

Status of PDMT Panel Project on Short Sea Shipping

**John Malone
Dr. Matthew P. Tedesco**

**PDMT Panel Meeting
Marinette, WI
June 5, 2007**

Background

- **Short Sea Shipping (S3):** The initiative to reduce highway congestion through increased use of short-haul seaborne cargo shipping between U.S. ports.
- **Marine Transportation System National Advisory Council (MTSNAC) recommendation:** Establish a joint working group among interested parties (shipyards, ship owners, ship operators, shippers, etc.) to explore the possibility of sharing requirements for future marine transportation system capabilities and the development of generic ship designs that could meet such requirements.

Background

- **ECB Task Statement: Bring together experts in the requirements for the design, building and operation of Short Sea Shipping Vessels for the purpose of providing a listing of characteristics for several classes of ships that would fulfill the needs for Short Sea Shipping. Include representatives from prospective owners, operators, shipbuilders, naval architects, maritime labor, MTSNAC, and the US Navy to provide their insight into the requirements listing. Requirements shall include payload, speed, range (endurance), cargo handling/stowage configuration, port rotation for each case studied or identified, and some assessment of the business potential for each ship type (i.e., how many ships built over what time period for how many different owners).**

PDMT Project: Shipbuilding Opportunities in Short Sea Shipping (S3)

Goal: Accelerate the shipbuilding opportunities associated with potential U.S.-based Short Sea Shipping (S3) operations.

Objectives:

- 1. Increase the engagement of U.S. shipbuilders in the broader industry dialogue pertaining to potential S3 operations in the U.S.**
- 2. Develop a “roadmap” for the realization of shipbuilding contracts to support S3 operations in the U.S.**
- 3. Stimulate partnerships between shippers (notably the trucking industry), ship owners/operators, U.S. shipbuilders, ship design agents, government interests and other key constituents that may result in cross-functional industry teams to address market-specific shipbuilding initiatives and/or internally or externally funded R&D projects to develop technologies that will accelerate the realization of U.S. S3 opportunities.**

PDMT Project: Shipbuilding Opportunities in Short Sea Shipping (S3)

Tasks:

1. Select a core planning team (5 or 6 people) consisting of representatives from the principal S3 constituencies
2. Prepare a “current state” document summarizing the key aspects and issues of S3 including the viewpoints of each constituency. The core team will also identify invitees to an NSRP-sponsored workshop.
3. Plan and conduct a workshop that will bring together representatives of all constituencies that are key to a successful SSS implementation. Attendance at the workshop will be by invitation only, with a target of 20-35 participants.
4. Prepare draft report of findings (S3 “Roadmap”)
5. Prepare final report incorporating comments by workshop attendees.

Progress To Date

- **Established core team**
- **Established S3 project website where project participants can post and download S3 documents**
- **Populated the S3 site with documents forming the basis of the “Current State” report; documents continue to be added to the site**
- **Prepared and published the Current State Document**
- **Planned and executed the NSRP S3 Workshop on April 19-20, 2007 in Orlando, FL (including the Workbook)**
- **Compiled and published results of the S3 survey that was completed by workshop attendees during and after the event**
- **Currently preparing a Workshop Summary Document**
- **Currently preparing S3 Roadmap**

Core Planning Team

- **John Malone – Vice Chair, PDMT Panel**
- **Dr. Matthew Tedesco – Consultant**
- **Harvey Walpert – Bender Shipbuilding**
- **Brian Carter – NASSCO**
- **Ron Silva – Westar Transport**
- **Stephen Flott - SeaBridge**
- **Mark Yonge – Maritime Advisors/SCOOP**

S3 Document Database

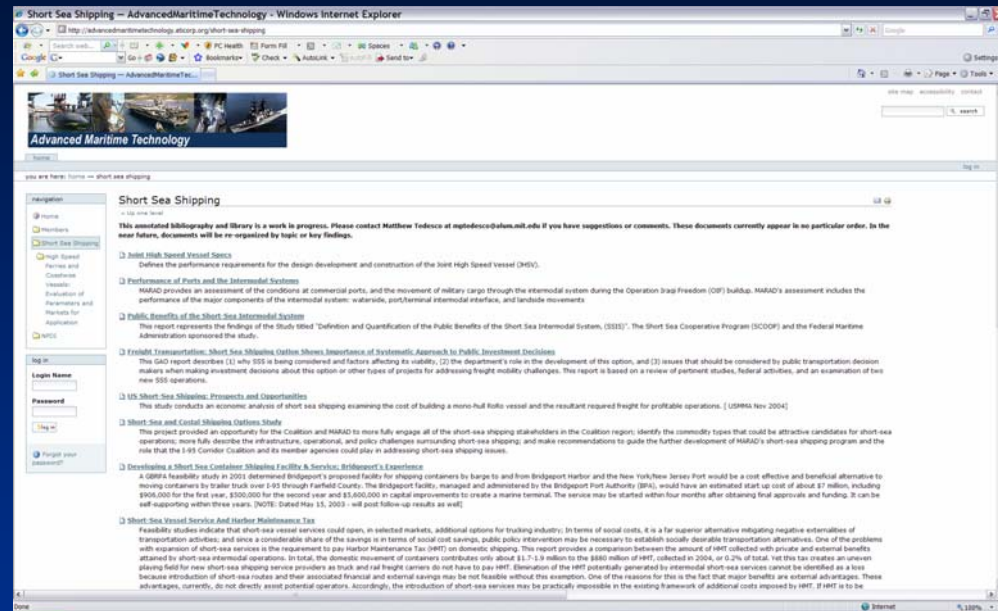
- **Online Short Sea Shipping Library**

- Central, annotated, library available to the NSRP community
- References for the “Current State” document under development
- Supports workshop planning

- **37 documents posted to date**

- Topics include market analysis, ship types, and potential business models from 2000 to present

- **Summarized key findings in “Current State” document**



- Visit <http://advancedmarimetechology.aticorp.org/short-sea-shipping>
- Contact mptedesco@alum.mit.edu to recommend additions or to comment on documents

Current State Document

Addressed the following subjects:

- **Markets for Short Sea Shipping**
- **Operator and Stakeholder Perspectives**
- **Lessons Learned Overseas**
- **Short Sea Shipping Vessels**
- **Military Considerations**
- **Regulatory and Legislative Considerations**
- **Labor Considerations**
- **Building Short Sea Shipping**
- **Port Infrastructure**
- **Public Benefits of Short Sea Shipping**
- **Economics of Short Sea Shipping**

NSRP S3 Workshop


- **Objectives**
 - Review draft “Current State” document
 - Document stakeholder visions for Short Sea Shipping
 - Document roadblocks and gaps
 - Identify R&D priorities applicable to the NSRP
 - Develop draft roadmap for engaging shipbuilders in SSS market
- **Time & Place**
 - Immediately following the 4th Annual Journal of Commerce (JoC) Short Sea Shipping Conference
 - April 19 and 20
 - Caribe Royale Resort Hotel – Orlando, FL
- **Attendees (see next slides)**
- **Agenda (see next slides)**


NSRP S3 Workshop

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NSRP S3 Workshop – Attendees

First Name	Last Name	Title	Organization	Ship Owners / Operators	Trucking	Port Representatives	Statutory & Regulatory Experts	Waterfront Labor Issues	Maritime Economic & Cargo Market	Financial	Ship Design Community Representatives	Shipbuilders - Big 6	Shipbuilders - 2nd Tier	Other Non-Government Organizations	MARAD & U.S. Navy & Other Govt Orgs	
Bilyana	Anderson	Deputy Program Manager	Naval Sea Systems Command, PMS-325B												1	
John	Avis	Director of Business Development, Strategic Programs	BMT Designers & Planners, Inc.								1					
Dan	Bagnell	Director of Naval Architecture	CDI Marine Systems Development Division								1					
Richard	Berkowitz	Director, Pacific Coast Operations	Transportation Institute				1									
Tim	Bresnahan	Vice President, Business Development & Finance	TECO Transport Corp.	1												
Patrick	Carlton	Director, Marine Highway and Passenger Services	MARAD Office of Intermodal and System Development				1								1	
Brian	Carter	Manager, Commercial Business Development	General Dynamics NASSCO								1					
H. Clayton	Cook	Counsel, Corporate Finance Group	Seward & Kissel LLP						1							
Cole	Cosgrove	General Manager, Ship Management	Crowley Liner Services, Inc.	1												
Carlos	del Real	Marketing Manager - Government Programs	Marinette Marine Corporation									1				
Maurizio	De Pellegrini	Chairman, Technical Dept., SCOOP	International Marketing & Business, Inc.							1						
Stephen	Flott	Chairman	SeaBridge, Inc.	1												
James	Fowler	NSRP Program Manager	Naval Sea Systems Command, 05DM												1	
Jim	House	Technical Director, NSRP	Advanced Technology Institute (ATI)											1		
William	Kruse	Consultant	TranSystems / Manalytics International					1								
Robert	Latorre	Professor, Naval Architecture and Marine Engineering	University of New Orleans				1							1		
John	Malone	Principal Consultant	Malone Consulting Services							1						
Dan	McGreer	Manager, Advanced Analysis	AkerYards Marine, Inc.							1						
Darshan	Murphy	Doctoral Candidate	University of Central Florida					1								
Chuck	Nugent	Vice President of Marine Fabrication	Atlantic Marine Florida LLC									1				
Torey	Presti	President	National Shipping of America, Inc.	1												
John	Reeve	President	Reeve & Associates					1								
Jay	Reichgott	Chief, Marine Division	McLaren Engineering Group				1									
Dave	Sanford	Director of Navigation Policy and Legislation	American Association of Port Authorities				1									
Ron	Silva	Chief Executive Officer	Westar Transport		1											
Matthew	Tedesco	Consultant	Matthew P. Tedesco					1								
Rick	Thorpe	Senior Principal	Herbert Engineering Corp.							1						
Harvey	Walpert	Senior Advisor, Military Affairs	Bender Shipbuilding & Repair Co., Inc.									1				
Dave	Wood	Engineering Project Manager	Northrop Grumman Ship Systems								1					
Steven	Wynn	Ship Design Manager, Joint High Speed Ship (JHSS)	Naval Sea Systems Command, 05D1												1	
Mark	Yonge	Managing Member	Maritime Transport & Logistics Advisors, LLC					1								
				4	1	2	0	1	5	1	6	2	3	2	4	31

