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## Welcome to the PVA Annual Convention at MariTrends 2012



### **PVA Annual Convention at MariTrends 2012**

January 28-31

Hilton Portland & Executive Tower  
Portland, OR

**Offering You a World  
of Ideas, Information, Tips  
and Contacts...**



## ***A Letter from the President***

Dear PVA Member:

On behalf of the Officers, Board of Directors and staff of the Passenger Vessel Association please accept a hearty welcome to the PVA Annual Convention at MariTrends 2012 in Portland, OR.

As PVA's President, I am delighted to welcome you to this convention in the Pacific Northwest. It is appropriate that we are here to come together as an industry in PVA's Western Region as this region brings with it a rich gathering of diverse passenger vessel operations and activities.



Because of this diversity, there is also a far-reaching grouping of PVA member companies who provide products and services to the passenger vessel industry. Whether it is vessel design and engineering, shipbuilding and repair, interior design, software and support, publishing or many other related activities they are all here in our western region and they will also be present at MariTrends 2012; which is equally exciting.

As you know, the PVA Annual Convention at MariTrends 2012 is also representative of that diversity and offers you a "world of ideas, information, tips and contacts." The PVA Annual Convention at MariTrends 2012 is literally jam-packed with sessions, seminars, roundtables and special events that are tailored specifically for the passenger vessel industry. In fact, there are more than 80 of these events available throughout the convention and we have enlisted the very best representatives from business and industry to share their knowledge and expertise with you.

This excellent program is a direct reflection of the hard work and dedication of our 2012 Convention Committee. I would like to personally thank them for all of their effort. This year's committee includes Chairperson Dan Yates, American Waterways, Inc., Portland, OR, Joe Hudspeth, All American Marine, Inc., Bellingham, WA and Christina Villiott, Elliott Bay Design Group, Seattle, WA.

During your stay, I encourage you to visit the MariTrends 2012 Exhibit Hall often. This is the "gathering place" for our convention. Here you will find knowledgeable and loyal PVA member exhibitors who are showcasing the very latest products and services aimed specifically at the passenger vessel industry. Special thanks must go to our PVA associate member exhibitors and to our events sponsors. Their support of PVA is sincerely appreciated.

Thank you very much for attending this year's convention. I know that you will come away with a "world of ideas, information, tips and contacts." While you are here, please let me or any PVA staff member know if there is something that we can do for you to make your convention a complete success.

Sincerely,

A handwritten signature in black ink, appearing to read "Jay Spence". The signature is fluid and cursive, written over a light blue horizontal line.

Jay Spence  
President

*Unless otherwise noted all convention events will be held at the Hilton Portland & Executive Hotel*

## Guest Activities and Information

For general convention information and information about restaurants and activities in and around Portland, please inquire at the PVA Registration Desk located on the Grand Ballroom Foyer. Hours for the Registration desk are included within this program. In addition, information and coupons for local attractions are included in your registration bag.

## Event Ticket Sales

Each Full Registration includes tickets for all social events. Only exhibitors and spouse registrants may purchase extra event tickets. These individuals may purchase extra tickets at the PVA Registration Desk located on the Grand Ballroom Foyer beginning Friday, January 27 at 8:00 a.m. Other individuals must purchase a full registration, a non-exhibitor registration or a day registration to access convention events, seminars and workshops and the MariTrends 2012 Exhibit Hall.

NOTE: Event tickets will be collected at all food events prior to entry. Please remember to bring your tickets with you to each event.

## Dress Tips

In keeping with the tradition of PVA conventions, the PVA 2012 Convention Committee encourages business casual attire for all convention activities.

## Brochure Exchange

PVA is pleased to host a "Brochure Exchange" again this year. To participate in this activity, simply bring copies of your most recent marketing brochure and place them on the "Brochure Exchange" table within the MariTrends 2012 Exhibit Hall. Then, we encourage you to take a moment to examine the brochures of other PVA members. You are certain to take away a good idea or two.



Photo: Hilton Portland & Executive Hotel

## Save the Date!

**PVA Annual Convention  
at MariTrends 2013  
February 16-19**

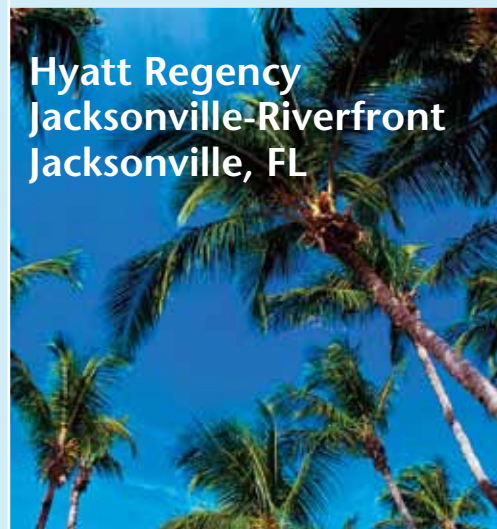


Photo: Visit Jacksonville

# MariTrends 2012 Exhibit Hall Hours and Events

## About PVA

The Passenger Vessel Association is the national association representing the interests of owners and operators of dinner cruise vessels, sightseeing and excursion vessels, car and passenger ferries, gaming vessels, private charter boats, whale watching and eco-tour vessels, day-sailers and windjammer sailing vessels, overnight cruise ships and amphibious DUKW. PVA members operate U.S. Coast Guard certificated, Canadian Coast Guard or state inspected vessels. The passenger vessel industry carries more than 200 million passengers each year.

Visit PVA on the Internet at: [www.passengervessel.com](http://www.passengervessel.com)

## Special Thanks to Our Event Sponsors

(As of January 12, 2012)

*All American Marine, Inc.*

*Allianz Insurance*

*Aon Risk Services*

*Northeast, Inc.*

*Caterpillar Marine*

*CENTA Corporation*

*DBC Marine Safety Systems*

*Gladding-Hearn Shipbuilding*

*Great American*

*Insurance Company, Inc.*

*HamiltonJet, Inc.*

*Heartland Financial Group*

*John Deere Power Systems*

*MTU*

*Navigators*

*R.W. Fernstrum & Company*

*Sharpshooter Imaging*

*Siriusware, Inc.*

*VIGOR Industrial*

*Wells Fargo Insurance*

*Services USA, Inc.*

*ZF Marine, LLC*

## MariTrends 2012 Exhibit Hall Hours and Events

The MariTrends 2012 Exhibit Hall is the “gathering place” for the PVA Annual Convention at MariTrends 2012. Exhibit Hall hours will be staggered to ensure that attendees have maximum access to exhibiting companies and to allow exhibitors to participate fully in the convention program and all special events. Plus, a full-range of special events and receptions will be held in the MariTrends 2012 Exhibit Hall. You are encouraged to join us for all of these events and take the opportunity to view the numerous products and services showcased by PVA Associate member exhibitors.

Don't miss the exciting prize drawings each day.

### FRIDAY, JANUARY 27

**2:00 p.m.-5:30 p.m.**

Exhibitor Move-in

### SATURDAY, JANUARY 28

**8:00 a.m.-12:30 a.m.**

Exhibitor Move-In

**2:15 p.m.-6:30 p.m.**

MariTrends 2012 Exhibit Hall Open

**4:30 p.m.-6:30 p.m.**

MariTrends 2012 Exhibit Hall Opening Reception and Celebration

**Sponsored by ZF Marine, LLC**

**6:15 p.m.**

MariTrends 2012 Exhibit Hall Prize Drawing: (Must be present to win)

**Sponsored by Siriusware, Inc.**

### SUNDAY, JANUARY 29

**4:30 p.m. - 7:00 p.m.**

MariTrends 2012 Exhibit Hall No-Host Cocktail Reception

**6:45 p.m.**

MariTrends 2012 Exhibit Hall Prize Drawing (Must be present to win)

**Sponsored by John Deere Power Systems**

### MONDAY, JANUARY 30

**10:30 a.m. - 1:30 p.m.**

MariTrends 2012 Exhibit Hall Open

**11:30 a.m. - 12:30 p.m.**

MariTrends 2012 Exhibit Hall Lunch

**Sponsored by Aon Risk Services Northeast, Inc., Great American Insurance Company, Allianz and Navigators**

**3:00 p.m. - 6:30 p.m.**

MariTrends 2012 Exhibit Hall No-Host Cocktail Reception

**5:30 p.m.**

PVA Region Competition/Passenger Vessel Foundation Fundraising Event

**Sponsored by DBC Marine Safety Systems**

**6:15 p.m.**

MariTrends 2012 Exhibit Hall Prize Drawing (Must be present to win)

**Sponsored by R.W. Fernstrum & Company**

### TUESDAY, JANUARY 31

**9:00 a.m. - 12:00 p.m.**

MariTrends 2012 Exhibit Hall Open

“Market Connections” Meetings

**11:30 a.m.**

MariTrends 2012 Exhibit Hall Grand Prize Drawing (Must be present to win)

**Sponsored by HamiltonJet, Inc.**



## Registration Desk Hours

The PVA Registration Desk is located on the Grand Ballroom Foyer. The PVA Registration Desk is manned by PVA staff who stand ready to assist you with your complete convention needs.

