RATE CARD - Multimodal pricing condition configurations

New rate card conditions allow charges and third-party costs to be applied automatically based on stage type, resource type, or specific intermodal connection in the route.

Updated 13 May 2026

Summary

- **What is included?**
  - Three new condition types are now available on **customer price lists and subcontractor (cost) rate cards:** *Stage type*, *Resource type*, and *Intermodal connection*.
- **Why was this added?**
  - Multimodal transport pricing depends on what the route looks like: whether it includes a rail or sailing leg, what equipment is used, or which specific intermodal connection is planned. Without these conditions, prices and third-party costs that vary by leg, equipment, or connection had to be entered manually.
- **How does it work?**
  - Each condition can be added to an existing or new rate card line and combined freely with other conditions. *Stage type* checks the legs present in the route. *Resource type* checks the primary or secondary resource on the trip. *Intermodal connection* matches a specific operator + connection (for example, STDR-DUB).

Prerequisites

- Customer or subcontractor rate cards must already be set up. See RATES - Rate Card Customers and Cost Calculation - Trip Costs.
- For *Intermodal connection* conditions, the relevant intermodal connections must be configured in *RESOURCES>Intermodal operators*
  - Select the intermodal operator and add 'Intermodal connections'. See INTERMODAL - Create & Update Intermodal timetables.
- For *Resource type* conditions, the secondary resource (trailer, container, chassis) must be assigned on the trip for the rule to evaluate as expected.

Use Cases

- **Road fuel surcharge conditioned on rail leg.** A customer's road fuel surcharge differs depending on whether the route includes a rail transfer leg. The *Stage type* condition allows the surcharge to be configured once and triggered automatically on routes containing a rail leg.
- **Limited Quantity (LQ) surcharge on sailing legs.** When a shipment is flagged as Limited Quantity and the planned route includes a sailing transfer leg, an additional LQ surcharge applies. The *Stage type* condition makes this an automated rule rather than a manual addition.
- **Cost rates by secondary resource type.** Carrier or subcontractor cost rates differ based on whether a transfer leg uses a trailer or a container. The *Resource type* condition on the cost rate card differentiates rates based on the secondary resource actually assigned to the trip.
- **Connection-specific surcharges (revenue).** A shipment to Dublin can travel via direct sailing (STDR-DUB) or via Zeebrugge (STDR-ZEE + ZEE-DUB). With the *Intermodal connection* condition, each route variant can carry a different rate without manual selection.
- **Connection-specific third-party costs (cost).** A "Cost Reallocation" or third-party resource on intermodal trips can now be priced automatically based on the planned intermodal connection, removing the need for manual cost entry per trip.

Terminology

Term	Definition
Stage type	The classification of a transport leg in Qargo: Transfer, Collect, Delivery, or Empty.
Resource type	The kind of resource assigned to a trip (Trailer, Container, Chassis, Ferry resource). Applies to the primary or secondary resource.
Intermodal connection	A pre-defined route segment between two points operated by an intermodal carrier, such as STDR-DUB.
Subcontractor rate card	A cost-side rate card used to calculate third-party costs for a trip, including reallocations and external resources.
Customer price list	A revenue-side rate card defining what is charged to a customer for a transport order.

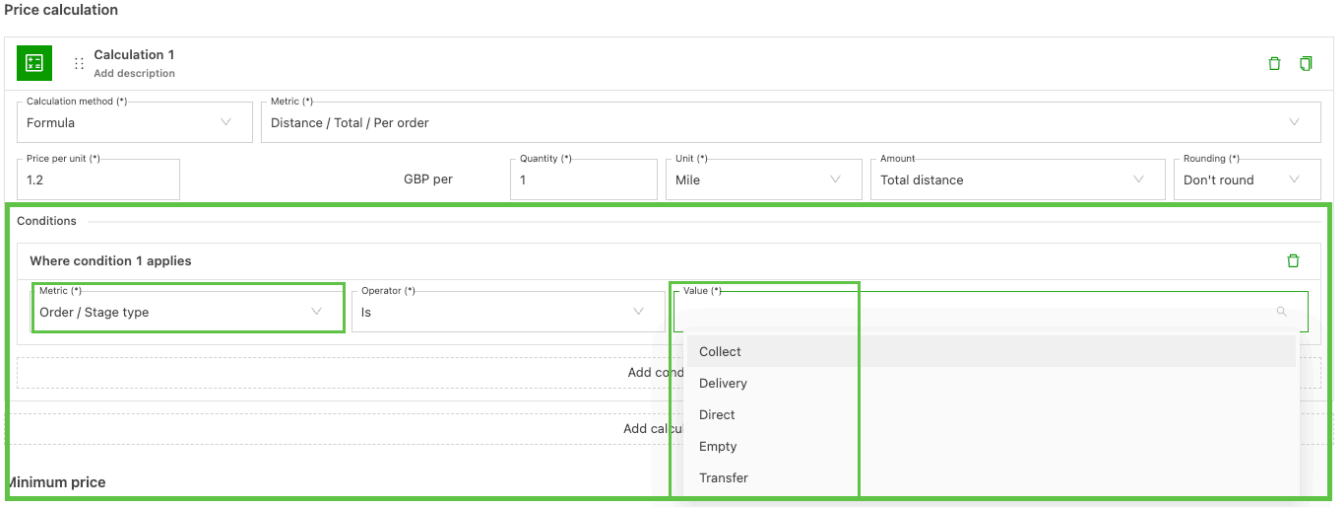
🧰 New conditions are available out of the box on existing customer and subcontractor rate cards. No feature flag is required.

