

# Masterclass: Logistics Costings

12 March 2026 - interactive online workshop

The logistics costs of satisfying customer demand can be substantial, yet these costs are generally not fully understood by organisations as typical accounting systems tend to be focused on detailing product costs as opposed to customer service costs.

Every company has its own unique supply chain, with highly individualized logistics cost inputs, yet most companies seem to suffer from a lack of visibility of costs as they are incurred through the supply chain pipeline.

In order to effectively monitor, manage and optimise their operational costs, logistics professionals must understand the specific logistics cost elements and drivers as well as the true costs of servicing different customer types / channels & market segments.

The content of this workshop has been designed to empower delegates with a solid understanding of logistics cost elements and drivers as well as the critical relationships between physical activities, operating performance, cost generation and pricing within a logistics environment.

Delegates will leave with 4 different template spreadsheets to assist in setting up their own logistics costing models.

*Proudly brought to you by:*



# Workshop Content: 08h30 - 14h00

## Profitability & the cost of customer service

- Key findings from supply chain costing research
- Inhibitors to cost transparency
- The cost of customer service
- Why we need to cost
- Understanding trade-off relationships

## Core business issues

- Competitive advantage
- The value chain, the business cycle & the profit window
- Measuring logistics costs
- Return on investment
- Supply chain costing tools

## Pricing & costing (part 1)

- Using business modelling
- The costing sequence
- Lessons learned - examples
- Model development hints
- Difficulties experienced
- Factors within management's control

## Pricing & costing (part 2)

- Order profile
- Warehouse capacity & assumptions
- Warehouse costs
- Distribution & transport capacity & assumptions
- Distribution & transport costs
- Lessons learned

## Bringing it all together

- Contracts & service level agreements
- The strategic profit model
- Benchmarking
- Activity based costing
- Customer / product profitability analysis
- Supply chain costing strategies

## Who Should Attend?

This workshop will benefit practitioners operating in the manufacturing, retail, distribution and services industries, specifically with the following job responsibilities:

- Logistics
- Supply chain management
- Distribution
- Transport management
- Transport planning
- Warehouse management
- Freight management
- Procurement
- Finance
- Operations

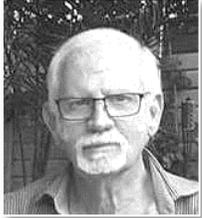
To derive benefit from the content, delegates should have work experience in either supply chain management, logistics or finance.

## Workshop Objectives

On completion of this workshop, delegates will be able to better understand:

- the spectrum of logistics cost elements and drivers
- how to create a practical model for calculating logistics costs
- critical management issues impacting logistics costs
- how to identify the real cost issues rather than just addressing the symptoms
- how to calculate the true costs of servicing different customer types / channels & market segments

## Workshop Facilitator:



**Mike Johnston** graduated with a Bachelor of Science from the UCT and an MBA from the Graduate School of Business at Wits University. He spent 13 years with Tanker Services moving from Management Trainee to Operations Manager for Tanker Services (Natal) to Group Operations Manager.

He then embarked out on his own as a specialist transport & logistics consultant. He has been engaged by numerous companies in South Africa over the past four decades to investigate and improve various supply chains and operations. This includes issues ranging from logistics & distribution strategy, procurement, order processing, inventory, warehousing & transportation.

Mike lectures regularly on logistics & procurement. He has been involved in numerous related conferences and workshops. He has been a committee member of the Southern African Roundtable of the Council of Supply Chain Management Professionals (CSCMP) and is a judge on the Logistics Achiever Awards and the Africa Supply Chain Excellence Awards.

## Workshop Cost:

The cost per delegate to attend the workshop is **R2 250 + vat**. This includes access to the interactive presentations, discussions, all course material and attendance certificate.