 = Primary constituency

 = Secondary constituency

NSRP S3 Workshop – Agenda, April 19

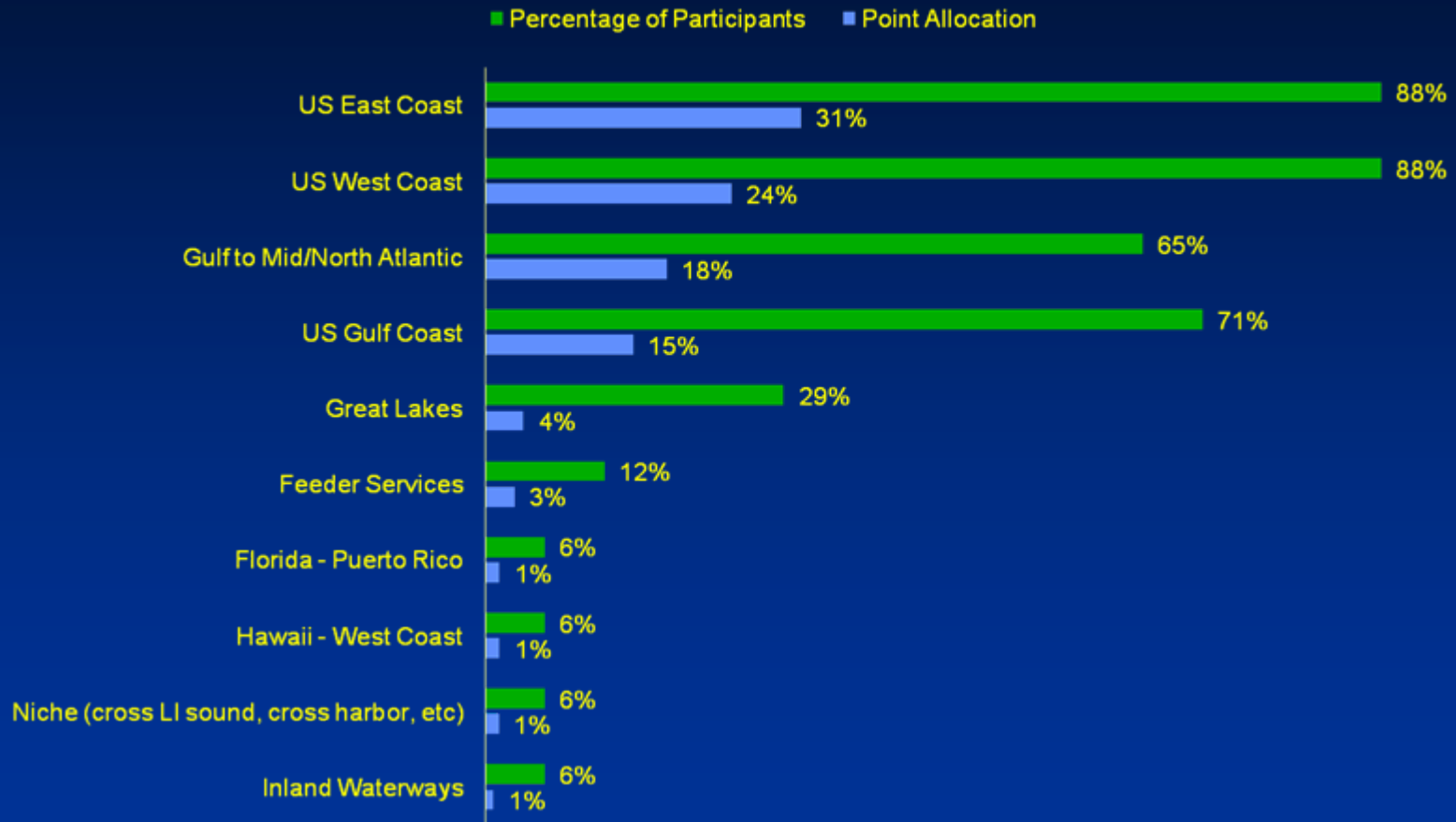
7:00 – 7:30	Check-in & Continental Breakfast	
7:30 – 8:00	Welcome & Workshop Overview	John Malone – Vice Chair, PDMT Panel Harvey Walpert – NSRP Executive Control Board Dr. Matthew Tedesco – Consultant
8:00 – 10:00	Markets for Short Sea Shipping in the U.S. (Breakouts)	John Reeve – Reeve & Associates Bill Kruse – TranSystems / Manalytics
10:00 – 10:15	Break	
10:15 – 11:30	Operator's Perspectives	Cole Cosgrove – Crowley Liner Services Torey Presti – National Shipping of America Ron Silva – Westar Transport
11:30 – 12:30	Lunch Lessons Learned Overseas	Mark Yonge – Maritime Advisors
12:30 – 2:45	Short Sea Shipping Vessels	Dr. Matthew Tedesco – Consultant Dan Bagnell – CDI Marine Systems Development Rick Thorpe – Herbert Engineering Corporation John Avis – BMT Designers & Planners Marty Toyen – Seaworthy Systems
2:45 – 3:00	Break	
3:00 – 4:30	Military Considerations	Bilyana Anderson – NAVSEA PMS 325B Steven Wynn – NAVSEA 05D1
4:30 – 5:00	Day 1 Synopsis & Plan for Day 2	John Malone – Vice Chair, PDMT Panel
5:45 – 6:45	Reception	
6:45 – 8:30	Dinner	

NSRP S3 Workshop – Agenda, April 20

7:00 – 7:30	Continental Breakfast	
7:30 – 7:45	Overview of Day 2 Agenda	John Malone – Vice Chair, PDMT Panel
7:45 – 8:30	Regulatory and Legislative Considerations	Stephen Flott – SeaBridge, Inc. David Sanford – American Assn of Port Authorities
8:30 – 9:15	Labor Considerations	Richard Berkowitz – Transportation Institute
9:15 – 9:30	Break	
9:30 – 11:30	Building Short Sea Shipping	Harvey Walpert – Bender Shipbuilding Brian Carter – General Dynamics NASSCO H. Clayton Cook – Seward & Kissel LLP
11:30 – 12:15	Port Infrastructure	Jay Reichgott, McLaren Engineering Group
12:15 – 1:15	Lunch Public Benefits of Short Sea Shipping	Dr. Robert Latorre, University of New Orleans
1:15 – 3:15	Economics of Short Sea Shipping	Mark Yonge – Maritime Advisors Dr. Matthew Tedesco – Consultant
3:15 – 3:30	Break	John Malone – Vice Chair, PDMT Panel
3:30 – 5:00	Conclusions and Roadmap	Dr. Matthew Tedesco – Consultant John Malone – Vice Chair, PDMT Panel

Markets for Short Sea Shipping

Potential Markets

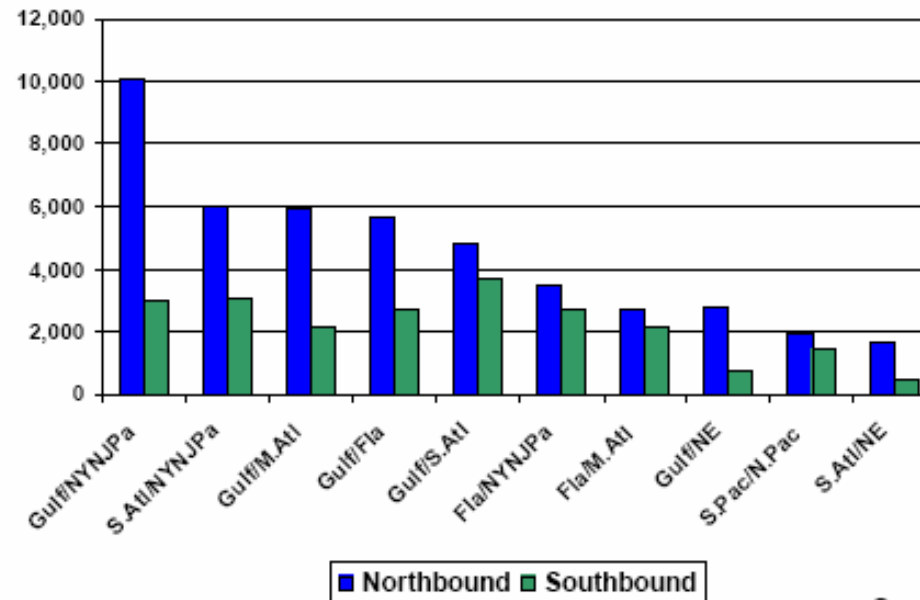


Markets for Short Sea Shipping, Cont.

