

**Self-regulation and improving efficiencies.**

**(going beyond simply complying to  
legislation )**

# Background to Crickmay

- Our Mission: Sustainability of our clients
- Specialise in creating self regulated and efficient supply chains



# What is productivity?

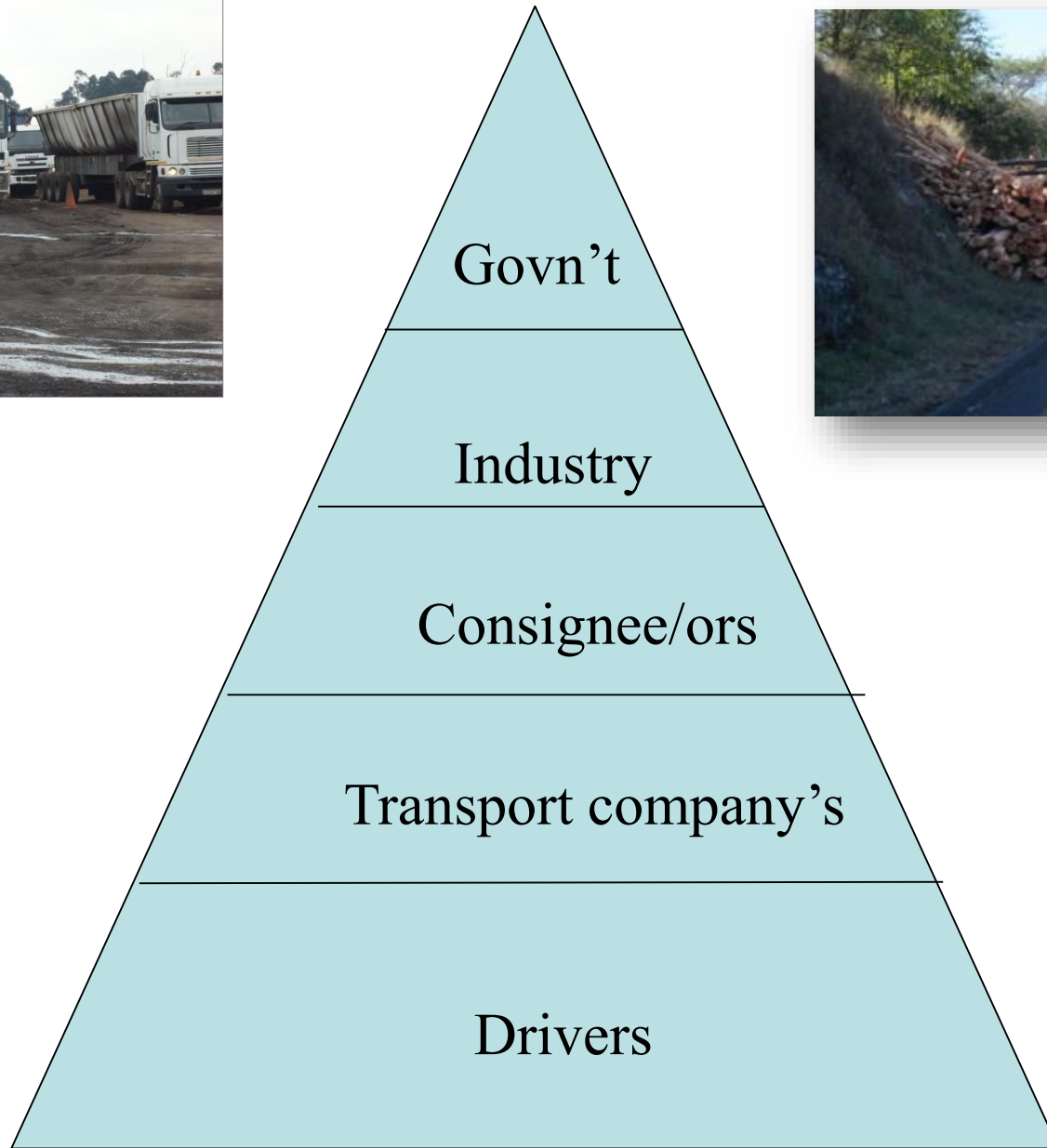
- $P = \text{output} / \text{input}$

# Why is productivity important?

- Productivity= less trucks= less accidents
- Productivity without collaboration = 0

