Road Transportation-Citrus

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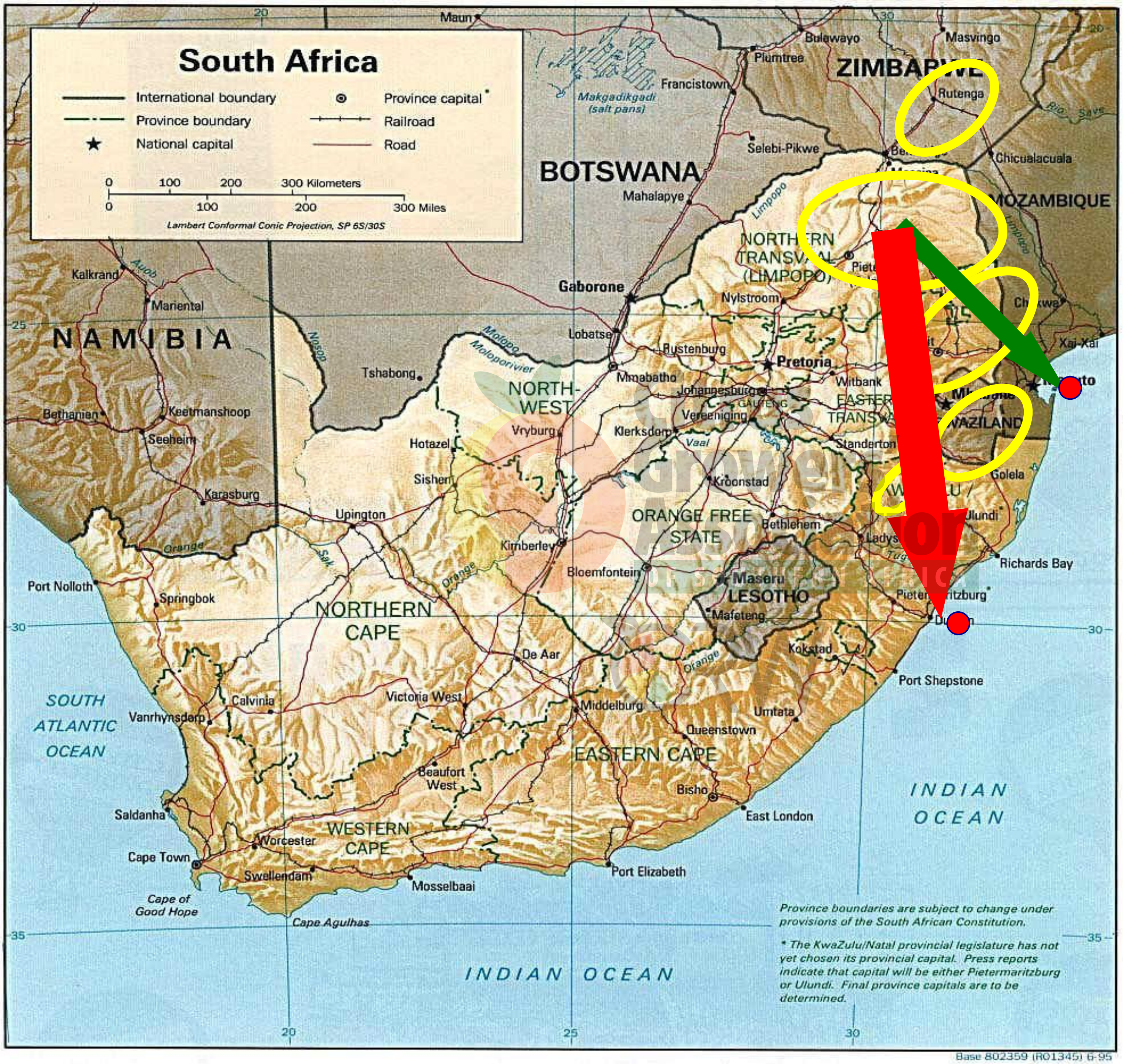
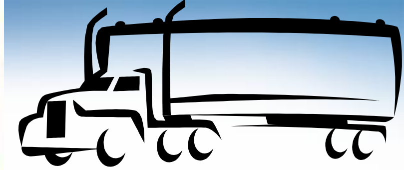
Our competitors are other countries, not other exporters!

