

*First-Time Exhibitor*  
**Prospectus**



## **AAPA: The Preeminent Voice of the Seaport Industry**

The American Association of Port Authorities is the unified voice of the seaport industry in the Americas, representing more than 130 public port authorities in the U.S., Canada, the Caribbean and Latin America. For more than a century, AAPA membership has empowered port authorities and their maritime industry partners to serve global customers and create economic and social value for their communities. Our events, resources and partnerships connect, inform and unify seaport leaders and maritime professionals who deliver prosperity around the western hemisphere. For its U.S. members, AAPA provides compelling advocacy and effective public outreach to influence seaports' most urgent public policy issues. Today, AAPA continues to promote the common interests of the port community and provides critical industry leadership on security, trade, transportation, infrastructure, environmental and other issues related to port development and operations.

### **Why Exhibit at AAPA Convention and Expo?**



**Direct access to port decision-makers with buying authority.**



**Meet current and future customers face-to-face and expand your industry contact.**



**Maximize the visibility and exposure of your products and services.**



**Discount of \$500 to First-Time Exhibitors, or a \$1,000 discount to First-Time Exhibitors who join as a New Member.**



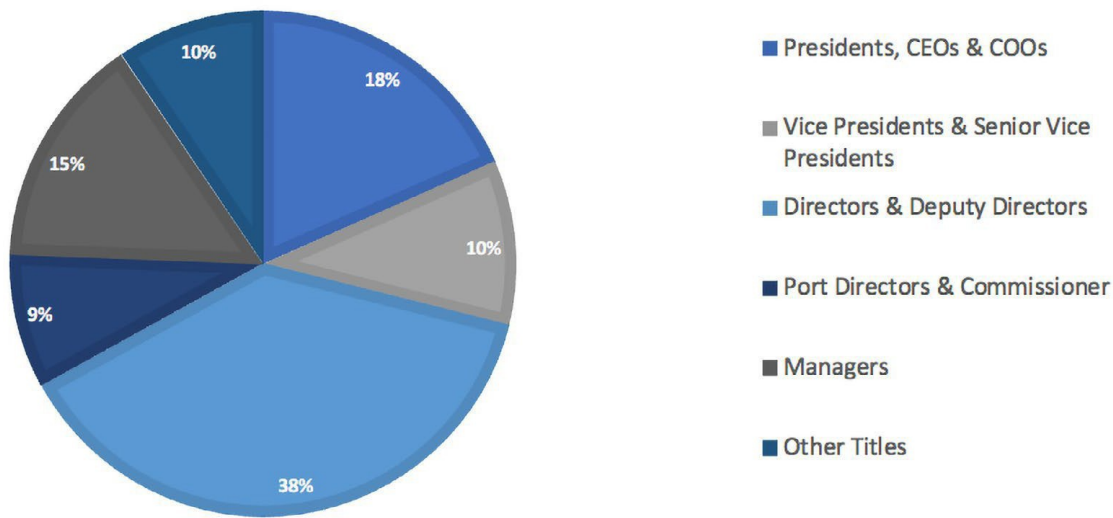
**Pre and post-convention marketing and advertising opportunities.**



## Who Should Exhibit at the AAPA Annual Convention

The AAPA Annual Convention and Exposition is recognized as the premier gathering of the seaport industry. If your customer targets include seaport leaders, marine terminal operators, integrators, suppliers, and other industry stakeholders, exhibiting at the American Association of Port Authorities Annual Convention will provide you direct access to industry leaders. You will gain access to the top decision-makers; port commissioners; and senior-level port professionals, integrators, suppliers, and other key stakeholders from across the Western Hemisphere. In fact, more than 2/3 of our attendees are the top decision-makers in the industry, as shown below.

### 2019 PROFESSIONAL TITLES OF ATTENDEES



AAPA is here to guide you and ensure you have a successful expo experience, from exhibitor registration through exhibit floor coordination before and during the event. The annual convention and expo is AAPA's largest membership meeting of the year. The convention is held every fall in a different city; it includes technical and policy committee meetings, business sessions, and social events. This premier event allows port professionals and stakeholders in the marine transportation industry to exchange best practices and expand business contacts. Former exhibitors have found AAPA Annual Convention and Expo to boost their network connection and has proved to be a great opportunity for direct leads and brand exposure.



## Past Exhibitors Include:

Jacobs  
ZPMC USA  
Yardi Systems  
Zebra Technologies  
TMEIC Corporation

Saab  
AECOM  
SSA Marine, Inc.  
Wartsila Voyage Americas  
U.S. Maritime Administration

## How To Become An Exhibitor

To register, you must first sign-in via the [AAPA Austin Convention website](#). If you do not have a login, use the “Find My Account” form to search for your record. If your record is not found, you may create an account to continue with your booth registration. Your Exhibitor Contract will be emailed to the person who is designated during registration. You will receive your booth number once payment and a signed contract have been received. For questions regarding booth registration, contact Direna Cousins, Manager of Member Experience and Engagement, by email at [dcousins@aapa-ports.org](mailto:dcousins@aapa-ports.org) or by phone at (703) 706-4708.

## First-Time Exhibitors Get Specially Discounted Pricing!

Booth Type	First-Time Exhibitor & New Member	First-Time Exhibitor
10' x 10' Regular Booth (includes 2 badges)	<del>\$4,995</del> \$3,995	<del>\$5,495</del> \$4,995
10' x 20' Regular Double Booth (includes 4 badges)	<del>\$8,995</del> \$7,995	<del>\$9,495</del> \$8,995



## Our Exhibit Package Includes

- Company ID Sign
- Exhibition booth staff badges, which provide access to the Exhibit Hall, all main functions, business programs and evening events
- Additional exhibitor badges may be purchased for \$500/person
- 6' skirted table, two chairs and wastepaper basket (note: Exhibit Hall is carpeted)
- Exhibitor listing on the AAPA website

## Exclusive Benefits for First-Time Exhibitors Includes

- Discount of \$500 for non-members and \$1,000 for members
- Special ribbon for your badge, and signage on your booth identifying you as a First-Time Exhibitor
- Pre-event email with special tips and hints to help you navigate the Convention, and get the most out of your experience
- A Meet and Greet with the AAPA staff and Board of Directors
- Special profiles in the AAPA Convention Show Daily and social media promotions

## Onsite Exhibit Management

AAPA's Exhibit Services firm, the Global Event Team, is available to assist you should you require any help in your preparations, as well as onsite management. For assistance, contact Delaney Cook at [info@globaleventteam.com](mailto:info@globaleventteam.com) or (800) 979-3229.

## Exhibitor Installation

Monday, September 27: 1:00 p.m. – 5:00 p.m.

## Show Hours

Monday, September 27: 5:30 p.m. – 7:00 p.m. (Exhibit Hall reception)

Tuesday, September 28: 7:30 a.m. – 5:00 p.m.

Wednesday, September 29: 7:30 a.m. – 1:30 p.m.