



# MariTrends 2011

Your Link to the Future

PVA ANNUAL  
CONVENTION  
AT MARITRENDS  
2011

FEBRUARY 5-8

HYATT REGENCY ST. LOUIS  
AT THE ARCH  
ST. LOUIS, MO

Welcome to the...  
PVA Annual Convention  
at MariTrends 2011



[www.passengervessel.com](http://www.passengervessel.com)

## A Letter from the President



Dear PVA Member:

On behalf of the Officers and Board of Directors of the Passenger Vessel Association, welcome to the PVA Annual Convention at MariTrends 2011 in St. Louis.

As PVA's President I feel privileged to welcome you to this convention, which also celebrates PVA's 40th Anniversary. It is highly appropriate that we are celebrating this noteworthy milestone for our association in this city. St. Louis is the site of the first meeting of the National Association of Passenger Vessel Owners (NAPVO), the precursor of today's Passenger Vessel Association. During that important meeting, the first officers were elected. They were: president, Capt. William D. Bowell, River Excursions, Inc.; vice-president Capt. Dennis Trone, Sangamon Packet Company; and secretary-treasurer Jack Trotter, Arkansas River Charter, Inc. These individuals, and others at the meeting, were the true pioneers of our industry and of our association. As a result of their vision, PVA today has grown to represent a diverse industry, with members in virtually every port in our Nation.



The PVA Annual Convention at MariTrends 2011 is representative of that diversity. As you will note, the program has something for everyone. This excellent program is a direct reflection of the hard work and dedication of our 2011 Convention Committee. I would like to personally thank them for all of their effort. This year's committee includes Chairperson Tom Dunn, Gateway Arch Riverboats, St. Louis, MO, Jenny Nixon, Gateway Arch Riverboats, St. Louis, MO, Carrie Stier, River Cruises, Scales Mound, IL, Gary Frommelt, Entertainment Cruises, Chicago, IL, Captain Robert Lump, Little Rock, AR and Alan Bernstein, B.B. Riverboats, Newport, KY.

During your stay, please don't forget the MariTrends 2011 Exhibit Hall. 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 unwavering.

Finally I would like to thank you for attending this year's convention. I am confident that you will come away with excellent information. 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 'K. Stier', written in a cursive style.

Kevin Stier  
President

## General Information



### Guest Activities and Information

For general convention information and information about restaurants and activities in and around St. Louis, please inquire at the PVA Registration Desk located on the fourth floor of the Hyatt Regency St. Louis at the Arch. Hours for the Registration desk are included within this program. In addition, information and coupons for local attractions are included in your registration bag.

*All convention events will be held – unless otherwise noted – at the Hyatt Regency St. Louis at The Arch.*

### 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 fourth floor of the Hyatt Regency St. Louis at the Arch beginning Friday, February 4 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 2011 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 2011 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 2011 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: Travel Portland/Brent Bradley

## 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, 2011)

*All American Marine, Inc.*

*Allianz Insurance*

*Aon Risk Services Northeast, Inc.*

*CENTA Corporation*

*Elliott Bay Design Group*

*Gladding-Hearn Shipbuilding*

*Great American Insurance Company, Inc.*

*HamiltonJet, Inc.*

*John Deere Power Systems*

*Kvichak Marine Industries, Inc.*

*MTU Detroit Diesel*

*Navigators*

*R.W. Fernstrum & Company*

*Sharpshooter Imaging*

*Wells Fargo Insurance Services USA, Inc.*

*ZF Marine, LLC*

## MariTrends 2011 Exhibit Hall Hours and Events

The MariTrends 2011 Exhibit Hall is the “gathering place” for the PVA Annual Convention at MariTrends 2011. 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 2011 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.

### Saturday, February 5

**12:30 p.m. - 6:30 p.m.**

MariTrends 2011 Exhibit Hall Open

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

MariTrends 2011 Exhibit Hall Opening Reception and Celebration

**Sponsored by ZF Marine, LLC**

**5:30 p.m.**

MariTrends 2011 Exhibit Hall Prize Drawing: (Must be present to win)

**Sponsored by CENTA Corporation**

### Monday, February 7

**10:00 a.m. - 1:45 p.m.**

MariTrends 2011 Exhibit Hall Open

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

MariTrends 2011 Exhibit Hall Lunch

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

**12:15 p.m.**

MariTrends 2011 Exhibit Hall Prize Drawing (Must be present to win)