WORLD FRESH CITRUS EXPORTS (thousand tons)

Country	01/02	02/03	03/04	04/05	05/06	06/07	07/08	08/09	09/10	Rank
Spain	3,142	3,313	3,564	3,117	3,238	3,627	3,036	3,300	3,083	1
South Africa	981	1,043	1,049	1,080	1,213	1,290	1,323	1,346	1,485	2
Turkey	826	740	607	877	948	947	725	990	1,103	3
USA	1,018	1,117	1,136	919	930	1,068	1,072	863	1,065	4
China	184	241	344	386	380	500	720	997	989	5
Egypt	303	414	491	605	650	790	560	794	924	6
Mexico	225	347	399	413	399	414	433	490	501	7
Morocco	430	484	438	490	543	583	582	652	478	8
Argentina	421	486	548	642	580	539	537	531	461	9
Greece	317	398	303	235	337	289	259	280	365	10

*ESTIMATE





Distances to Maputo

North Prov: 600Km

Mpum: 200Km

Swazi: 150Km

Distances to Durban

North Prov:1000Km

Mpum: 600Km

Swazi: 350Km

OUR KEY PROBLEM AREAS!

- Container arrival condition –pallet conditions
(What does the client see upon opening container doors)

- **Fruit arrival condition at cold-stores**
(What do we receive)

-Poor Pallet Base conditions

-Carton strength

Container arrival condition overseas –pallet condition

Above is how certain trucks gets loaded at packhouse !

Net Result- Fruit arrival condition at coldstores

Poor Pallet conditions

Carton strength-bottom layers crushed by weight of top layers

Problem-Multiple off-loading points

–Pallets on flatbed, destined for various locations in Durban

-Road conditions ‘stop and go, braking etc.

-No support on trailer

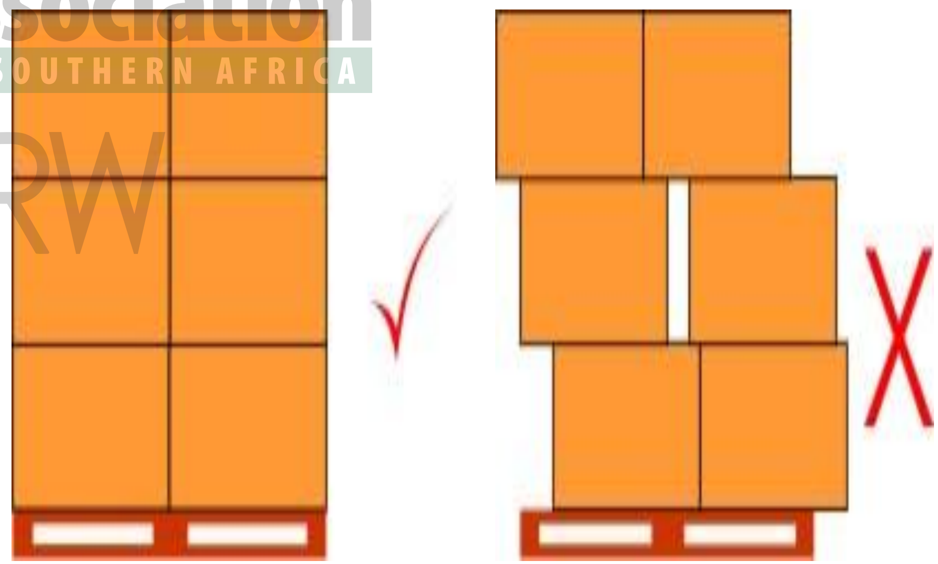
– RECIPE FOR DISASTER

What are we looking for at packhouse level:

