



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Maritime Liner Trade Fundamentals For South African Professionals Training

Services / Transport, Operations and Logistics

Unit Standard 117650 · NQF Level 5 · 12 Credits · 9 Days

COURSE OVERVIEW

This course equips South African professionals with foundational knowledge of maritime liner trade operations, including shipping routes, documentation, Incoterms, and regulatory frameworks. Participants will understand the commercial and logistical aspects of containerized shipping to effectively manage international trade transactions. The training aligns with SAQA unit standard 117650 to ensure nationally recognized competency.

Category	Services
Subfield	Transport, Operations and Logistics
Unit Standard	117650
Accreditation	SAQA Accredited · NQF Level 5 · 12 Credits
Duration	9 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply the principles of liner trade operations, including sailing schedules, vessel types, and container specifications.
- Analyze the roles of key stakeholders such as shipping lines, freight forwarders, and port authorities in the maritime supply chain.
- Evaluate the impact of Incoterms 2020 on risk transfer and cost allocation in liner trade.
- Demonstrate correct completion of essential shipping documents (e.g., bill of lading, packing list, certificate of origin).
- Interpret international maritime regulations and conventions (e.g., SOLAS, Hague-Visby Rules) as they apply to South African trade.
- Implement strategies to optimize shipping costs and transit times for liner cargo.

COURSE OUTLINE

Day 1: Introduction to Maritime Liner Trade and the South African Context

- Overview of maritime liner trade and its economic importance.
- Major South African ports: Durban, Cape Town, Ngqura, and others.
- Key liner shipping routes serving South Africa.
- Major shipping lines and alliances operating in South Africa.
- Regulatory bodies: SAQA, SAMSA, and the Ports Regulator.
- Introduction to shipping documentation and terminology.

Day 2: Liner Shipping Operations and Vessel Types

- Liner vessel types: container ships, breakbulk, and roll-on/roll-off.
- Operational cycle: scheduling, port calls, and turnaround.
- Port operations: terminal layout, equipment, and stevedoring.
- Role of shipping agents, freight forwarders, and terminal operators.
- Safety regulations: ISPS Code, SOLAS, and port security.
- Environmental compliance: MARPOL and emission controls.

Day 3: Containerization and Cargo Handling

- Container types: dry, reefer, tank, open-top, flat rack.
- Container dimensions and ISO standards.
- Stowage planning: weight distribution, stability, and securing.
- Cargo handling equipment: quay cranes, straddle carriers, reach stackers.
- Dangerous goods: IMDG code, placarding, and segregation.
- Container care: cleaning, repair, and certification.

Day 4: Documentation and Trade Compliance

- Key documents: bill of lading, sea waybill, cargo manifest, packing list.
- Bill of lading types: straight, order, bearer, and electronic.
- Customs procedures: SARS customs declarations, duties, and VAT.
- Incoterms 2020: FOB, CIF, CFR, and others relevant to liner trade.
- Trade compliance: import/export controls, sanctions, and embargoes.
- Electronic documentation: EDI, blockchain, and paperless trade.

Day 5: Freight Rates, Pricing, and Contracts

- Freight rate components: base rate, BAF, CAF, and THC.
- Pricing factors: supply/demand, fuel costs, and seasonality.
- Contract types: service contracts, confidentiality clauses.
- NVOCC operations and intermediary roles.
- Surcharges: peak season, congestion, war risk, and currency adjustment.
- Rate negotiation strategies and best practices.

Day 6: Shipping Logistics and Supply Chain Integration

- Supply chain concepts: nodes, links, and value chains.
- Multimodal transport: sea, road, rail, and air integration.
- Logistics processes: booking, cargo receipt, loading, transit, discharge.
- KPIs: vessel turnaround time, berth productivity, dwell time.
- Logistics costs: inventory, warehousing, and transportation.

- Case studies of South African supply chains.

Day 7: Legal and Regulatory Frameworks in Liner Trade

- Maritime law: contracts of carriage, charter parties, and liens.
- Hague-Visby Rules: obligations, liabilities, and limitations.
- Dispute resolution: arbitration (LMAA, SCMA) and court proceedings.
- Competition law: shipping conferences, alliances, and exemptions.
- Environmental regulations: MARPOL, ballast water management, EU ETS.
- Sustainability: IMO 2030/2050 targets, alternative fuels.

Day 8: Technology and Innovation in Liner Shipping

- Digital platforms: online booking, tracking, and documentation.
- Big data: predictive analytics for demand and capacity planning.
- Automation: autonomous ships, automated terminals.
- Smart ports: Port of Rotterdam, Singapore, and Durban initiatives.
- Blockchain: trade finance, smart contracts, and transparency.
- Green technologies: LNG, hydrogen, wind-assisted propulsion.

Day 9: Practical Applications and Capstone Project

- Capstone project: select a commodity and trade route.
- Elements: market analysis, vessel selection, documentation, cost calculation.
- Presentation skills: effective communication and stakeholder engagement.
- Professional development: SAQA credits, further training, industry bodies.
- Industry trends: future of liner trade post-pandemic.
- Course review and assessment.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **12 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 35,000.00	R 35,000.00
1	In-House	R 45,500.00	R 45,500.00
1	On-Campus (Pretoria)	R 52,500.00	R 52,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	20 Aug 2026	On-Campus	Dubai, UAE
11 Aug 2026	21 Aug 2026	On-Campus	Pretoria, South Africa
12 Aug 2026	24 Aug 2026	On-Campus	Abu Dhabi, UAE
13 Aug 2026	25 Aug 2026	On-Campus	Durban, South Africa
13 Aug 2026	25 Aug 2026	On-Campus	Mauritius
14 Aug 2026	26 Aug 2026	On-Campus	Cape Town, South Africa
17 Aug 2026	27 Aug 2026	On-Campus	Pretoria, South Africa
18 Aug 2026	28 Aug 2026	On-Campus	Abu Dhabi, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 117650) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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