

Greetings all

Subsequent to a barrage of route clearance quotes and jobs in the last couple of weeks, we thought it opportune to send out an update as to common traps we are seeing by many of our clients when requesting cost estimates and then confirming these as jobs. We understand this can be a function of your own clients and their information flow but possibly sending this email to them or using the enclosed form not only for ARC but for your clients could help streamline the information we all receive to everyone's benefit.

In essence our cost estimates can only be as accurate as the information we receive, so correct information at quote stage is critical to ensure your quotes have the route clearance costs catered for.

Before we start please all understand:

ARC are in the business of route clearances – your Cost Estimate / Route Clearance requests are **absolutely and completely confidential** between yourselves and ARC and not disseminated to any other business whatsoever. Information you provide us is only used by us for the work we do in providing you with the most efficient route for the conveyance of your load/s.

It is in all our interests that we achieve this as efficiently as possible and which we can prove is a direct function of the information to hand.

To this end...

1. Route clearances are dependent on any or all of the following abnormalities – in short please we need 6 pieces of **critical information** before we can even start to consider what will be required and how we can best achieve your routing and clearances for you.
 - a. **Length - Greater than 22m and the Clearance requirements start.**
Length can affect tracking at intersections, departure and access from and to sites, and is most significant in towns and cities where removal of traffic signs and street furniture can be required.
 - b. **Width - Greater than 3.5m and the Clearance requirements start.**
Width can affect the need for type of escorts – the actual route we propose (if Bridge rails are higher / narrower) than standard routes – and can also play a part in tracking at intersections again possibly needing the removal of signs etc.
 - c. **Height - (a) of the Load and (b) Laden Height of the load on the trailer. - Greater than 4.3m (laden height) and the Clearance requirements start.**
Height is one of the most critical as it determines whether we need ESKOM, Telkom clearances, as well as which route to propose that does not have overhead limitations such as bridges, signs, traffic signals, etc.
 - d. **Weight (a) of the Load and (b) Weight of the Load + Vehicle Combination - Greater than 125 tons GCM and the Clearance requirements start N.B. (Cross Border this figure is >100 tons (Botswana) and >120 tons (Zimbabwe).**
A significant cost differential between GCM under <125 tons and GCM over >125 tons – i.e. over >125 tons may need a route clearance survey, route clearance

reports, bridge checks, A Registered Engineer's unit loading analysis, weighing of the combination etc.

e. Exact co-ordinates at origin and destination.

Surprisingly we come across a lot of "same-names" in different provinces – lots of Tweefontein's for example. In addition routing in and out of yards / sites can be the trickiest part of the survey depending on the geometric footprint of the combination.

f. Proposed Trailer Combination.

The proposed trailer combination is needed by ARC in determining almost all of the above as it effects on-the-road laden Length, Width, Height, Weight, and is critical for unit loading checks.

In light of the above, *please* could we ask that the enclosed form is used when asking ARC for a cost estimate – The form can be filled in by hand and faxed or emailed to us – it simply has to have all 6 of the above items. It will enable ARC to provide the most accurate cost estimate for the most efficient route.

It may be worth your client's completing this information when dealing with you at the outset – we are happy that you plagiarise the form to suit your own requirements as changing information on any of the abnormalities above – particularly when a job has already started – usually results in ARC having to re-run numbers and even change entire routings and reports – This translates into more time and cost that has to be passed on to whoever changed the information.

We are confident use of the form will translate into a discount on the final amount invoiced versus that we quoted, purely through eliminating re-doing work due to changes / confusion in loads and configurations.

Please give it a try if you are not already converted and using it.

Feel free to contact myself, Rick or Andre if anyone needs any clarity on completing the form or this email.

Towards a "clearer route"!

Phil Warren