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COURSE BROCHURE

Container Shipping Strategy and Supply Chain Operations Training Course

14 – 18 December 2026
New York

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Registered in the United Kingdom and Saudi Arabia

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Ref: 987_37376 **Date:** 14 – 18 December 2026 **Location:** New York **Fees:** 9500 GBP

Container Shipping Strategy and Supply Chain Operations is a 1-week training course for liner commercial managers, logistics planners and terminal commercial staff, built around a Box Flow and Service Contract Blueprint that links carrier choices to shipper inventory outcomes. Volatile spot rates, schedule unreliability and tighter emissions expectations now decide whether a container service protects or erodes a cargo owner's working capital. Jupiter Prime Training delivers this course for both sides of the box.

Why Container Shipping Strategy and Supply Chain Operations Matters Now

Three pressures shape container decisions now: cargo owners measuring carriers on schedule reliability rather than headline rates, equipment imbalance that leaves boxes stranded at import-heavy ports, and decarbonisation demands that reward slow steaming yet lengthen transit times. A carrier or forwarder that reads these pressures well wins long service contracts and fuller backhauls; one that ignores them faces detention disputes, rolled cargo and empty repositioning costs. The course rests on established methods such as total landed cost modelling, the Incoterms rules for allocating carriage risk, and service level agreements built on transit time variance.

Who Gains Most from Container Shipping Strategy and Supply Chain Operations

- Liner commercial and trade lane staff responsible for pricing and allocation
- Equipment control staff responsible for box availability and repositioning
- Shipper logistics planners responsible for ocean procurement and inventory buffers
- Terminal commercial staff responsible for berth windows and dwell time
- Forwarding and NVOCC staff responsible for consolidation and booking flows

A carrier or cargo owner gains most when commercial, equipment and planning staff attend together.

Container Shipping Strategy and Supply Chain Operations Capabilities

Participants turn lane data, contract clauses and equipment counts into choices a shipper or carrier can defend.

- Assess lane profitability using contribution per TEU and backhaul fill — trade lane allocation
- Calculate the inventory cost of transit variance — shipper buffer stock decisions
- Design an empty container repositioning approach — equipment control and depot partners
- Weigh index-linked against fixed service contract pricing — annual tender negotiations
- Specify detention and demurrage free time terms — cargo owner disputes

- Communicate a box flow scenario to sales and planning leads — quarterly capacity choices

Key Container Shipping Strategy and Supply Chain Operations Terms

- TEU — twenty-foot equivalent unit, the standard measure of container capacity and volume.
- Service contract — a negotiated agreement fixing rates, volumes and terms between a carrier and a shipper for a period.
- Empty repositioning — moving unladen containers from surplus locations to where export demand needs them.
- Detention — a charge for keeping a carrier's container outside the terminal beyond the agreed free time.
- Schedule reliability — the share of vessel arrivals within an agreed window of the published schedule.
- Rolled cargo — a booked container left behind and moved to a later sailing.

Container Shipping Strategy and Supply Chain Operations Day by Day

Day 1: Box Economics and Shipper Expectations

- Contribution per TEU Model — Which Trade Lanes Deserve Capacity
- Total Landed Cost Breakdown — Where Ocean Freight Sits in Product Cost
- Incoterms Rules Review — Who Books and Pays the Main Carriage
- Shipper Segmentation Grid — Beneficial Cargo Owners Versus Forwarders
- Slow Steaming Trade-off Sheet — Emissions Gains Against Longer Transit

Day 2: Equipment Flows and Imbalance

- Box Flow Matrix — Surplus and Deficit Depots by Lane
- Empty Repositioning Cost Model — Sea, Rail or Street Turn Options
- Reefer and Special Equipment Pool — Allocation for Perishables and Chemicals
- Container Leasing Mix — Owned Versus Leased Fleet Share
- Depot Dwell Time Tracker — Turnaround Targets for Equipment Staff

Day 3: Pricing, Contracts and Revenue

- Index-Linked Rate Clause — Sharing Spot Volatility With Shippers
- Minimum Quantity Commitment Terms — Volume Risk in Annual Tenders
- Yield and Allocation Rules — Spot Versus Contract Space Release
- Detention and Demurrage Free Time Schedule — Dispute Prevention at Import
- Surcharge Transparency Table — Bunker and Peak Season Recovery

Day 4: Reliability and Inventory Performance

- Transit Variance Analysis — Safety Stock Sizing for Retail Imports
- Terminal Berth Window Planning — Vessel Bunching and Yard Congestion
- Booking Rollover Log — Customer Service Recovery Steps
- Shipment Visibility Milestones — Exception Alerts for Planners
- Carrier Scorecard Design — Tender Weighting of Reliability

Day 5: Practising the Box Flow and Service Contract Blueprint

- Lane Profitability Case — Applying Contribution and Backhaul Data
- Repositioning Scenario Exercise — Applying the Box Flow Matrix
- Contract Negotiation Simulation — Applying Index Clauses and Free Time
- Reliability Impact Briefing — Applying Variance to Inventory Buffers
- Box Flow and Service Contract Blueprint — Final Lane Proposal

Applying Container Shipping Strategy and Supply Chain Operations After the Course

- Build a box flow matrix for the two busiest lanes and present repositioning savings to equipment control.
- Rework one service contract template with index-linked rates and clear free time terms before the next tender.

Container Shipping Strategy and Supply Chain Operations Questions FAQ

What is container shipping strategy and supply chain operations, and why does it matter now?

It is the practice of aligning container services, equipment and contracts with cargo owner supply chains. It matters now because rate swings, unreliable schedules and box imbalance directly change shipper inventory costs and carrier margins.

Which roles gain most from container shipping strategy and supply chain operations?

Liner commercial, equipment control, shipper logistics planning, terminal commercial and forwarding staff gain most. They share one set of lane, contract and reliability figures.

How does container shipping strategy and supply chain operations differ from a liner network design course?

It looks at the box from the shipper and equipment side rather than vessel deployment. Network design courses plan rotations and alliance slots, while this course works on contracts, repositioning, free time and inventory effects of transit variance.

What do you bring back from container shipping strategy and supply chain operations?

You bring back a lane proposal that combines a box flow matrix, a contract term sheet and a reliability scorecard. It is ready for the next tender round.

Container Shipping Strategy and Supply Chain Operations: The Way Forward

The Box Flow and Service Contract Blueprint first informs which lanes receive contract capacity and on what terms. Commercial leads, equipment controllers and shipper planners use it as a common reference during tenders. After its first use, revisit the free time and index clauses against actual detention claims and rate movements, which shows where box turnaround assumptions were too hopeful.