Almost 80 million trailer loads of road freight move along U.S. coasts

- 78.2 million trailer loads of ground freight moved between coastal origins and destinations over 500 miles apart along the U.S. contiguous coasts in 2003 (15% of total US intercity market)
- Flows are significantly imbalanced – northbound flows of 51.8 million trailer-loads versus 26.4 million trailer-loads southbound

Truck and Rail Intermodal Traffic Volumes
in Major Domestic Coastal Corridors
(Truckload equivalents in thousands in 2003)



Source: Global Insight

Markets for Short Sea Shipping, Cont.

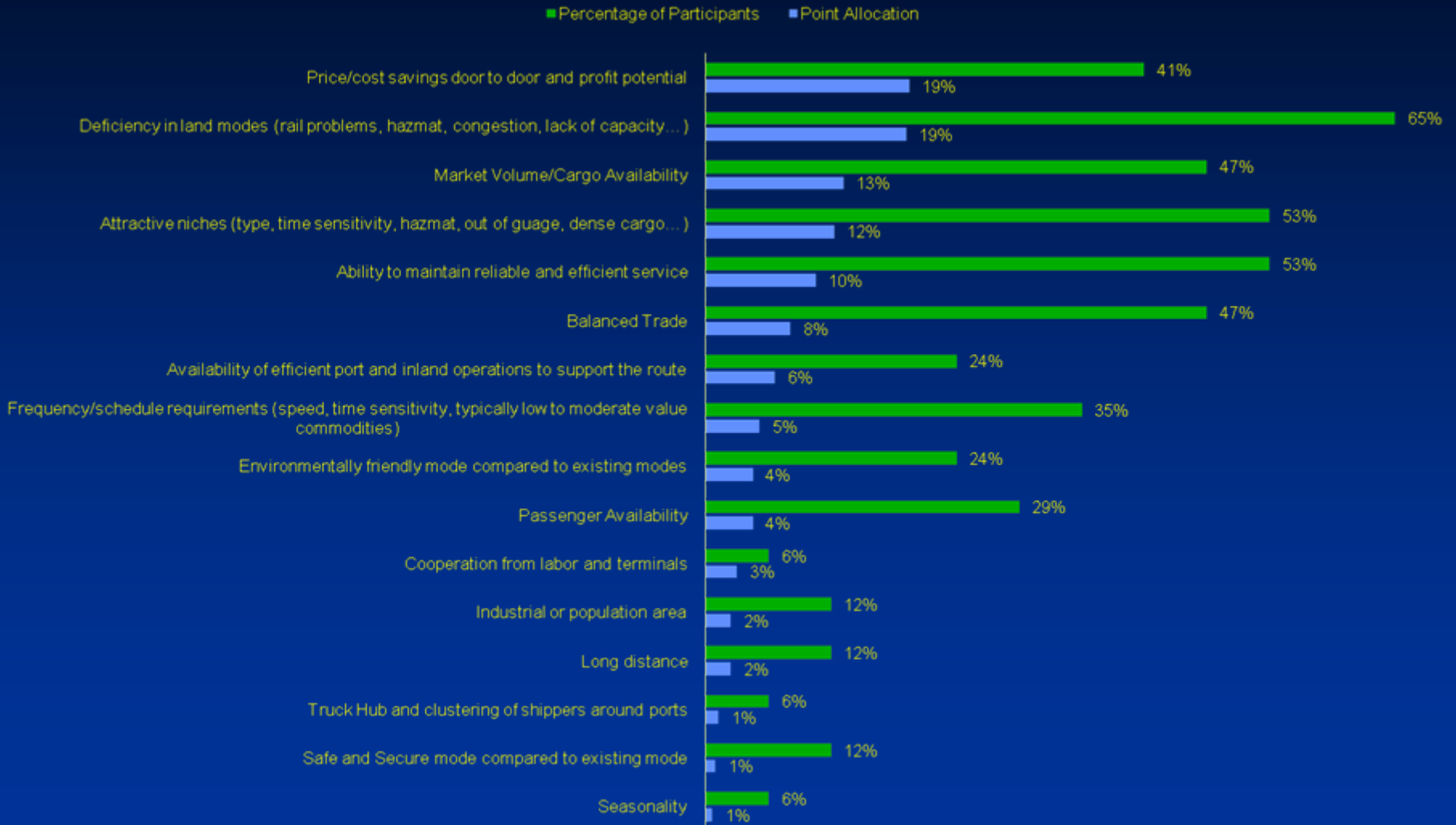
2004 Estimated "Filtered" Truckload (000's) Flows by Origin / Destination									
Destination BEA	Origin BEA								
	Los Angeles, CA	San Francisco, CA	San Diego, CA	Seattle, WA	Sacramento, CA	Portland, OR	Richland, WA	Other	Total
Boise, City, ID	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Eugene, OR	35.5	9.1	2.0	203.5	4.3	61.5	1.5	1.1	318.5
Fresno, CA	0.0	0.0	12.6	25.2	0.0	19.4	93.9	18.4	169.6
Los Angeles, CA	146.5	7,160.0	1,382.9	444.6	1,355.8	416.6	110.8	439.5	11,456.7
Pendleton, OR	89.5	1.8	0.2	0.0	0.5	0.0	0.0	0.5	92.4
Portland, OR	102.4	143.3	8.3	396.8	23.2	0.0	0.0	136.7	810.7
Redding, CA	218.2	0.0	21.7	40.1	0.0	3.6	0.0	0.0	283.6
Reno, NV	17.5	0.0	6.9	0.4	0.0	0.6	0.0	0.0	25.5
Richland, WA	17.6	17.7	0.6	0.0	2.6	0.0	0.0	6.8	45.3
Sacramento, CA	1,327.9	0.0	142.7	29.6	0.0	25.4	17.8	17.5	1,560.8
San Diego, CA	1,020.8	734.6	0.0	29.6	126.2	26.4	4.5	46.4	1,988.6
San Francisco, CA	7,218.4	0.0	799.1	240.3	0.0	132.2	266.1	109.9	8,765.9
Seattle, WA	238.8	97.9	10.3	252.0	27.7	233.0	0.0	96.1	955.7
Spokane, WA	33.5	9.8	0.7	0.0	2.7	0.0	0.0	2.5	49.2
Grand Total	10,467.5	8,174.3	2,388.1	1,662.3	1,542.8	918.7	494.5	875.3	26,523.5

Source: Global Insight, Reebie Transearch Database, 2004, Manalytics International

- Promising West Coast volumes
- Diversion may be impacted by shipper receptivity
 - Only 43% of respondents in recent CCDOTT study were receptive

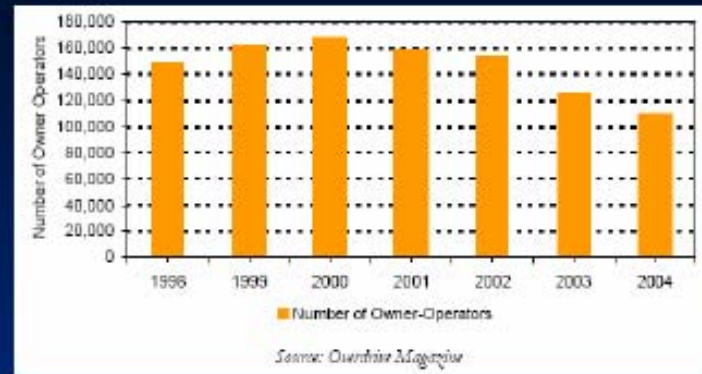
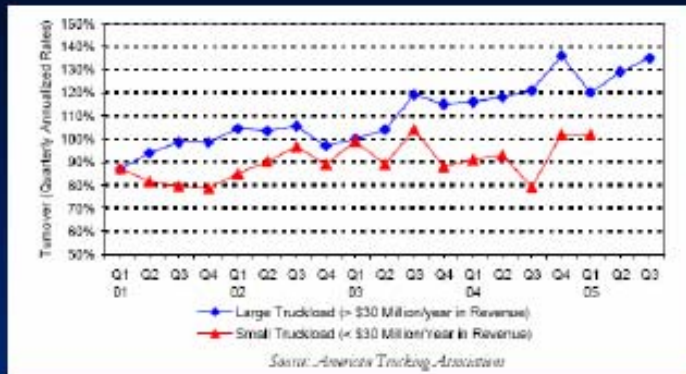
Markets for Short Sea Shipping