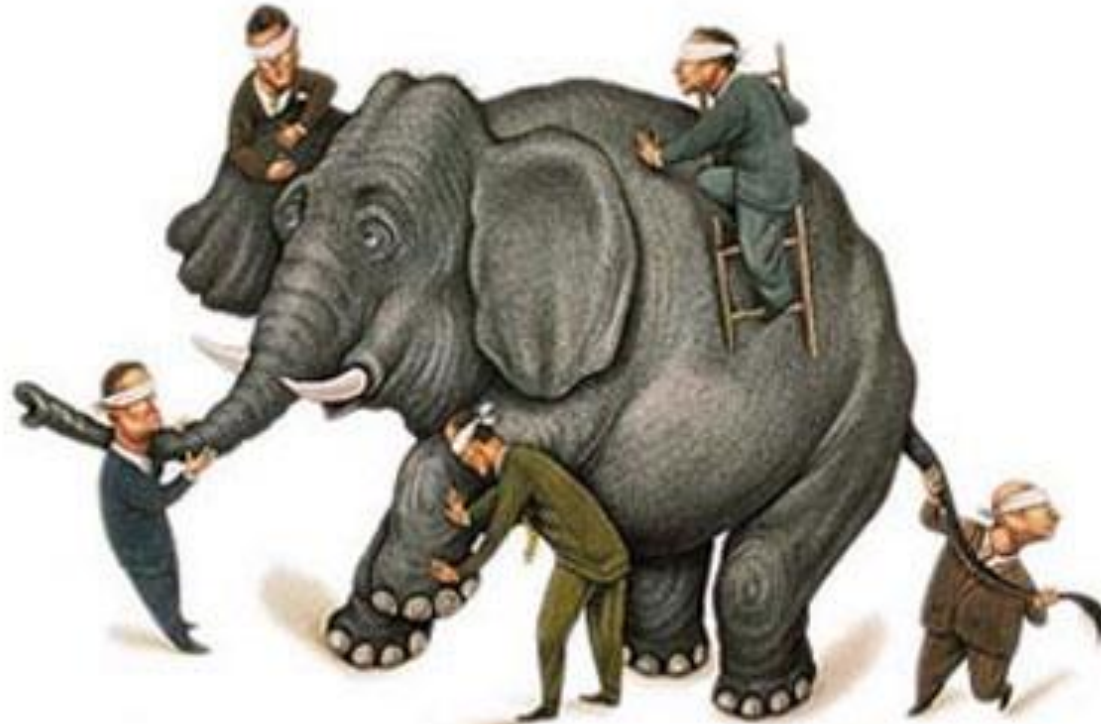


# SELF REGULATION & PRODUCTIVITY



Visibility= Productivity

# What is Visibility?



# Winston Churchill

- “You can only see as far as you can see”



