WATER TRANSPORTATION

DEFINITION

The Water Transportation cluster consists of companies involved in operating shipyards (which include facilities for the building, repair, alteration, and storage of watercraft that are typically intended for other than personal use, as well as specialized services for those vessels); providing support activities for marine cargo and passenger transportation (including the operation of port facilities, cargo handling, and navigational services). Of the industry segments shown in Figure 27, Shipbuilding and Repairing (NAICS 336611) is by far the largest, reflecting the presence of Eastern Shipbuilding Group. The industry accounts for 7 out of 10 jobs in the cluster regionally.

FIGURE 26. REGIONAL SNAPSHOT
WATER TRANSPORTATION

Employment	2,003
Recent trends (%)	+27%
LQ	2.25
Establishments	65
Earnings/Job	$65,491
Relative Earnings/Job (US=1.00)	0.76

FIGURE 27. EMPLOYMENT OVERVIEW: WATER TRANSPORTATION

NAICS CODE	DESCRIPTION	2015 JOBS		LQ	RECENT TRENDS (2009 TO 2015)			10-YEAR FORECAST (2016-2026)		
		Number	*% of Cluster*	*US=1.00*	*Total Change*	*Region % Chg.*	*US % Chg.*	*Total Change*	*Region % Chg.*	*US % Chg.*
336611	Shipbuilding and Repairing	1,409	70%	4.72	389	38%	1%	775	56%	12%
488320	Marine Cargo Handling	162	8%	1.13	5	3%	21%	70	42%	18%
336612	Boat Building	149	7%	1.40	-43	-22%	27%	42	29%	-18%
488330	Navigational Services to Shipping	72	4%	1.28	11	18%	-3%	23	34%	1%
488310	Port and Harbor Operations	57	3%	0.97	39	217%	-3%	-5	-10%	10%
483113	Coastal and Great Lakes Freight Transportation	54	3%	1.55	—	—	9%	28	48%	27%
483111	Deep Sea Freight Transportation	44	2%	1.31	—	—	-4%	17	37%	1%
488390	Other Support Activities for Water Transportation	36	2%	1.37	-14	-28%	-11%	-7	-21%	-7%
483114	Coastal and Great Lakes Passenger Transportation	<10	—	0.19	—	—	-25%	—	—	-21%
483112	Deep Sea Passenger Transportation	<10	—	0.17	—	—	62%	—	—	42%
483211	Inland Water Freight Transportation	<10	—	0.09	—	—	12%	—	—	22%
483212	Inland Water Passenger Transportation	<10	—	0.45	—	—	11%	—	—	25%
	Cluster Total	**2,003**	**100%**	**2.25**	**426**	**27%**	**7%**	**949**	**48%**	**9%**

Source: EMSI 2016.4 – QCEW Employees, Non-QCEW Employees, and Self-Employed; Haas Center.
Note: Cluster definition based on the US Benchmark Cluster Definitions prepared by Harvard Business School's Institute for Strategy and Competitiveness in partnership with the US Department of Commerce and US Economic Development Administration.

TRENDS

This cluster includes both transportation-related activities (cargo and passenger traffic) and shipbuilding and repair. As a result, it is affected by a broad range of trends.