Market Characteristics



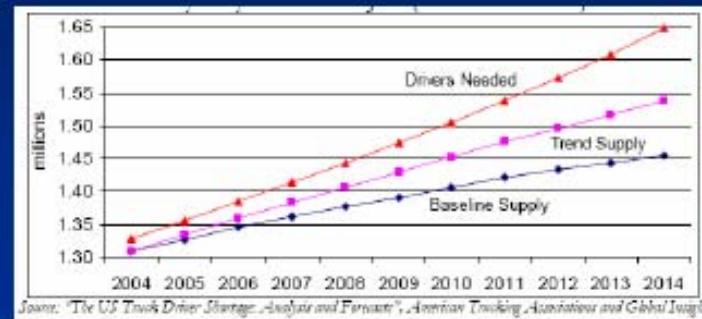
Operator and Stakeholder Perspectives

Trucking Interest in SSS



Component	Pre-2004 Rules	2004 Rules
Total On-Duty Hours	15 non-consecutive hours	14 consecutive hours
Driving Hours	10	11
Consecutive Hours Off-Duty	8	10
Activity Counted as On-Duty Time	Driving time and planning time	All time except sleeper berth
Weekly Hours	60/70 hours on-duty in 7/8 days; no restart provision	60/70 hours on-duty in 7/8 days; restart after 34 hours

Source: Federal Motor Carrier Safety Administration



- Driver turn-over and shortages
- Congestion
- Hours of service

Operator and Stakeholder Perspectives, Cont.

Technical, Legal and Economic Barriers



Operator and Stakeholder Perspectives, Cont.

Short Sea Opportunities

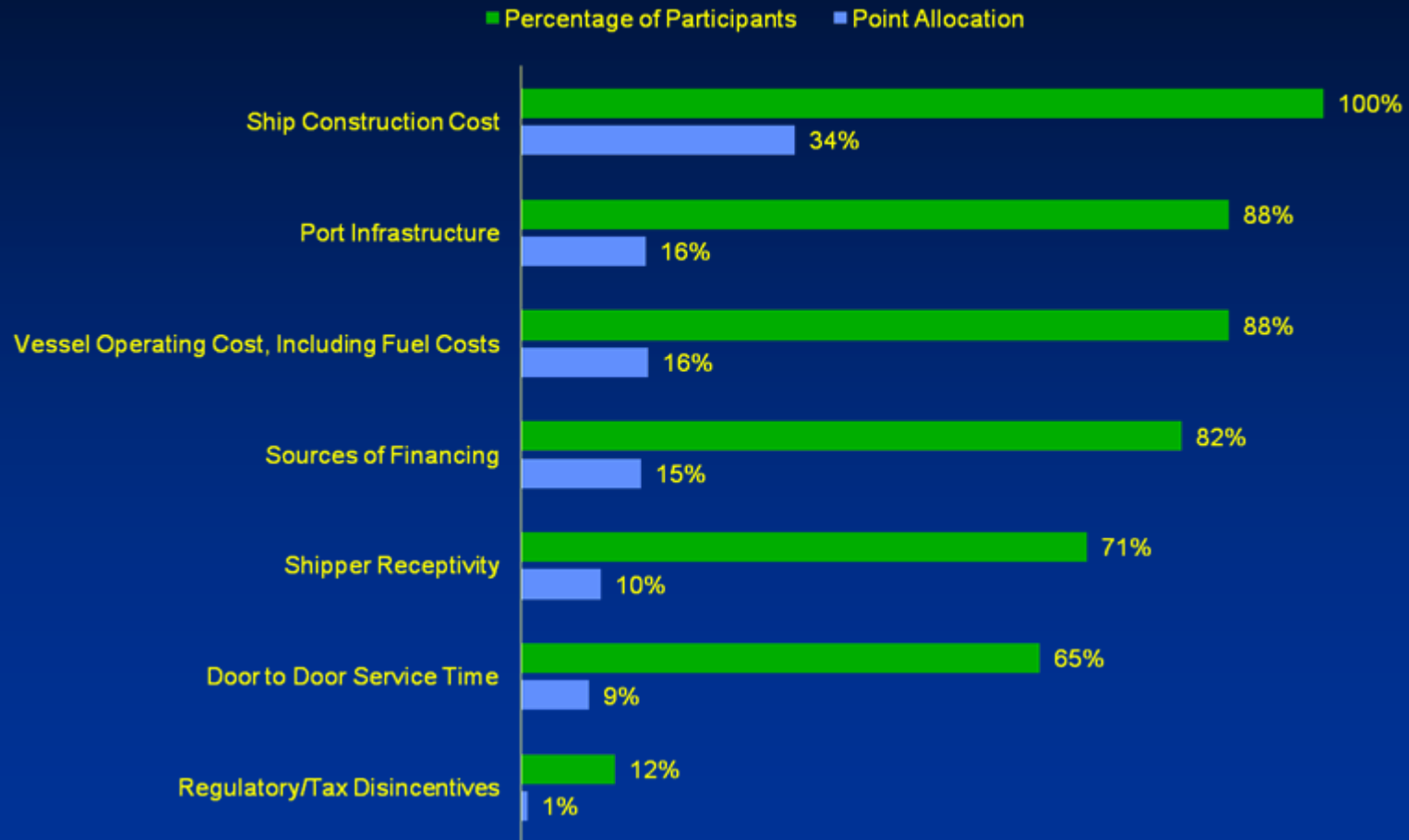


- Hazardous Materials
- Enhanced Cargo Security
- Highway Sustainability
- Intermodal standardization
- OG / large volume - low value cargo
- Minimize environmental pollutants
- Decrease metropolitan congestion
- Reduce highway fatalities



Operator and Stakeholder Perspectives, Cont.

Challenges



Lessons Learned Overseas



Short Sea Shipping Comparison to other markets



U.S.	Europe/UK	Asia
Road and rail infrastructure has been preeminent	Long history of inter-European freight movements on sea and river routes	Long history of freight movements on sea and river routes
Little geographic impetus for coastwise shipping	Earlier pressure due to inadequacy of road system and congestion	Hub and spoke feeder ship traffic used extensively – fallout of E/W line-haul containership services
Niche markets exist	EU backs services (including start-ups) with subsidies	Many locations have non-existent or underdeveloped road/ rail alternatives
Worsening congestion and larger vessels on E/W trades may impel development	Many sea routes have historically faced no land-based competition	
Cabotage laws protect some trades		

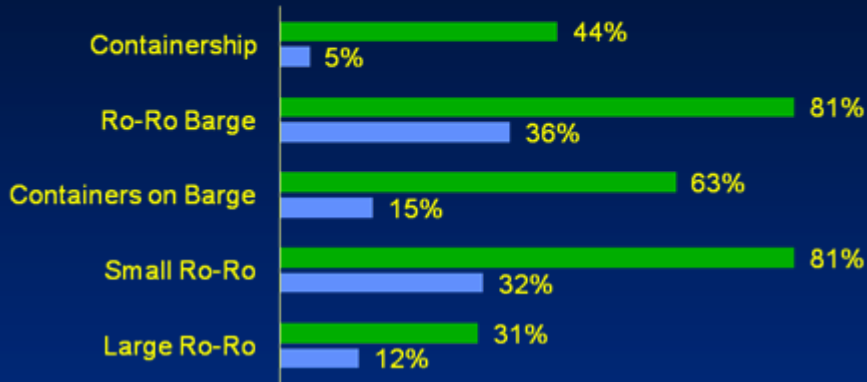
Source: The Economics of Domestic Short Sea Shipping Workshop, Transportation Research Board, Washington DC, Sept. 28, 2004.

