



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Shipment Cost Estimation and Quotation Generation

Services / Transport, Operations and Logistics

Unit Standard 252266 · NQF Level 4 · 6 Credits · 3 Days

COURSE OVERVIEW

This course equips learners with the skills to accurately estimate shipment costs and generate professional quotations. It covers the principles of cost estimation, including factors such as distance, weight, volume, and special handling requirements, enabling learners to produce competitive and accurate quotes.

Category	Services
Subfield	Transport, Operations and Logistics
Unit Standard	252266
Accreditation	SAQA Accredited · NQF Level 4 · 6 Credits
Duration	3 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply cost estimation principles to calculate shipment costs based on weight, volume, distance, and special requirements.
- Analyze various cost components including fuel surcharges, insurance, customs duties, and handling fees.
- Evaluate different transportation modes and routes to determine the most cost-effective solution.
- Generate accurate and professional shipment quotations using standard templates and software.
- Demonstrate compliance with relevant regulations and company policies in quotation generation.

WHO SHOULD ATTEND

- This course is designed for logistics coordinators, supply chain professionals, freight forwarders, and anyone involved in the pricing and quotation of shipments within the transport and logistics industry.

COURSE OUTLINE

Day 1: Fundamentals of Shipment Costing

- Introduction to shipment cost estimation
- Cost components: freight, insurance, duties, handling, and documentation
- Fixed vs variable costs in logistics
- Cost drivers: distance, weight, volume, and mode of transport
- Basic cost calculation methods (per unit, per kg, per m³)
- Importance of accurate estimation for profitability
- Overview of quotation generation process

Day 2: Quotation Generation and Pricing Strategies

- Step-by-step cost calculation for different shipment types
- Pricing strategies: markup, margin, and break-even analysis
- Components of a quotation: validity, payment terms, and exclusions
- Market rate analysis and competitor benchmarking
- Discount structures and volume pricing
- Creating a quotation template
- Legal and compliance aspects of quotations

Day 3: Advanced Estimation and Practical Integration

- Introduction to estimation software (e.g., Excel, logistics ERP)
- Special shipment types: hazardous, perishable, and oversized
- Incoterms and their impact on cost allocation
- Currency exchange and fuel surcharge management
- Cost optimisation techniques
- Handling client negotiations and quotation revisions
- Case study: end-to-end quotation generation

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **6 NQF credits** at **NQF Level 4**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 17,900.00	R 17,900.00
1	In-House	R 23,300.00	R 23,300.00
1	On-Campus (Pretoria)	R 26,800.00	R 26,800.00

UPCOMING SESSIONS

Start	End	Method	Venue
05 Aug 2026	07 Aug 2026	On-Campus	Cape Town, South Africa
05 Aug 2026	07 Aug 2026	On-Campus	Lagos, Nigeria
10 Aug 2026	12 Aug 2026	On-Campus	Pretoria, South Africa
10 Aug 2026	12 Aug 2026	On-Campus	Mauritius
11 Aug 2026	13 Aug 2026	On-Campus	Abu Dhabi, UAE
11 Aug 2026	13 Aug 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
12 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 252266) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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