Pack guides on pack house floor

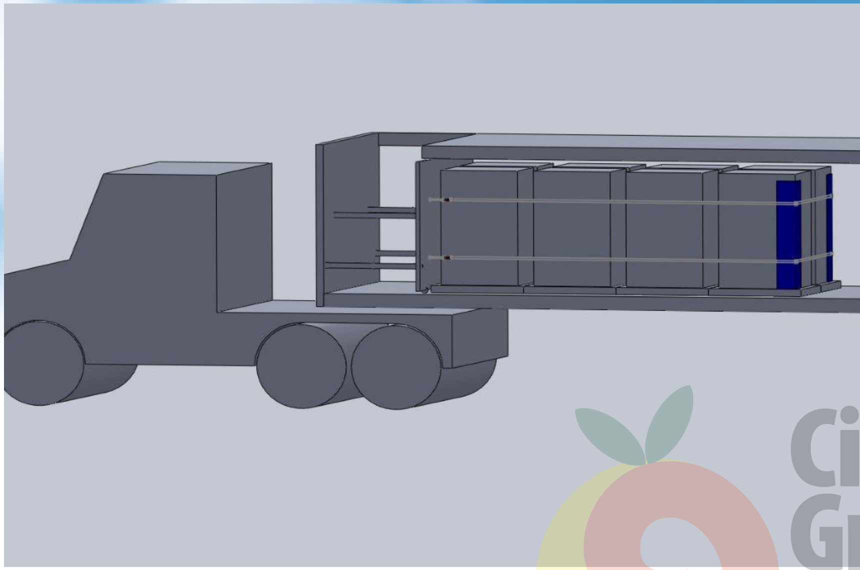
Pallet presentation

Proper stowage on trucks



Stability on pallet at packing

Possible solutions-”Pie in the sky” Maybe not!



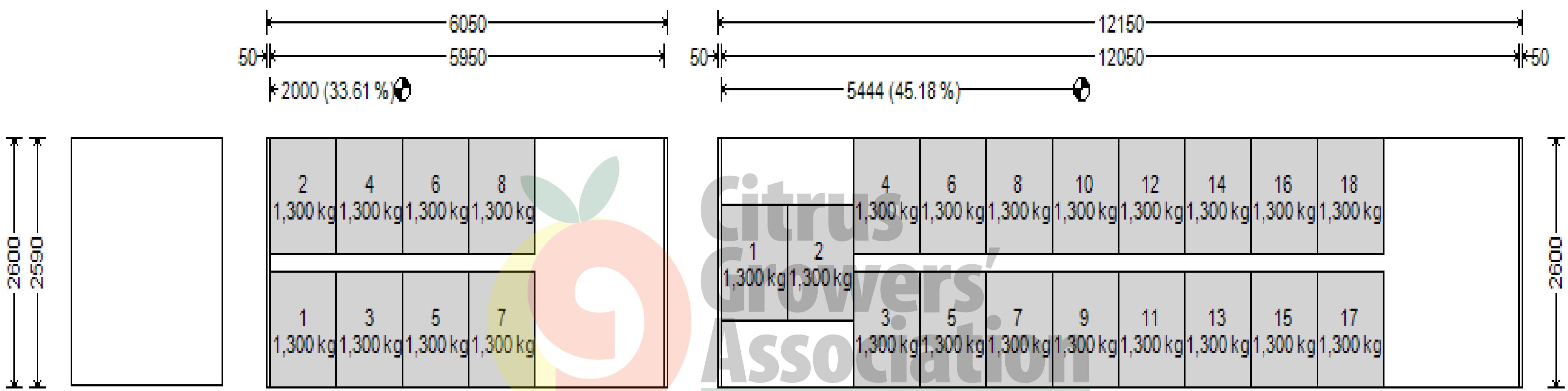
Assembly extension to board

Picture 19: Air cushion in a semi trailer

Picture 32: Spring lashing preventing the goods section from tipping over

Suggested stacking pattern on truck

Max loading = 26 pallets per truck x ≤1,300kg per pallet = 33,800kg per load.