- EU has made S3 a policy issue
- Several programs exist to further S3 in Europe

Short Sea Shipping Vessels

Vessel Types - Short Route

■ Percentage of Participants ■ Point Allocation



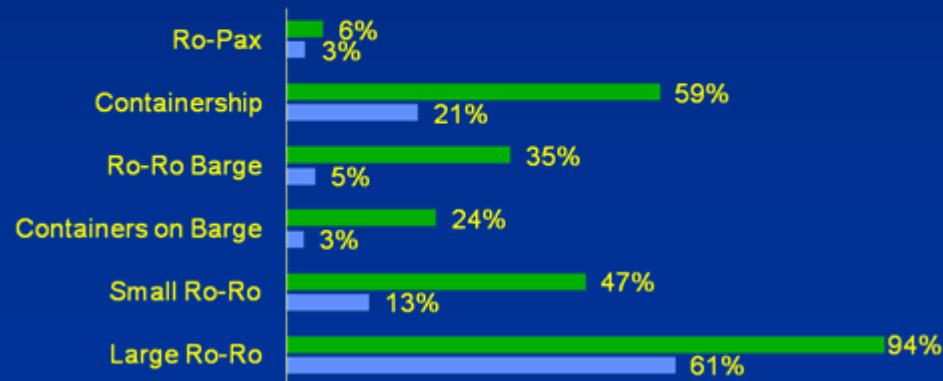
Vessel Types – Moderate Route

■ Percentage of Participants ■ Point Allocation



Vessel Types - Long Route

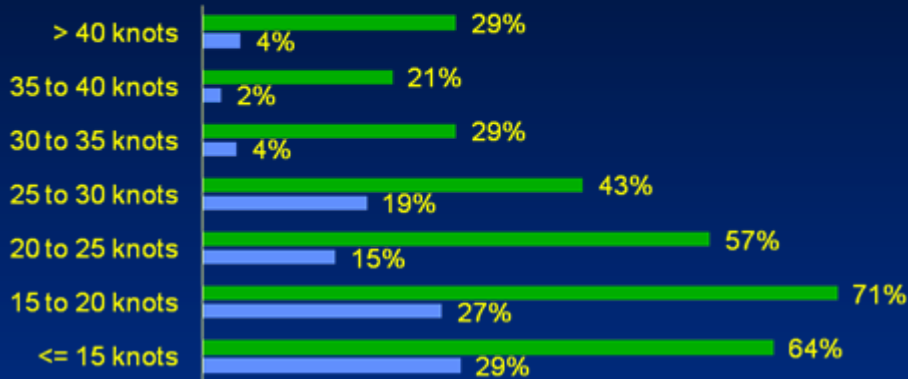
■ Percentage of Participants ■ Point Allocation



Short Sea Shipping Vessels, Cont.

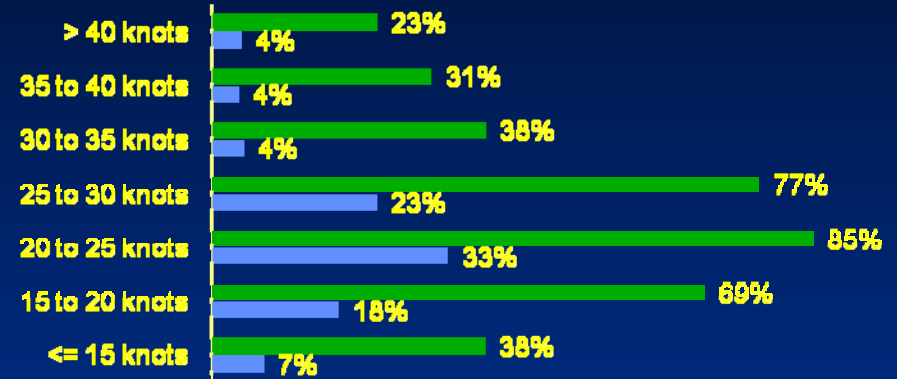
Vessel Speed - Short Route

■ Percentage of Participants ■ Point Allocation



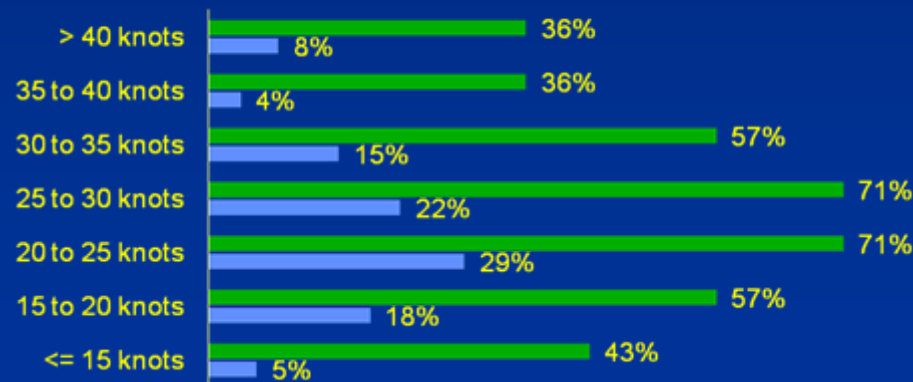
Vessel Speed - Moderate Route

■ Percentage of Participants ■ Point Allocation

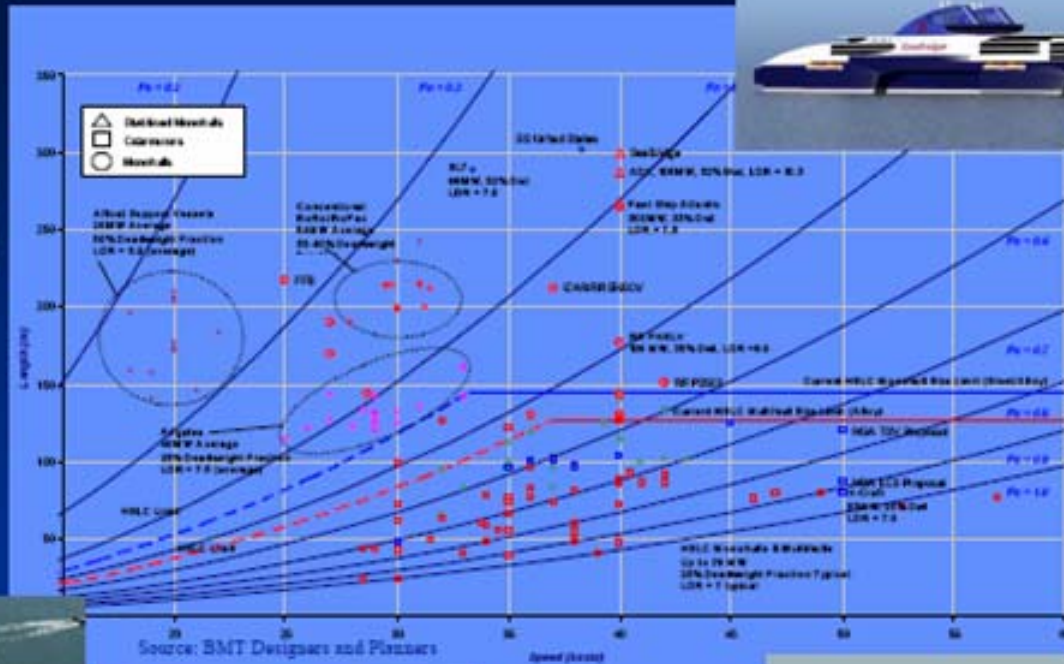


Vessel Speed - Long Route

■ Percentage of Participants ■ Point Allocation



Short Sea Shipping Vessels, Cont.