Stage Type Condition

The *Stage type* condition triggers a charge or cost when the planned route contains at least one leg of the selected stage type.

1. **OPEN** the relevant rate card in *RATES* > *Rate card customers* (revenue) or *RATES* > *Cost Calculation Trip* > *Subcontractor Rates* (cost).
2. **SELECT** the charge line where the condition should apply.
3. **ADD** a new condition and **CHOOSE** *Stage type*.
4. **PICK** one or more values: *Transfer*, *Collect*, *Delivery*, *Empty*.
5. **SAVE** the condition.

The condition evaluates to true if any leg in the route matches the selected stage type.

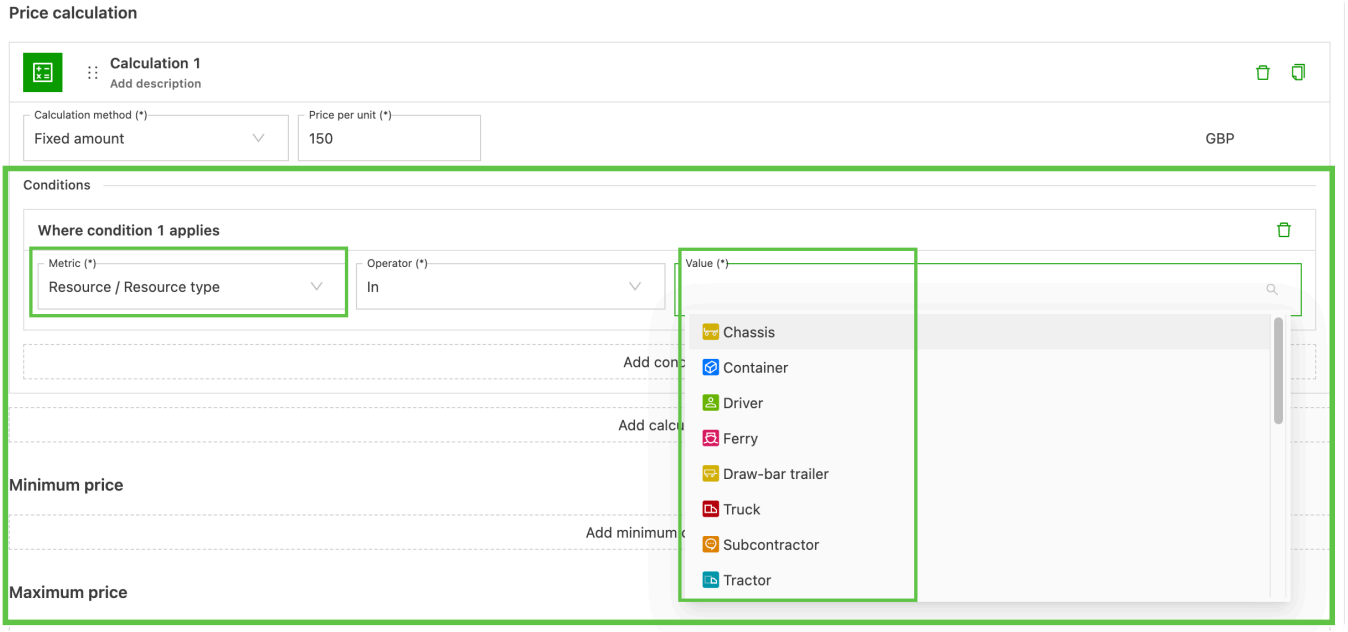


📚 Stage type conditions evaluate across the full route. An order with both a collect leg and a transfer leg matches a "Transfer" stage type condition, even if the charge is logically intended for the transfer leg only. To narrow the charge further, combine the condition with a *Resource type* or *Intermodal connection* condition.