**Sponsored by Kvichak Marine Industries, Inc.**

### Sunday, February 6

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

MariTrends 2011 Exhibit Hall Open

**2:30 p.m. - 3:45 p.m.**

PVA Region Competition/Passenger Vessel Foundation Fundraising Event

**4:50 p.m.**

MariTrends 2011 Exhibit Hall Prize Drawing (Must be present to win)

**Sponsored by Elliott Bay Design Group**

### Tuesday, February 8

**9:00 a.m. - 11:30 a.m.**

MariTrends 2010 Exhibit Hall Open

**11:30 a.m.**

MariTrends 2011 Exhibit Hall Grand Prize Drawing (Two prizes to be given. Must be present to win)

**Sponsored by HamiltonJet, Inc.**

## Registration Desk Hours

The PVA Registration Desk is located on the fourth floor of the Hyatt Regency St. Louis at the Arch. The PVA Registration Desk is manned by PVA staff who stand ready to assist you with your complete convention needs.

Friday, February 4	8:00 a.m. – 5:00 p.m.
Saturday, February 5	8:00 a.m. – 5:00 p.m.
Sunday, February 6	8:00 a.m. – 5:00 p.m.
Monday, February 7	8:00 a.m. – 5:00 p.m.
Tuesday, February 8	8:00 a.m. – 11:30 a.m.

## Optional Tours and Activities in St. Louis

For general convention information and information about restaurants and activities in and around St. Louis, please inquire at the PVA Registration Desk located on the fourth floor of the Hyatt Regency St. Louis at the Arch. Hours for the Registration Desk are included within this program. In addition, information and coupons for local attractions are included in your registration bag.

## Daily General Sessions

### Saturday, February 5



**11:30 a.m. - 12:30 p.m.**  
Opening General Session  
Regency AB

*The Economy – Are We Out of the Woods Yet?*

David Altig  
The Federal Reserve System

**Refreshments sponsored by R.W. Fernstrum & Company**

### Sunday, February 6



**1:30 p.m. - 2:30 p.m.**  
General Session  
Regency C

*Where We Are Going From Here*

ADM. Robert J. Papp  
Commandant  
United States  
Coast Guard

### Monday, February 7



**9:00 a.m. - 10:00 a.m.**  
General Session  
Regency C

*The Role the NTSB Plays in Passenger Vessel Operations*

The Honorable  
Deborah A.P. Hersman  
Chairman  
National Transportation  
Safety Board



**3:00 p.m. - 4:00 p.m.**  
Special Focus Session  
Regency C

*The New Face of Fun: Travelers Preferences  
and How They are Changing*

Jerry Henry  
Herschend Family Entertainment



**4:00 p.m. - 5:00 p.m.**  
Special Focus Session  
Regency C

*Evolution of the Passenger Vessel Business –  
A Rich History*

Captain Clarke C. "Doc" Hawley

## Pre-Convention Workshops

### Saturday, February 5

**8:00 a.m. - 10:00 a.m.**  
Park View Room

*Social Media Workshop:  
Facebook, Twitter and  
Corporate Blogs*

twitter

facebook

Tanner Hobin  
Headway Marketing, LLC

Madeline Karwoski  
Marketing Consultant  
Madeline Island Ferry  
Line

**8:00 a.m. - 10:00 a.m.**  
Mills 6

*Implementing the New ADA  
Rule – Complaint Resolution  
Officer (CRO) Training*

Carolyn Doppelt Gray  
Co-chair: Accessibility  
and Accommodations  
Practice Group  
Proskauer



# MariTrends 2011 Industry Specific Conferences

## Sunday, February 6

9:00 a.m. - 11:00 a.m.

### Ferry Conference

Regency A

*The Challenges of the Large Ferry Systems*

Jim DeSimone  
Staten Island Ferry

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*How to Analyze Your Ferry Operation*

John Waterhouse  
Elliott Bay Design Group

David Moseley  
Washington State Ferries

Darrell Bryan  
Clipper Navigation

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*Terminal and Vessel Evacuation:  
A Transportation Security Administration (TSA) Tutorial*

Capt. Jim Bamberger  
Port and Intermodal Security Division  
Transportation Security Administration

9:00 a.m. - 11:00 a.m.