**Friday, January 27**

**Saturday, January 28**

**Sunday, January 29**

**Monday, January 30**

**Tuesday, January 31**

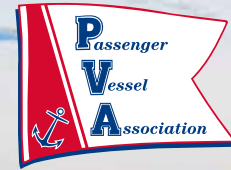
**8:00 a.m. – 5:00 p.m.**

**8:00 a.m. – 5:00 p.m.**

**8:00 a.m. – 5:00 p.m.**

**8:00 a.m. – 5:00 p.m.**

**8:00 a.m. – 3:30 p.m.**



## Daily General Sessions

### SATURDAY, JANUARY 28

#### Opening General Session

1:00 p.m. – 2:00 p.m.  
Grand Ballroom I

#### The Maritime Industry Really Matters

*Brian N. Baird*  
Vice President, Government Affairs  
VIGOR Industrial LLC



*Refreshments sponsored by  
Wells Fargo Insurance Services USA, Inc.*

### SUNDAY, JANUARY 29

#### General Session

2:30 p.m. – 3:30 p.m.  
Grand Ballroom I

#### Safety Management: Learning from Accidents

*The Honorable Earl F. Weener, Ph.d*  
Board Member  
National Transportation Safety Board



*Refreshments sponsored by  
Wells Fargo Insurance Services USA, Inc.*

### MONDAY, JANUARY 30

#### General Session

9:15 a.m. – 10:15 a.m.  
Grand Ballroom I

#### Coast Guard Proficiency and Professionalism: The Next Chapter

*VADM Brian M. Salerno*  
United States Coast Guard



*Refreshments sponsored by Caterpillar Marine*

### TUESDAY, JANUARY 31

#### General Session

2:15 p.m. – 3:15 p.m.  
Grand Ballroom I

#### The Economy – When Will We Ever Get out of The Woods? Part 2

*David Altig*  
The Federal Reserve System



## Optional Tours and Activities in Portland

For general convention information and information about restaurants and activities in and around Portland please inquire at the PVA Registration Desk on the Grand Ballroom Foyer. In addition, information about local attractions is included in your registration bag.

# MariTrends 2012 Industry Specific Conferences

Sponsored by VIGOR Industrial

## Sunday, January 29

### 8:30 a.m. – 10:30 a.m.

PVA Ferry Conference  
Galleria North  
Moderator:  
Greg Gifford  
Woods Hole, Martha's  
Vineyard & Nantucket  
Steamship Authority

*LNG Propulsion  
and Vessel Design*  
David Moseley  
Washington State Ferries  
David Clingan  
Lake Michigan Carferry  
Service, Inc.  
John Waterhouse  
Elliott Bay Design Group

*The New Census  
of Ferry Operators*  
Ken Steve  
Bureau of Transportation  
Statistics  
U.S. Department of  
Transportation

*Asset Management =  
Cost Reduction*  
Stephanie MacLachlan  
KPF Consulting  
Mike Anderson  
KPF Consulting

*AIS and Improved Public  
Transit Information Services*  
Bobby Winston  
Bay Crossings

### 8:30 a.m. – 10:30 a.m.

PVA Dinner Boat Conference  
Galleria South  
Moderator:  
Terri Bernstein  
B.B. Riverboats

*Beer, Wine and Food Trends*  
Theresa Enderle  
Fred Meyer  
Susan Hemberry  
Hilton Portland  
& Executive Tower

*Roundtable:  
How to Cope With  
Increasing Costs of Food  
While Maintaining Quality*  
Executive Chef Shawn Smith  
American Waterways, Inc.  
Dennis Corwin  
American Waterways, Inc.

*Ins and Outs of Tip Credit*  
Steven Bers  
Whiteford, Taylor  
and Preston

*Increasing Passenger  
Revenue*  
Terri Bernstein  
B.B. Riverboats

### 8:30 a.m. - 10:30 a.m.

PVA Green WATERS  
Conference  
Parlors AB  
Moderator:  
Karen Rainbolt  
Passenger Vessel  
Association



*Just the Facts: Tier 3 and  
Tier 4 Deadlines*  
Carl Micu  
John Deere Power Systems  
John Shock  
Caterpillar Marine  
Jeff Sherman  
MTU  
Sheldon Murdock  
Scania USA, Inc.

*The Latest Green  
Energy and Propulsion  
Technologies*  
Cameron Clark  
Hornblower Cruises  
and Events  
Joe Hudspeth  
All American Marine, Inc.

*Advancements in  
Environmentally Friendly  
Coatings*  
Michael Eckart  
Sherwin-Williams

*Marketing Your Status  
as a Green Operator*  
Moderator:  
Michael Borgstrom  
Wendella Sightseeing Boats

### 8:30 a.m. - 10:30 a.m.

PVA Whale Watch  
and Marine Excursions  
Conference  
Council Suite  
Moderator:  
Alan McGillivray  
Prince of Whales Whale  
Watching

*Marine Mammals and  
Passenger Vessel 2012 –  
Regulatory Hazards Ahead  
and Astern*  
Harold "Buzz" Bailey  
Garvey, Shubert and Barer

*Dealing with Opponents of  
Whale Watching*  
Bill Wright  
San Juan Safaris

*Eco-Tour Vessels as Venues  
for Marine Conservation  
Education*  
Greg Kaufman  
Pacific Whale Foundation

*A Cautionary Tale: The  
Hazard of Unintentional  
Consequences in the Right  
Whale Rulemaking*  
Mike Glassfeld  
Bay State Cruises

**3:30 p.m.-4:30 p.m.**  
*Special Marine Whale  
Watch and Marine Mammal  
Focus Session*  
Council Suite  
Will Stelle  
Regional Administrator,  
Northwest Region  
U.S. National Marine  
Fisheries Service

## Friday, January 27

**6:00 p.m. - 8:00 p.m.**

PVA Leadership Dinner (By Invitation Only)

*Sponsored by All American Marine, Inc.*

## Saturday, January 28

**9:30 a.m. - 10:00 a.m.**

Associate Member Exhibit Hall Coffee MariTrends  
2012 Exhibit Hall

Open to all Associate Members

MariTrends 2012 Exhibit Hall

**10:00 a.m. - 11:00 a.m.**

Partner/Spouse Coffee and Networking Function  
Parlor C

*Sponsored by R.W. Fernstrum & Company*

**2:15 p.m. - 2:45 p.m.**

New Attendee "Get Acquainted" and Convention  
Orientation

Parlor C

**4:30 p.m. - 6:30 p.m.**

MariTrends 2012 Exhibit Hall Opening Reception  
MariTrends 2012 Exhibit Hall

*Sponsored by ZF Marine, LLC*

## Sunday, January 29

**11:15 a.m. - 2:50 p.m.**

Sunday Brunch Cruise aboard *Portland Spirit*

The vessel is an easy walk from the Hotel. Alternate transportation will be provided to and from the vessel for those needing it. Trolleys will board from the lobby of the Hotel.