- DEFENSE SPENDING UNCERTAINTY. Shipbuilding activities nationally are closely tied to defense spending. Spending on shipbuilding and maritime weapons systems have increased steadily in recent years. However, as discussed in the Aerospace and Defense section, there is a great deal of uncertainty surrounding future plans. The Department of Defense's stated priorities related to robotics and autonomous systems include the development of autonomous underwater vehicles, which could offer opportunities within this cluster.
- WORKFORCE CHALLENGES. Both aspects of the cluster face challenges with regard to workforce. The shipbuilding industry relies on a number of specialized occupations, including engineering and skilled trades, two occupational groups in short supply nationally. Increasing concerns about the security of the nation's trade-related infrastructure have created a growing demand for cybersecurity workers among ports and shipping operators, a workforce that is already in high demand across multiple industries.
- GROWTH OF LATIN AMERICAN AND CARIBBEAN MARKETS. The Port of Panama City receives almost two-thirds of current commodity traffic from Latin America and Caribbean (LAC) markets. An October 2016 analysis by The World Bank, *The Big Switch in Latin America: Restoring Growth Through Trade,* projects that economies in LAC countries will expand by 1.8 percent in 2017. This expansion follows economic declines for the region in 2016 driven by recessions in some larger South American companies (including Brazil and Argentina). The uptick will be driven by improvement in these countries and the continued positive and stable growth seen in Mexico, Central America, and the Caribbean. However, the ability of the US to fully capitalize on this growth will depend on a number of factors including currency fluctuations and the direction of US trade policy.
- SCALE OF CONTAINER SHIPS. Ports around the country have been scrambling to accommodate the growing scale of container ships. While the largest ships—New Panamax and Ultra Large Container Vessels (ULCV)—comprise a small fraction of the global fleet currently, they represent a growing share of orders for new ships. These massive ships, which can carry as many as 18,000 twenty-foot shipping containers, are in limited use in the US. The region's ports are not competing for these larger vessels, which require berth depths of as much as 50 feet when fully loaded. However, intense competition and consolidation in the shipping industry, rising fuel costs, and environmental policy are likely to continue to drive the industry's use of bigger and bigger ships.

FIGURE 28. DOD FUNDING REQUEST FOR MAJOR DEFENSE ACQUISITION PROGRAMS (MDAPS)
FOR SELECTED FISCAL YEARS (FY) BY MISSION AREA CATEGORIES ($ IN BILLIONS)

	FY 2017		FY 2016		FY 2015	
Modernization Total	**$183.9**	*% of total*	**$177.5**	*% of total*	**$153.9**	*% of total*
Mission Support Activities*	$52.4	28%	$47.4	27%	$43.1	28%
Aircraft & Related Systems	$45.3	25%	$48.8	27%	$40.0	26%
Shipbuilding & Maritime Systems	**$27.0**	15%	**$25.6**	14%	**$22.0**	14%
Missiles and Munitions	$13.9	8%	$11.9	7%	$9.0	6%
RDT&E Science & Technology	$12.5	7%	$12.3	7%	$11.5	7%
Ground Systems	$9.8	5%	$8.2	5%	$6.3	4%
Missile Defense Programs	$8.5	5%	$8.8	5%	$8.2	5%
C4I Systems	$7.4	4%	$7.4	4%	$6.6	4%
Space Based Systems	$7.1	4%	$7.1	4%	$7.2	5%

Source: Office of the Under Secretary of Defense (Comptroller)/Chief Financial Officer, from *Program Acquisition Cost by Weapon System* for year indicated.
*FY 2015 figure includes proposed cancellation of $265.7 million (FY 2014, $198.7 million; FY 2013, $67.0 million)
C4I - Command, Control, Communications, Computers, and Intelligence; RDT&E - Research, Development, Test, and Evaluation

BENCHMARK GEOGRAPHIES

As might be expected, Water Transportation employment is highest in metropolitan areas associated with ports and, in some cases, naval installations (Figure 29, page 91). The Virginia Beach-Norfolk-Newport News metro area is home to both. In addition to being the home of Naval Station Norfolk, the metro area also boasts Norfolk International Terminals, the Virginia Port Authority's largest terminal, and Newport News Marine Terminal its primary break-bulk and roll-on/roll-off facility. In addition to having the largest total employment in the cluster, the Virginia Beach-Norfolk-Newport News metro area also has a high concentration relative to the nation, with an LQ of 17.40.

However, a look at metro areas by LQs shows many mid- and small-sized metro areas with significantly higher concentrations. Topping the list is Houma-Thibodaux, Louisiana, with an LQ of 57.97. Located at the intersection of the Gulf Intracoastal Waterway and the Houma Navigational Canal, the area is home to a number of employers in the cluster, including several shipbuilding and repair companies, transportation services companies associated with both shipping and offshore oil and gas activities, and the Port of Terrebonne.

