WELCOME TO THE 
FLEETWATCH 
TRUCK OPERATING 
BENCHMARKS FOR 2015.

THE SCHEDULE COVERS A 
VARIETY OF TYPICAL PRIMARY 
AND SECONDARY DISTRIBUTION TRUCKING 
OPERATIONS PUBLISHED SINCE FEBRUARY 
2004.

THE OBJECTIVE IS TO PROVIDE OPERATORS 
AND SHIPPERS (CONSIGNORS) WITH A RELIABLE 
INDEPENDENT GUIDE TO TRUCKING COSTS 
INCURRED IN THE TRANSPORTATION OF RAW 
MATERIALS, SEMI-FINISHED AND FINISHED 
PRODUCTS.

A THOROUGH UNDERSTANDING OF THE 
ASSUMPTIONS AND HOW THEY ARE APPLIED 
in DEVELOPING THE BENCHMARKS IS 
NECESSARY IF THE VARIOUS BENCHMARKS 
ARE TO BE INFORMATIVE, BENEFICIAL 
AND HELPFUL. WHILE FLEETWATCH TAKES 
NO RESPONSIBILITY FOR THE ACCURACY 
OF THE ESTIMATES, CONSIDERABLE 
TIME AND EFFORT HAS BEEN EXPENDED TO 
ENSURE THE VARIOUS COMPONENTS ARE 
REALISTIC AND REPRESENTATIVE OF THE 
HYPOTHETICAL TRANSPORT TASKS CONTAINED 
in THE SCHEDULE. UPDATED ESTIMATES 
ARE PUBLISHED QUARTERLY. HOWEVER, THE 
SCHEDULE IS CONTINUOUSLY MONITORED AND 
UPDATED MONTHLY.

ASSUMPTIONS

Many transport tasks are similar few 
are ever identical. The benchmarks are 
based on average operating conditions 
in terms of demography, roads, annual 
kilometres, working days, vehicle 
capability, scheduled maintenance 
in accordance with manufacturers’ 
recommendations and competent 
drivers. Where actual operating 
conditions differ from these assumptions 
makes the necessary adjustments to the 
benchmarks so that they remain realistic 
and market related.

VEHICLE TYPE

Briefly describes the vehicle 
configuration contemplated for a specific 
task (e.g. 4x2 rigid freight carrier with volume 
van body for medium distance secondary 
distribution of FMCG products). The 
descriptions attached to articulated vehicles 
indicate the number of axles (1.1.3 means a 
4x2 truck-tractor and tri-axle semi-trailer, 1.2.2 a 
6x4 truck-tractor and tandem semi-trailer).

PAYLOAD (TONS)

The assumptions are based on typical 
optimal legal mass payload that can be 
achieved on any number of vehicles, 
bodies and trailers freely available on 
the local market. In practice the actual 
payload will depend on the vehicle 
manufacturers’ specification and the 
road-ready unladen mass. Lightweight 
trailing equipment can improve payloads.

DECK LENGTH (METRES)

The assumptions are based on typical 
optimum mass distribution for the 
assumed vehicle configuration and the 
contemplated task. In practice there are 
many wheelbase and axle capacity options 
to suit specific requirements.

PALLETS

The assumption contemplates 
1000x1200 mm 4-way entry pallets.

VOLUME

Cubic assumptions are based on 
length, width and height of typical bodies 
applicable to the various operations. In 
practice this varies with measurements of 
specific bodies.

ANNUAL KILOMETRES

Annual kilometres are based on typical 
operations. Annual kilometres of vehicles 
engaged in short and medium distance 
secondary distribution vary considerably. 
Space limitations prohibit the inclusion of a 
widder variety of transport operations.

WORKING DAYS

A five-day week is assumed for the 
vehicles most likely to be involved in 
secondary distribution. Larger rigs often 
work longer hours to meet the demands of 
primary distribution.