# RTMS History

**VIP Technical Trial**



Consignee/  
or  
visibility

**LAP**  
Heavy Vehicle Accreditation Scheme  
Price Without • Safety • Loading • Productivity



Consignee/  
or  
visibility

Standards

**RTMS**



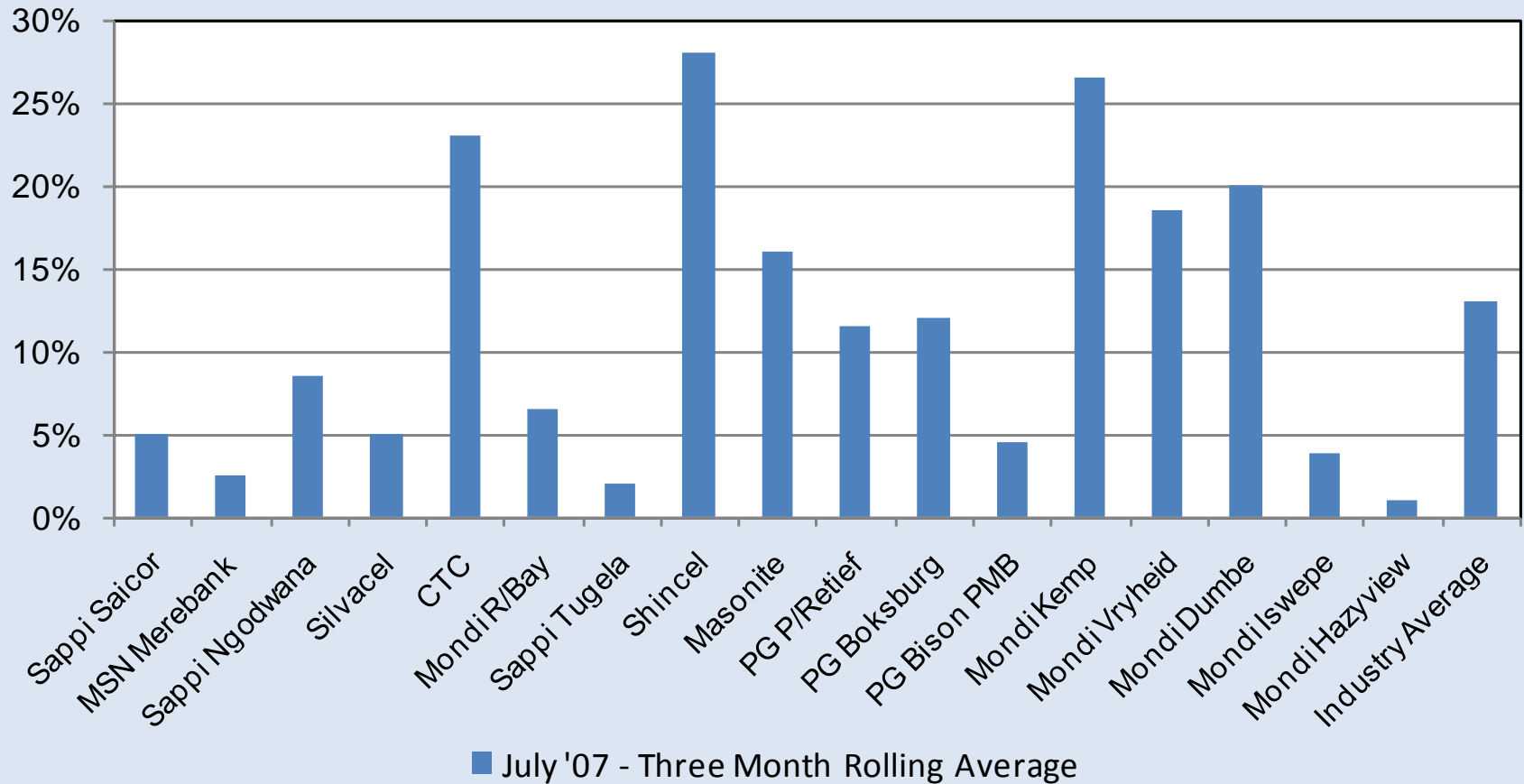
Consignee/  
or  
visibility

SABS standards



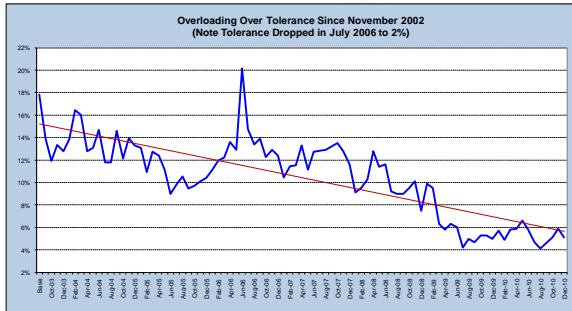
# Example of visibility - Timber

## % Incidence of Overloading Exceeding 2% Tolerance



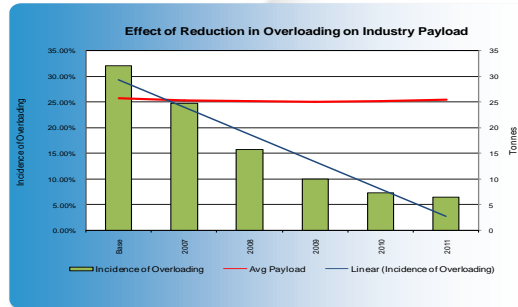
# Proven Results

## Timber Overloading



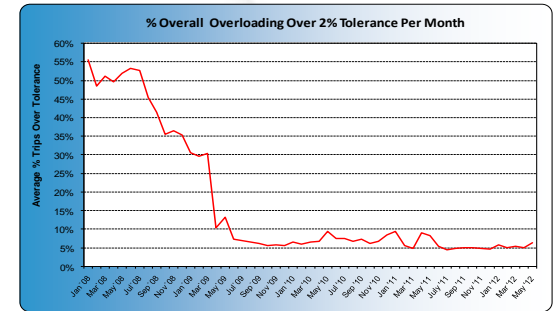
8M ton p.a., 8 Mills, 208 transporters, 5 large growers

