



# Associate Member Benefits

*Building partnerships throughout the Pacific*



Stakeholders represented in this one image.

Business Services

Consultants

Environmental Specialists

Importers

Exporters

Government Agencies

Labour

Training Institutions

Manufacturers

Engineers

Shipping Lines

Shipping Agencies

Technology Providers

Terminal Operators

Transload Operators

Supply Chain and Logistics

Tugs

Harbor Operations

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



[www.pacificports.org](http://www.pacificports.org)

## 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.*

# Membership has its benefits...

The APP recognizes the value of providing a forum where Associate Members who provide a diverse range of solutions for port management and operations, can easily establish partnerships with Port Members.

With this in mind, we have 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

In addition to significant savings for conference registration, 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) Create awareness for 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, presentations, hand-outs distributed to conference attendees, and full conference attendee contact lists.

## MARKETING & BUSINESS DEVELOPMENT

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

- Opportunities to connect and develop relationships with key port leaders.
- 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 the Association's *Pacific Ports Magazine*.
- Discounted advertising rates for all APP communications (*Pacific Ports Magazine*, semi-monthly e-news, and conference on-site agenda).

## 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 extend 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.

## DEMONSTRATING LEADERSHIP

One of the key goals of the APP is to provide an opportunity for Members to learn from each other in the areas of port governance, management, and operations as well as identify opportunities for collaboration. This holistic approach to the port industry is not only a benefit for the Member but a benefit others who can learn from your successes. Through forums such as APP conferences and strong industry communications, Members can demonstrate leadership by assisting the port sector to become an efficient, fluid and cost-effective partner in the global supply chain.





# 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](mailto: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 (based on number of employees):**

- 1 to 10 (US\$515)       11 to 100 (US\$775)       101 to 500: (US\$1030)       Over 500 (US\$1,288)

Payment may be made by check, MasterCard or Visa. EFT instructions available upon request.

If paying by credit card, email [jane@pacificports.org](mailto: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. Registered Address (non-mailing): 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](mailto:app@pacificports.org).

***Thank you for joining APP!***