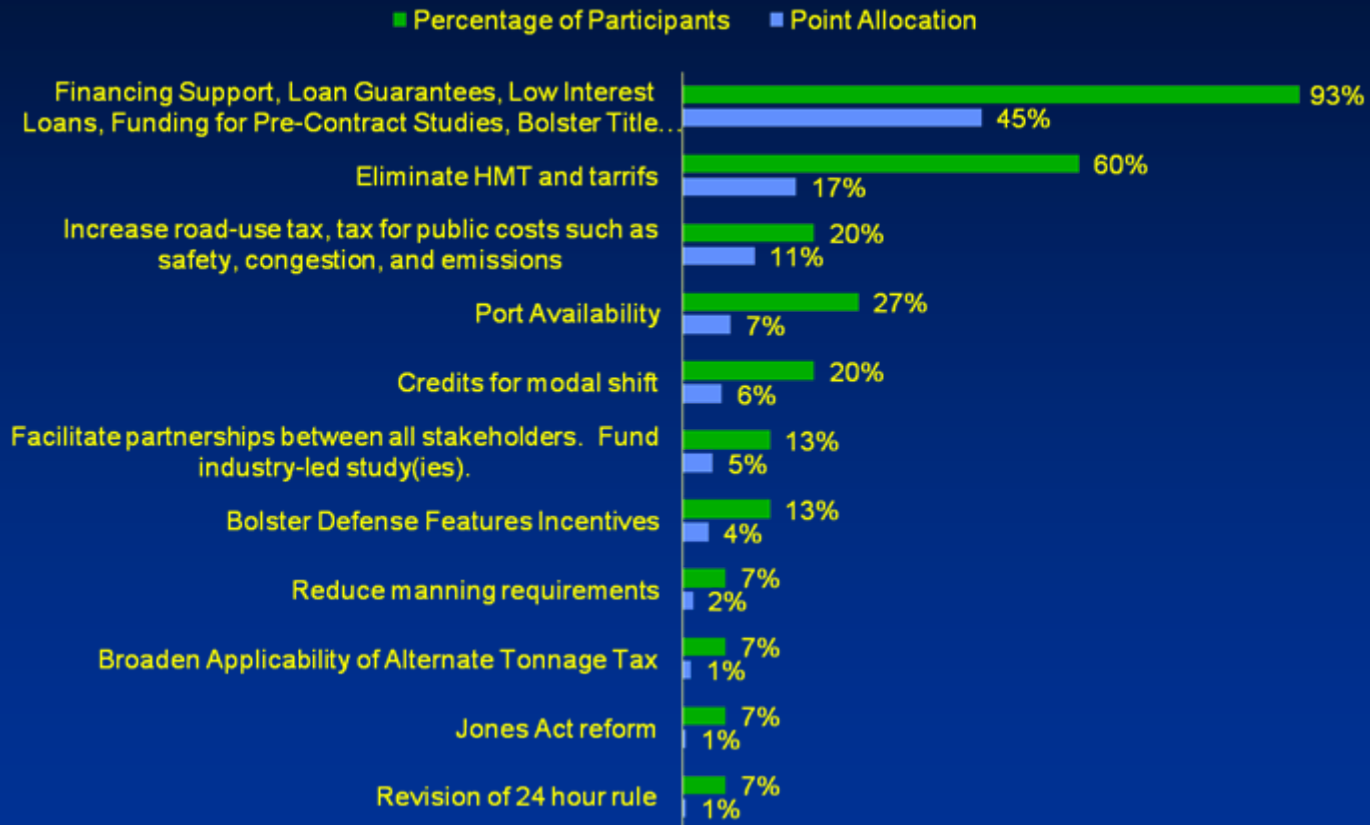


Military Considerations

- **Navy briefs provided on JHSV and JHSS programs**
 - Available on website
- **Commercial and military requirements dictate different design solutions**
- **Opportunities exist to leverage specific design elements and technologies**
 - For example power, propulsion, emissions mitigation, fuel efficiency, and cargo handling
- **Uncertain if sufficient incentive exists for incorporation of militarily useful features on S3 vessels**

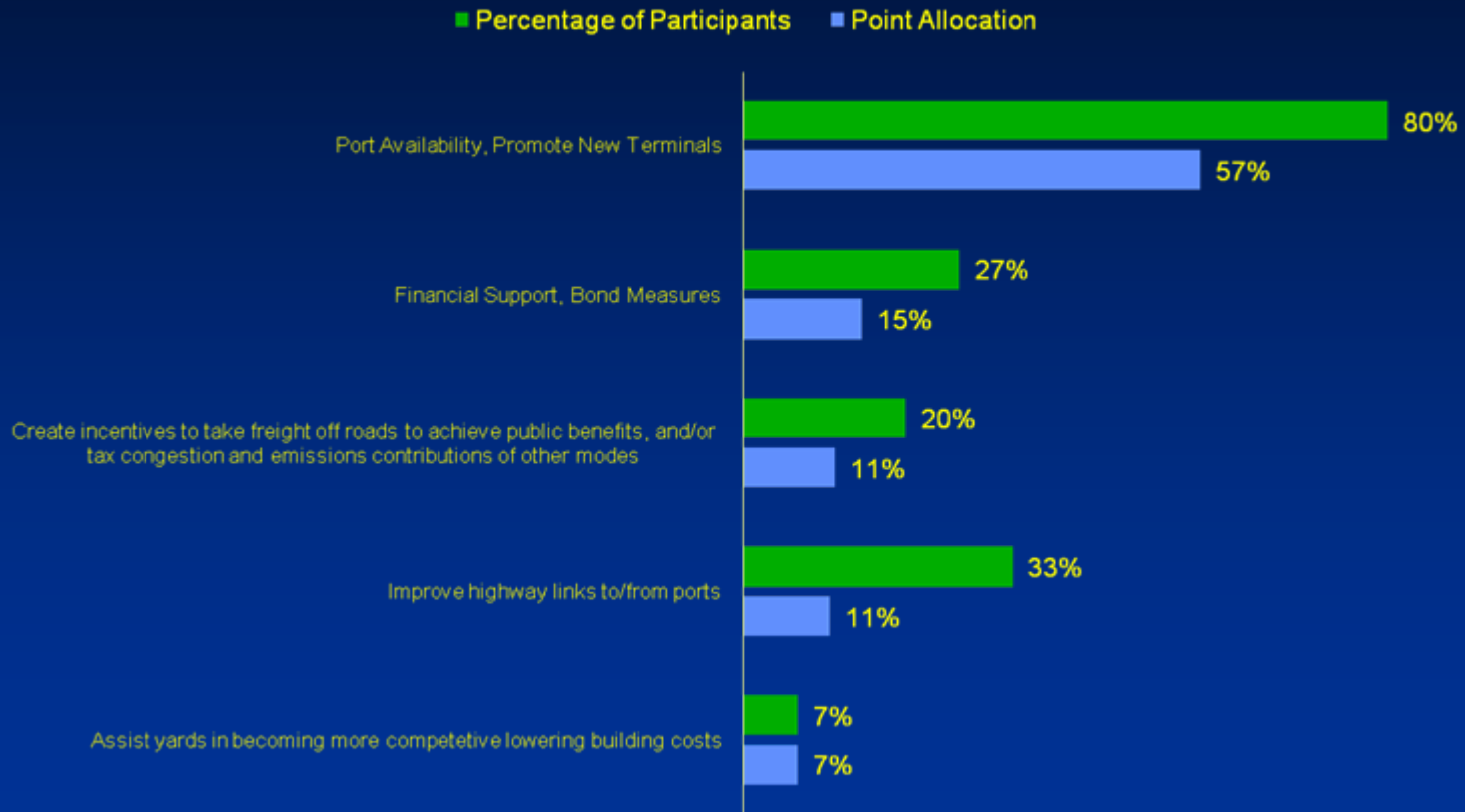
Regulatory and Legislative Considerations

Federal Action Needed



Regulatory and Legislative Considerations, Cont.

State and Local Government



Labor Considerations

- **Included trucking, in-port, and shipboard labor**
- **It is believed that labor will be supportive if brought in as partners early**
 - Need to be presented with a compelling business case
 - Needs to be new business, not competitive business
- **Can be an ally in lobbying for S3**

Building Short Sea Shipping

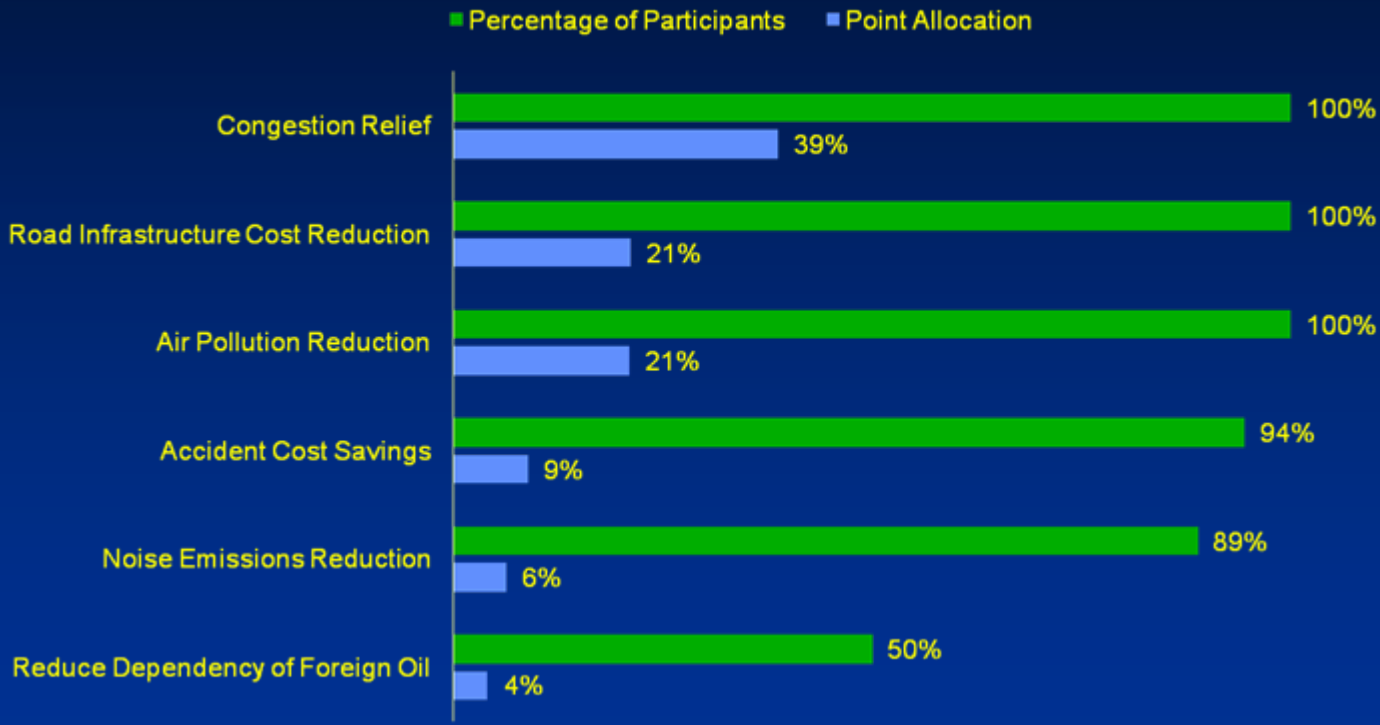
- **Ship construction costs are perceived to be a significant roadblock for S3 in the U.S.**
 - Broad support for follow-on NSRP projects that target reduction of ship construction costs for Short Sea Shipping vessels
 - Perception that shipbuilders overseas have designs, construction methods, and supply chain practices that may be leveraged
 - While on a percentage basis, ship construction costs are not the driver of S3 economics, they are a disincentive to investment
- **Two strategies explored**
 - “Virtual Shipyard”
 - Collaboration with foreign shipyards
- **Series construction is required to manage costs**
- **Financing perceived to be a roadblock**
 - Lack of continued support for Title XI
 - Need to extent CCF to contiguous U.S. trades

