



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

Transport Tariff Establishment and Pricing

Services / Transport, Operations and Logistics

Unit Standard 255804 · NQF Level 5 · 10 Credits · 7 Days

COURSE OVERVIEW

This course equips learners with the skills to establish transport tariffs and pricing structures within a transport function. Participants will learn to analyse cost components, apply pricing methodologies, and develop tariff schedules that ensure profitability and compliance. The course aligns with SAQA Unit Standard 255804, focusing on practical application in the South African transport industry.

Category	Services
Subfield	Transport, Operations and Logistics
Unit Standard	255804
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	7 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyse cost components (fixed, variable, and overhead) to determine the cost base for tariff setting.
- Apply different pricing methodologies (cost-plus, market-based, and value-based) to establish transport tariffs.
- Evaluate external factors (fuel price, inflation, regulatory requirements) that influence tariff adjustments.
- Design a tariff schedule that balances customer affordability with organisational profitability.
- Demonstrate the ability to review and revise tariffs based on performance data and market changes.

WHO SHOULD ATTEND

- This course is designed for transport managers, logistics coordinators, fleet supervisors, and pricing analysts who are responsible for setting or reviewing transport tariffs.
- It is also suitable for entrepreneurs in the transport sector seeking to optimise their pricing strategies.

COURSE OUTLINE

Day 1: Introduction to Transport Tariff Principles

- Overview of transport economics and tariff concepts
- Stakeholders: carriers, shippers, regulators, and customers
- Cost structures in transport: fixed, variable, and marginal costs
- Pricing strategies: cost-plus, value-of-service, and competition-based
- Introduction to the National Land Transport Act and relevant regulations
- Ethical considerations in tariff setting

Day 2: Cost Analysis and Rate Determination

- Detailed cost components: fuel, maintenance, labour, depreciation, overheads
- Cost allocation: direct vs. indirect costs, activity-based costing
- Break-even analysis: formula and application
- Rate determination for road freight: per-ton, per-km, and per-pallet rates
- Introduction to cost databases and industry benchmarks
- Practical examples of cost calculations

Day 3: Tariff Structures for Different Transport Modes

- Road freight tariffs: full truckload (FTL) vs. less-than-truckload (LTL)
- Rail tariffs: unit train, carload, and intermodal rates
- Air cargo tariffs: general cargo, express, and special handling
- Sea freight tariffs: containerized, break-bulk, and bulk rates
- Surcharges: fuel, security, congestion, and peak season
- Reading and interpreting tariff schedules

Day 4: Pricing Strategies and Negotiation

- Pricing models: cost-plus, margin-based, and target pricing
- Value-of-service pricing: customer willingness to pay
- Competitive analysis: benchmarking against competitors
- Negotiation tactics: anchoring, concessions, and win-win approaches
- Volume discounts, loyalty programs, and long-term contracts
- Legal aspects of pricing: price fixing and collusion

Day 5: Regulatory Compliance and Tariff Filing

- Regulatory bodies: National Transport Regulator, Competition Commission
- Tariff filing procedures: content, timelines, and formats
- Transparency requirements: public access to tariffs
- Non-discrimination: avoiding preferential pricing
- Tariff change management: advance notice and justification
- Case studies on regulatory compliance

Day 6: Advanced Topics – Dynamic Pricing and Technology

- Dynamic pricing: surge pricing, real-time adjustments
- Technology: Transport Management Systems (TMS), rate engines
- Data analytics for pricing: demand forecasting, cost modelling
- Yield management: maximizing revenue per unit capacity
- Ethical considerations: fairness, transparency, and discrimination

- Future trends: blockchain, IoT, and autonomous vehicles

Day 7: Integration, Case Studies, and Assessment

- Comprehensive case study: from cost analysis to final tariff
- Group exercise: develop a tariff for a multi-modal route
- Presentation of pricing proposals and peer feedback
- Review of key concepts and Q&A;
- Practice assessment questions and exam preparation
- Course evaluation and closing

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 **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 29,600.00	R 29,600.00
1	In-House	R 38,500.00	R 38,500.00
1	On-Campus (Pretoria)	R 44,400.00	R 44,400.00

UPCOMING SESSIONS

Start	End	Method	Venue
04 Aug 2026	12 Aug 2026	On-Campus	Cape Town, South Africa
05 Aug 2026	13 Aug 2026	On-Campus	Dubai, UAE
06 Aug 2026	14 Aug 2026	On-Campus	Pretoria, South Africa
06 Aug 2026	14 Aug 2026	On-Campus	Lagos, Nigeria
07 Aug 2026	17 Aug 2026	On-Campus	Johannesburg, South Africa
10 Aug 2026	18 Aug 2026	On-Campus	Cape Town, South Africa
11 Aug 2026	19 Aug 2026	On-Campus	Dubai, UAE
12 Aug 2026	20 Aug 2026	On-Campus	Pretoria, South Africa

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 255804) 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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