SHIFTS

Shifts indicate the average daily working 
hours of fridge units

USEFUL LIFE

Where applicable, the useful life is 
based on a maximum of 800 000 km.
This is in line with vehicle manufacturers’ 
maintenance contracts for standard 
operations over 48- or 60-month periods. 
In terms of depreciating assets, the 
introduction of international reporting 
standards (IRS) requires that all entities 
identify the useful life of vehicles when 
they are commissioned. The benchmarks 
assume the useful life to be the number 
of years required to cover the estimated 
cumulative kilometres for each task 
with a maximum of 800 000 km (where 
applicable). A 5-axle articulated rig (1.2.2.) 
covering 100 000 km harms an assumed 
useful life of eight years is an example. See 
comments under depreciation for more detail. 
The useful life of the major components 
is an important element in achieving cost-
effective transport when planning fleet size 
for medium- and long-term contracts.

CAPITAL COST

All estimates are based on an estimate 
of the cost of new vehicles and trailing 
equipment. The indicated initial cost of 
vehicles, trailers, bodies and auxiliary 
equipment (such as fridge units) is based 
on the average of published current selling 
prices of such items less known fleet 
discounts. ▶62
### ASSUMPTIONS

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<tr>
<th>Vehicle Type</th>
<th>Panel Van</th>
<th>Insulated Van</th>
<th>Insulated Van</th>
<th>Insulated Van</th>
<th>Volume</th>
<th>Flat Van</th>
<th>6x4 Rigid Van</th>
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### CAPITAL COST

- Prime Mover: 373118
- Body: 137300
- Auxiliary Equipment: 286640
- 1st Trailer: 31900
- 2nd Trailer: 31900

Total Capital Cost: 373118

### STANDING COST

1. Prime Mover Depreciation: 74624
2. Body Depreciation: 27500
3. Auxiliary Depreciation: 50058
4. Trailer Depreciation: 21450
5. Total Depreciation: 74624
6. Cost of Capital: 22548
7. Prime Mover Licence: 1361
8. Trailer Licence Fee: 1361
9. Total Insurance: 26118
10. Driver Wages: 101585
11. Assistant Wages: 75375
12. Total Wages: 176890

Total Standing Cost: 3071174

### VARIABLE COST

1. Prime Mover Fuel: 198554
2. Auxiliary Fuel: 67111
3. Total Fuel: 159554
4. Top-up Oil: 7978
5. Prime Mover Repair & Maint: 37500
6. Auxiliary Repair & Maint: 24000
7. Trailer Repair & Maintenance: 35000
8. Total Repair & Maintenance: 37500
9. Total Tyres: 7686
10. Uniforms Expense: 20000

Total Variable Cost: 2371168

### TOTAL COST

1. Total Licence Fee: 13861
2. Cost of Capital: 22648
3. Cubes: 16
4. Pallets: 4
5. Useful Life Cost: 3206577

Total Operating Costs: 534429

### SUMMARY

- Standing Cost Rands per/day: 1160
- Standing Cost (Rands/Km): 6.03
- Variable Cost (Rands/Km): 4.65
- Total CPK (Rands/Km): 10.69
- Cost per ton (Rands): 685
- Cost per Pallet (Rands): 709
- Cost per Ton/Km (100% Load): R 3.56
- Cost per Ton/Km (75% Load): R 4.75
- Cost per Ton/Km (50% Load): R 7.13
- Cost per Cubic (100%): R 0.87
- Cost per Deck (Rands/Metre): 675

### RATIOS

1. Useful Life Cost: 3206577
2. Capital Cost per Payload Ton: 124373
3. Capital Cost per Deck Meter: 92379
4. Capital Cost % Useful Life Cost: 11.64%
5. Operating Cost per Payload Ton: 178143
6. Operating Cost per Deck Meter: 133607
7. Capital Cost % Operating Cost: 69.82%
8. Main Cost % Variable Costs: 16.11%
9. Main Cost % Operating Cost: 7.02%
10. Fuel Cost % Variable Cost: 58.56%
11. Fuel Cost % Operating Cost: 29.86%

### FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum)

FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum) 5 November 2015

<table>
<thead>
<tr>
<th>Van</th>
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<th>Van</th>
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<th>Deck &amp; Trailer</th>
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### VEHICLE COST