## Sugar Overloading



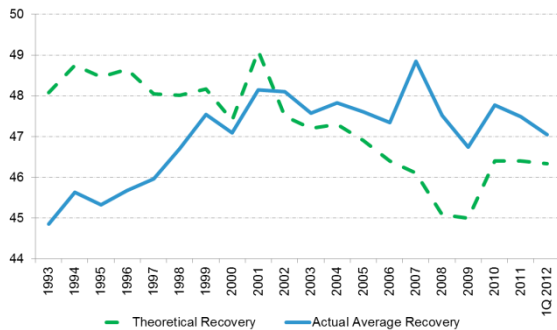
21M ton p.a., 13 Mills, 485 transporters, 27,548 growers

## Coal Overloading



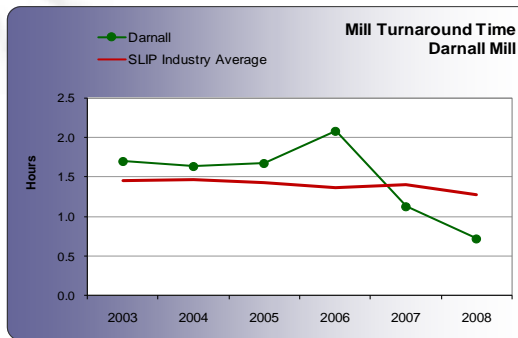
35M ton p.a., 9 Stations, 197 transporters, 35 mines

## Sawmilling Recoveries



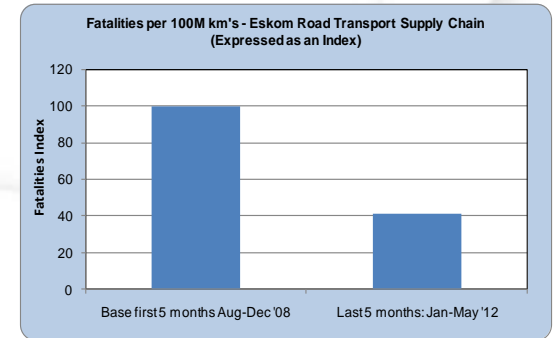
42 Mills (75% of industry)

## Sugar Congestion



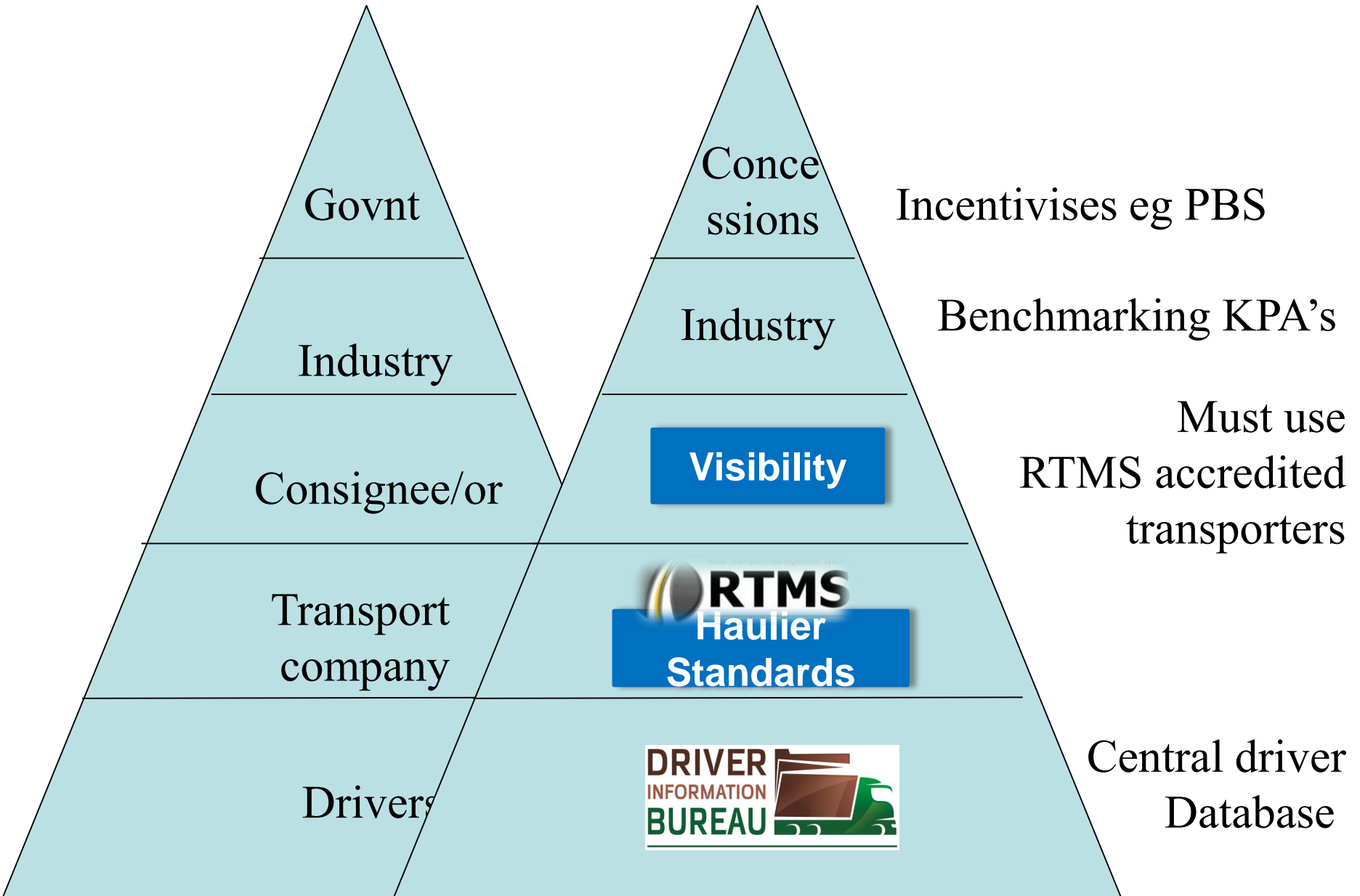
4.6M ton p.a., 3 Mills, 67 transporters, 271 trucks, 211 cutting fronts

