000 | Prime Mover Repair & Maint |
| | 74250 | | | 96000 | 108000 | | | Auxiliary Repair & Maint |
| 25200 | 0 | 33600 | 51200 | 51200 | 57600 | 51200 | 88000 | Trailer Repair & Maintenance |
| 123600 | 168750 | 164800 | 171200 | 307200 | 345600 | 211200 | 298000 | Total Repair & Maint |
| 29293 | 35223 | 58172 | 58172 | 65564 | 73760 | 65564 | 91195 | Total Tyres |
| 100000 | 100000 | 100000 | 100000 | 100000 | 100000 | 100000 | 100000 | Unforeseen Expense |
| 648828 | 740120 | 943270 | 893279 | 1220137 | 1352885 | 1029709 | 1375335 | TOTAL VARIABLE |
| 57.20% | 53.67% | 62.59% | 61.53% | 61.00% | 62.41% | 61.41% | 66.12% | As a % of Total cost |
| 1134402 | 1378915 | 1507037 | 1451744 | 2000384 | 2167881 | 1676779 | 2079938 | TOTAL OPERATING COSTS |
| SUMMARY | | | | | | | | |
| 1868 | 2457 | 2168 | 2148 | 2728 | 2850 | 2262 | 2464 | Standing Cost p/day |
| 4.05 | 4.73 | 3.52 | 3.49 | 4.88 | 4.53 | 4.04 | 3.52 | Standing Cost (Rands) |
| 5.41 | 5.48 | 5.90 | 5.58 | 7.63 | 7.52 | 6.44 | 6.88 | Variable Cost (Rands) |
| 9.45 | 10.21 | 9.42 | 9.07 | 12.50 | 12.04 | 10.48 | 10.40 | Total CPK (Rands) |
| 208 | 393 | 223 | 223 | 250 | 253 | 195 | 202 | Cost per ton (Rands) |
| 218 | 331 | 242 | 233 | 250 | 253 | 225 | 202 | Cost per Pallet (Rands) |
| R 0.45 | R 0.76 | R 0.36 | R 0.36 | R 0.45 | R 0.40 | R 0.35 | R 0.29 | Cost per Ton/KM |
| R 0.47 | R 0.64 | R 0.39 | R 0.38 | R 0.45 | R 0.40 | R 0.40 | R 0.29 | Cost per Pallet/Km |
| | | | | R 0.14 | | | | Cost per Cube/Km |
| 349 | 631 | 429 | 414 | 482 | 516 | 434 | 404 | Cost per Deck Metre (Rands) |
| RATIOS | | | | | | | | |
| 5672010 | 8273491 | 7535185 | 7258719 | 10001919 | 10839403 | 8383894 | 8319754 | Useful Life Cost |
| 50029 | 110741 | 47340 | 46762 | 65288 | 65157 | 47723 | 46636 | Capital Cost per Payload Ton |
| 84048 | 177976 | 91174 | 86596 | 126073 | 132973 | 106052 | 93272 | Capital Cost per Deck Metre |
| 18.52% | 18.07% | 16.33% | 16.11% | 18.28% | 18.03% | 17.08% | 20.18% | Capital Cost % Eco Life Cost |
| 54019 | 102142 | 57963 | 58070 | 71442 | 72263 | 55893 | 57776 | Oper Cost per Payload Ton |
| 90752 | 164157 | 111632 | 107537 | 137958 | 147475 | 124206 | 115552 | Oper Cost per Deck Metre |
| 92.61% | 108.42% | 81.67% | 80.53% | 91.39% | 90.17% | 85.38% | 80.72% | Capital Cost % Operating Cost |
| 19.05% | 22.80% | 17.47% | 19.17% | 25.18% | 25.55% | 20.51% | 21.67% | Maint Cost % Variable Cost |
| 10.90% | 12.24% | 10.94% | 11.79% | 15.36% | 15.94% | 12.60% | 14.33% | Maintenance Cost % Operating Cost |
| 58.12% | 56.12% | 62.63% | 60.12% | 58.34% | 58.68% | 60.39% | 61.36% | Fuel Cost % Variable Cost |
| 33.24% | 30.12% | 39.20% | 36.99% | 35.58% | 36.62% | 37.09% | 40.58% | Fuel Cost % Operating Cost |