1. Capital Cost per Deck Metre: 600000
2. Auxiliary Repair & Maint: 286000
3. Trailer Repair & Maintenance: 35000
4. Top-up Oil: 7978
5. Useful Life Cost: 3206577

Total Rands per/day: 1160

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<th>26.18%</th>
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**VEHICLE TYPE**

- **Prime Mover Depreciation**
- **Body Depreciation**
- **Auxiliary Equipment**
- **Auxiliary Depreciation**
- **Prime Mover Licence**
- **Trailer Licence**
- **Total Insurance**
- **Driver Wages**
- **Assistant Wages**

**STANDING COST**

- **Standing Cost p/day**
- **Standing Cost p/week**
- **Standing Cost p/month**

**OPERATION**

- **Oil Change**
- **Top-up Oil**
- **Standing Cost (Rands)**
- **CO2 (tons pa)**

**RATIO**

- **Fuel Cost % Operating Cost**
- **MaintCost % Operating Cost**
- **Oper Cost per Deck Metre**
- **Cost per Deck Metre (Rands)**
- **Cost per Pallet/Km (100%)**
- **Cost per Pallet (Rands)**
- **Cost per ton (Rands)**

**OPERATING COSTS**

- **Prime Mover Fuel**
- **Prime Mover Repair & Maint**
- **Prime Mover Depreciation**
- **Prime Mover Licence**
- **Prime Mover (100% Load)**
- **Prime Mover (50% Load)**
- **Prime Mover (100%)**
- **Prime Mover (50%)**

**SUMMARY**

- **Standing Cost (Rands)**
- **Variable Cost (Rands)**
- **Standing Cost p/day**
- **Standing Cost p/week**
- **Standing Cost p/month**

**SUGGESTIONS**

- **Average Payload (tons)**
- **Deck Length (meters)**
- **Pallets**
- **Cubes**
- **Annual KM**
- **Working Days**
- **Shift Hours (fridge)**
- **Useful Life (Years)**
- **Economic Life (Years)**

**FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum) 5 November 2015**

**Van Van Van Van Deck & Trailer**

- **haul**
- **12.5 m**
- **8.4 m**
- **17.5 m**
- **14.7 m**

**6x2**

- **4x2**

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**TOTAL STANDING**

- **TOTAL VEHICLE COST**
- **TOTAL OPERATING COSTS**
- **TOTAL OPERATING COSTS**
- **TOTAL VARIABLE**
- **As a % of Total cost**

**FLEETWATCH**

- **2015 / VOL 34**
- **Useful Life Cost**
- **Capital Cost per Payload Ton**
- **Capital Cost per Deck Metre**
- **Capital Cost % Eco Life Cost**
- **Oper Cost per Payload Ton**
- **Oper Cost per Deck Metre**
- **Capital Cost % Operating Cost**
- **Maint Cost % Variable Cost**
- **Maintenance Cost % Operating Cost**
- **Fuel Cost % Variable Cost**
- **Fuel Cost % Operating Cost**
- **CO2 (tons pa)**

**2015 / VOL 34 FLEETWATCH**

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Comment

by Max Braun

STANDING COST/FIXED COSTS
Standing costs are incurred whether the vehicle moves or just stands. When vehicles do not cover significant kilometres or work for long hours, standing costs will be high and difficult to recover. The assumptions are:

DEPRECIATION
Depreciation is based on the assumption that all vehicles are new and financed via an installment sale, financial or operating lease. In line with current banking practice there is no residual value. Vehicle buyers with an outstanding credit rating and operating track record receive more generous terms. Conversely, those with a poor record will meet with tougher conditions. The net amount to depreciate is based on:
- Vehicles – 20% a year over five years.
- Auxiliaries – 25% a year straight line.
- Trailers – 10% a year straight line.

Tyre values are not deducted from the initial price of vehicles and trailers prior to depreciation. It is important to remember that in terms of the IRS the useful life of vehicles and equipment must be assessed at least annually and revised to accommodate any significant changes that may have occurred to lengthen or shorten the useful life or diminish the ultimate residual value. For those interested read accounting codes AC123 and AC128.

