

August 24, 2011

Dear JAXPORT Partner,

The Jacksonville Port Authority and Caribbean Shipping Association (CSA) are excited to announce that planning is underway for the **11th Annual Caribbean Shipping Executives Conference** to be held from May 20-23, 2012 at the Omni Amelia Island Plantation in Amelia Island, Florida.

JAXPORT is the 2012 host sponsor for this annual event, which draws more than 200 senior level executives from throughout the Caribbean and Latin America, including shippers, cargo owners, port leaders and maritime industry representatives.

The CSA is the voice of the region's shipping industry and a major regional forum in which matters relevant to the growth and development of Caribbean shipping are discussed. This is the first time the CSA Executives Conference will be held in Jacksonville – and we are working closely with CSA to plan an outstanding event.

Sponsorships are now being offered for the 2012 conference, which will feature dynamic industry speakers and great networking opportunities. Please see the enclosed information for details. A representative from JAXPORT will soon contact you to answer any questions, or you may contact Raul Alfonso at (904) 357-3071 or raul.alfonso@jaxport.com.

Thank you very much for your support.

Best regards,



A. Paul Anderson
Chief Executive Officer



THE CARIBBEAN SHIPPING ASSOCIATION 2012 EXECUTIVES CONFERENCE

May 20-23, 2012 – Omni Amelia Island Plantation; Amelia Island, Florida

The **Caribbean Shipping Association 2012 Executives Conference** will feature keynote speakers, panel discussions and industry networking focused on trends and developments facing Caribbean shippers, carriers and logistics providers.

CSA events are designed for senior executives and provide great networking and new business contacts. Delegates are the principals and key decision-makers in Caribbean shipping, and CSA expects more than 200 delegates to attend the 2012 event at Amelia Island. General meetings allow for plenary presentations as well as workshops. Speakers are among the leaders in their chosen field.

THE CARIBBEAN SHIPPING ASSOCIATION

The Caribbean Shipping Association (CSA) was established in 1971 to facilitate development of an efficient, viable Caribbean shipping industry. Since then, the Association has become the voice of the region's shipping industry.

The CSA represents private and public sector interests across the entire Caribbean, including South, Central and North American ports, and in all four major language groups – English, French, Spanish, Dutch. The CSA uses English as its official language.

CSA membership includes 12 national shipping associations and over 100 individual member entities, including port authorities, terminal operators, shipping agents, shipping lines, tug and salvage companies, consultants, freight forwarders, leasing companies and others.

The CSA represents its membership in relevant regional hemispheric groupings, associations and organizations and maintains Observer status with leading Caribbean multilateral bodies CARICOM and the Association of Caribbean States.

THE VENUE

The 2012 Conference will be held at the **Omni Amelia Island Plantation** in Amelia Island, Florida – one of the state's premier resorts.

Nestled along the Atlantic Ocean in Northeast Florida, this AAA Four Diamond property features luxurious accommodations, award winning-recreation and attentive service among its 1,350 acres of native splendor. Enjoy shopping, dining, tennis, golf, a full-service spa – and special tour and recreation programs planned just for conference registrants and their guests.



FOR MORE INFORMATION

Jacksonville Port Authority
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Ph: (904) 357-3047





CARIBBEAN SHIPPING ASSOCIATION MEMBERS

Agencias Navieras B&R (Baez & Rannick)
Agentes y Estibadores Portuarios SA
Barbados Port, Inc.
British Virgin Islands Port Authority
Caribtrans, Inc
Caribbean Feeder Services
Caribbean Maritime Institute
Caribbean Systematics LTD
Carnival Cruise Lines
CMA-CGM (America) LLC
Compagnie Maritime MARFRET
Container Terminal Port of Cartagena
Continental Shipping Agencies N.V.
Damen Shipyard (Holland)
Freeport Harbour Co.
Gottwald Port Technology GMBH
Grenada Ports Authority
Hamburg Sud North America
Hapag Lloyd (America) Inc.
Intermodal Marine Services
Island Shipping & Trading Co.
Integra Marine & Freight Services
Interport Group
International Shipping Agency (Intership)
Klein Systems Group
L&J Logistics Co.
Maersk Logistics Dominicana
Manzanillo International Terminal (Panama)
Maritima Dominicana S.A.