**4:00 p.m. - 5:00 p.m.**

PVA Past-Presidents Social Reception

Broadway I

**4:30 p.m.-7:00 p.m.**

MariTrends 2012 Exhibit Hall No-Host Cocktail Reception

MariTrends 2012 Exhibit Hall

## Monday, January 30

**11:30 a.m. - 12:30 p.m.**

MariTrends 2012 Exhibit Hall Lunch

MariTrends 2012 Exhibit Hall

*Sponsored by Aon Risk Services Northeast, Inc., Allianz,  
Great American Insurance Company and Navigators*

**3:30 p.m.-6:30 p.m.**

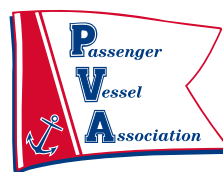
MariTrends 2012 Exhibit Hall No-Host Cocktail Reception  
MariTrends 2012 Exhibit Hall

## Tuesday, January 31

**7:00 p.m. - 9:00 p.m.**

President's Closing Dinner and Awards Ceremony  
Pavilion Ballroom

*Sponsored by Aon Risk Services Northeast, Inc., Allianz,  
Great American Insurance Company and Navigators*



## MariTrends 2012 Convention Schedule

FRIDAY, JANUARY 27		
8:00 a.m. - 5:00 p.m.	Registration Open	Grand Ballroom Foyer
8:00 a.m. - 8:30 a.m.	Joint Committee Meeting	Grand Ballroom II
8:30 a.m. - 5:00 p.m.	Legislative Committee	Forum Suite
	Regulatory Committee	Council Suite
	Safety and Security Committee	Parlor C
2:00 p.m. - 5:00 p.m.	Insurance Committee	Galleria North
	Membership Committee	Parlor AB
2:00 p.m. - 5:30 p.m.	Exhibitor Move-In	MariTrends 2012 Exhibit Hall
12:00 p.m. - 1:00 p.m.	Committee Lunch	Grand Ballroom II
6:00 p.m. - 8:00 p.m.	PVA Leadership Dinner (By Invitation Only) <i>Sponsored by All American Marine, Inc.</i>	
SATURDAY, JANUARY 28		
8:00 a.m. - 5:00 p.m.	Registration Open	Grand Ballroom Foyer
8:00 a.m. - 12:30 p.m.	Exhibitor Move-In	MariTrends 2012 Exhibit Hall
9:30 a.m. - 10:00 a.m.	Associate Member Exhibit Coffee (Open to all Associate Members)	MariTrends 2012 Exhibit Hall
8:00 a.m. - 11:00 a.m.	Pre-Convention Workshop <b>How to Plan for and Respond to a Marine Casualty</b> <i>Presented by the American Salvage Association</i>	Parlors AB
10:00 a.m. - 11:00 a.m.	Partner/Spouse Coffee and Networking Function <i>Sponsored by R.W. Fernstrum &amp; Company</i>	Parlor C
10:00 a.m. - 11:00 a.m.	Interactive Information Exchange <b>How to Create Experiences that Exceed Guests' Expectations</b> <i>Craig Wenokur</i> <i>Wendella Sightseeing Boats</i>	Galleria North
	Interactive Information Exchange <b>Free Tools for Marketing and How to Use Them</b> <i>Amy Lober Alton</i> <i>Star Fleet</i>	Galleria South
11:00 a.m. - 12:00 p.m.	Interactive Information Exchange <b>Changes in Mariner Licensing that Will Affect You</b> <i>CAPT Anthony Lloyd</i> <i>National Maritime Center</i> <i>United States Coast Guard</i>	Galleria North
	Interactive Information Exchange <b>Marketing: Scatter Shot vs. Highly Targeted</b> <i>Craig Loges</i> <i>Yodio</i>	Galleria South
	Interactive Information Exchange <b>Knowing Your Community Partners: "The Game"</b> <i>Presented by these Coast Guard Passenger Vessel Specialists</i> <i>Harold Hunt</i> <i>Paul Culver</i> <i>Brett Thompson</i> <i>Dennis Spain</i>	Parlor AB
11:45 a.m. - 12:45 p.m.	Interactive Information Exchange <b>Do You Need to Put Your Boat on a Diet?</b> <i>Will Nickum</i> <i>Elliott Bay Design Group</i>	Council Suite

## MariTrends 2012 Convention Schedule

1:00 p.m. - 2:00 p.m.	<p>Opening General Session</p> <p><b>The Maritime Industry Really Matters</b>  <i>Brian N. Baird</i>            Vice President, Government Affairs            VIGOR Industrial LLC</p> <p><i>Refreshments sponsored by Wells Fargo Insurance Services USA, Inc.</i></p>	Grand Ballroom I
2:15 p.m. - 6:30 p.m.	MariTrends 2012 Exhibit Hall Open	MariTrends 2012 Exhibit Hall
2:15 p.m. - 2:45 p.m.	New Attendee "Get Acquainted" and Convention Orientation	Parlor C
3:00 p.m. - 4:00 p.m.	<p>Interactive Information Exchange</p> <p><b>Updates from the Coast Guard Marine Safety Center (MSC)</b>  <i>CAPT Patrick Little</i>            United States Coast Guard</p>	Exhibit Hall Meeting Room A
3:30 p.m. - 4:30 p.m.	<p>Interactive Information Exchange</p> <p><b>What's New in Marine Finance</b>  <i>Richard Paine</i>            TCF Equipment Finance, Inc.</p>	Exhibit Hall Meeting Room B
4:00 p.m. - 5:00 p.m.	<p>Interactive Information Exchange</p> <p><b>Bridge Construction: A Case Study in Dealing with a Bureaucracy</b>  <i>Dan Yates</i>            American Waterways, Inc.</p>	Exhibit Hall Meeting Room A
4:30 p.m. - 6:30 p.m.	<p>MariTrends 2012 Exhibit Hall Opening Reception</p> <p><i>Sponsored by ZF Marine, LLC</i></p>	MariTrends 2012 Exhibit Hall
6:15 p.m.	<p>Exhibit Hall Prize Drawing</p> <p><i>Sponsored by Siriusware, Inc.</i></p>	MariTrends 2012 Exhibit Hall
<b>SUNDAY, JANUARY 29</b>		
8:00 a.m. - 5:00 p.m.	Registration Open	Grand Ballroom Foyer
8:30 a.m. - 10:30 a.m.	<p>Industry Specific Conferences</p> <p><i>Sponsored by VIGOR Industrial</i></p>	Galleria North
8:30 a.m. - 10:30 a.m.	<p>PVA Ferry Conference</p> <p><i>Sponsored by VIGOR Industrial</i></p> <p>Moderator: <i>Greg Gifford</i>  <i>Woods Hole, Martha's Vineyard &amp; Nantucket Steamship Authority</i></p>	
	<p><b>LNG Propulsion and Vessel Design</b></p> <p><i>David Moseley</i>            Washington State Ferries  <i>Don Clingan</i>            Lake Michigan Carferry, Inc.  <i>John Waterhouse</i>            Elliott Bay Design Group</p>	
	<p><b>The New National Census of Ferry Operators</b></p> <p><i>Ken Steve</i>            Bureau of transportation Statistics            U.S. Department of Transportation</p>	
	<p><b>Asset Management = Cost Reduction</b></p> <p><i>Stephanie MacLachlan</i>            KPFF Consulting  <i>Mike Anderson</i>            KPFF Consulting</p>	
	<p><b>AIS and Improved Public Transit Information Services</b></p> <p><i>Bobby Winston</i>            Bay Crossings</p>	

## MariTrends 2012 Convention Schedule

8:30 a.m. - 10:30 a.m.	<p>PVA Dinner Boat Conference <i>Sponsored by VIGOR Industrial</i> Moderator: Terri Bernstein B.B. Riverboats</p> <p><b>Beer, Wine and Food Trends</b> <i>Theresa Enderle</i> <i>Fred Meyer</i> <i>Susan Hemberry</i> <i>Portland Hilton &amp; Executive Tower</i></p> <p><b>How to Cope with the Increasing Costs of Food While Maintaining Quality</b> <i>Executive Chef Shawn Smith</i> <i>American Waterways, Inc.</i> <i>Dennis Corwin</i> <i>American Waterways, Inc.</i></p> <p><b>The In and Outs of Tip Credit</b> <i>Steven Bers</i> <i>Whiteford, Taylor and Preston</i></p> <p><b>Increasing Passenger Revenue</b> <i>Terri Bernstein</i> <i>B.B. Riverboats</i></p>	Galleria South
8:30 a.m. - 10:30 a.m.	<p>PVA Green WATERS Conference <i>Sponsored by VIGOR Industrial</i> Moderator: Karen Rainbolt Passenger Vessel Association</p> <p><b>Marketing Your Status as a Green Operator</b> <i>Moderator: Mike Borgstrom</i> <i>Wendela Sightseeing Boats</i></p> <p><b>Advancements in Environmentally Friendly Coatings</b> <i>Michael Eckart</i> <i>Sherwin Williams</i></p> <p><b>The Latest Green Energy and Propulsion Technologies</b> <i>Cameron Clark</i> <i>Hornblower Cruises and Events</i> <i>Joe Hudspeth</i> <i>All American Marine, Inc.</i></p> <p><b>Just the Facts: Tier 3 &amp; Tier 4 Engine Deadlines</b> <i>Carl Micu</i> <i>John Deere Power Systems</i> <i>John Shock</i> <i>Caterpillar Marine</i> <i>Jeff Sherman</i> <i>MTU</i> <i>Sheldon Murdock</i> <i>Scania USA, Inc.</i></p>	Parlors AB
8:30 a.m. - 10:30 a.m.	<p>PVA Whale Watch and Marine Mammal Excursions Conference <i>Sponsored by VIGOR Industrial</i> Moderator: Alan McGillivray Prince of Whales Whale Watching</p> <p><b>Marine Mammals and Passenger Vessels 2012 – Regulatory Hazards Ahead and Astern</b> <i>Harold “Buzz” Bailey</i> <i>Garvey, Shubert and Barer</i></p> <p><b>Dealing with Opponents of Whale Watching</b> <i>Bill Wright</i> <i>San Juan Safaris</i></p>	Council Suite