Port Infrastructure

- **Availability on West Coast a major challenge**
- **Port throughput and velocity a key determinant in economic viability of S3**
- **Port access, constraints and characteristics will be a driver of S3 designs in alternative markets**
- **Port infrastructure considerations:**
 - Environmental forces
 - Landside operational support
 - Waterside operational support
 - Port structures
 - Permitting

Public Benefits of Short Sea Shipping

Reasons for Public Support



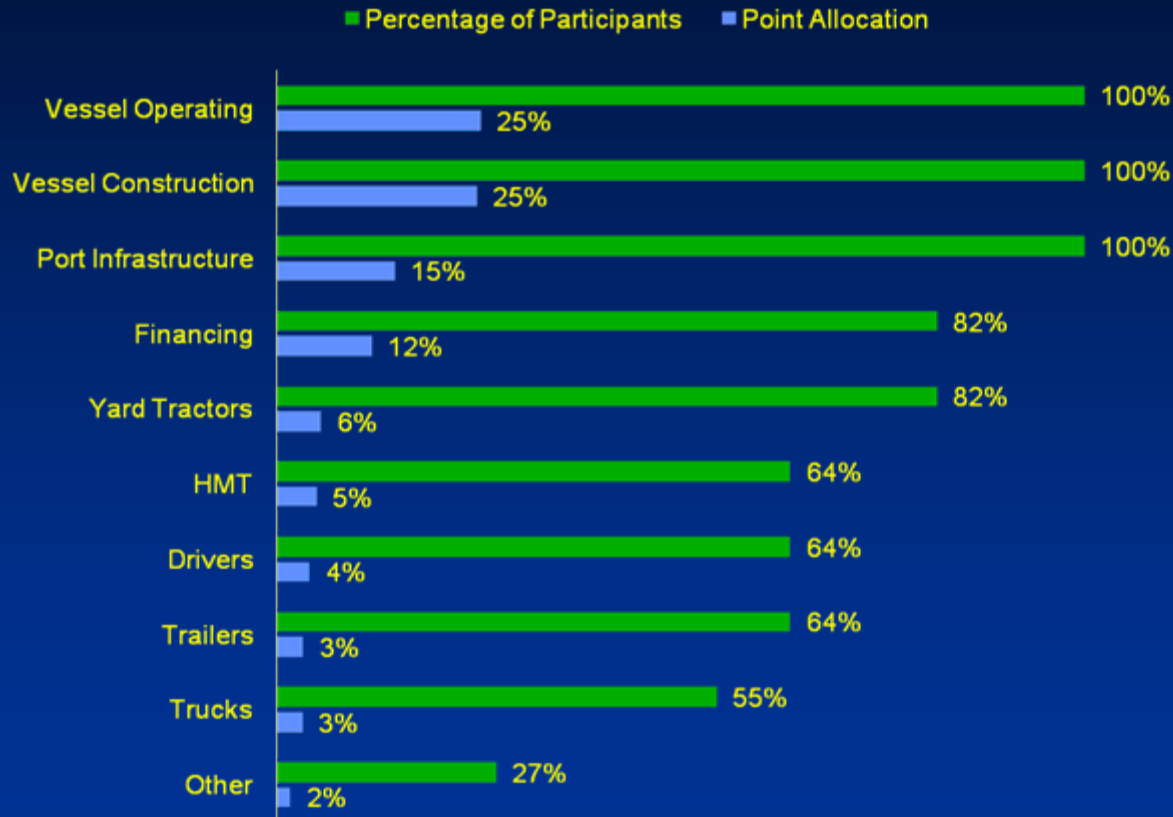
Public Benefits of Short Sea Shipping, Cont.

External Costs	NYC-Boston		
	Per truck trip	Per truck-mile	Cost Share
	Dollars		(%)
Infrastructure	20.52	0.09	16
Air pollution	12.53	0.06	10
Congestion	77.08	0.34	59
Noise	5.64	0.03	4
Accidents	14.94	0.04	11
Fuel cost savings	0.46	0.002	---
Total	131.17	0.56	100

Source: The Public Benefits of the Short Sea Intermodal System

Economics of Short Sea Shipping

Cost Elements



Economics of Short Sea Shipping, Cont.

Figure 1: Cost per Load by Category, Northern California to Southern California

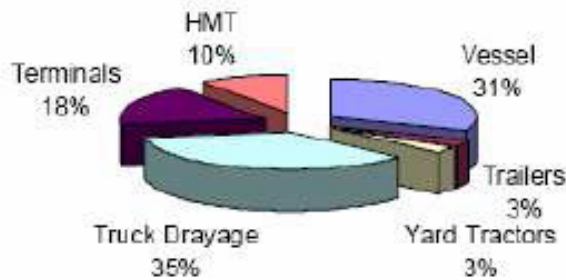


Figure 2: Cost per Load by Category, Northern California to Pacific Northwest

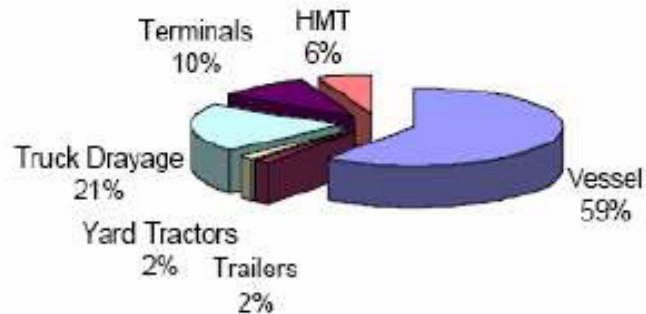
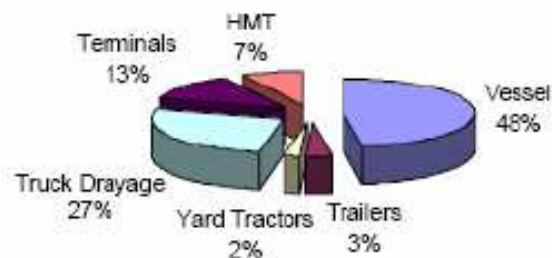
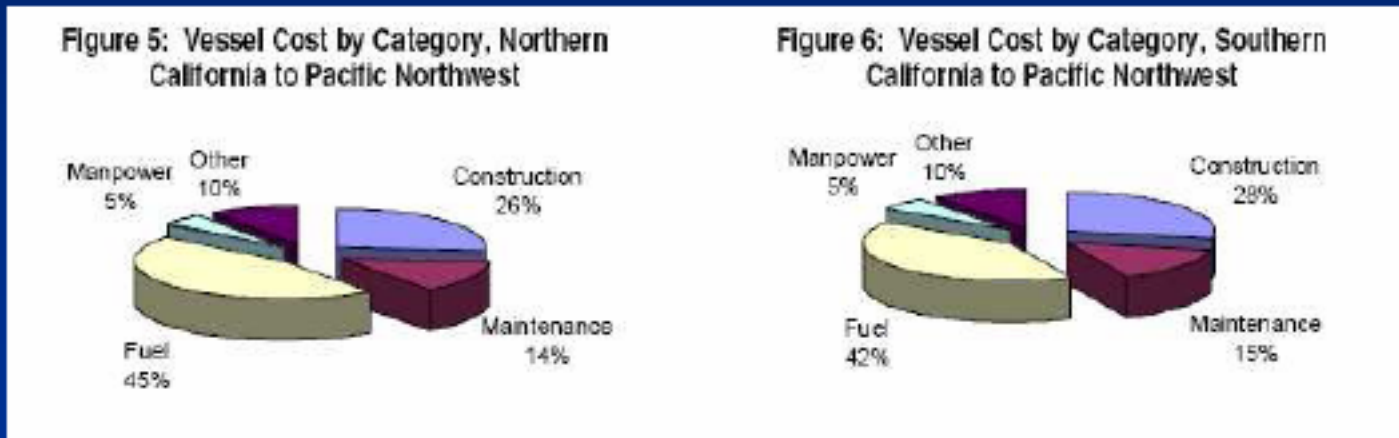
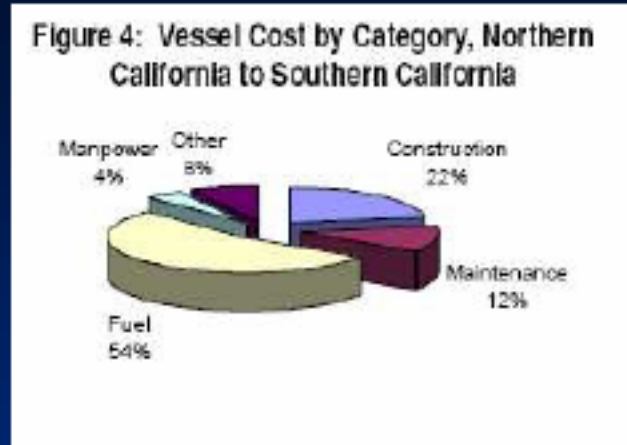