Among Northwest Florida metro areas, Panama City has both the largest number of workers employed in the cluster and the highest concentration of employment (LQ = 8.88).

FIGURE 29. TOP 10 METROS: WATER TRANSPORTATION
RANKED BY NUMBER OF JOBS IN 2015

METROPOLITAN AREA	LOCATION QUOTIENT (US = 1.00)	2015 JOBS	CHANGE FROM 2009	ESTABLISH-MENTS	EARNINGS PER JOB
Virginia Beach-Norfolk-Newport News, VA-NC	17.40	29,008	3,046	127	$91,004
Los Angeles-Long Beach-Anaheim, CA	1.43	18,216	1,689	214	$122,426
Miami-Fort Lauderdale-West Palm Beach, FL	3.25	17,157	1,430	554	$85,617
Houston-The Woodlands-Sugar Land, TX	2.56	15,557	2,656	321	$80,010
Gulfport-Biloxi-Pascagoula, MS	39.79	12,688	(1,805)	45	$78,939
New York-Newark-Jersey City, NY-NJ-PA	0.66	12,534	(467)	308	$128,160
New Orleans-Metairie, LA	9.93	11,562	(3,537)	356	$88,424
Houma-Thibodaux, LA	57.97	10,712	1,498	177	$91,732
Seattle-Tacoma-Bellevue, WA	2.59	10,529	877	217	$93,006
Norwich-New London, CT	39.94	10,524	1,513	16	$111,246
NORTHWEST FLORIDA METROPOLITAN AREAS (RANKED BY NUMBER OF JOBS IN 2015)					
Panama City, FL	8.88	1,525	284	29	$69,073
Pensacola-Ferry Pass-Brent, FL	0.87	318	116	18	$55,522
Crestview-Fort Walton Beach-Destin, FL	0.43	106	22	13	$48,297

FIGURE 29. TOP 10 METROS: WATER TRANSPORTATION (CONTINUED)
RANKED BY RELATIVE CONCENTRATION OF EMPLOYMENT (US=1.00)

METROPOLITAN AREA	LOCATION QUOTIENT (US = 1.00)	2015 JOBS	CHANGE FROM 2009	ESTABLISH-MENTS	EARNINGS PER JOB
Houma-Thibodaux, LA	57.97	10,712	1,498	177	$91,732
Lebanon, MO	46.50	1,253	455	5	$43,173
Morgan City, LA	43.15	2,126	(782)	65	$84,310
Norwich-New London, CT	39.94	10,524	1,513	16	$111,246
Gulfport-Biloxi-Pascagoula, MS	39.79	12,688	(1,805)	45	$78,939
Paducah, KY-IL	31.67	3,059	693	32	$85,595
Marinette, WI-MI	26.68	1,473	713	8	$69,645
Ketchikan, AK	24.38	383	61	17	$83,782
Mobile, AL	19.71	7,090	2,090	92	$76,352
Cadillac, MI	19.07	647	338	3	$55,957

Source: EMSI 2016.4 – QCEW Employees, Non-QCEW Employees, and Self-Employed

☑ RATIONALE & NICHES

Northwest Florida boasts a number of assets that support the development and expansion of the Water Transportation cluster, including three seaports offering a range of options for shippers, multiple US naval installations (Pensacola NAS, Whiting Field, and Naval Support Activity Panama City), and Eastern Shipbuilding Group.

Eastern Shipbuilding Group is a private vessel construction company located in Panama City. Employing more than 1,500 workers, the company accounts for nearly one-half of the region's total employment in the Water Transportation cluster. The company was recently awarded a $10.5 billion contract to build 25 next-generation ships for the US Coast Guard. The award is expected to result in the addition of as many as 2,000 jobs over the course of the contract (*Eastern Shipbuilding in Panama City awarded $10.5 billion Coast Guard contract*, Sept. 16, 2016, WJHG-TV as accessed via Florida's Great Northwest).