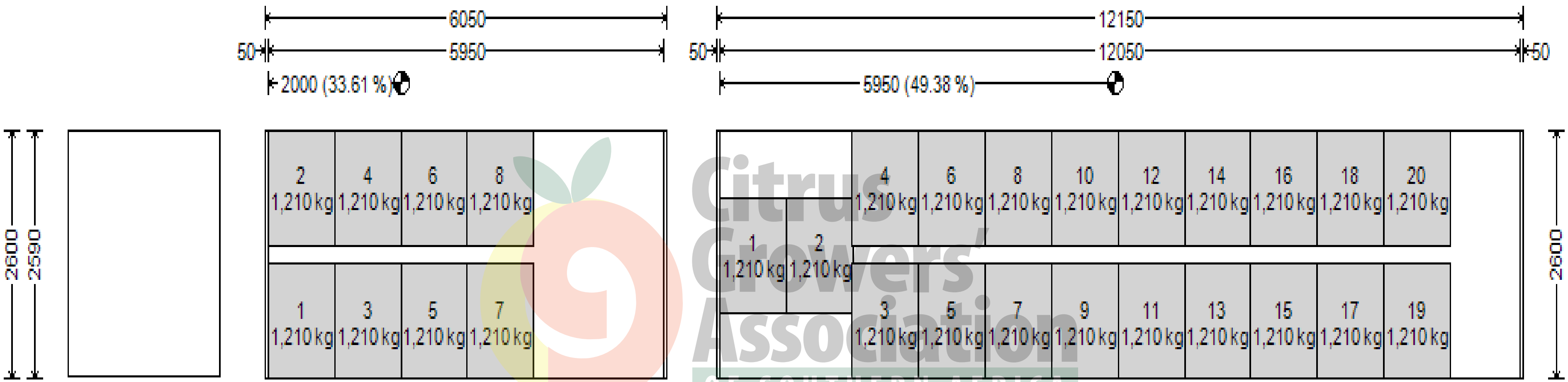
Veh. Front	Veh. Rear		Trailer 1	Total	Trailer 2
5,231 kg	4,093 kg	Unladen Veh.		9,324 kg	
276 kg	1,716 kg	Unladen Tr. 1	3,554 kg	5,546 kg	
20 kg	122 kg	Unladen Tr. 2	1,612 kg	6,366 kg	4,612 kg
5,527 kg	5,931 kg	Unladen Tot	5,166 kg	21,236 kg	4,612 kg
1,391 kg	8,658 kg	Payload Tr. 1	351 kg	10,400 kg	
141 kg	880 kg	Payload Tr. 2	11,573 kg	23,400 kg	10,806 kg
1,532 kg	9,538 kg	Payload Tot	11,924 kg	33,800 kg	10,806 kg
7,059 kg	15,469 kg	Gross	17,090 kg	55,036 kg	15,418 kg
7,250 kg	18,000 kg	Permissible	18,000 kg	56,000 kg	18,000 kg
-2.63 %	-14.06 %	Overload	-5.06 %	-1.72 %	-14.34 %

Warnings

- The default payload centre of gravity has been adjusted
- Cab swing clearance is only 269 mm, recommended is 300 mm
- Left versus right mass distribution is not calculated
- Swing clearance not calculated for landing legs

Suggested stacking pattern on truck

Max loading = 28 pallets per truck x ≤1,210kg per pallet = 33,880kg per load.



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5,527 kg	5,931 kg	Unladen Tot	5,166 kg	21,236 kg	4,612 kg
1,295 kg	8,058 kg	Payload Tr. 1	327 kg	9,680 kg	
129 kg	803 kg	Payload Tr. 2	10,563 kg	24,200 kg	12,705 kg
1,424 kg	8,861 kg	Payload Tot	10,890 kg	33,880 kg	12,705 kg
6,951 kg	14,792 kg	Gross	16,056 kg	55,116 kg	17,317 kg
7,250 kg	18,000 kg	Permissible	18,000 kg	56,000 kg	18,000 kg
-4.12 %	-17.82 %	Overload	-10.80 %	-1.58 %	-3.79 %

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Strategy for the 2012 season

- Load at source, as much as possible in containers, Insert dunnage bags at doors of containers,

- Maintain standards at pack house level e.g. presentation of fruit in cartons, proper following of packing guides

- Constant dialogue with export companies on quality etc.

- Continuous education of pack house staff by visual means 'WHAT YOU PUT IN,IS WHAT YOU GET OUT'

- Try and smart load conventional trucks, destination specific as much as possible.