## Coal Accidents



**CRICKMAY**  
SUPPLY CHAIN EVOLUTION

# Self regulation and productivity



To me RTMS should be tailored for your industry



# Standards



# Visibility



Reduced risk and cost

Steering Committee



# Solutions



# Supply Chain Data

# Transport



# Source & Destination



Central driver database

## Measurement

Origin of load

Destination

Loading: Over/Under-loading

Loader availability

Terminal times

Queues

Speed

Trip time

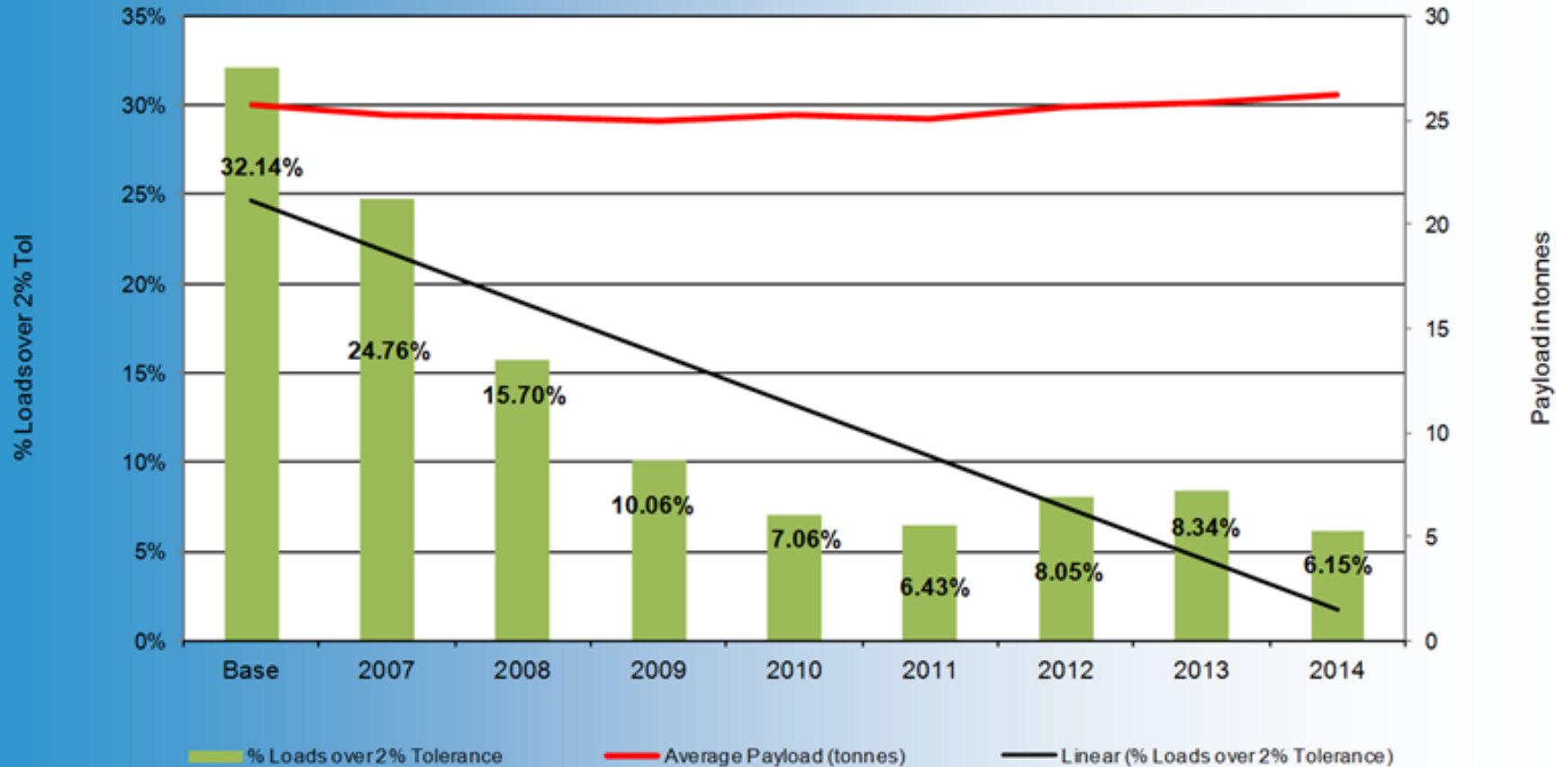
Accidents

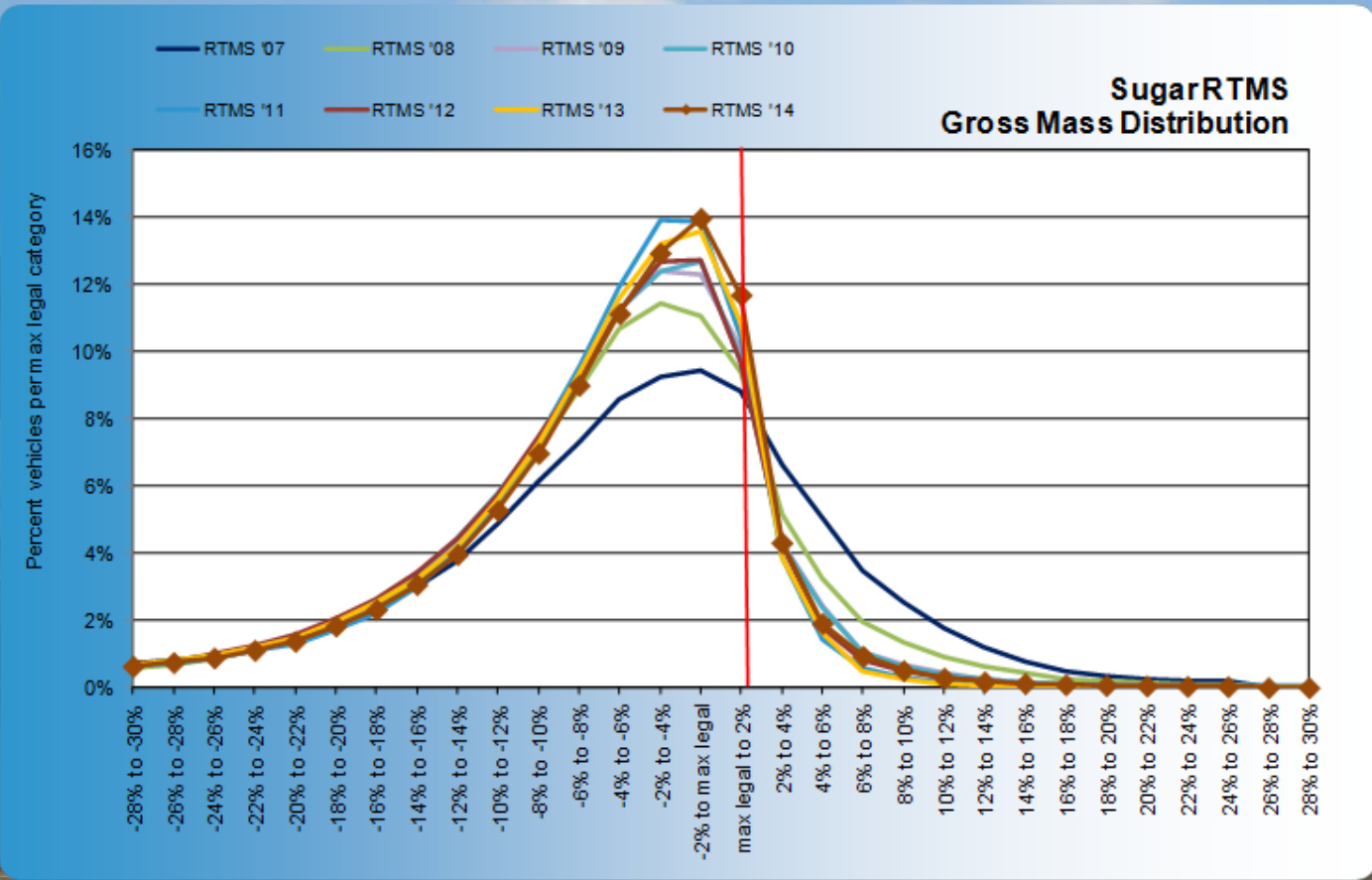
# Example of gains to be made at 100kms

<i>Main objective</i>	<i>Rough rule of thumb</i>	<i>Value of improvement thus far (R)</i>
Reduce lead distance (km) <b>[Tactical]</b>	R1 for every km reduced	92,400,000
Reduce waiting (hours)	R1.5 /t for every 12 minutes reduction at terminals	70,000,000
Improve vehicle operating days per annum	.	not calculated
Reduce underloading	R2 /t for every tonne of payload lost	n/a
Increase payload (t)	R2 for every tonne gained	78,000,000
Increase payload with PBS (t)	R 2 for every tonne gained	n/a
Reduce % empty legs <b>[Operational]</b>	R1/t for every 1% travel time less empty.	n/a
