

VMA24

INTERNATIONAL TRADE SYMPOSIUM



HARNESSING THE NEW NORMAL

Change is coming and is already here - it's the new normal. Change is now the constant when it comes to the global shipping market, with uncertainty in trade lanes, environmental policies and regulations, and geopolitical relationships. The need for supply chain flexibility and preparedness has never been higher for companies that wish to survive and thrive. Resilient supply chains will be those that are prepared for any challenge and agile enough to quickly adapt to whatever disruptions may occur. Join us as we seek to get ahead of, and in command of, the New Normal.

3 DAYS **35+ SPEAKERS** **420+ ATTENDEES** **3 NETWORKING EVENTS**

The East Coast's Premier Conference on Shipping, Ports, Logistics, & Trade
OCTOBER 8-10, 2024 • HILTON NORFOLK | THE MAIN, NORFOLK, VA
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VESSELS ARRIVING IN VIRGINIA

As the second largest port on the U.S. East Coast by tonnage and the third largest by container volume, the greater port of Virginia is home to 55 commercial marine facilities, importing and exporting containers, coal, agricultural products, aggregates, chemical and petroleum products, offshore wind components, and much more.

Over the past five years, our port received an average of 2,350 vessel calls a year, with a little more than 60% being container vessels. Cruise ships, product tankers, and bulk ships all visit our port, as well as roll-on roll-off and breakbulk vessels and other specialty ships. Thousands of barge moves are also documented each year, as towing push boats transport products up and down Virginia's rivers, canals, and the Chesapeake Bay.

Due to its strategic Mid-Atlantic location, deep channels, modern infrastructure, and current and forecasted market conditions, Virginia continues to see an increase in Ultra Large Container Vessels (ULCV's), coal ships, cruise ships, and offshore wind-related vessels calling on our port.

CONTAINER VESSELS

Name	Capacity (TEU)	Length	Beam	Draft
Ultra Large Container Vessel (ULCV)	>14,501	>1,200'+	>160.7'	>49.9'
New Panamax (or Neopanamax)	10,000 - 14,500	1,200'	160.7'	49.9'
Post-Panamax	5,101 – 10,000	1,200'	160.7'	49.9'
Panamax	3,001 - 5,100	975'	106'	39.5'

Container ships are vessels used to transport different types of containerized cargo. These are measured in 20-foot equivalent units (TEU), which are based on the volume of a standard 20-foot-long intermodal container.

Container ships are vital to the global economy, streamlining international trade through their efficient and vast cargo capacities. Their ability to transport thousands of standardized containers expedites loading and reduces costs, making products more affordable and promoting globalization. The flexibility of containerization allows diverse goods to be shipped together, enhancing trade efficiency.

The use of container ships began in the mid-1950s. The first generation of container ships were modified versions of bulk vessels or tankers. Early container ships traveled at speeds of 18 to 20 knots and could only carry containers on their converted decks. Soon after, fully cellular container ships were built, dedicated to transporting containerized cargo. Cranes were removed from the ship design to allow more space for containers, and speeds increased to 20 to 24 knots.

SHIPPING LINES

Company	Phone	Website
APL	(800) 999-7733	www.apl.com
Atlantic Container Line	(908) 518-5300	www.ACLcargo.com
*CMA CGM (America), LLC	(757) 961-2673	www.cma-cgm.com
COSCO SHIPPING Lines (North America), Inc.	(757) 961-2665	www.cosco-shipping lines.com
Evergreen Shipping Agency (America) Corp.	(757) 306-4289	www.evergreen-shipping agency.com
Hamburg Sud	(410) 649-7769	www.hamburgsud-line.com
Hapag Lloyd	(732) 885-3700	www.hapag-lloyd.com
Hyundai (HMM)	(201) 373-3500	www.hmm21.com
Maersk Line	(703) 819-3893	www.maersk-line.com
MSC	(212) 764-4800	www.msc.com/usa
*Ocean Network Express (ONE)	(804) 256-2273	www.ocean-network express.com
OOCL	(843) 881-2910	www.oocl.com
Turkon	(757) 455-8200	www.turkon.com/us/
Wallenius Wilhelmson	(201) 505-4000	www.walleniuswilhelmsen.com
*ZIM-American Integrated Shipping Services Co., LLC	(757) 228-1357	www.zim-american.com

* North American Headquarters located in Virginia

Nearly 30 international shipping lines offer direct, dedicated service to and from Virginia, with connections to 200+ countries around the world. In an average week, more than 40 international container, breakbulk, and roll-on/roll-off vessels are serviced in Virginia's port.