FIGURE 30. US PORT RANKING
BY CARGO VOLUME (IN SHORT TONS)

	PORT PANAMA CITY		PORT OF PENSACOLA	
	RANK	TONS	RANK	TONS
Total Trade	99	2,779,840	146	918,862
Foreign Trade (Total)	58	2,211,622	107	124,351
Imports	67	983,747	95	76,353
Exports	48	1,227,875	94	47,998
Domestic Trade	132	568,218	126	794,511

Source: U.S. Army Corps of Engineers, Waterborne Commerce Statistics Center (accessed via the American Association of Port Authorities)
Note: A short ton is a unit of weight equal to 2,000 pounds that is most commonly used in the US. In contrast, the long ton, which is 2,240 pounds, is more commonly used in Britain. A third measure, the metric ton, is equal to 1000 kilograms or approximately 2,204 pounds.

The Naval Surface Warfare Center Panama City Division (NSWC PCD) is one of the major research, development, test and evaluation (RDT&E) laboratories of the US Navy. The facility provides RDT&E and in-service support for a number of the Navy's core mission areas. The NSWC PCD serves as the Technical Center of Excellence for Littoral Warfare and Coastal Defense and offers a broad base of expertise in engineering and scientific disciplines.

The region boasts three seaports offering a range of options:

- The Port Panama City, the region's largest with two properties totaling 388 acres, is located on the Gulf Intracoastal Waterway. The port provides easy access to the Gulf of Mexico via an 8.9-mile channel and is one of the nation's closest ports to the Panama Canal. Served by the Bay Line Railroad and located near the Northwest Florida Beaches International Airport, the port features an intermodal industrial park and is designated as a foreign trade zone.
- Located on the Gulf of Mexico, the Port of Pensacola is a deepwater port (dredged to 33 feet) which handles specialty bulk and breakbulk cargoes. The port includes an area designated as a foreign trade zone and an enterprise zone and offers Class I rail services (CSX).
- The region's newest port is a state-designated deepwater port that can accommodate ships with drafts of 27 feet. The port is located on St. Joseph's Bay and offers access to the Gulf of Mexico and the Intracoastal Waterway. It is a designated enterprise zone as well as a state-designated Rural Area of Critical Economic Concern. The latter designation can allow criteria for economic development incentives to be waived by executive order of the Governor.

FIGURE 31. STRATEGIC ASSETS: WATER TRANSPORTATION

INDUSTRY/INFRASTRUCTURE

- Three seaports offering a range of services and incentives including foreign trade zones and ample shovel-ready sites.
- Recent improvements to the Port of Panama City including planned completion of a 41-acre forest products terminal in 2017 (including 250,000 SF warehouse).
- Eastern Shipbuilding Group, which accounts for roughly one-half of the cluster employment in the region.
- Concentration of machine shops and supportive industries.
- Available sites and buildings, including multiple certified industrial sites.

WORKFORCE/TRAINING

- Northwest Florida Regional Manufacturing Academies on track to help raise awareness of production careers and expand talent pipeline.
- Scientific and technical expertise at the Naval Surface Warfare Center Panama City Division.
- Relevant academies offered at area high schools (including production, fabrication, welding, and robotics).
- Postsecondary offerings, including Marine Service Technology at Tom P. Haney Technical Center and various engineering and machining programs.

MARKET TRENDS/POLICY

- The region is well positioned to benefit from growing trade with Latin American and Caribbean countries.
- DoD priorities related to robotics and autonomous systems includes the development of underwater vehicles.
- Favorable state business climate (Florida ranked "Best Business Climate" in 2016 by Business Facilities magazine).
- Low operating costs and favorable tax structure (including no state personal income tax).