## MariTrends 2012 Convention Schedule

PVA Whale Watch and Marine Mammal Excursions Conference, continued		
8:30 a.m. - 10:30 a.m.	<p><b>Dealing with Opponents of Whale Watching</b> <i>Bill Wright</i> <i>San Juan Safaris</i></p> <p><b>Eco-Tour Vessels as Venues for Marine Conservation Education</b> <i>Greg Kaufman</i> <i>Pacific Whale Foundation</i></p> <p><b>A Cautionary Tale: The Hazard of Unintentional Consequences in the Right Whale Rulemaking</b> <i>Mike Glassfeld</i> <i>Bay Cruises</i></p>	Council Suite
11:15 a.m. - 2:00 p.m.	<p>Sunday Brunch Cruise aboard <i>Portland Spirit</i> <i>The vessel is an easy walk from the Hotel. Alternate transportation will be provided to and from the vessel for those needing it. Trolleys will board from the Lobby at the Hotel.</i></p>	
2:30 p.m. - 3:30 p.m.	<p>General Session <b>Safety Management: Learning from Accidents</b> <i>The Honorable Earl F. Weener, PhD</i> <i>Board Member</i> <i>National Transportation Safety Board</i> <i>Refreshments sponsored by Wells Fargo Insurance Services USA, Inc.</i></p>	Grand Ballroom I
3:30 p.m. - 4:30 p.m.	<p><b>Special Marine Whale Watch and Marine Mammal Focus Session</b> <i>Will Stelle</i> <i>Regional Administrator, Northwest Region</i> <i>U.S. National Marine Fisheries Service</i></p>	Council Suite
3:30 p.m. - 4:30 p.m.	Seminars	
	<p>Sales and Marketing <b>How Apps and QR Codes Can Improve Your Marketing</b> <i>Leigh Strinsky</i> <i>Dot-2-Dot</i></p>	Galleria North
	<p>Regulation and Operations <b>An Open Discussion: Vessel Inspections and the Office of Vessel Activities</b> <i>CAPT Eric Christensen</i> <i>United States Coast Guard</i></p>	Galleria South
	<p>Guest Services <b>What to Say to the Media When a Serious Incident Hits Your Organization</b> <i>Marta Coursey</i> <i>Washington State Ferries</i> <i>Jane Russell</i> <i>T4 Media</i></p>	Parlors AB
4:00 p.m. - 5:00 p.m.	PVA Past-Presidents Social Reception	Broadway I
4:30 p.m. - 7:00 p.m.	MariTrends 2012 Exhibit Hall Open	MariTrends 2012 Exhibit Hall
4:30 p.m. - 7:00 p.m.	MariTrends 2012 Exhibit Hall Open No-Host Cocktail Reception	MariTrends 2012 Exhibit Hall
4:45 p.m. - 5:45 p.m.	<p>Interactive Information Exchange <b>Deadly Distraction: The Challenges of Marine Operations and Technology</b> <i>Rob Henry</i> <i>National Transportation Safety Board</i></p>	Exhibit Hall Meeting Room A
5:00 p.m. - 6:00 p.m.	<p>Interactive Information Exchange <b>The Rebirth of the American Queen</b> <i>John Waggoner</i> <i>HMS Global Maritime, Inc.</i></p>	Exhibit Hall Meeting Room B
6:45 p.m.	MariTrends 2012 Exhibit Hall Prize Drawing <i>Sponsored by John Deere Power Systems</i>	MariTrends 2012 Exhibit Hall

# MariTrends 2012 Convention Schedule

MONDAY, JANUARY 30		
8:00 a.m. - 5:00 p.m.	<i>Registration Open</i>	
8:00 a.m. - 9:00 a.m.	PVA Region Meetings <i>Sponsored by R.W. Fernstrum &amp; Company</i>	
	PVA Western Region Meeting PVA Rivers Region Meeting PVA Southeast Region Meeting PVA Original Colonies Region Meeting PVA Great Lakes Region Meeting	Galleria North Parlors AB Broadway I Galleria South Grand Ballroom II
9:15 a.m. - 10:15 a.m.	General Session <b>Coast Guard Proficiency and Professionalism: The Next Chapter</b> <i>VADM Brian M. Salerno</i> <i>United States Coast Guard</i> <i>Refreshments sponsored by Caterpillar Marine</i>	Grand Ballroom I
10:30 a.m. - 1:30 p.m.	MariTrends 2012 Exhibit Hall Open	MariTrends 2012 Exhibit Hall
10:30 a.m. - 11:30 a.m.	Interactive Information Exchange <b>Roundtable Discussion: Engineering Solutions for Your Most Elusive Operations Challenges</b> Moderator: Eric Blumhagen Jensen Maritime Consultants, Inc. <i>Lee Erdman</i> <i>Voith Turbo Marine</i>	Exhibit Hall Meeting Room A
	Interactive Information Exchange <b>How to Prepare for a Coast Guard Physical</b> <i>Mark Kelly</i> <i>Anderson Kelly Associates, Inc.</i>	Exhibit Hall Meeting Room B
11:30 a.m. - 12:30 p.m.	MariTrends 2012 Exhibit Hall Lunch <i>Sponsored by Aon Risk Services Northeast, Inc., Great American Insurance Company, Allianz and Navigators</i>	MariTrends 2012 Exhibit Hall
11:30 a.m. - 12:30 p.m.	MariTrends 2012 Exhibit Hall "Lunch and Learn" Roundtable Sessions <b>The Ins-and-Outs of Coast Guard Drug Testing</b> <b>Proposed Towboat Regulations and How They Affect You</b> <i>Gus Gaspardo</i> <i>Padelford Packet Boat Co.</i>	MariTrends 2012 Exhibit Hall
	<b>How to Review Your Marine Insurance Needs</b> <i>Courtney Jones</i> <i>Aon Risk Services Northeast, Inc.</i>	
	<b>A Discussion about Complying with the ADA</b>	
12:30 p.m. - 1:30 p.m.	Interactive Information Exchange <b>Habits of a Highly Effective Web Site</b> <i>Michael Chan</i> <i>American Waterways, Inc.</i>	Exhibit Hall Meeting Room A
12:30 p.m. - 1:30 p.m.	Interactive Information Exchange <b>Attracting and Retaining Employees</b> <i>Ryan Newton</i> <i>Gateway Clipper Fleet</i>	Exhibit Hall Meeting Room B
1:45 p.m. - 2:45 p.m.	PVA Associate Council Meeting	Grand Ballroom II
1:45 p.m. - 2:45 p.m.	Seminars Sales and Marketing <b>Webcasts: Reaching Out to Your Customers</b> <i>Leigh Strinsky</i> <i>Dot-2-Dot</i>	Galleria North

## MariTrends 2012 Convention Schedule

1:45 p.m. - 2:45 p.m.	Regulation and Operations <b>Coast Guard Investigations and Analysis Issues</b> <i>CAPT Dave Fish</i> <i>United States Coast Guard</i>	Galleria South
	Guest Services <b>Employment Law Update</b> <i>Steven Bers</i> <i>Whiteford, Taylor and Preston</i>	Parlors AB
3:00 p.m. - 6:30 p.m.	MariTrends 2012 Exhibit Hall Open	MariTrends 2012 Exhibit Hall
3:00 p.m. - 6:30 p.m.	MariTrends 2012 Exhibit Hall No-Host Cocktail Reception	MariTrends 2012 Exhibit Hall
3:15 p.m. - 4:15 p.m.	Interactive Information Exchange <b>Marine Insurance Roundtable:</b> <b>United States Longshore and Harborworkers (USL&amp;H)</b> <b>Coverage: What Is it and Why Do I Need It?</b> <i>Robert E. Babcock</i> <i>Holmes, Weddle and Babcock</i> <i>Sponsored by Aon Risk Services Northeast, Inc.</i>	Exhibit Hall Meeting Room A
		