TOP SHIPPING ALLIANCES

■ 2M ALLIANCE: MAERSK AND MSC

The 2M alliance was formed between the Danish shipping line Maersk and the Swiss-Italian shipping company Mediterranean Shipping Co (MSC). The alliance was formed in 2015, covering Asia-Europe, trans-Pacific and trans-Atlantic trade routes. The HMM had also joined 2M in 2017 for a three-year partnership and later joined THE Alliance. In January 2023, Maersk and MSC jointly announced that they'll discontinue their alliance by 2025.

■ GEMINI CORPORATION: MAERSK & HAPAG LLOYD

Coming in 2025.

■ OCEAN ALLIANCE: COSCO, OOCL, CMA CGM & EVERGREEN

Ocean Alliance was launched in 2017 for an initial period of five years between COSCO Shipping, OOCL, CMA CGM, and Evergreen. In 2019, the companies confirmed the extension of the duration to ten years until 2027.

The Ocean Alliance includes 330 container ships and an estimated carrying capacity of 3.8m TEUs. This alliance also has Ever ACE, the largest mega ship with a capacity of 23,992 TEUs.

Ocean Alliance offers a total of 38 different services including 19 transpacific services, 11 services between Asia and Europe (plus the Mediterranean), and 4 services between Asia and the Middle East.

■ THE ALLIANCE: HAPAG-LLOYD, ONE, AND YANG MING

Launched in 2017 by Hapag-Lloyd, ONE, and Yang Ming, THE Alliance combines 3.5m TEUs. That's approximately 25% of the global container capacity. On top of that, THE Alliance has also revealed that it will deploy a fleet of 249 ships. They will connect 76 ports throughout Asia, North Europe, the Mediterranean, North America, Canada, Mexico, Central America, Indian Subcontinent, and the Middle East.

In 2019, they optimized port-pair connections to accommodate customers' needs for greater reliability and stability in service quality. In April 2020, HMM from South Korea joined THE Alliance and increased its total capacity by 519,000 TEUs. Thereby, increasing THE Alliance's global market share from 25 to 30%.

As a part of THE Alliance's ongoing commitment to offer more sustainable services by minimizing the carbon footprint of its service network, a modern series of fuel-efficient 23,500+ TEU vessels will replace smaller vessels.



CMA CGM MARCO POLO, being classified as an Ultra Large Container vessel, is the largest vessel to have docked in Virginia, with a beam of 1,300' and carrying 16,022 TEUs. (photo courtesy of Virginia Port Authority). Virginia had 176 ULVC calling on the port in 2023.

TRADE LANE SERVICES

TRADE LANE SERVICE ALLIANCE/OCEAN CARRIERS

TRADE LANE	SERVICE	ALLIANCE/OCEAN CARRIERS
Africa	SAF/AMEX - America Express/Africa	2M - Maersk/MSC
Asia	ZCP/Amberback/TP10 (Last out)	2M - Maersk/MSC + Zim
	EC2-Asia/USEC (Last Out)	THEA - Hapag/ONE/YML/HMM
	EC4-Asia/USEC(First In)	THEA - Hapag/ONE/YML/HMM
	TP12/EMPIRE/ZBA/US2/752 - Asia/USEC	2M - Maersk/MSC + Zim
	TP11/Elephant/USEC6/ZNF/US1/754 - Asia/USEC	2M - Maersk/MSC + Zim
	AWE/AWES/ISE - Asia/USEC	COSCO / OOCL
	SAN - Santana - (Last out)	MSC
	Loop 1/LP1/MAN BR - Asia/USEC	OA - CMA/APL/COSCO/Evergreen/OOCL
	CBX/ECC3 - Asia/USEC (First In)	OA - CMA/APL/COSCO/ Evergreen/OOCL
	Loop 2/TWS(OA) - Asia/USEC	OA - CMA/APL/COSCO/Evergreen/OOCL
	Loop 3/LP3/Col Jax - Asia/USEC	OA - CMA/APL/COSCO/Evergreen/OOCL
	EC1 - Asia/USEC	THEA - Hapag/ONE/YML/HMM
	EC5 - Asia/USEC (Last out USEC)	THEA - Hapag/ONE/YML/HMM
	AA7	Wan Hai / Hapag Lloyd
	Wallenius Wilhelmsen - RTW Ro-Ro Service	VWVL
ZXB - Zim Ecommerce Xpress Baltimore	ZIM	
Caribbean/ Central America	SAE - South Atlantic Express	Maersk
Indian Subcontinent	INDUSA	MSC
	EIS2/INDAMEX2/IN2/IE2 (First In)	Hapag Lloyd / CMA CGM / ONE