Source: TIP Strategies research

TALENT

Two career clusters—Transportation, Distribution, & Logistics (TDL) and Manufacturing—account for more than two-thirds (67 percent) of all employment in the Water Transportation cluster. Jobs in the Architecture & Construction career cluster are a key element of the talent pipeline, representing roughly one out of every eight jobs (12 percent) in the industry cluster nationally.

The Transportation Operations pathway—one of five pathways in the TDL career cluster—accounts for roughly one-third (34 percent) of all employment in the Water Transportation cluster. Facility and Mobile Equipment Maintenance is the only other TDL pathway in the top 10, comprising just 2 percent of employment in the cluster nationally. All four of the Manufacturing pathways appear on the list, with the largest being the Production pathway which represents 20 percent (one in five workers) within the Water Transportation cluster.

FIGURE 32. TOP CAREER CLUSTERS: WATER TRANSPORTATION
BASED ON SHARE OF TOTAL EMPLOYMENT IN THE INDUSTRY CLUSTER IN THE US

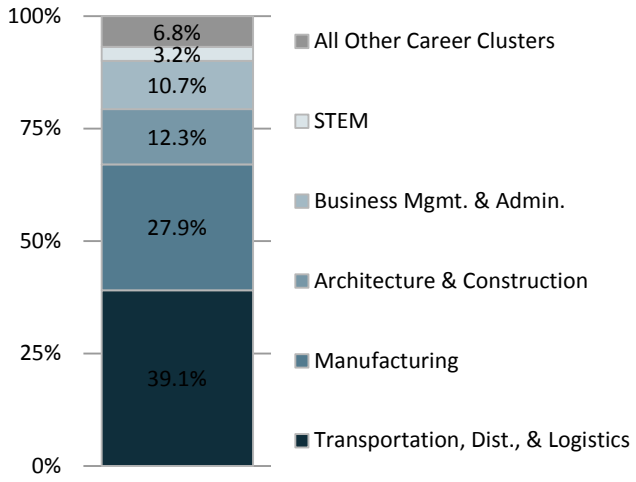

FIGURE 33. TOP 10 CAREER PATHWAYS: WATER TRANSPORTATION
BASED ON SHARE OF TOTAL EMPLOYMENT IN THE INDUSTRY CLUSTER IN THE US

	Pathway | CAREER CLUSTER	*Share of total US employment in industry cluster*
1	Transportation Operations | TRANSPORTATION, DIST., & LOGISTICS	34.3%
2	Production | MANUFACTURING	19.8%
3	Construction | ARCHITECTURE & CONSTRUCTION	11.1%
4	Administrative Support | BUSINESS MGMT. & ADMIN.	6.7%
5	Maintenance, Installation & Repair | MANUFACTURING	3.6%
6	Engineering and Technology | STEM	3.2%
7	Manufacturing Production Process Development | MANUFACTURING	2.7%
8	Facility and Mobile Equipment Maintenance | TRANSPORTATION, DIST., & LOGISTICS	2.0%
9	Quality Assurance | MANUFACTURING	1.9%
10	General Management | BUSINESS MGMT. & ADMIN.	1.9%

Source (both figures): US Cluster Mapping Benchmark Definitions; National Career Clusters Framework (Perkins IV Crosswalks, rev. August 2012); EMSI; TIP Strategies

A number of the Water Transportation cluster's largest occupations are connected with the movement of cargo. This includes Laborers and Freight, Stock, and Material Movers, Hand (SOC 53-7062); Captains, Mates, and Pilots of Water Vessels (SOC 53-5021); and Sailors and Marine Oilers (53-5011). However, several critical occupations are associated with the Manufacturing and Construction & Architecture career clusters, including Welders, Cutters, Solderers, and Brazers (SOC 51-4121); Maintenance and Repair Workers, General (SOC 49-9071); and Plumbers, Pipefitters, and Steamfitters (SOC 47-2152).