3:30 p.m. - 4:30 p.m.	Interactive Information Exchange <b>Creating Your Customer's "Unique Experience"</b> <i>Larry Nielson</i> <i>Lake Pepin Paddleboat, Inc.</i>	Exhibit Hall Meeting Room B
5:30 p.m.	Passenger Vessel Foundation Fundraising Region Competition Event <i>Sponsored by DBC Marine Safety Systems</i>	MariTrends 2012 Exhibit Hall
6:15 p.m.	MariTrends 2012 Exhibit Hall Prize Drawing <i>Sponsored by R.W. Fernstrum &amp; Company</i>	MariTrends 2012 Exhibit Hall
<b>TUESDAY, JANUARY 31</b>		
8:00 a.m. - 3:30 p.m.	<i>Registration Open</i>	Grand Ballroom Foyer
8:00 a.m. - 9:00 a.m.	High Speed Subcommittee Meeting	Galleria North
8:00 a.m. - 9:00 a.m.	TSA Ferry Security Meeting	Galleria South
9:00 a.m. - 12:00 p.m.	MariTrends 2012 Exhibit Hall Open	MariTrends 2012 Exhibit Hall
9:00 a.m. - 12:00 p.m.	MariTrends 2012 "Market Connections" Meetings	MariTrends 2012 Exhibit Hall
9:00 a.m. - 10:00 a.m.	Interactive Information Exchange <b>Ticketing 101 and Beyond</b> Moderator: Tim Eversole Passenger Vessel Association <i>Michael Brydon</i> <i>Virtual Ticketing Services</i> <i>Terry Heenan</i> <i>TJ Software</i> <i>Keith Sherwood</i> <i>Carus</i>	Exhibit Hall Meeting Room A
9:15 a.m. - 10:15 a.m.	Interactive Information Exchange <b>Preparing for the Next Vessel General Permit</b> <i>Jen Wilk</i> <i>Passenger Vessel Association</i> <i>Ed Welch</i> <i>Passenger Vessel Association</i>	Exhibit Hall Meeting Room B
11:45 a.m.	MariTrends 2012 Exhibit Hall Grand Prize Drawing <i>Sponsored by HamiltonJet, Inc.</i>	MariTrends 2012 Exhibit Hall

## MariTrends 2012 Convention Schedule

12:00 p.m. - 1:00 p.m.	Seminars	
	<p>Sales and Marketing  <b>Maximize and Prioritize Your Media Mix:            Can “Creative” and “On a Budget” Co-Exist?</b>  <i>Suzanne Krug</i>  <i>Gateway Clipper Fleet</i></p>	Galleria North
	<p>Regulation and Operations  <b>Debate: Ten Years Since 9/11 and MTSA:            Are We Safer in the Marine Industry?</b>  <i>CAPT Eric Christenson</i>  <i>United States Coast Guard</i>  <i>Bruce Buls</i>  <i>WORKBOAT Magazine</i>  <i>CAPT Don Thompson</i>  <i>Transportation Security Administration</i></p>	Galleria South
12:00 p.m. - 1:00 p.m.	<p>Guest Services  <b>ISO 9000: How to Achieve It and Why It’s Beneficial</b>  <i>Dione Lee</i>  <i>QSE Solutions</i>  <i>Carolyn Horgan</i>  <i>Blue and Gold Fleet</i></p>	Parlors AB
1:15 p.m. - 2:15 pm	Seminars	
	<p>Sales and Marketing  <b>How to Generate Ancillary Revenue</b>            Moderator: Peter Philips            Philips Publishing Group  <i>Darrell Bryan</i>  <i>Clipper Navigation</i>  <i>Bob Donegan</i>  <i>Ivar’s</i>  <i>Jayne Russell</i>  <i>T4 Media</i></p>	Galleria North
	<p>Regulation and Operations  <b>Environmental Vigilance: More Important Now Than Ever</b>  <i>Jeanne Grasso</i>  <i>Blank Rome</i>  <i>Andre Picciurro</i>  <i>Kaye Rose and Partners, LLC</i></p>	Galleria South
	<p>Guest Services  <b>The ABC’s of Dispute Resolution</b>  <i>Thomas Margiotti</i>  <i>World Trade Dispute Center</i></p>	Parlors AB
2:15 p.m. - 3:15 p.m.	<p>General Session  <b>The Economy — When Will We Ever Get Out of The Woods? Part 2</b>  <i>David Altig</i>  <i>The Federal Reserve System</i></p>	Grand Ballroom I
3:30 p.m. - 4:15 p.m.	<p>PVA Business Meeting  <i>Sponsored by Heartland Financial USA and CENTA Corporation</i></p>	Grand Ballroom I
7:00 p.m. - 9:00 p.m.	<p>President’s Closing Event and Awards Ceremony  <i>Sponsored by Aon Risk Services Northeast, Inc.,            Great American Insurance Company, Allianz and Navigators</i></p>	Pavilion Ballroom
<b>WEDNESDAY, FEBRUARY 1</b>		
8:30 a.m. - 11:30 a.m.	PVA Board of Directors Meeting	Alexander’s

# MariTrends 2012 Exhibitor Information

- Advanced Marine Technologies** **50**  
By combining engineering resources, manufacturing expertise and market reach, the manufacturers that came together to form Advanced Marine Technologies aim to deliver innovative solutions on a global scale. Whatever your marine needs – from custom windows, doors, hatches and custom glass to cranes, davits and passerelles – check us out at [www.advancedmarinetechologies.com](http://www.advancedmarinetechologies.com).
- All American Marine, Inc.** **43, 44**  
All American Marine custom builds highly advanced catamaran passenger vessels. AAM is the exclusive U.S. builder of extremely fuel-efficient Teknicraft hydrofoil-assisted catamarans with an ultra-low wake energy hull shape. Teknicraft catamarans feature high-speed performance, ultimate comfort and seakeeping, and offer a highly functional design.
- Allen Marine, Inc.** **38**  
As builders and tour operators, Allen Marine has a unique advantage when designing and constructing boats for waters around the world. These specialized vessels are custom engineered for a wide variety of uses, including commercial Aluminum Excursion & Tour Boats, Passenger Ferries, and Work Boats, various government boats using Catamarans or Mono hulls.
- ALMACO Group Inc.** **9**  
ALMACO offers new and replacement parts/equipment for all galleys, bars, pantries, laundries, provision stores and refrigeration machinery. ALMACO also provides furniture, equipment and spare parts for accommodation/public areas. ALMACO is a turnkey installation project firm for all of the above with 10+ years of experience working with the Cruise Industry.
- American Traction Systems** **23**  
ATS designs and manufactures Solid State Electric Propulsion Controllers and Accessories. Our products power the Alcatraz Hybrid, Alcatraz Clipper and Statue Cruises Hybrid Passenger ferries owned by Hornblower. Our track record of successful projects arises from our policy of understanding our customers' requirements and then exceeding their expectations.
- Aon Risk Services Northeast, Inc.** **60**  
Aon is PVA's only endorsed insurance broker offering a wide variety of risk transfer products to fit the insurance needs of your operation. Aon has dedicated marine teams throughout the country to assist you with covering the risks inherent in your passenger vessel business. We look forward to meeting you at the Convention!
- Armstrong Marine, Inc.** **10**  
Armstrong Marine's welded aluminum vessels can be built in a variety of designs. Passenger comfort is achieved through stability and smooth ride that a catamaran hull provides and our boats provide large deck/work areas. We pride ourselves in understanding our customers' needs and incorporate it into each boat built.
- Beurteaux North America, Inc.** **15**  
In the past fifteen years Beurteaux seating has been fitted to more than one hundred and eighty vessels in North America. Owners, operators, builders and designers are able to customize their vessels from the largest range of marine seat styles, options and accessories for passengers, bars, restaurants, lounges and helms.
- Blount Boats, Inc.** **55**  
Blount Boats is a full service shipyard specializing in the design, construction and repair of steel and aluminum vessels up to 220 feet. Since 1949, the shipyard has built over 330 commercial vessels including Passenger Vehicle Ferries, Fast Commuter Boats, Dinner Excursion Boats, Passenger Ferries, Mini Cruise Vessels, Tugs and Commercial Fishing Trawlers. We build the Taskmasters of the Sea.
- Boats & Harbors, Inc.** **61**  
Marine trade publication.
- Carus PBS Ab Ltd. 5**  
CarRes, from Carus, is a Commercial off-the-shelf (COTS) application designed for call-centre and web sales as well as port operations. In addition to the core functions for booking and check-in Carus provides both the hardware and software for automated check-in and boarding, solutions for Customer Relationship Management and Business Intelligence (BI) as well as multiple standard interfaces utilizing web services, SOAP / XML and Unicorn.
- Caterpillar Marine** **19**  
Caterpillar Marine Power Systems combines all marine sales and service activities for Cat and MaK engines within Caterpillar Inc. The organization provides premier power solutions in the medium and high-speed segments with outputs for 93 t 16,000 kW in main propulsion and 10 to 7,680 kW in generator sets. The global Cat and MaK dealer network offers comprehensive sales and service support, backed by a portfolio of financing solutions of Cat Financial.
- Ceiling Works** **3**  
Ceiling Works is a specialist supplier of lightweight marine ceiling systems. All products are globally certified and fully IMO compliant. Other products within our range include: fire doors/bulkhead-wall panels/marine deck covering materials.
- CENTA Corporation** **40**  
CENTA is the global leader in the innovation and manufacture of flexible coupling solutions for the diesel & gas engine driven equipment markets. From Torsional Couplings to dampen harmful vibrations, to complete Carbon Fiber Shafting systems for main ship propulsion, CENTA is a drive component leader you can trust. With over 20 unique styles of flexible coupling and shafting products available - and over 16 million products sold since 1970, CENTA has the solution for all your ship propulsion and auxiliary drive systems. Visit us at [www.centa.info](http://www.centa.info) or email [info@centa-corp.com](mailto:info@centa-corp.com).
- Cummins** **65**  
Cummins manufactures a complete line of propulsion, generating set and auxiliary power solutions from 50-2547 hp, designed specifically for the challenges of marine applications. Our products are supported by a global team of over 350 marine-certified distributors, offering sales, service and application expertise. Proven reliability, durability and technology. Every time.
- DeJong & Lebet, Inc.** **42**  
Naval Architecture, Engineering, Design and Consulting for USCG certified and other Passenger Vessels. Dinner Cruise, Hybrid Vessels, Casinos, Theater, Ferries, Barges, Pontoon Vessels, etc. Services Include: Stability, Passenger Weight Re-evaluation, Structures, Tonnage, Piping, Electrical, Propulsion, HVAC, Re-Powering, etc. 2011 Projects include: 168' HORNBLOWER HYBRID, 65' Aluminum Cat Research T-boat, 65' Savannah River Z-drive Ferry, 98' Aluminum Cat Research Vessel.
- Diesel America West** **71**  
Portable Diesel Powered Equipment. DA West offers our Loadstar Band of equipment including: fire pumps to meet USCG requirements, trash pumps, fuel transfer pumps, air compressors, hydraulic power units, generators, and pressure washers.
- Driveline Service of Portland, Inc.** **26**  
Driveline Service of Portland, is an industry leader in the design, manufacture, and repair of propulsion shafting systems for a wide variety of passenger vessels, including ferries, dinner cruise ships, excursion vessels, and more. Our innovative shafting solutions provide owners and operators with outstanding performance and reliability to keep their vessels running smoothly, year after year.
- Electronic Systems Support** **70**  
The Vessel Alert system ties your general alarm and pre-recorded announcements to your video system. Your safety messages and general alarm can now be seen on your TV system. The Vessel Alert system helps your vessel meet new ADA requirements for the hearing impaired.
- Elliott Bay Design Group** **33**  
EBDG offers naval architecture, marine engineering and production support services to owners, operators and shipyards across the country.
- FORTHcrs S.A.** **6**  
E-Tourism services provider, specialized in ferry booking management systems. Its platform Sea-OnLine™ features full management abilities and powerful distribution across sales networks and direct commerce technologies, customized to multidisciplinary ferry operations. Either licensed or provided on SaaS basis, is the source of over 20 million ferry ticketing transactions per year.
- Four Winds Interactive** **2**  
Four Winds Interactive (FWi) provides a software platform for developing and managing digital communications networks on digital signs, interactive kiosks, web and mobile devices. FWi's solution lets users create dynamic messages that inform,