Figure 3: Cost per Load by Category, Southern California to Pacific Northwest



Source: Feasibility Assessment of Short Sea Shipping to Service the Pacific Coast; CCDOTT Manalytics, CDI Marine, Westar Transport, M.P. Tedesco

Economics of Short Sea Shipping, Cont.



Source: Feasibility Assessment of Short Sea Shipping to Service the Pacific Coast; CCDOTT Manalytics, CDI Marine, Westar Transport, M.P. Tedesco

Workshop Observations

- **Ship construction costs are perceived to be a significant roadblock for S3 in the U.S.**
 - Broad support for follow-on NSRP projects that target reduction of ship construction costs for Short Sea Shipping vessels
 - Perception that shipbuilders overseas have designs, construction methods, and supply chain practices that may be leveraged
- **Promising markets are most characterized by:**
 - Recognized deficiencies in the existing land-mode (congestion, lack of capacity)
 - Rates that permit S3 to be price competitive
- **East coast and West coast are perceived to be the best targets for S3, however the East Coast is perceived to be more likely in the near term**
 - Primarily driven by lack of port availability on the West Coast and the perception that congestion and lack of capacity is worse on the East Coast
- **General consensus that “one size will not fit all”**
 - However, there are significant series production opportunities for a number of vessel types and designs in a number of markets
- **General consensus that Ro-Ro’s and Ro-Ro barges will be most prevalent for S3**

Workshop Observations, Cont.

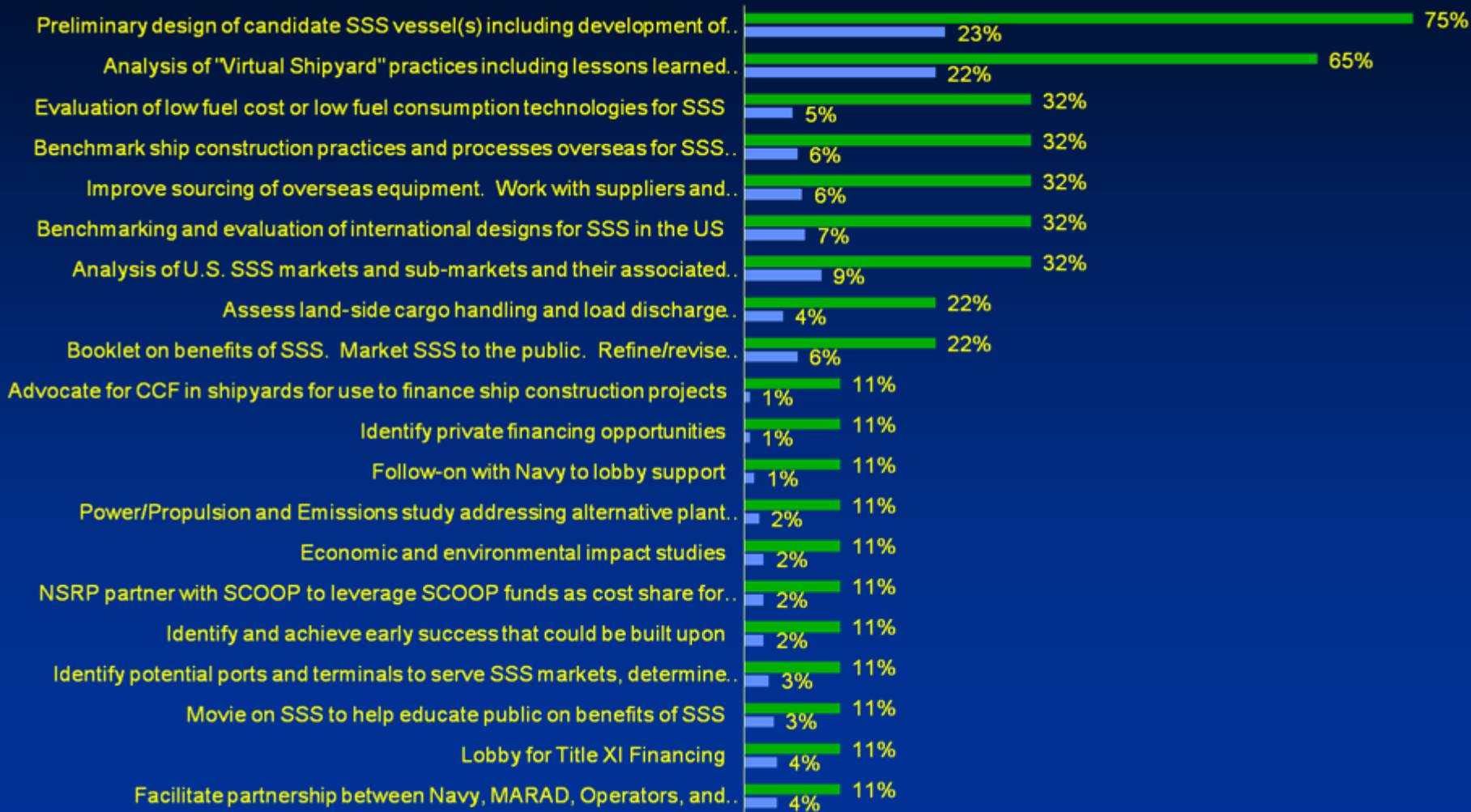
- **Speeds from 20 to 30 knots are believed to be required, except in short routes where feeder vessels may operate at slower speeds below 15 knots**
 - Service standards of trucking being competed with in a given market, and port location and landside throughput, will dictate required vessel speed
- **Survey respondents are optimistic about opportunities for series construction**
 - Series up to 30 vessels for long routes
 - Series up to 20 vessels for moderate routes
 - Series up to 10 vessels for shorter routes which may be more “niche”
- **Vessel construction, vessel operating, and port infrastructure costs are perceived to be the most significant contributors to S3 required rates**
- **Strong consensus that Federal action is required to further S3**
 - Revitalized Title XI, application of CCF to contiguous trades, elimination of HMT
- **Role for State and Local Government is facilitating availability of ports and landside infrastructure**
 - State and local support may be required to ensure access

Workshop Observations, Cont.

- **Congestion relief, road infrastructure cost mitigation, and air pollution reduction are believed to be the most compelling public benefits**
 - Congestion relief is perceived to be the most certain benefit
- **Broad support for follow-on NSRP investment in S3, including:**
 - Analysis of application of “Virtual Shipyard” partnering and construction methods
 - Development of S3 designs applicable to multiple markets
 - » Analysis of markets and development of S3 vessel requirements
 - Leveraging of foreign designs for S3
 - Leveraging of foreign case studies for construction methods, supply chain management for S3, and partnership with foreign shipyards
 - Analysis of power and propulsion options for S3, means to mitigate fuel costs, and means to mitigate vessel emissions
- **Recommendations to be detailed in NSRP PDMT S3 Roadmap**
 - Proposing near-term follow-on project focused on reducing construction costs associated with S3 vessels

Recommendations

■ Percentage of Participants ■ Point Allocation



* Does not include additional general recommendations such as follow-on RA project and follow-on workshop

** Not all recommendations are within NSRP scope

Project Schedule

- **Workshop Summary Document**
 - Discussion notes, presentation highlights, and survey results
 - Targeting as read-ahead material for June ECB meeting
- **Draft Roadmap: June 15, 2007**
 - For inclusion in ECB read-ahead material
- **Final Roadmap**
 - Current schedule July 31, 2007
 - Requesting no-cost extension to September 30, 2007
 - » Increased level of detail and pre-planning for next steps
 - » Maintain momentum until ECB decisions related to future S3 projects
 - » Outreach to additional participants
 - » Supports final project briefing at PDMT meeting September 25-26