



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

Heavy Vehicle Options and Add-On Products Specification

Services / Wholesale and Retail

Unit Standard 259889 · NQF Level 5 · 7 Credits · 4 Days

COURSE OVERVIEW

This course equips learners with the knowledge and skills to specify heavy vehicle options and add-on products according to customer requirements and industry standards. It covers the identification, evaluation, and selection of appropriate add-ons such as trailers, loading equipment, and safety features. By the end of the course, participants will be able to compile accurate specifications for heavy vehicle configurations.

Category	Services
Subfield	Wholesale and Retail
Unit Standard	259889
Accreditation	SAQA Accredited · NQF Level 5 · 7 Credits
Duration	4 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Identify customer needs and operational requirements for heavy vehicle options and add-on products.
- Evaluate available heavy vehicle options and add-on products against technical specifications and regulations.
- Select appropriate combinations of options and add-ons to meet customer requirements and budget constraints.
- Compile detailed specifications for heavy vehicles including all selected options and add-on products.
- Demonstrate compliance with South African road transport regulations and manufacturer warranties when specifying add-ons.

WHO SHOULD ATTEND

- This course is designed for sales consultants, fleet managers, and technical staff involved in specifying heavy vehicles and their add-on products within the automotive or transport industry.

COURSE OUTLINE

Day 1: Introduction to Heavy Vehicle Options and Add-On Products

- Overview of heavy vehicle categories (trucks, trailers, buses, etc.)
- Legal and compliance requirements (SANS codes, NRTA)
- Types of options and add-ons: aerodynamic, safety, comfort, operational
- Basic vehicle specifications: GVW, GVM, axle configurations
- Market trends and customer needs in South Africa
- Documentation and specification sheets

Day 2: Detailed Specification of Common Options and Add-Ons

- Aerodynamic devices: roof fairings, side skirts, vortex generators
- Safety add-ons: cameras, sensors, alarms, fire suppression
- Comfort add-ons: air conditioning, suspension seats, sound insulation
- Operational add-ons: tail lifts, cranes, refrigeration units
- Weight and dimension calculations for compliance
- Manufacturer guidelines and warranty implications
- Case studies of common specification errors

Day 3: Advanced Specification and Integration

- Electrical load management and power supply considerations
- Mechanical integration: mounting, brackets, and structural modifications
- Telematics and fleet management systems
- Specialised add-ons: tanker equipment, tipper bodies, livestock trailers
- Custom specifications for mining, construction, and logistics
- Risk assessment and mitigation strategies
- Integration with existing fleet and maintenance protocols

Day 4: Practical Application and Quality Assurance

- Step-by-step specification process from customer request to final document
- Using specification software and templates
- Verification and validation techniques
- Documentation for procurement and installation
- Communication with stakeholders: sales, engineering, suppliers
- Common pitfalls and how to avoid them
- Final assessment and course wrap-up

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 **7 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 21,500.00	R 21,500.00
1	In-House	R 27,900.00	R 27,900.00
1	On-Campus (Pretoria)	R 32,300.00	R 32,300.00

UPCOMING SESSIONS

Start	End	Method	Venue
11 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
11 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
11 Aug 2026	14 Aug 2026	On-Campus	Pretoria, South Africa
11 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE
11 Aug 2026	14 Aug 2026	On-Campus	Cape Town, South Africa
11 Aug 2026	14 Aug 2026	On-Campus	Mauritius
17 Aug 2026	20 Aug 2026	On-Campus	Dubai, UAE
17 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 259889) 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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