



## BUILD YOUR PROFESSIONAL SKILLS...

with AAPA's diverse roster of education and training programs. As always, this year's schedule will expand your knowledge of industry trends while keeping you abreast of the hot issues facing seaports. Whether it is the economy, green ports, or security enhancements, AAPA has it all. Plus, AAPA seminars offer invaluable opportunities for networking, exchanging information on best practices, and exposure to industry leaders.

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## 2012 AAPA Education and Training PROGRAM SCHEDULE

**Inside:**  
Many Ways to Celebrate AAPA's Centennial!

Mobile, Alabama helps ring in AAPA's 100<sup>th</sup> Anniversary at the 101<sup>st</sup> Annual Convention

Centennial Spring Conference in Washington, DC

**For 100 years AAPA has connected the port industry through valuable training and networking opportunities: meeting the demands of the seaport industry!**



Alliance of the Ports of Canada, the Caribbean, Latin America and the United States

# CALENDAR OF EVENTS

## Shifting International Trade Routes

January 19-20, Tampa, Florida  
Grand Hyatt Tampa Bay

PHONE: (813) 874-1234 or (800) 233-1234

FAX: (813) 207-6790

RATE: \$ 189.00 single/double

ROOM BLOCK CUT-OFF DATE: December 28, 2011

REGISTRATION FEE: \$525 (\$350 for U.S. federal government employees)

## Public Relations Workshop

February 28-29, Houston, Texas  
The Westin Oaks, Houston

PHONE: (713) 960-8100

FAX: (713) 960-6554

RATE: \$149.00 single/double

ROOM BLOCK CUT-OFF DATE: February 7, 2012

REGISTRATION FEE: \$525 AAPA members, \$650 non-members

## SPRING CONFERENCE

March 19-20, Washington, DC  
The Renaissance Washington, DC Downtown Hotel

PHONE: (202) 898-9000 or (800) 228-9290

FAX: (202) 289-0947

RATE: \$309.00 single/double

ROOM BLOCK CUT-OFF DATE: February 25, 2012

REGISTRATION FEE: \$675 AAPA members, \$895 non-members

## THE CENTENNIAL DINNER

What better way to commemorate AAPA's 100<sup>th</sup> Anniversary than by joining your industry friends and colleagues for a formal dinner dance in Washington, D.C.

March 19, 2012

The Renaissance Washington DC

TICKETS: \$300 or \$250 with Spring Conference Registration

## XXI Latin American Congress of Ports

April 9-12, Antigua, GUATEMALA  
Hotel Casa Santo Domingo

PHONE: +502 7820-1220

FAX: +502 7820-1221

RESERVATIONS: +502 7820-1222

HOTEL GENERAL INFORMATION: concierge@casasantodomingo.com.gt

RESERVATIONS: reservas@casasantodomingo.com.gt

https://www.casasantodomingo.com.gt

For more information go to: aapacongresola2012.com

## Port Finance Seminar

April 17-19, Miami, FL  
Marriott Miami Biscayne Bay

PHONE: (305) 374-3900

FAX: (305) 536-6411

RATE: \$179.00 single/double

ROOM BLOCK CUT-OFF DATE:

March 26, 2012

REGISTRATION FEE: \$825 AAPA members, \$995 non-members

## Harbors Navigation and Environment Seminar

May 1-3, San Francisco, CA  
The Stanford Court  
Renaissance Hotel

PHONE: (415) 989-3500

FAX: (415) 391-0513

RATE: \$199.00 single/double

ROOM BLOCK CUT-OFF DATE:

April 9, 2012

REGISTRATION FEE: \$825 AAPA members, \$995 non-members

## Executive Management Conference

May 7-11, Napa, California  
Silverado Resort

PHONE: (707) 257-0200

FAX: (707) 257-2867

RATE: \$185.00 single/double

ROOM BLOCK CUT-OFF DATE: April 13, 2012

REGISTRATION FEE: \$2,495 AAPA members, \$2,695 non-members

## Maritime Economic Development Workshop

June 5-6, New Bedford, MA  
Fairfield Inn & Suites by Marriott

PHONE: (774) 634-2000

FAX: (774) 634-2001

RATE: \$139.00 single/double

ROOM BLOCK CUT-OFF DATE: May 14, 2012

REGISTRATION FEE: \$525 AAPA members, \$650 non-members

## Special Seminar for Public Port Authority Directors

June 12-13, Point Clear, AL  
Grand Hotel Marriott Resort, Golf Club & Spa

PHONE: (251) 928-9201 or (800) 544-9933

FAX: (251) 928-1149

RATE: \$169.00 single/double

ROOM BLOCK CUT-OFF DATE: May 21, 2012

REGISTRATION FEE: \$625 AAPA members, \$750 non-members

## AAPA 101<sup>st</sup> Annual Convention

October 21-25, Mobile, AL

## JOIN AAPA AND SAVE ON REGISTRATION

Contact Ed O'Connell at (703) 706-4709  
or eoconnell@aapa-ports.org

# REGISTER ONLINE AT [AAPA-PORTS.ORG/TRAINING](http://AAPA-PORTS.ORG/TRAINING)

## AAPA Sponsorship Opportunities Give Unique Access to Ports Worldwide!

Sponsorship is an attractive opportunity for AAPA members who are port service providers and are seeking access to a specific target audience. Sponsoring an event is mutually beneficial as there are many opportunities at our events to market your organization. For detailed information contact Ed O'Connell at (703) 706-4709 or eoconnell@aapa-ports.org.

## Exhibit at an AAPA Seminar or Trade Show!

Exhibits will be a big part of our 2012 program year and there is no better way to show your best prospects the products and services you are currently offering. Go to [www.aapa-ports.org/training](http://www.aapa-ports.org/training) for more information.

Registration is open for the Port Professional Manager Program Class of 2016. Contact Dr. Rex Sherman at AAPA Headquarters to learn more at (703) 684-5700.

## Commissioners Seminar

June 26-28, Montreal, QC CANADA  
Montréal Marriott Château Champlain

PHONE: (514) 878-9000

FAX: (514) 878-6761

RATE: \$199.00 CAD single/double

ROOM BLOCK CUT-OFF DATE: June 4, 2012

REGISTRATION FEE: \$825 AAPA members, \$995 non-members

## Port Security Seminar and Exposition

July 18-20, Miami, FL  
Marriott Miami Biscayne Bay

PHONE: (305) 374-3900

FAX: (305) 536-6411

RATE: \$149.00 single/double

ROOM BLOCK CUT-OFF DATE: June 26, 2012

REGISTRATION FEE: \$825 AAPA members, \$995 non-members

## AAPA/NAWE/MARAD Marine Terminal Management Training Program

September 17-20, Baltimore, MD  
Renaissance Baltimore Harborplace Hotel

PHONE: (410) 547-1200 or (800) 468-3571

FAX: (410) 539-5780

RATE: \$199.00 single/double

ROOM BLOCK CUT-OFF DATE: August 27, 2012

REGISTRATION FEE: \$2,495 AAPA members, \$2,695 non-members