Maritime Authority of Jamaica
Maritime Authority of Suriname
Panama Ports Co. S.A.
Puerto Rico Shipping Association
Port of Belize
Port Authority of the Cayman Islands
Port Authority of Guadeloupe
Port Authority of Jamaica
Royal Marine Insurance Group
Rozo Group
SAP Puerto Rico
Seaboard Marine
Seaboard Freight and Shipping
Seafreight Agencies
Shipping Association of Guyana
Shipping Association of Jamaica
Shipping Association of St. Kitts
Shipping Association of St. Lucia
St. Christopher Ports Authority (St. Kitts)
St. Lucia Marine Terminals
St. Vincent & the Grenadines Port Authority
Terminal Varreux SA
Transcaribes Martinique
Trans Caribbean Line
Tropical Shipping
United Suriname Shipping Co.

.....and more!

CARIBBEAN PORTS

Antigua - Aruba - Belize - Bahamas - Barbados - Bermuda - British Virgin Islands - Cayman Islands - Colombia - Costa Rica - Cuba - Curaçao - Dominica - Dominican Republic - French Guiana - French West Indies - Grenada - Guyana - Haiti - Jamaica - Panama - Puerto Rico - St Kitts and Nevis - St Lucia - St. Maarten - St Vincent and Grenadines - Suriname - Trinidad and Tobago - United States of America - U.S. Virgin Islands - Venezuela



SAMPLE OF CSA CONFERENCE REGISTRANTS 2010-2011

ITN Consolidators
President

President
Cashman Machinery International

Executive Vice President
Shipping Association of Barbados

General Manager
INTERTUG S.A.

Finance Manager
Maritime Authority Suriname

President
Shipping Association of Trinidad and Tobago

President
Chamber of Commerce & Industry of Martinique

VP Marketing
MIT-Panama

President
Puerto Rico Shipping Association

General Manager
Bryson Shipping

Director
CMA CGM Guadeloupe

Director Government Relations LAC
Royal Caribbean Cruises Ltd.

President
C-FUELS America Inc.

Commercial Manager
Seatrade – Streamlines

Commercial Manager
CMA CGM Guadeloupe

President
Shipping Association of Jamaica

Regional Vice President
Seaboard Marine Limited

President
Aqua Clean Ships Caribe Inc

Member, Board of Commissioners
N V Havenbeheer

Chairman
Guyana National Industrial Company Inc.

General Manager-Business Development Americas
APM Terminals-Business Development Americas

Managing Director
CMA CGM Suriname

Managing Director
H Bromet Shipping

President
MAC Maritime, Inc.

Vice President, Caribbean & C.A District
ZIM American Integrated Shipping Services Co. Inc.

Director - Operations
Hamburg Sud North America, Inc

Vice President
Shipping Association of Barbados

Chief Executive Officer
Traymore NV

Managing Director
SGS Supervise Jamaica Ltd

Procurement Manager
Seafreight Line Ltd

Business Development Manager
Martin Bencher Group

General Manager
Shipping Association of Jamaica

....SAMPLE OF CSA CONFERENCE REGISTRANTS 2010-2011

Président du Directoire
SOGET SA

Chief Executive Officer
Seaboard Freight & Shipping

Project Development Manager
SSA International

Executive Vice President
SeaFreight Agencies (USA) Inc.

President
Shipping Association of Barbados

Commercial Manager
Trans Caribbean Line

President
International Maritime Terminal

Executive Director
Delmur Co. Ltd

Chief Executive Officer
Kingston Wharves Limited

Senior Manager Commercial
DP World Caucedo

President
Port of Guadeloupe

Executive Director
Puerto Rico Shipping Association

Chief Executive Officer
Guyana National Industrial Company Inc.

Regional Vice President
SeaBoard Marine Limited

Principal
Caribbean Equipment Group

CEO
Guyana National Industrial Co. Inc.

General Manager
APM Terminals

Chairman
C&V Caribbean Shipping

Managing Director
C&A Distributors Limited

President
Cashman

Executive Director
Veconinter

President
Shipping Association of Trinidad & Tobago

CEO
Seaboard Marine Ltd.

President
Guadeloupe Freight Forwarders & Customs Brokers

General Manager
Bryson Shipping

Director
PIER 17 Group

Deputy Executive Director
Caribbean Maritime Institute

Managing Director
APL Freight & Company

Chairman & CEO
International Shipping Ltd.

President
Seafreight Agencies

CEO
Barbados Port Inc.