### Dinner Boat Conference

Regency B

Conference Moderator:  
Terri Bernstein  
B.B. Riverboats

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*Business Review:  
Benchmarking Your Food Products*

Tom Farrell  
US Foodservice  
Allen Division

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*New Ideas for Food and Beverage  
Revenue Generators Roundtable*

Chef Michael Barber  
Executive Chef  
Hyatt Regency St. Louis at the Arch

Eden Ballantine  
Director of Food and Beverage  
Hyatt Regency St. Louis at the Arch

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*Allergies and other Special Ordering  
and How to Accommodate Customer  
Challenges*

Chef Michael Barber  
Executive Chef  
Hyatt Regency St. Louis at Arch

Chef Bernard Foster  
Executive Sous Chef  
Hyatt Regency St. Louis at the Arch

9:00 a.m. - 11:00 a.m.

### Green WATERS Conference

Park View Room

Conference Moderator:  
Karen Rainbolt  
Passenger Vessel Association

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*Green Technologies  
for Vessel Operators*

Christos Kombouras  
Mobilaurus

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*Simply Green: Little Things  
Can Make a Big Difference*

Roundtable Moderator:  
Karen Rainbolt  
Passenger Vessel Association

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*Building or Retrofitting  
a Green Vessel*

Joe Hudspeth  
All American Marine  
Gavin Higgins  
Derecktor Shipbuilding



Photo: St. Louis CVC

## Social Events At-A-Glance

### Friday, February 4

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

PVA Leadership Dinner (by Invitation Only)