(Source: operations.portofvirginia.com/vessel-schedules)

TRADE LANE SERVICES

TRADE LANE SERVICE ALLIANCE/OCEAN CARRIERS

TRADE LANE	SERVICE	ALLIANCE/OCEAN CARRIERS
Indian Subcontinent/ Middle East	EIS/INDAMEX/IMX/IEX (Last out)	CMA CGM / APL / Hapag / ONE / OOCL / COSCO
	MECL/MC1/600 - APL-UMX (US Flag)	Maersk / APL
Mediterranean	MEDUSEC/TA5 - Transatlantic	2M - Maersk/MSC
	EMA/AL8/TUX Service	COSCO / ONE / OOCL / CMA CGM
	TEX (Turkey East Coast Express) / ZCT	Hapag Lloyd / Zim
	AL6/TA1/Amerigo/ZCI - Transatlantic Service	THE Alliance/Ocean Alliance; Zim
	TURKON/TR - USA/Turkey Service	Turkon, Hapag Lloyd (TNE)
	AL7/ZCA (Zim Container Service Atlantic)	Zim / Hapag Lloyd
North Europe	NEUATL1/TA1/ATL1/821 - Transatlantic (First In/Last Out) US Flag	2M - Maersk/MSC
	NEUATL2/TA2/ATL2 - Transatlantic	2M - Maersk/MSC
	ACL/Service A ConRo (A)	ACL - Hapag Lloyd/WWL
	CES - Caribbean Express Service (First In/Last Out)	Hapag Lloyd
	BLT - ScanBaltic	MSC
	TA2/TA2/Liberty Bridge - Transatlantic Service	OA - CMA/APL/COSCO/Evergreen/OOCL
	AL2 - Transatlantic Service	THEA - Hapag/ONE/YML, ACL
	AL3 - Transatlantic Service (US Flag Service) Last Out	THEA - Hapag/ONE/YML, ACL
	TANGO/TG0/SEC - East Coast South America	Maersk / Hapag Lloyd
	MD/SAEC/String 1 - East Coast South America	MSC / Zim (XNS)

(Source: operations.portofvirginia.com/vessel-schedules)

BREAKBULK/GENERAL CARGO VESSELS

Break bulk ships are perhaps the oldest variety of cargo carrying vessels which still operate at the sea. Unlike the present-day versions of cargo vessels, these types of ship were used for bulk cargo without putting the cargo into shipping containers. These ships can be identified by the long flat deck in front of the accommodation block on which are located large hatchways which give access to the cargo holds below the deck. The hatchways are protected by hatch covers that protect the holds from the ingress of water which may damage cargo or make the ship unstable.

DRY BULK VESSELS

Dry bulk carriers are categorized on different aspects like size, type of cargo, and structural properties. While considering design of bulk carrier, it is important for a designer to know them well because a client would use these terminologies in the technical contract to specify the size, type of cargo. It is based on these inputs that the final particulars are fixed after various iterations and feasibility studies.

Name	DWT	Length	Beam	Draft
Handysize	24,000 – 35,000	130 – 150M	19 – 30Mze	10M
Handymax	35,000 – 50,000	150 – 200M	30 – 32M	10 – 11M
Supramax	50,000 – 61,000	150 – 200M	27M	18 – 20M
Panamax	50,000 – 80,000	200 – 230M	32M	13 – 15M
Capesize	80,000 – 199,000	230 – 270M	48M	17M

Handysize and Handymax size bulkers comprise of around 70 percent of the total dry bulker fleet. This size of bulk carriers are seeing the maximum growth rate in today's market, as shipping companies prefer smaller sizes due to many restrictions put on ships of larger size. Ships of these size are also able to access most of the ports and canals, which increases their scope of trade-making abilities.

MULTI-PURPOSE VESSELS

Multi-purpose vessels have separate containers and storage systems so they can carry a combination of goods (general cargo, liquid).

ROLL-ON/ROLL-OFF VESSELS (RO/RO)

RO/ROs are made for the carriage of wheeled cargo, vehicles can directly roll on and off the vessel, whether driving or by wheeled handling equipment.

PASSENGER VESSELS

The Half Moone Center is located on Nauticus' along the downtown Norfolk waterfront. The 80,000 sq. ft. facility is home to Virginia's only cruise ship program. Cruise Norfolk offers passengers a unique setting from which to begin and end their cruise as it shares its space with Nauticus' Maritime Discovery Center, sailing center and the historic Battleship Wisconsin.