Diesel Rebate	R 1.5/ liter	n/a
<b>Total</b>		<b>R 240,400,000</b>
Reduce road damage	60% of 10% premium on rates	170,000,000



### % Loads over 2% tolerance year on year improvement





# Grain Industry Challenges

	Grain Industry Issue	Effect
Risk	Overloading, New Road Traffic Act and AARTO	road damage and increased cost, accidents and deaths, non level playing field, poor industry image, increased fines
	Grain Contamination	danger to humans and animals, wastage, loss of income
	Grain Theft	direct loss of income
Cost	Underloading	increased cost of transport, more trucks on the road, increased loading and offloading pressure
	Transport Congestion	increased cost of transport, more trucks required to do the same job
	Production Efficiency	increased cost of production, lower market competitiveness
	No enough grain on rail	facility infrastructure pressure, increased cost of transport
Transparency	Transport rate	inefficient REAL transport, increased cost
	Market stability	food security issues, cost of grain increased

- Through visibility ( starting simple) and regulating yourselves you will open the key to a whole new level of efficiency and reduced costs.

# Last word of cooperation on drivers

- 90% of accidents caused by human error
- 80% of accidents caused by 20% of drivers
- Crying need for data on drivers

# CENTRAL DRIVER DATABASE

## PARTNER INPUTS:

Eyegym results

On-board  
Computer History

Current Dover  
System Reports

Talent index

Insurance records

## DEVELOPMENT

Natis/AARTO

Eyegym

Recording of  
driver history  
( Talent index)

Driver reference

Centraldriverdatabase.com

## OUTPUTS:

### EMPLOYERS

- Access to existing reports
- Access to Driver Cell numbers
  - Driver references.

### DRIVERS

- Registration by SMS

**DRIVER  
INFORMATION  
BUREAU**



Thank you



# Background to Crickmay

- Our Mission: Sustainability of our clients
- A founding member of RTMS
- Gold LAA winners 2002,2004,2009
- 2012 LAA Platinum winner Cum Laude





“Platinum, Cum laude status implies achievement  
beyond excellence.

It is taking the lead and showing the way. It  
represents achievement record that shows  
sustainable and continued professional development  
and distinction.

Entry made me proud to be a South African”

*G De Villiers Chairman of the judging panel “*

