



COMMERCIAL PRICING FRAMEWORK

At DropX Transport, pricing is built around one core principle: **freight efficiency drives cost advantage**. We do not offer promotional discounting. We apply structured commercial pricing based on volume, route optimisation, and operational consistency.

This is a freight economics model designed for businesses that rely on logistics as part of their core operations.

Core Pricing Structure

All services are anchored to transparent baseline rates. These rates are fixed and transparent. There are no surge fees, hidden charges, or unpredictable surcharges.

Service	Rate (From)
Small Freight	\$55
Euro Pallets	\$88
Standard Pallets	\$110
Regional Freight	\$330

All commercial adjustments are applied on top of this baseline based on efficiency and volume.

Volume-Based Commercial Pricing

Pricing is determined by monthly freight volume and operational consistency.

- **Entry Level** – Standard baseline pricing for low-volume usage
- **Growth Level** – 5–10% efficiency-based savings for moderate recurring freight
- **Scale Level** – 10–18% structured pricing for high-volume operations
- **Enterprise Level** – Up to 25% commercial agreements for contracted freight programs

Higher volume enables greater operational efficiency, which reduces cost per movement. Pricing reflects this directly.

Operational Efficiency Model

Savings are applied where freight patterns improve fleet utilisation and reduce operational overhead. Efficiency savings are only applied where genuine cost reduction is achieved. Inefficient or irregular freight patterns do not qualify for reduced rates. This includes:

- Repeat delivery corridors
- Consolidated freight movements
- Predictable scheduling patterns

Route Optimisation Savings

Where freight is consolidated by direction or geography, pricing is optimised based on route efficiency. This model ensures cost savings are directly linked to logistics optimisation, not arbitrary discounting. This applies when:

- Multiple deliveries are aligned along shared corridors
- Freight is grouped for operational efficiency
- Return travel and empty kilometres are reduced

Operational Surcharges & Zone Costs

Service / Location	Rate
Geelong (Outside Melbourne Metro)	\$27.50
Mornington Peninsula (Outside Melbourne Metro)	\$50.00
Express Service (1 - 3 Hours)	\$55.00
After Hours Service	\$110.00
Hand Unload	\$44.00
Insurance	\$24.32
Wait Time (after 10 mins grace)	\$1.00 / min

Enterprise Account Framework

For businesses requiring structured logistics support, DropX offers 12-month commercial account agreements. This framework is designed for eCommerce operators, warehousing networks, retail distribution, and industrial supply chains.

- Pricing aligned to forecasted freight volume
- Priority fleet allocation
- Monthly consolidated invoicing
- Scalable capacity planning

Account approval is based on operational suitability and consistent freight demand.

Commercial Philosophy

DropX Transport operates on a clear principle:

We do not compete on price. We compete on logistics efficiency.

Our pricing structure is designed to reward operational alignment, predictable freight flow, and scalable business partnerships.

Partner With DropX

DropX is built for businesses that require:

- Predictable freight costs
- Scalable transport capacity
- Transparent commercial structure
- Reliable operational execution

If your business treats logistics as a critical function rather than an ad-hoc expense, DropX is built to support your growth.

Apply for a commercial account or book directly through our platform at DropX Transport.