JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Liner Freight Pricing, Surcharges and Equipment Control Training Course

23 – 27 November 2026
Madrid

Liner Freight Pricing, Surcharges and Equipment Control Training Course

Ref: 1054_39743 **Date:** 23 – 27 November 2026 **Location:** Madrid **Fees:** 6200 GBP

Liner Freight Pricing, Surcharges and Equipment Control is a 1-week training course for liner agency staff, carrier sales teams and network planners who build a liner rate and equipment playbook for their trade lanes. Volatile spot markets, bunker costs and empty box imbalances mean every quotation now moves margin directly. Jupiter Prime Training delivers this course on Liner Freight Pricing, Surcharges and Equipment Control.

Why Liner Freight Pricing, Surcharges and Equipment Control Matters Now

Three forces shape liner commercial work today: shippers and forwarders who compare spot and contract quotations within hours, vessel sharing alliances that decide how much slot capacity each partner can sell, and the cost of repositioning empty containers against the main trade flow. A carrier that prices with discipline and keeps boxes where cargo is fills its allocation at a sustainable yield; one that does not dilutes revenue. The course rests on the Incoterms rules, Bill of Lading B/L practice and carrier tariff conventions for the Bunker Adjustment Factor BAF and Terminal Handling Charge THC.

Who Gains Most from Liner Freight Pricing, Surcharges and Equipment Control

- Pricing desks that quote spot rates and negotiate service contracts
- Agency sales staff who win bookings
- Customer service teams that confirm bookings and handle rollovers
- Equipment controllers responsible for box availability, depot stocks and empty repositioning
- Network and allocation planners who share slot capacity with alliance and slot partners

Line agencies gain most when pricing, sales and equipment staff attend together.

Liner Freight Pricing, Surcharges and Equipment Control Capabilities

Participants connect each rate, surcharge and container decision to trade lane yield and vessel utilisation.

- Calculate an all-in freight quotation — shipper quotation decisions
- Assess spot, index-linked and contract rate options — service contract negotiations
- Weigh slot charter and vessel sharing commitments — allocation planning
- Design an empty container repositioning plan — equipment control and depot teams
- Apply booking acceptance rules — customer service leads
- Communicate surcharge changes — key account relationships

Key Liner Freight Pricing, Surcharges and Equipment Control Terms

- Bunker Adjustment Factor BAF — a surcharge that passes changes in marine fuel cost to the shipper.
- Slot charter — an agreement in which one carrier buys a fixed number of container slots on another carrier's vessel.
- Vessel sharing agreement VSA — a cooperation in which carriers jointly operate vessels on a service and divide slot capacity between partners.
- Equipment imbalance — the gap between containers arriving and leaving a location.
- Demurrage and detention — charges for containers kept inside the terminal or outside it beyond the free time granted.
- Rollover — a booked container left behind on the planned sailing and moved to a later vessel.

Liner Freight Pricing, Surcharges and Equipment Control Day by Day

Day 1: Liner Services and Capacity Economics

- Service Rotation and Port Pair Mapping — Which Lanes Carry Revenue
- Slot Cost Build-Up per TEU — Break-Even Rate Thresholds
- Vessel Sharing Agreements and Slot Swaps — Partner Capacity Rights
- Slot Charter Terms and Allocation Blocks — Committed Volume Exposure
- Headhaul and Backhaul Flow Analysis — Directional Pricing Strategy

Day 2: Freight Rate Structures

- Base Ocean Freight and Tariff Layout — Quotation Consistency Across Offices
- Spot Versus Service Contract Rates — Contract Mix Decisions
- Index-Linked Rate Clauses — Sharing Market Risk With Shippers
- Commodity and Equipment Type Rating — Reefer and Out-of-Gauge Premiums
- Incoterms Rules and Freight Payment Terms — Prepaid or Collect Choices

Day 3: Surcharges and Ancillary Charges

- BAF Formula and Low Sulphur Fuel Surcharge — Fuel Cost Recovery
- Currency Adjustment Factor and Peak Season Surcharge — Volatility Pass-Through
- Terminal Handling Charge Origin and Destination — Port Cost Recovery
- Demurrage and Detention Free Time Tables — Box Turn and Dispute Control
- Surcharge Notice and Communication Templates — Customer Trust and Contract Compliance

Day 4: Booking and Equipment Control

- Booking Acceptance and Overbooking Ratios — Utilisation Versus Rollover Risk
- Special Cargo Approval for Reefer and Dangerous Goods — Stowage Feasibility
- Container Fleet Sizing and Leasing Options — Owned or Leased Boxes
- Empty Repositioning and Street Turn Planning — Imbalance Cost Reduction
- Depot Stock Levels and Equipment Release Rules — Box Availability by Port

Day 5: Practising the Liner Rate and Equipment Playbook

- All-In Quotation Exercise for a Mixed Cargo Shipper — Applying Rate Structures
- Surcharge Recovery Audit on a Trade Lane — Applying Surcharge Logic
- Allocation Versus Booking Forecast Simulation — Applying Slot Commitments
- Empty Container Plan for an Imbalanced Port — Applying Equipment Control
- Liner Rate and Equipment Playbook Draft — Lane Decisions for Peer Review

Applying Liner Freight Pricing, Surcharges and Equipment Control After the Course

- Run a surcharge recovery check on one trade lane, comparing billed BAF and THC with the tariff.
- Lead a weekly booking and equipment meeting matching allocation and depot stocks for the next sailings.

Liner Freight Pricing, Surcharges and Equipment Control Questions FAQ

What is liner freight pricing, surcharges and equipment control, and why does it matter now?

It is the commercial discipline of quoting container freight, recovering surcharges and keeping boxes where cargo is. It matters now because volatile spot markets, fuel costs and empty repositioning bills make every quotation and booking decision a direct margin decision.

Which roles gain most from liner freight pricing, surcharges and equipment control?

Carrier pricing desks, agency sales staff, customer service teams, equipment controllers and allocation planners gain most. The benefit is clearest when these groups share one rate logic.

How does a liner freight pricing, surcharges and equipment control course differ from a liner network course?

It focuses on the commercial desk rather than service design. Network courses examine rotations, hub choice and hinterland links, while this course works on quotations, surcharges, slot commitments, bookings and container stocks.

What do you bring back from liner freight pricing, surcharges and equipment control training?

You bring back a draft rate and equipment playbook for your own lanes. It sets quotation build-up, surcharge recovery checks, booking acceptance rules and an empty repositioning plan.

Liner Freight Pricing, Surcharges and Equipment Control: The Way Forward

The liner rate and equipment playbook first informs how the next service contract tender is priced and which surcharges apply. Pricing, sales and equipment staff use it weekly to match quotations with allocation and box stocks. After its first use, the balance between headhaul yield and backhaul repositioning cost is worth revisiting with partners.