## MariTrends 2012 Exhibitor Information

educate motivate their audiences through a single solution, supporting all their digital communications needs.

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### **Freeman Marine Equipment, Inc.** 51

Freeman Marine Equipment is proud to be the newest member of the AMT Marine Group. Freeman joined Advanced Marine Technologies, [www.advancedmarinetechologies.com](http://www.advancedmarinetechologies.com), on December 1st, 2011. FREEMAN cast aluminum watertight hatches and fabricated closures are built for compliance with international standards and surveyed by leading classification societies. ISO 9001:2008 Registered.

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### **Furuno USA, Inc.** 63

Since its inception in 1948, when the world's first fish finder was commercialized, FURUNO ELECTRIC CO., LTD. has been responding to the needs of the maritime industry through developing various types of marine electronics. Today, FURUNO is a total marine electronics manufacturer operating on a global scale with a great many loyal customers.

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### **Gateway Ticketing Systems, Inc.** 12

Gateway Ticketing Systems, Inc., is the world leader in high-speed admission control, revenue management, and ticketing software for the transportation, attraction and amusement industries. Located in Boyertown, Pennsylvania, Gateway Ticketing Systems provides sales, service, and support for point sale and ticketing systems throughout North America and worldwide.

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### **Gladding-Hearn Shipbuilding** 34

Since 1955 Gladding-Hearn Shipbuilding, Duclos Corporation, has delivered more than 390 commercial vessels, including 58 passenger vessels, of which 38 are fast passenger catamarans. A PVA associate member since 1987, Gladding-Hearn currently has two 34 meter catamaran passenger vessels under construction, one for Yankee Fleet and another for RI Fast Ferries.

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### **HamiltonJet, Inc.** 37

Since 1954 HamiltonJet has been working with vessel designers and builders to create waterjet propulsion systems which deliver optimum performance, efficiency and pioneering the development of the modern waterjet over 50 years ago. Constant design improvements, driven by an active research and development program, keeps HamiltonJet at the forefront of waterjet technological evolution.

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### **Hogia Ferry Systems AB** 54

Hogia Ferry Systems is a provider of mission critical systems for travel, tourism and transport. Hogia Ferry Systems develops and supports ticketing systems and ticketing services for ferry lines.

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### **Hot Shots Photography** 57

Hot Shots Photography is an entertainment photo experience servicing attractions and tours in the United States.

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### **Jensen Maritime Consultants** 56

Seattle-based Jensen Maritime Consultants, Inc.,

is a naval architecture and marine engineering firm owned by Crowley Maritime Corporation. The company offers a diverse range of consulting, design and engineering services developed from 50 years experience working around the world. Jensen is a recognized leader in the design of all types of vessels - particularly workboats, fishing boats and passenger ferries - and has built a favorable reputation on along history of successful designs and conversions with close attention to engineering basics. Jensen's services include detail and conceptual design and engineering, lofting, regulatory and shipyard liaison as well as on-site consulting services and on-location assistance anywhere in the world. Additional information about Jensen may be found at [www.jensenmaritime.com](http://www.jensenmaritime.com).

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### **John Deere Power Systems** 59

John Deere Power Systems offers marine engines in 4.5L, 6.8L, 8.1L, 9.0L, 12.5L, 13.5L displacements from 75 - 750 hp. These marine engines are MARPOL Annex VI compliant, meet EPA Tier 2, IWT and RDC requirements, feature low noise, low vibration and excellent fuel economy.

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### **Kidde Marine** 39

Kidde Fire Systems is a worldwide leader of fire safety detection, prevention and protection systems. Kidde Fire Systems has a long history of providing engineered fire protection solutions across a wide range of industries with a specialty in marine systems as well as mining, off-road and more.

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### **Kohler Company - Generator Division** 62

Kohler Power offers comprehensive solutions for all your power needs. With complete lines of Industrial Generators, Home Standby Generators, Marine Generators, and Mobile Generators.

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### **KPFF Consulting Engineers** 14

KPFF, a civil and structural engineering firm founded in Seattle in 1960, has engineered signature buildings, airports, bridges, roads, and waterfront facilities for clients nationwide and abroad. The Marine Transit Consulting Group is a specialty practice within KPFF that provides full service integrated management consulting across the marine transportation enterprise.

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### **Kvichak Marine Industries, Inc.** 17

New construction, all aluminum boat builder, specializing in catamaran and monohull passenger vessels, ferries, excursion & dive boats. Custom builders up to 120', in-house design and engineering, outside designs welcome.

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### **Moorsom Consulting Group LLC** 25

Moorsom Consulting Group LLC (MCG) is the premier, independent tonnage consulting firm with personnel in major ports nationwide. We specialize in implementing tonnage reduction techniques to meet USCG parameters while adhering to a vessel owner's budget and operational needs. MCG's accomplished specialists provide technical counsel to architects, shipyards and vessel owners to determine the best tonnage reduction solutions. Our staff includes former Panama Canal and USCG admeasurers, each with an average of 30+ years of experience in the field. We can liaise with

any of the delegated admeasurement agencies to insure that your project proceeds seamlessly, quickly and cost-effectively from design through construction.