A look at the cluster's top occupations in Northwest Florida (Figure 35, page 96) reveals only one position that is concentrated in the region relative to the US. With an LQ of 2.95, Fiberglass Laminators and Fabricators (SOC 51-2091) is also among the smallest in terms of total employment in the region. The occupation also accounts for a much greater share of employment in the cluster than would be expected based on national patterns, comprising 7 percent of Water Transportation jobs regionally versus just 2 percent at the national level. Likewise, Welders, Cutters, Solderers, and Brazers (SOC 51-4121) is an

FIGURE 34. CAREER CLUSTERS FOR LARGEST OCCUPATIONS: WATER TRANSPORTATION
BASED ON SHARE OF TOTAL EMPLOYMENT IN THE INDUSTRY CLUSTER IN THE US

	SOC CODE	DESCRIPTION	CAREER CLUSTER				SHARE OF TOTAL US EMPLOYMENT IN INDUSTRY CLUSTER
			Transp., Dist. & Logistics	*Manufacturing*	*Arch. & Construction*	*Business Mgmt. & Admin.*	
1	53-7062	Laborers/Freight, Stock, & Material Movers, Hand	■				7.9%
2	53-5021	Captains, Mates, & Pilots of Water Vessels	■				7.2%
3	53-5011	Sailors & Marine Oilers	■				6.4%
4	51-4121	Welders, Cutters, Solderers, & Brazers		■			5.3%
5	53-7051	Industrial Truck & Tractor Operators	■				3.7%
6	51-2092	Team Assemblers		■			2.3%
7	53-5031	Ship Engineers	■				2.2%
8	51-1011	First-Line Supvsr., Production & Operating Workers		■			2.2%
9	51-2091	Fiberglass Laminators & Fabricators		■			2.1%
10	47-2111	Electricians			■		1.9%
11	47-2152	Plumbers, Pipefitters, & Steamfitters			■		1.9%
12	49-9071	Maintenance & Repair Workers, General		■			1.7%
13	53-7121	Tank Car, Truck, & Ship Loaders	■				1.6%
14	53-7021	Crane & Tower Operators			■		1.5%
15	11-1021	General & Operations Managers				■	1.5%
16	43-5011	Cargo & Freight Agents	■				1.3%
17	51-4041	Machinists		■			1.3%
18	51-2041	Structural Metal Fabricators & Fitters			■		1.3%
19	53-1031	First-Line Supvsr., Transp. & Material-Moving Ops.	■				1.2%
20	43-9061	Office Clerks, General				■	1.1%

Source: US Cluster Mapping Benchmark Definitions (Delgado, Porter, Stern 2013); National Career Clusters Framework (Perkins IV Crosswalks, rev. August 2012); EMSI; TIP Strategies

occupation found in higher proportion in Northwest Florida, representing more than 1 in 10 workers in the cluster (10.8 percent) compared with just 5.3 percent of Water Transportation workers nationwide.

Eight of the top 20 occupations had median hourly wage rates above the region's median wage rate for all occupations ($17.27). Of these, however, only one position—Mechanical Engineers (SOC 17-2141)—required a four-year degree. A number of the other occupations with above-average wage rates had relatively modest levels of education and training, including various levels of on-the-job (OJT) training and postsecondary certificates. Three of the 20 occupations required no formal credential at all, including Sailors and Marine Oilers (SOC 53-5011). This occupation, which includes job titles such as Deck Hand and Able-Bodied Seaman, offers a path to high-wage employment in the region, with a median wage rate in excess of $16 per hour.

FIGURE 35. TOP NORTHWEST FLORIDA OCCUPATIONS: WATER TRANSPORTATION
BASED ON SHARE OF TOTAL EMPLOYMENT IN THE INDUSTRY CLUSTER IN THE REGION