Resource Type Condition

The *Resource type* condition checks which resource type is assigned to the trip. It is available on both customer price lists and subcontractor rate cards.

1. **OPEN** the rate card and the charge line.
2. **ADD** a condition and **SELECT** *Resource type*.
3. **CHOOSE** *Primary resource* or *Secondary resource* depending on which side of the assignment the condition should evaluate.
4. **PICK** one or more resource types: *Trailer*, *Container*, *Chassis*, *Ferry resource*.
5. **SAVE** the condition.

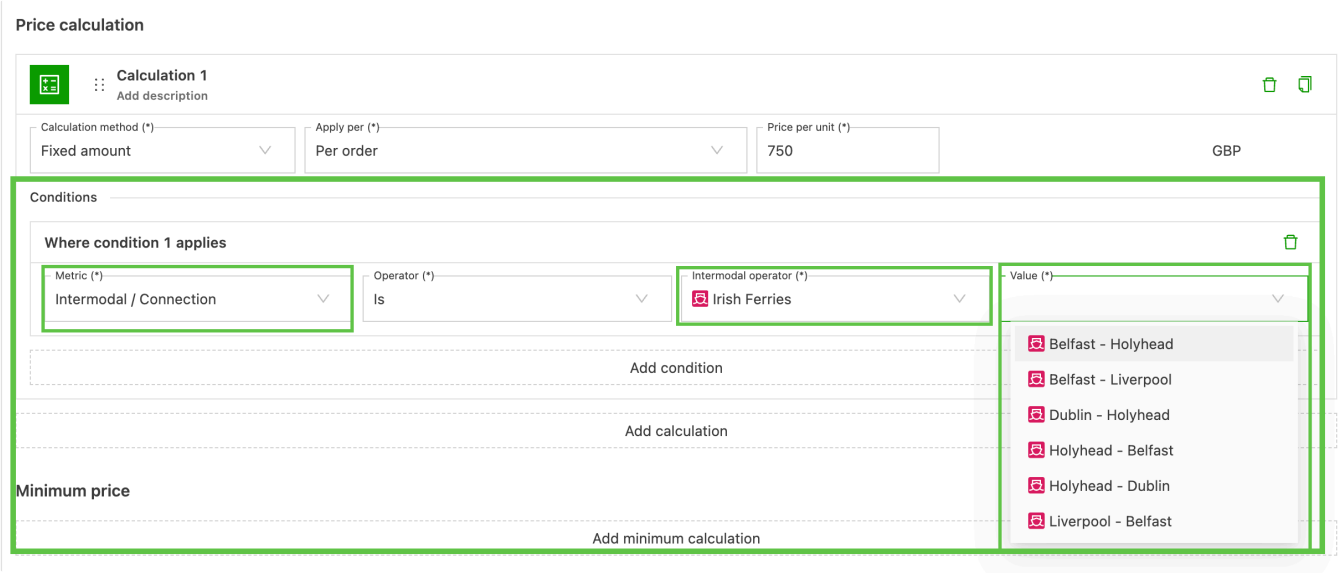


‼️ For the condition to evaluate correctly, the relevant resource must already be assigned to the trip when the calculation runs. Cost calculations on unplanned trips will not match a *Resource type* condition until planning is complete.

Intermodal Connection Condition on Customer Price Lists

The *Intermodal connection* condition follows the same Intermodal > Connection pattern already in use on intermodal cost rate cards.

1. **OPEN** the customer price list and the relevant charge line.
2. **ADD** a condition and **SELECT** *Intermodal connection*.
3. **PICK** the intermodal operator first, then the specific connection (for example, *P&O > STDR-DUB*).
4. **SAVE** the condition.

