

# 5. Transportation

1. Time and place utility
2. Transportation/ Logistics/ Marketing Interfaces
3. Factors influencing transportation costs and pricing
4. Carrier characteristics and Services
5. Carrier Pricing

## **5.3. Factors influencing transportation costs and pricing**

- **Product-related factors**
- **Market-related factors**

# 5.4. Carrier characteristics and Services

## Transportation modes

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1. Motor.
2. Rail.
3. Air.
4. Water.
5. Pipelines.
6. Intermodal services:
  - rail-motor, motor-water, motor-air, rail-water
  - trailer-on-flatcar (TOFC)
  - container-on-flatcar (COFC)

# 5.5. Carrier Pricing

## Categories of Rates:

### 1. Line-haul rates

- class rates,
- exception rates,
- commodity rates,
- miscellaneous rates.

### 2. Accessorial charges

# Freight-all-kinds rates

1. FOB pricing.
2. Delivered pricing system.
3. Zone Pricing.
4. Basing Point Pricing.
5. Quantity discounts.
6. Allowances.
7. Negotiated pricing.