...and many more!



CSA CONFERENCE TOPICS FROM 2011

- *The Business and Economic Outlook for Global Trade and Cruise Tourism*
- *If You Want GOLD, Try Prospecting (The Art of Relationship Selling)*
- *Lessons Learned & Transshipment Outlook for the Caribbean and Latin American Region*
- *RIMS: Partnership for Growth*
- *Sustainable Development*
- *Implementation of a Maritime Cluster: Overcoming Challenges and Seizing Opportunities*

KEY SPEAKERS FROM 2011

- David Taylor, General Manager LAC, Moffatt & Nichol
- Minister Ricky Skerritt, Chairman Caribbean Tourism Organization (CTO) & Minister of Tourism St. Kitts & Nevis
- Federico Gonzalez-Denton, Director Government Relations LAC, Royal Caribbean Cruises
- Steven Zipkoff, President & CEO Zipkoff Solutions
- Everton Walters, CEO Barbados Port Inc.
- Paul Hurlston, Port Director, Cayman Islands Port Authority
- Grantley Stephenson, CEO, Kingston Wharves Ltd.

2012 Venue: Omni Amelia Island Plantation; Amelia Island, FL



caribbean shipping association GUIDELINES



for hosting the CARIBBEAN SHIPPING ASSOCIATION CONFERENCES

CARIBBEAN SHIPPING EXECUTIVES CONFERENCE

SPONSORSHIP

Online Registration Sponsor US\$15,000

- Two complimentary conference's passes
- Four months ad on our website leading up to the conference and during the conference with the optional link to sponsor's website.
- Branding of the delegates badge accessories (lanyards or badge pouches)
- Opportunity to place corporate promotional items in the delegates' bags
- Invitation to all delegates' social functions
- Full branding of the registration area during the conference (first marketing message to all the delegates)
- Two banners (4' W x 6'H) to be mounted in the main conference room
- Opportunity to lunch and have coffee with the delegates during the conference

Lunch Sponsor US\$10,000

- Two complimentary conference's passes
- Three months ad on our website leading up to the conference and during the conference with the optional link to sponsor's website.
- Branding of the lunch area (floor decals or banners)
- Opportunity to place corporate promotional items in the delegates' bags
- Invitation to all delegates' social functions
- Two banners (4' W x 6'H) to be mounted in the main conference room
- Opportunity to lunch and have coffee with the delegates during the conference

Coffee Break Sponsor US\$5,000

- Two complimentary conference's passes
- Two months ad on our website leading up to the conference and during the conference with the optional link to sponsor's website.
- Branding of the coffee break area (floor decals or banners)
- Opportunity to place corporate promotional items in the delegates' bags
- Invitation to all delegates' social functions
- One banner (4' W x 6'H) to be mounted in the main conference room
- Opportunity to lunch and have coffee with the delegates during the conference

Delegate Bag Sponsor (Value is the cost to produce all the bags with logos)

Opportunity to place sponsor's logo along with CSA conference logo on the front of all delegate bags

Delegate Folder Sponsor (Value is the cost to source all the delegate folders with logos)

Every conference delegate will be carrying around leather zip up folder with sponsor's logo placed on the front

Gold Sponsor US\$8,000

Two complimentary conference's passes
Three months ad on our website leading up to the conference, during the conference and three additional months after the conference with the optional link to sponsor's website.
Opportunity to place corporate promotional items in the delegates' bags
Invitation to all delegates' social functions
Two banners (4' W x 6'H) to be mounted in the main conference room
Opportunity to lunch and have coffee with the delegates during the conference

Silver Sponsor US\$6,000

Two complimentary conference's passes
Two months ad on our website leading up to the conference, during the conference and two additional months after the conference with the optional link to sponsor's website.
Opportunity to place corporate promotional items in the delegates' bags
Invitation to all delegates' social functions
One banner (4' W x 6'H) to be mounted in the main conference room
Opportunity to lunch and have coffee with the delegates during the conference

Bronze Sponsor US\$4,000

One complimentary conference's pass
Two months ad on our website leading up to the conference, during the conference and one additional month after the conference with the optional link to sponsor's website.
Opportunity to place corporate promotional items in the delegates' bags
Invitation to all delegates' social functions
One banner (4' W x 6'H) to be mounted in the main conference room
Opportunity to lunch and have coffee with the delegates during the conference

Caribbean Shipping Association

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