SOC CODE	OCCUPATION	% OF CLUSTER EMPL.	2015 JOBS IN REGION	LQ (US=1.00)	MEDIAN HOURLY EARNINGS	MINIMUM EDUCATION REQUIRED
51-4121	Welders, Cutters, Solderers, & Brazers	10.6%	814	0.71	$16.12	Moderate-term OJT
51-2092	Team Assemblers	7.2%	1,720	0.54	$14.22	Moderate-term OJT
51-2091	Fiberglass Laminators & Fabricators	7.0%	182	**2.95**	$14.26	Moderate-term OJT
53-7062	Laborers/Freight, Stock, & Material Movers, Hand	4.4%	4,307	0.59	$10.60	No formal credential
51-1011	First-Line Supvsr., Production & Operating Workers	3.7%	1,116	0.63	**$24.21**	Related experience
47-2152	Plumbers, Pipefitters, & Steamfitters	3.4%	1,518	1.13	$15.56	Apprenticeship
51-2041	Structural Metal Fabricators & Fitters	3.0%	229	1.00	**$17.48**	Moderate-term OJT
47-2111	Electricians	2.7%	1,739	0.89	**$19.89**	Moderate-term OJT
17-2141	Mechanical Engineers	2.7%	605	0.76	**$45.57**	Bachelor's degree
53-5021	Captains, Mates, & Pilots of Water Vessels	2.4%	97	0.96	**$29.47**	Nondegree award
53-5011	Sailors & Marine Oilers	2.1%	88	0.96	$16.23	No formal credential
51-4041	Machinists	1.6%	365	0.34	**$20.86**	Long-term OJT
51-9122	Painters, Transportation Equipment	1.6%	153	0.91	**$17.28**	Moderate-term OJT
17-3013	Mechanical Drafters	1.5%	176	0.93	**$25.87**	Associate's degree
51-9198	Helpers--Production Workers	1.5%	346	0.29	$11.73	No formal credential
49-9071	Maintenance & Repair Workers, General	1.4%	4,701	1.12	$14.81	Long-term OJT
47-2031	Carpenters	1.3%	2,587	0.84	$15.15	Apprenticeship

Source: EMSI 2016.4 – QCEW Employees, Non-QCEW Employees, and Self-Employed
Note: Location quotients (LQs) of 1.25 or greater suggest a specialization in the occupation relative to the US and are **highlighted**. Median hourly wages above the regional rate of $17.27 are **highlighted**.

RESOURCES & NETWORKING

WATER TRANSPORTATION		
TRADE ASSOCIATIONS		
Shipbuilders Council of America		shipbuilders.org
American Boat Builders & Repairers Association		www.abbra.org
American Shipbuilding Suppliers Association		shipbuildingsuppliers.org
International Chamber of Shipping		www.ics-shipping.org
Society of Naval Architects and Marine Engineers		www.sname.org
Society of Naval Architects and Marine Engineers: Southeast Section		www.sname.org/southeastsection
Maritime Industries Association of South Florida		www.miasf.org
RELEVANT CONFERENCES/EVENTS		
ABRA Annual Conference and Symposium		
24-25 January 2017	*Fort Lauderdale, FL*	www.abbra.org/annual-conference
Maritime Week Americas		
22-26 May 2017	*Miami, FL*	www.petrospot.com/events/mwa17-miami
Marine Industry Day		
17 June 2017	*Fort Lauderdale, FL*	www.marineindustryday.org
ICS International Shipping Conference 2017		
13 September 2017	*Boston, MA*	www.ics-shipping.org/news/events
Fort Lauderdale International Boat Show		
TBD November 2017	*Fort Lauderdale, FL*	flibs.com
International WorkBoat Show		
29 Nov-1 Dec 2017	*New Orleans, LA*	www.workboatshow.com
TRADE PUBLICATIONS		
(mt) Magazine		www.sname.org/mt
Journal of Ship Production and Design		www.sname.org/pubs/authoroppo/journalofshipproduction
Bunkerspot Magazine		www.bunkerspot.com/magazines
International Shipbuilding Progress		www.iospress.nl/journal/international-shipbuilding-progress
Professional Mariner		www.professionalmariner.com
The Waterways Journal		www.waterwaysjournal.net/Magazine/Print.aspx

Source: TIP Strategies research