VEHICLE LICENCES
Licence fees for vehicles and trailers are based on the current Gauteng tariff.

INSURANCE
Insurance cost assumes the operator has a low risk rating. Premiums are set at 7.0 per cent of the purchase price (replacement value) for vehicles, equipment and trailers.

WAGES
Driver and assistant wages vary considerably across the country in terms of vehicle size, primary and secondary distribution tasks, region, different operators and the structure of remuneration packages. All assumptions include an allowance for company contributions but exclude overtime and bonuses. Where applicable an assistant has been included as a casual, daily worker.

VARIABLE COSTS
Variable costs (also known as running costs) are incurred when the wheels turn. These include:

FUEL
A major cost item in all transport operations. Where annual kilometres exceed about 120000 km a year, fuel is usually the largest expense. Fuel consumption is calculated according to a formula that assumes the vehicle is always fully loaded, travels at an average speed of approximately 80% of the speed limit in the case of highway operations and 75% of the urban speed limit. The formula takes into account an assumed maximum power demand of between 55% and 60% when expressed as a percentage of maximum available kW/hrs for the vehicle.

THE NINE CENTS
A litre decline in the wholesale price of diesel provides miniscule relief to the embattled business of trucking. Fuel as a percentage of operating costs (excluding overhead expenses and toll fees) is almost 43% for large rigs covering around 700 kilometres a working day. The ongoing increase in fixed costs such as equipment prices, maintenance and tyres sets standing costs per day at around R3610 a day. Useful life cost of a seven-axle interlink based on four years service with 800000 kilometres on the clock is now just short of R12 million.

The outlook for the remainder of the year remains much the same with a reasonable possibility for a further weakening in the oil price. The next round of equipment price reviews is likely to be towards the end of the first quarter in 2016. Making sure each vehicle in the fleet is working to optimum potential is a proven method of containing operating costs.

COST OF CAPITAL
“There’s no free lunch” as the saying goes. Interest on the cost of vehicles and equipment is calculated at the prime bank overdraft rate (currently 9.0% a year) on the capital cost less an RV of 25%. The calculation indicates the average interest paid per annum on the reducing balance over five years.
# Truck Operating Benchmarks