In 2023, Cruise Norfolk hosted nearly 250,000 unique cruise passenger visits – by far the busiest cruise season in Norfolk's history. Norfolk will become the east coast's newest year-round cruise port in 2025 when Carnival begins sailing from downtown each week. In preparation, Nauticus' Half Moone Cruise Center is undergoing \$12 million in enhancements. This guest-focused project consists of an inclined walkway for debarking passengers, additional seating for guests waiting to board, and an improved ground transportation design.

For more information on Cruise Norfolk, please visit [Nauticus.org](https://www.nauticus.org).



The Peter G. Decker, Jr. Half Moone Center.

TANKER VESSELS

Tankers are designed to transport liquid cargo like petroleum products (oil, gas), chemicals, wine, juice, etc. in bulk. Tankers are subdivided into the following cargo types:

- Oil tankers
- Liquefied gas tankers
- Chemical and product tankers

DOCKING AND UNDOCKING

Regulations and tariffs applicable to docking and undocking may be obtained by contacting:

Association of Virginia Docking Pilots, LLC
109 Wilson Lane
Hampton, VA 23663
(757) 692-8259

Robbins Maritime, Inc.
P.O. Box 12677
Norfolk, VA 23541
www.RobbinsMaritime.com

Independent Docking Pilots
P.O. Box 1293
Newport News, VA 23606
www.IndependentDockingPilots.com

Moran Norfolk
1901 Brown Avenue
Norfolk, VA 23504
www.MoranTugs.com/Ports-and-Operations/Norfolk-Hampton-Roads-Yorktown

McAllister Towing of Virginia, Inc.
2600 Washington Avenue, Suite 1004
Newport News, VA 23607
www.McAllisterTowing.com/Ports-and-Rates-Virginia

LAUNCH SERVICES

Fees and charges in use generally by firms in the Hampton Roads port area include transportation of passengers and delivery of ship stores. All fees and charges are determined by the time of day and the number of passengers and range from \$75.00 upwards. Charges for stores vary from \$200.00 upwards per hour. Additional information regarding rates may be obtained from those firms engaged in launch service.

Name	Phone
Atlantic Wind Transfer	(401) 295-4040
Atlantic Launch	(757) 724-4254
Delaware Bay Launch	(302) 430-6876
Edison Chouest Offshore	(985) 870-9863

PILOTAGE

Pilotage charges for vessels, inbound and outbound, established by the State Corporation Commission, shall be based on Gross Tonnage determined in accordance with the International Convention on Tonnage Measurements of Ships.

The Gross Tonnage of a vessel, determined in the manner specified above, shall be provided to the pilot by the vessel's master or his agent for the purpose of calculating pilotage charges. If the master or his agent fails to provide the measurement, the pilot association may obtain the vessel's Gross Tonnage from any reliable source and use same to calculate the pilotage charges.



Photo courtesy of the Virginia Pilot Association.

The JANE McALLISTER was launched in August of 2023 and has been working in Virginia waters since. She is one of the most powerful tugs on the East Coast at 6,770 horsepower. The JANE is also an ABS certified low emission vessel.



McALLISTER TOWING OF VIRGINIA



Captain J. Elliott Westall
Vice President & GM

24 HOUR DISPATCH

757 342-0887

vadispat@mcallistertowing.com

TOWING AND BARGE SERVICES



■ FIRMS OFFERING TOWING AND BARGE SERVICES:

OWNERS/OPERATORS	PHONE
Albemarle Tug Company	252-435-9011
Blaaha Towing Company, LLC	757-286-6969
Dann Marine Towing, LC	410-885-5055
Express Marine, Inc.	856-541-4600
Intracoastal Marine, Inc.	757-494-8847
Lockwood Marine, Inc.	757-788-3031
McAllister Towing of Virginia, Inc.	757-247-7800
McDonough Marine Service	757-545-0100
Moran Norfolk	757-625-6000
Norfolk Tug Company	757-545-1981
Robbins Maritime, Inc.	757-494-1701
Stasinos Marine LLC	781-831-5345
Stevens Towing Co of NC, LLC	363-359-3222
Vane Line Bunkering	757-448-1421
Vulcan Materials Company	757-494-3235



Compliments of

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Larry Bachtell
Atlantic Coast District Vice President

International Longshoremen's Association

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Christopher Faulk
President, Local 1248

Kevin Halstead
President, Local 1624

Jonathan Coley
President, Local 970

Monta Bivins
President, Local 1970

Dewayne Warren
President, Local 1963

OUR MOTTO

"Sobriety, Truth, Justice, and Morality"



Photo courtesy of Capt. Trafton Jordan.