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### **MTU** 4

MTU is one of the world's leading designers and manufacturers of diesel engines. We manufacture engines for a wide variety of applications including power generation, construction equipment, military and marine applications. Marine engines from 374 Bhp to 12,500 Bhp are produced for tug boats, crew boats, passenger ferries, yachts and military vessels. MTU's family of engines for marine include the series 2000 and 4000, amongst others, that range from 645 Bhp to 3650 Bhp. Whether the hull design is full displacement or planning, MTU can supply an engine with ratings in continuous, intermittent or maximum duty cycles. MTU engines are all fully certified to IMO and EPA emission standards. Each engine is designed for durability and reliability, as well as industry leading fuel economy. Furthermore, MTU's family of engines are complimented with a wide array of electronic controls and monitoring systems. Whether the project calls for a basic system or a complete ship's monitoring package designed specifically for a given project, MTU offers complete "in house" design, manufacturing and installation thru its North American Distributors.

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### **Nichols Brothers Boat Builders** 30

Experts in steel and aluminum vessel construction, major conversion and repair. Experience in all types of vessels; high speed catamarans, dinner boats, car ferries, tour boats, overnight boats, tugboats, barges, military vessels, fireboats, and fishing vessels. To see a scope of our work visit us on the web, [www.nicholsboats.com](http://www.nicholsboats.com).

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### **Philips Publishing Group** 31

Since 1974 Philips Publishing Group has served the maritime community; specializing in the publication of newspapers and magazines as well as developing and managing conferences and events for the maritime industry. We welcome the opportunity to talk to you about your next project.

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### **Photogenic Inc.** 46

With ten years experience running a harbor cruise company and another ten years designing photography solutions, Photogenic is the perfect partner to operate your souvenir photo concession. From sightseeing tours to dinner cruises, our friendly staff creates a unique and lasting memory for your guests while providing an additional revenue stream for you.

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### **Pinnacle Marine Corporation** 69

Pinnacle Marine Corporation is the largest broker of new and pre-owned passenger vessels in North America. Pinnacle Marine provides assistance locating suitable financing packages, vessel transportation via water or land, assistance in securing competitive insurance coverage, marketing and business consulting, pre-auction and auction services (including on-line bidding), and much more.

# MariTrends 2012 Exhibitor Information

- R. W. Fernstrum & Co.** 45  
R.W. Fernstrum & Company has been engineering, manufacturing and supplying heat exchangers for over 60 years. FERNSTRUM® GRIDCOOLER® Keel Coolers, Weka® Boxcoolers and Tranter® Heat Exchangers are used for cooling marine propulsion engines, generator sets, reduction gears, and auxiliary systems on board vessels of all sizes world wide.
- Scania USA Inc.** 35, 36  
Our objective to to deliver optimized engines and services, and provide the best total operating economy for our customers. The foundation is our core values, our focus on methods, and the dedicated people of Scania. We offer a 12 liter or 16 liter marine engine with horsepower ranging from 300 to 750 HP.
- SeaBright Insurance Company** 52  
SeaBright provides high-quality workers' compensation coverage and service to the maritime, construction, energy, manufacturing, healthcare and refuse management industries. SeaBright's "high-touch" service model for claims, medical management and loss control services helps our policyholders avoid accidents and control claim costs, yielding a high level of customer satisfaction.
- Seattle Marine & Fishing Supply Co.** 47  
Marine supplies, over water safety serving the marine industry since 1948.
- SharpShooter Imaging** 22  
SharpShooter Imaging provides professional on-site and online guest imaging services to many of the nation's leading attractions including the passenger vessel industry. SharpShooter Imaging's focus on guest service and product innovation provides you and your guests with the best possible imaging service in the marketplace today.
- Sherwin-Williams** 20  
Sherwin-Williams is your "one source" for protection when it comes to the unique needs of passenger vessels. We provide a broad line of marine coatings and back it with a team of experts that offer corrosion and application expertise. With over 3,400 service centers throughout North America, we're there to serve you.
- Siriusware, Inc.** 41  
Siriusware saleware supplies ferry operators the ability to quickly sell dynamically prices tickets, retail and pass items in an easy to use interface. Siriusware's completely integrated solution also incorporates on-line, kiosk, and advanced ticket sales. Real-time access control gives the operator enhanced security and instant reporting capabilities.
- SkipperLiner** 68  
SkipperLiner is the largest builder of 149 passenger dinner cruise vessels in North America, and the recipient of over 30 awards for design innovation since 1984. But we sell more than a boat, we sell a business. That's why we offer management training programs designed to improve return on investment. Our design studio portfolio features these engineered products - motor yachts, paddle-wheelers, canal boats/water taxis, vehicle ferries and workboats. You will be impressed with our first class fit and finish and decor selected with the assistance of our award winning interior design team. And SkipperLiner offers a full line of vessel renovation programs to match your budget and requirements.
- T J Software, Inc.** 53  
Provides automated reservations systems for passenger vessels of all types, since 1987.
- TCF Equipment Finance, Inc.** 7  
Time to Refinance? Build New? Lease? TCF is the finance source to call. Industry veterans Brick Moor and Richard Paine provide years of commercial marine lending and leasing experience to dinner, excursion, ferry and other passenger vessel operators.
- Timco Industries, Inc.** 27  
Timco Industries is a full line, stocking distributor of marine equipment and supplies. Our offerings include: deck fittings, hatches, winches, doors, bearings, bumpers, engine & transmission gauges and controls, electrical equipment, MSD's, oil water separators, seachlights, life jackets and safety equipment. You may access the entire catalog online at [www.timcomarine.com](http://www.timcomarine.com).
- Topper Industries Inc.** 8  
Topper Industries can design, engineer, fabricate, and deliver floating docks, barges, aluminum gangways, piers and fixed ramps for your facilities. We are licensed general contractors in Alaska, California, Oregon, and Washington.
- Triad Lubrication** 11  
Kleenoil on-board oil recycling systems for engines and hydraulics. Specialized boundary lubricants for reduction of wear and temperature. Diesel additive package to reduce fuel consumption and noxious gases.
- Twin Disc, Inc.** 32  
Twin Disc, Incorporated designs, manufactures and markets a complete Line of marine propulsion equipment including transmissions, electronic controls, surface drives, propellers and hydraulics for total vessel management systems.
- U.S. Coast Guard** 67  
The Office of Vessel Activities develops, publishes, and maintains program policies for vessel compliance, interprets standards and regulations, and provides field guidance for execution and enforcement. Among other responsibilities, it administers the marine inspection program and supervises the administration of the manning of U.S. vessels and credentialing of U.S. mariners.
- U.S. Coast Guard National Maritime Center** 13  
The National Maritime Center's mission is to issue credentials to fully qualified mariners in the most effective and efficient manner possible in order to assure a safe, secure, economically efficient and environmentally sound Mariner Transportation System.
- Ultra Dynamics, Inc** 16  
Ultra Dynamics manufactures the UltraJet line of marine waterjets and the Jetmaster Joystick control system.
- VIGOR Industrial** 18  
Vigor is the premier ferry builder in North America. We build and repair vessels for Washington State Ferries, for commercial operators and for the US Navy, Coast Guard and others. Our facilities are located throughout the northwest; in Portland, Seattle, Tacoma, Bremerton, Everett & Port Angeles.
- Virtual Ticketing Solutions, Inc.** 28, 29  
The ultimate Ticketing, Sales and Management System designed specifically for the Passenger Vessel Industry. Proven flexible management tools gives you the ultimate control over sales and operations. Increase sales from easy access and multiple marketing plans. Decrease operating cost by eliminating redundancy and automating workflow for better efficiency.
- Voith Turbo Marine 21**  
Voith Turbo Marine offers high performance propulsion and drive solutions. Products include the Voith Schneider Propeller, Voith's electric rim driven InLine Thruster, our recently released Linear Jet, and connection and shaft technologies that include cardon shafts, universal joints, connection and torque release couplings, as well as fluid and torsional systems.
- VT Halter Marine** 1  
VT Halter Marine designs and builds ocean-going state-of-the-art vessels with military and commercial applications, up to Panamax size: Coastal Patrol Vessels, Special Operations Craft, Logistics Vessels, Landing Craft, Car Carriers, Oil & Cargo Transport Vessels, Platform Service Vessels, Ferries, Ocean Barges, Research Ships and Fast Sea Lift Vessels.
- WheelHouse Technologies, Inc.** 64  
WheelHouse Technologies, Inc. provides innovative maintenance solutions for passenger vessels and workboat fleets. Our award-winning computerized maintenance management solution will improve the safety, reliability, and economics of individual vessels and fleet operations.
- WorkBoat Magazine** 49  
WorkBoat Magazine ([www.workboat.com](http://www.workboat.com)) and the International WorkBoat Show ([www.worboatshow.com](http://www.worboatshow.com)) are the undisputed leaders in connecting buyers and sellers in the shallow draft commercial marine market in North America. The WorkBoat Show, December 5-7, in New Orleans has over 1,000 exhibiting companies and attracts buyers from all over North America and 50 foreign countries.
- ZF Marine, LLC** 58  
ZF Marine is a world leader in marine propulsion technology, offering complete propulsion system solutions. ZF Marine products for passenger vessel operators include: transmissions, controls, propellers, and a complete line of steerable thrusters.