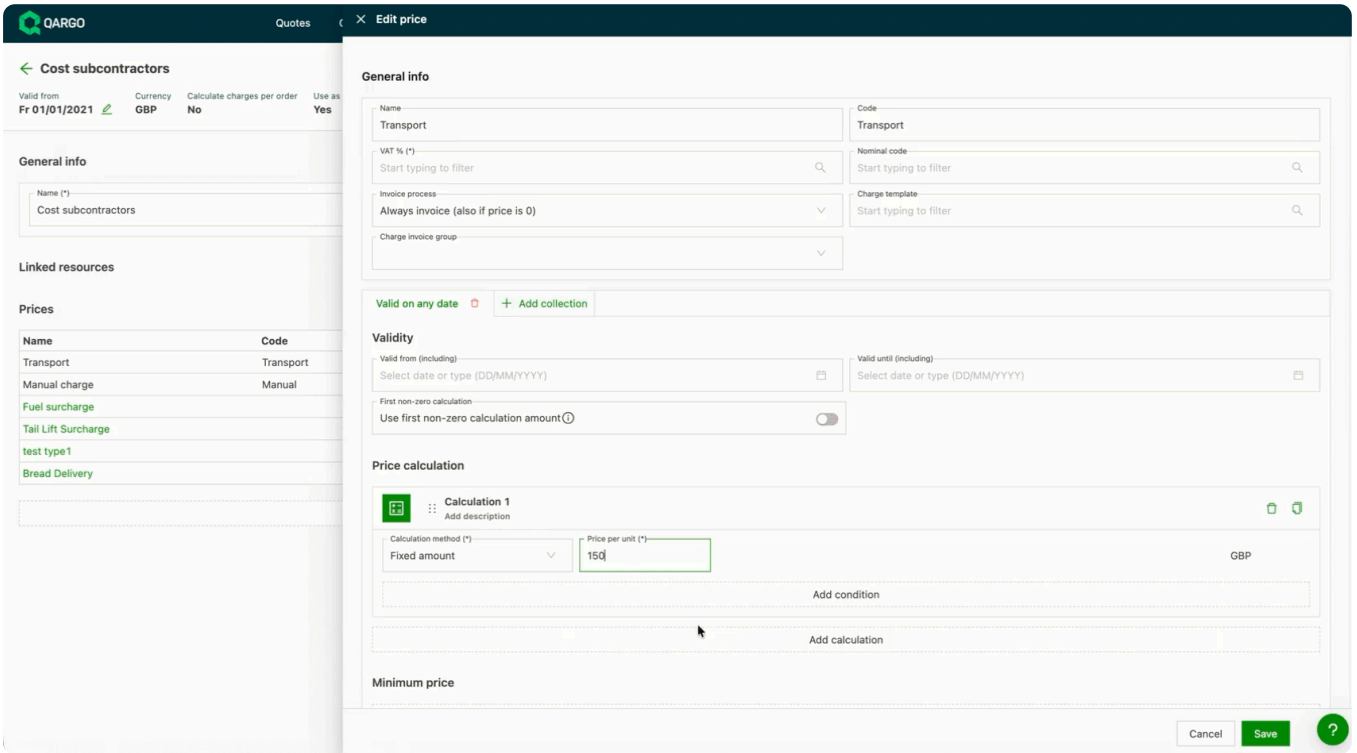


📚 The charge applies only when the selected connection appears in the planned route.

Intermodal Connection Condition on Subcontractor Rate Cards

On subcontractor (cost) rate cards, the *Intermodal connection* condition is paired with additional fields used to refine the match.

1. **OPEN** the subcontractor rate card and the charge line.
2. **ADD** a condition and **SELECT** *Intermodal connection*.
3. **PICK** the intermodal operator and the specific connection.
4. **CONFIGURE** any additional fields that apply: *Accompanied*, *Number of drivers*, *Resource type*, *Temperature plugin*, *Vehicle/container length*, *Is loaded*.
5. **SAVE** the condition.



📚 Combining *Intermodal connection* with *Resource type* allows precise cost differentiation - for example, a different cost rate for *STDR-DUB + Trailer* versus *STDR-DUB + Container*.

Combining Conditions

All three new conditions can be combined with each other and with existing rate card conditions. A typical combination on a subcontractor rate card might be:

- *Stage type IS Transfer*
- *Intermodal connection IS P&O / STDR-ZEE*
- *Resource type IS Container*

The charge applies only when all conditions evaluate to true on the planned route.

Troubleshooting

Issue	Resolution
The condition does not appear in the rate card editor	Confirm that the rate card is a customer price list or subcontractor rate card. *Intermodal connection* is supported on intermodal-eligible rate cards.
The *Resource type* condition does not match	Ensure the secondary resource is assigned to the trip. The condition cannot evaluate before planning is complete.
Stage type matches when only one leg should trigger the charge	The condition evaluates across all legs in the route. Combine with a *Resource type* or *Intermodal connection* condition to scope the match more narrowly.
Existing rate cards still use manual entries for connection-specific costs	New conditions must be added manually. There is no automatic migration tool, and previously invoiced or costed orders are not recalculated retroactively.
Intermodal connection list is empty in the picker	Verify that intermodal connections are configured in *RESOURCES > Intermodal Operators > Intermodal Connections* and that the operator is linked to the relevant rate card.