### **Early-Bird Offer:**

**Bookings received and paid for prior to 31 December 2025 will receive a 20% reduction on the total registration cost.**

If you wish to reserve a spot at the workshop, please complete the registration form on the final page, or alternatively contact us directly if you have any questions regarding content or the workshop in general:



010 500 1006



karl@vicenda.co.za



## Past Delegates:

*Generally, it was informative and brought up issues that are overlooked - it was great thank you!*

*Very informative. Great help understanding the concept of costing and will certainly assist in being more effective and accurate with rate proposals to our diverse clientele base.*

*The presenter's experience & knowledge is vast!*

*Facilitator was very knowledgeable and experienced in the field. Overall, this was a great learning experience.*

*Interesting with a lot of relevant content to be used in day-to-day operations.*

*Generally - loads of knowledge, detail was highly relevant, very happy!*

*Mike was very knowledgeable in regards to the topic and has vast experience in the supply chain field.*

*Great execution on specifically the cost issue. Loads of info to take away with us - which is great!*

Vicenda has been delivering business information services to the logistics and supply chain industry since 2005. Our focus is to provide supply chain practitioners with platforms to keep them informed, inspired and importantly, up-to-date with the latest industry trends.

Our workshops, conferences and roundtables bring together industry experts and seasoned practitioners to share their knowledge, experience and insight in interactive learning environments.

Although content is always based on sound academic principles, we have a strong focus on sharing fresh perspectives and practical solutions to the business challenges that supply chain practitioners encounter daily.

visit: [www.vicenda.co.za](http://www.vicenda.co.za)



## Logistics NEWS

Vicenda is the new publisher of Logistics News. For 40 years, Logistics News been the leading publication in South Africa that consistently offers relevant insights and valuable content for our local supply chain professionals. Content covers all aspects of Supply Chain Management from sourcing of raw materials to delivery of finished product as well as general industry news.

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# Registration Form: Masterclass: Logistics Costings

Online workshop: 12 March 2026



## Company Details

Company Name: \_\_\_\_\_  
Postal Address: \_\_\_\_\_  
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\_\_\_\_\_  
Postal Code: \_\_\_\_\_  
Tel No: \_\_\_\_\_  
VAT No: \_\_\_\_\_

## Delegate Details

1. Full Name: \_\_\_\_\_  
Designation: \_\_\_\_\_  
E-mail: \_\_\_\_\_  
  
2. Full Name: \_\_\_\_\_  
Designation: \_\_\_\_\_  
E-mail: \_\_\_\_\_  
  
3. Full Name: \_\_\_\_\_  
Designation: \_\_\_\_\_  
E-mail: \_\_\_\_\_

## Terms and Conditions

1. The package includes programme materials, course certificate and access to the interactive online presentations and discussions.
2. Payment must be made in South African Rands.
3. Cancellations must be received in writing no later than one week prior to the event. A full credit will be given. A 50% cancellation fee will be charged for cancellations received within one week of the event.
4. Non-payment or non-attendance does not constitute cancellation. Substitutions are welcome.
5. Should Vicenda cancel the event or this contract for any reasons, Vicenda shall refund the delegate all monies paid in terms of this contract.
6. In the unlikely event that the date of the workshop changes to a date that would be more advantageous to the success of the workshop, delegates may not hold Vicenda liable for any costs incurred by such changes.
7. All intellectual property rights in all materials produced and distributed to delegates by Vicenda in connection with this workshop is expressly reserved. Any unauthorized distribution, duplication, or publication is strictly prohibited without the express permission of the Event Director.

## Conference Cost

Cost per delegate: **R2 250,00 + VAT**.

The package includes programme materials, course certificate and access to the interactive online presentations and discussions.

### Early-Bird Offer:

Bookings received and paid for prior to 31 December 2025 will receive a 20% reduction on the total registration cost.

Authorised Signature: \_\_\_\_\_

Full Name: \_\_\_\_\_

Date: \_\_\_\_\_

E-mail Address (if not a delegate): \_\_\_\_\_

--- Please scan and email signed registration form to [karl@vicenda.co.za](mailto:karl@vicenda.co.za) ---