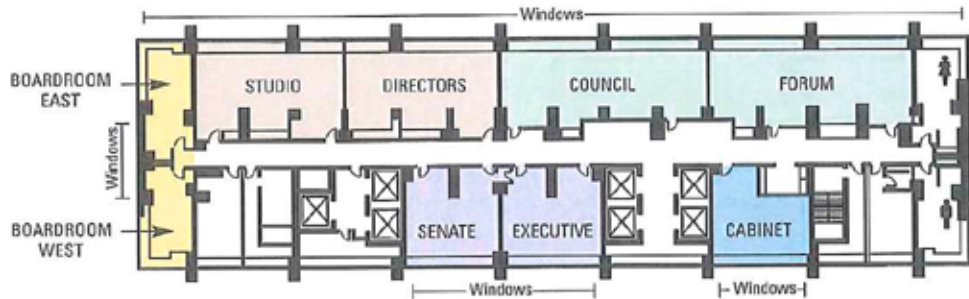
# MariTrends 2012 Hilton Portland & Executive Tower

## Function Space Capacities

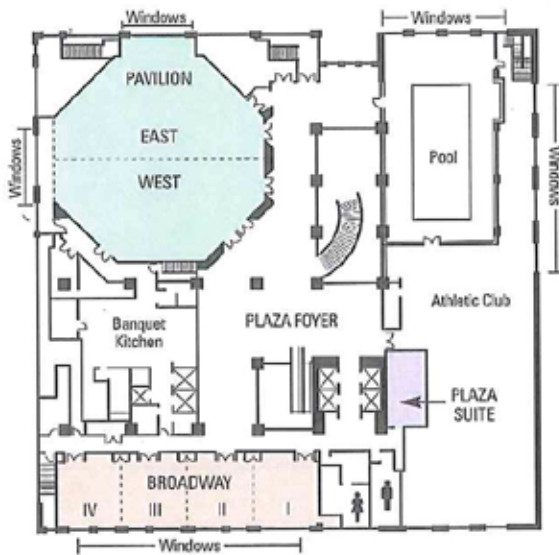


All function space dimensions and capacities have been P.C.M.A. verified

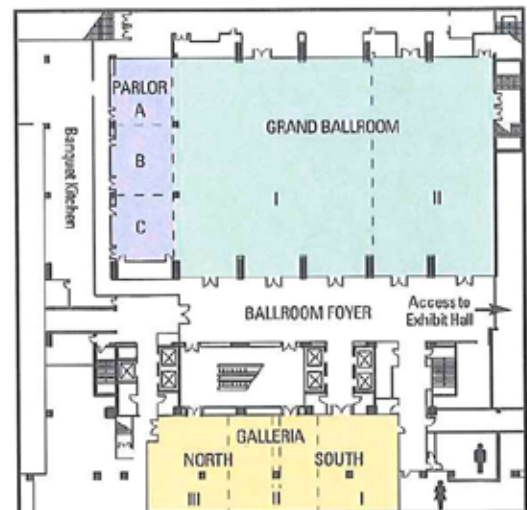
### 3RD FLOOR CONFERENCE LEVEL



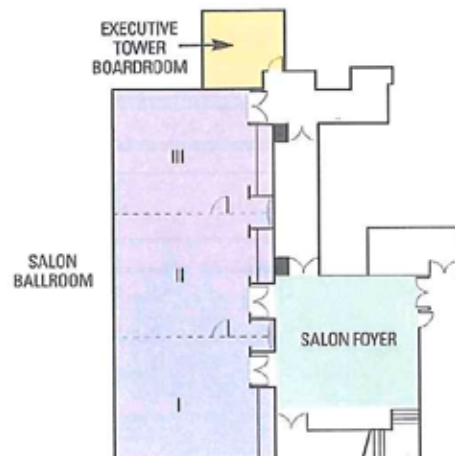
### PLAZA LEVEL



### BALLROOM LEVEL

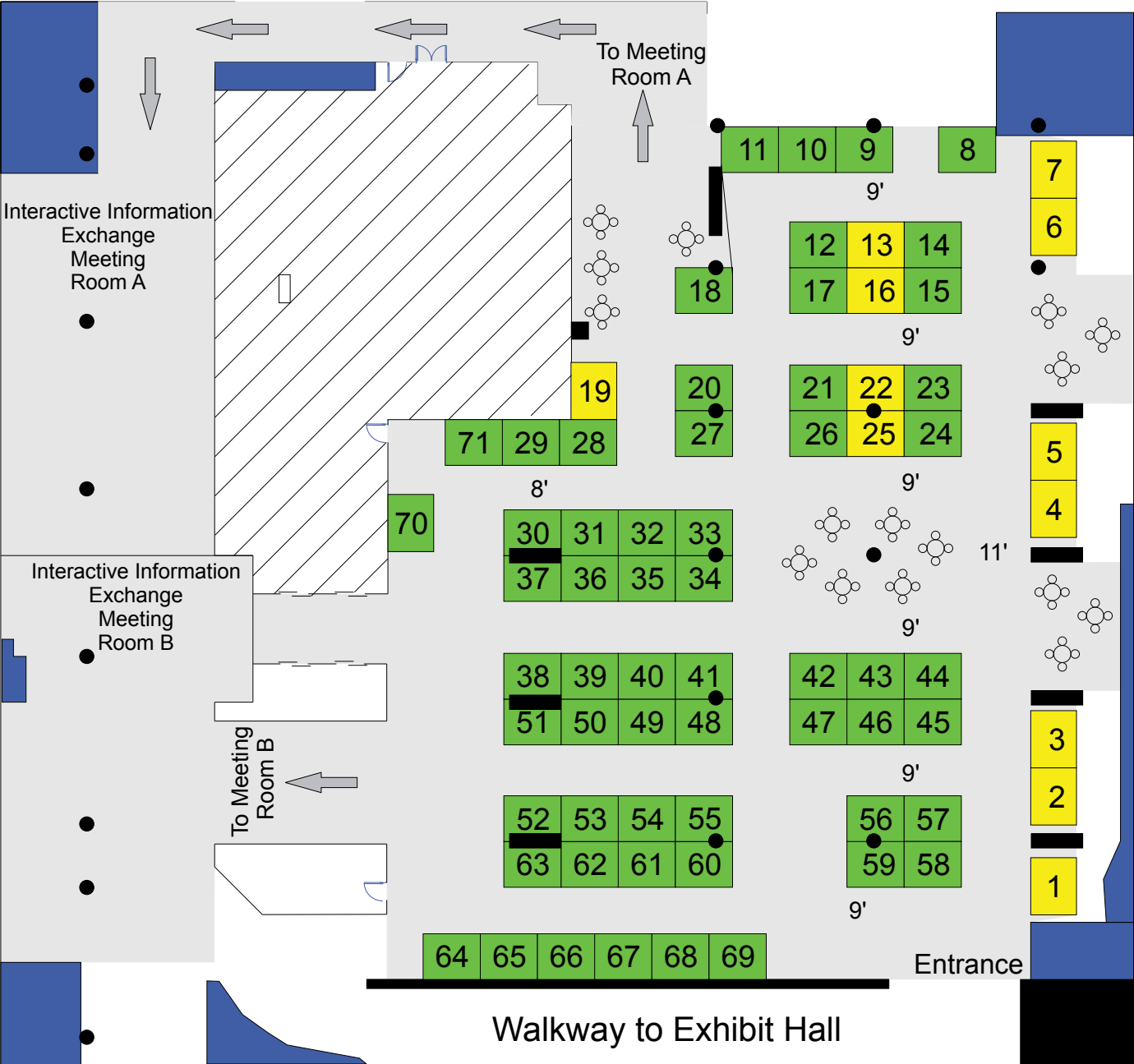


### HILTON PORTLAND EXECUTIVE TOWER



# MariTrends 2012 Floor Plan

## Hilton Portland & Executive Tower



PACIFIC EXPOSITION  
DECORATING COMPANY  
2737 NW Nela  
Portland OR 97210  
503-417-8000

All booths are 8' x 10'  
Ceiling Height for Green Booths: 8'  
Ceiling Height for Yellow Booths: 7'6"



Mark Your  
Calendars

# PVA Annual Convention at MariTrends

**February 16-19** | Hyatt Regency Jacksonville-Riverfront

## JACKSONVILLE, FL



# 2013