



Associate Member Benefits

Building partnerships throughout the Pacific



Stakeholders represented in this one image.

Business Services	Labour	Technology Providers
Consultants	Training Institutions	Terminal Operators
Environmental Specialists	Manufacturers	Transload Operators
Importers	Engineers	Supply Chain and Logistics
Exporters	Shipping Lines	Tugs
Government Agencies	Shipping Agencies	Harbor Operations

The APP invites you to be a part of our network.



About the APP

The APP has been committed to building partnerships, facilitating dialogue, and encouraging best practices for port governance and management throughout the Pacific since it was established in 1913 as the Pacific Coast Association of Port Authorities.

Throughout our 100+-year history, our objectives have remained consistent:

- Develop and foster good relations and collaboration among members.
- Promote and increase the efficiency of member ports and harbors through the dissemination of information on new and improved techniques and technologies.
- Develop policy positions on matters of common interest in the various fields of port and terminal operations.
- Advise members on recent activities within the port and harbor industry.
- Engage members and provide opportunities for networking and relationship-building through conferences, workshops and strong communications.

Testimonials...

"Membership in APP and participation in their conferences and seminars since 2010 has had a direct, positive impact on our company's business with ports. Our involvement has led to several executive level port searches for our firm and referrals from port commissioners and staff that have been invaluable to us."

*Sue Dvonch, Partner,
Shey-Harding Executive Search*

"A member since 2015, the APP has delivered exceptionally at providing a platform for me to present the value that my business brings to ports, discuss and learn about the plans of port officials, and plenty of time to speak with operators about the challenges they face. This collaborative learning and networking environment enriches all players across the maritime industry."

*Rory McBride, Global Sales – Maritime,
Midstream Lighting*

"For more than 100 years, the Association of Pacific Ports has fostered high-level gatherings of port leaders from around the Pacific to discuss and exchange timely best practices and forward-thinking strategies for the utmost in port governance."

*Doug Drummond, Harbor Commissioner,
Port of Long Beach, California*

"The four major international commercial ports of Taiwan (Ports of Keelung, Taichung, Kaohsiung, and Hualien) have respectively become APP members and by participating in the association's conferences, we are able to exchange experiences and establish a friendly bond with other members. After TIPC was established, we decided to keep all the memberships and continue our involvement. In 2015, TIPC thus had the opportunity to host APP's 102nd Annual Conference in Kaohsiung, which was a very successful session. During those four days, we effectively enhanced the visibility of the Port of Kaohsiung and promoted TIPC's vision for our ports."

*Tai-Hsin Lee, Past President,
Taiwan International Ports Corporation Ltd.*

www.pacificports.org

Membership has its benefits...

As drivers of economic growth, facilitating trade, and generating thousands of jobs, ports of the Pacific Ocean share a common vision: To provide an efficient, fluid, and cost-effective supply chain in a safe, environmentally sustainable, and economically viable manner.

The APP assists Member Ports in achieving this vision by enabling the sharing of best practices and lessons learned, peer-to-peer networking, and professional development. Supported by Associate Members who provide a diverse range of solutions for port management and operations, the APP is building partnerships throughout the Pacific.

The APP has developed an Associate Member benefit package that delivers on: 1) education and professional development; 2) relationship-building and networking; and 3) bottom-line savings for your marketing and business development budget.

APP CONFERENCES & WORKSHOPS

In addition to significant savings for conference registrations and workshops, Associate Members are provided key opportunities to directly engage with Port Representatives. The APP's semi-annual conferences (one in summer, another in winter) provide numerous opportunities to:

- 1) Market your goods and services.
- 2) Network with Port Representatives and other Associate Members.
- 3) Gain insight into port and port stakeholder priorities.

Marketing opportunities at conferences include: sponsorships and exhibits, presentations, hand-outs distributed to conference attendees, and full conference attendee contact lists.

Technical and topic-specific workshops, held throughout the year in various locations and on-line also provide a great opportunity to work with APP staff to create a tailored marketing initiative for your products and/or services.

MARKETING & BUSINESS DEVELOPMENT

In addition to enhanced member profiles on the APP website, Associate Members receive:

- Three months of free on-line banner advertising (plus discounted rates for additional months).
- Member news posted online and promoted through social media, the APP's semi-monthly e-news and quarterly newsletters.
- Discounted advertising rates for all APP communications (Members' Handbook/Capabilities Guide, quarterly newsletters and semi-monthly e-news).
- Videos, on-line technical presentations, and webinar recordings (first one free with discounted rates for subsequent presentations).

INDUSTRY REPRESENTATION

The APP attends industry conferences and trade shows to represent the Association and its members within the larger maritime community. Members will benefit through the distribution of APP communication materials as well as networking aimed at promoting members.

APP staff are developing key partnerships within the industry that extends beyond events and networking. Partnerships and connections with trade publications, not-for-profit trade associations, and both industry and government-led initiatives will provide opportunities for the APP to assist members in promoting their news and views as well as gather information that will ultimately benefit the efficiency and effectiveness of APP Members.





ASSOCIATE MEMBERSHIP APPLICATION

Company: _____

Address: _____

City: _____ Province/State: _____

Country: _____ Zip/Postal: _____

Telephone: _____ Website: _____

Designated to represent our company is:

Name (1st): _____ Position: _____ Email: _____

Name (2nd): _____ Position: _____ Email: _____

Date of Application: _____ *(Please email your logo to app@pacificports.org).*

Please choose the category that best describes your business (more than one can be chosen).

- | | | |
|---|--|---|
| <input type="checkbox"/> Business Services/Consultant | <input type="checkbox"/> Environmental Mitigation | <input type="checkbox"/> Exporter / Importer |
| <input type="checkbox"/> Government Agency | <input type="checkbox"/> Labour / Training | <input type="checkbox"/> Manufacturer |
| <input type="checkbox"/> Trade Association | <input type="checkbox"/> Engineering | <input type="checkbox"/> Shipping Line, Agency |
| <input type="checkbox"/> Technology (Electronics, etc.) | <input type="checkbox"/> Transportation / Logistics Provider | <input type="checkbox"/> Tugs/Harbor Operations |
| <input type="checkbox"/> Terminal / Transload Operator | <input type="checkbox"/> Other (please describe): _____ | |

DUES: US\$750 (*Membership year runs August 1-July 31. Please contact jane@pacificports.org to discuss pro-rated fees for applications submitted outside of the regular term.*)

Payment may be made by check, MasterCard or Visa. EFT instructions available upon request.
If paying by credit card, email jane@pacificports.org.

- ☐ Check enclosed ☐ Visa ☐ MasterCard

Card Number _____ Exp. date _____

Signature _____ Name on Card _____

Please make checks payable to Association of Pacific Ports and send to:

Association of Pacific Ports
300 - 1275 West 6th Avenue, Vancouver, BC V6H 1A6 Canada

U.S. Address: PO Box 903, Clackamas, OR 97015 USA
U.S. Federal tax ID number: 94-1581549.

Please feel free to contact us with any questions (604) 893-8800 | app@pacificports.org.

Thank you for joining APP!