## Road Transport Cost Comparison

Based on a 7-axle Interlink covering 200000 km/a, working 286 days a year

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<thead>
<tr>
<th>As at Dec</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015**</th>
<th>2015***</th>
<th>2015****</th>
<th>% change</th>
<th>Average pa</th>
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<td>2099750</td>
<td>2099750</td>
<td>2199843</td>
<td>2199843</td>
<td>31.03%</td>
<td>5.75%</td>
</tr>
<tr>
<td>Interest (prime)</td>
<td>9%</td>
<td>9%</td>
<td>8.5%</td>
<td>8.5%</td>
<td>9.25%</td>
<td>9.25%</td>
<td>9.25%</td>
<td>9.25%</td>
<td>2.78%</td>
<td>0.51%</td>
</tr>
<tr>
<td>Fixed Costs</td>
<td>713112</td>
<td>827560</td>
<td>860613</td>
<td>889745</td>
<td>969359</td>
<td>969359</td>
<td>1023875</td>
<td>1024851</td>
<td>43.72%</td>
<td>8.10%</td>
</tr>
<tr>
<td>Running Costs</td>
<td>1401735</td>
<td>1712260</td>
<td>1889340</td>
<td>2031687</td>
<td>1911642</td>
<td>1663362</td>
<td>1727442</td>
<td>1905402</td>
<td>35.93%</td>
<td>6.65%</td>
</tr>
<tr>
<td>TOTAL COSTS*</td>
<td>2114847</td>
<td>2599800</td>
<td>2749953</td>
<td>2921433</td>
<td>2881001</td>
<td>2632721</td>
<td>2942729</td>
<td>2930253</td>
<td>38.56%</td>
<td>7.14%</td>
</tr>
<tr>
<td>Fuel Cost</td>
<td>869086</td>
<td>1199600</td>
<td>1301657</td>
<td>1434251</td>
<td>1294846</td>
<td>1058389</td>
<td>1290286</td>
<td>1024851</td>
<td>17.92%</td>
<td>3.32%</td>
</tr>
<tr>
<td>Fuel % of Total Costs</td>
<td>41.09%</td>
<td>46.14%</td>
<td>47.33%</td>
<td>49.09%</td>
<td>44.94%</td>
<td>40.20%</td>
<td>43.85%</td>
<td>43.60%</td>
<td>6.10%</td>
<td>1.13%</td>
</tr>
<tr>
<td>Standing Cost /day</td>
<td>2493</td>
<td>2894</td>
<td>3009</td>
<td>3111</td>
<td>3389</td>
<td>3389</td>
<td>3580</td>
<td>3583</td>
<td>43.72%</td>
<td>8.10%</td>
</tr>
<tr>
<td>RPK</td>
<td>10.57</td>
<td>13</td>
<td>13.75</td>
<td>14.61</td>
<td>14.41</td>
<td>13.16</td>
<td>14.71</td>
<td>14.65</td>
<td>38.60%</td>
<td>7.15%</td>
</tr>
<tr>
<td>C/Tkm 100% Lfactor</td>
<td>29</td>
<td>36</td>
<td>38</td>
<td>41</td>
<td>40</td>
<td>37</td>
<td>39</td>
<td>41</td>
<td>41.38%</td>
<td>7.66%</td>
</tr>
<tr>
<td>C/Tkm 50% Lfactor</td>
<td>58</td>
<td>72</td>
<td>76</td>
<td>82</td>
<td>80</td>
<td>74</td>
<td>77</td>
<td>82</td>
<td>41.38%</td>
<td>7.66%</td>
</tr>
</tbody>
</table>

**Total costs exclude overhead and administration expenses and toll fees where applicable**

** Feb 2015 Source: MBCS**

*** April 2015 **** May 2015

Each task. A similar approach is used in calculating the fuel used by fridge units. The price of fuel is based on the pump price in Gauteng for 500 ppm diesel. Bulk rebates are ignored.

**Top-up Oil**

Is based on five per cent of the fuel cost.

**Repairs & Maintenance**

The assumed cost of maintenance is based on current vehicle manufacturer and FML maintenance contract rates, expected economic component life and industry experience. The assumptions take into account the complexity of each task including typical operating conditions such as roads, topography, traffic density etc. Repair and maintenance costs for fridge operations are calculated in hours.

**Tyres**

Tyre life is based on typical casing life currently experienced in the various operations. Major tyre supplier programmes offer excellent data.

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to establish achievable tyre performance.

UNFORESEEN
An amount of R20 000 up to R100 000 a year for different vehicle configurations is allowed to cover number of unexpected and unforeseen expenses.

EXCLUSIONS
The estimates do not include toll fees, vehicle tracking, engine protection or other optional equipment. No allowance is made for administration or overhead expenses. The variation in operator approach to such costs excludes the inclusion of a sensible amount to cover these aspects as a typical benchmark.

SUMMARY
The summary expresses operating benchmarks under numerous headings including tons, ton/km, pallets, pallet/km and metres of deck length. It is important to note that the calculations assume a fully loaded vehicle. A 75% and 50% load factor shows the difference in the average cost per ton/km.

RATIOS
Management ratios provide an excellent insight into the high capital and operating cost of vehicles, especially when not properly managed. However, correctly selected vehicles that are decently driven and timeously maintained, offer cost-effective transport to shippers and the prospect of a commercially acceptable return for the operator. A predicted carbon footprint based on 2.772 kg per litre of fuel burnt is included.

NOTE
The FleetWatch truck operating benchmarks offer shippers and operators the opportunity to fine tune these estimates to suit their specific transport operations or needs. Where particular elements differ from your operations, simply make the necessary adjustments. If, however, you require more information to complete your benchmarks, contact Max Braun at maxbraun@iafrica.com for some assistance.
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