**Sponsored by All American Marine, Inc.**

### Saturday, February 5

**8:00 a.m. - 9:00 a.m.**

Associate Member/Exhibitor Coffee

MariTrends 2011 Exhibit Hall

Open to all Associate Members

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

Partner/Spouse Coffee and Networking Function

Mills 5

Robert Matthes

St. Louis Convention and Visitors Commission

**12:45 p.m. - 1:30 p.m.**

New Attendee "Get Acquainted"  
and Convention Orientation

Mills 2

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

MariTrends 2011 Exhibit Hall Opening Reception  
and Celebration

MariTrends 2011 Exhibit Hall

**Sponsored by ZF Marine, LLC**

### Sunday, February 6

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

PVA Past-Presidents Reception and Meeting

Mills 5

### Monday, February 7

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

MariTrends 2011 Exhibit Hall Lunch

MariTrends 2011 Exhibit Hall

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

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

PVA 40th Anniversary Dinner and Celebration

Regency ABC

**Sponsored by MTU Detroit Diesel**

### Tuesday, February 8

**12:15 p.m. - 2:30 p.m.**

President's Closing Luncheon and Awards Ceremony

Park View Room

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

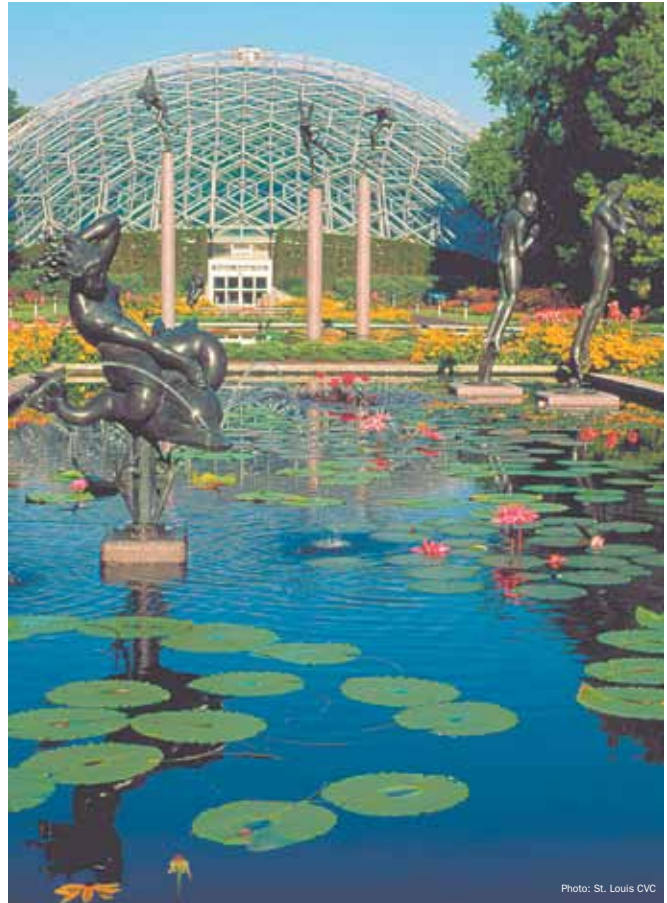


Photo: St. Louis CVC

# MariTrends 2011 Convention Schedule

As of January 4, 2011

FRIDAY, FEBRUARY 4		
8:00 a.m. - 5:00 p.m.	Registration Open	
8:00 a.m. - 8:30 a.m.	Joint Committee Meeting	Park View Room
8:30 a.m. - 5:00 p.m.	PVA Committee Meetings	
8:30 a.m. - 5:00 p.m.	Legislative Committee	Park View Room
8:30 a.m. - 5:00 p.m.	Regulatory Committee	Mills 2
8:30 a.m. - 5:00 p.m.	Safety and Security Committee	Sterling 5
2:00 p.m. - 5:00 p.m.	Investment Committee	Mills 8
2:00 p.m. - 5:00 p.m.	Insurance Committee	Mills 3
2:00 p.m. - 5:00 p.m.	Membership Committee	Mills 1
2:00 p.m. - 5:30 p.m.	Exhibitor Move-In	MariTrends 2011 Exhibit Hall
6:00 p.m. - 8:00 p.m.	PVA Leadership Dinner <b>Sponsored by All American Marine</b>	Kemoll's Restaurant (By Invitation Only)
SATURDAY, FEBRUARY 5		
8:00 a.m. - 5:00 p.m.	Registration Open	Grand CDEF Foyer
8:00 a.m. - 12:30 p.m.	Exhibitor Move-In	MariTrends 2011 Exhibit Hall
9:00 a.m. - 10:00 a.m.	Associate Member Exhibit Coffee Open to all Associate Members	MariTrends 2011 Exhibit Hall
8:00 a.m. - 10:00 a.m.	Pre-Convention Workshop <i>Social Media Workshop: Facebook, Twitter and Corporate Blogs</i> Tanner Hobin Headway Marketing, LLC Madelaine Karwoski Marketing Consultant Madelaine Island Ferry Line	Park View Room
8:00 a.m. - 10:00 a.m.	Pre-Convention Workshop <i>Implementing the New ADA Rules: Complaint Resolution Officer (CRO) Training</i> Carolyn Doppelt Gray Co-Chair: Accessibility and Accommodations Practice Group Proskauer LLP	Mills 6
10:00 a.m. - 11:00 a.m.	Partner/Spouse Coffee and Networking Function Robert Matthes St. Louis Convention and Visitors Commission <b>Sponsored by John Deere Power Systems</b>	Mills 5
10:15 a.m. - 11:15 a.m.	Interactive Information Exchange <i>How to Minimize Theft</i> Moderator: Terri Bernstein B.B. Riverboats	Room A - MariTrends 2011 Exhibit Hall
10:15 a.m. - 11:15 a.m.	Interactive Information Exchange <i>Asian Carp: Implications for the Nations' Waterways</i> Mike Borgstrom, Wendella Sightseeing Boats Peter DiMarco, Blount Small Ship Adventures Ed Welch, Passenger Vessel Association	Room B - MariTrends 2011 Exhibit Hall
10:15 a.m. - 11:15 a.m.	Interactive Information Exchange <i>The Role of Technology in Customer Attraction, Retention and Fulfillment</i> Keith Sherwood Carus ab Ltd.	Room C - MariTrends 2011 Exhibit Hall

## MariTrends 2011 Convention Schedule

<b>11:30 a.m. - 12:30 p.m.</b>	Opening General Session <i>The Economy – Are We Out of the Woods Yet?</i> David Altig The Federal Reserve System Atlanta, GA <b>Refreshments sponsored by R.W. Fernstrum &amp; Company</b>	Regency AB
<b>12:30 p.m. - 6:30 p.m.</b>	MariTrends 2011 Exhibit Hall Open	MariTrends 2011 Exhibit Hall
<b>12:45 p.m. - 1:30 p.m.</b>	New Attendee “Get Acquainted” and Convention Orientation	Mills 2
<b>1:45 p.m. - 2:45 p.m.</b>	Interactive Information Exchange <i>Lessons Learned from the Front Lines: Passenger Vessel “War” Stories</i> Moderator: Tom Dunn Gateway Arch Riverboats	Room A - MariTrends 2011 Exhibit Hall
<b>1:45 p.m. - 2:45 p.m.</b>	Interactive Information Exchange <i>Discounting your Product: Is it Good or Bad for Your Business?</i> Moderator: Paul Belforti Entertainment Cruises	Room B - MariTrends 2011 Exhibit Hall
<b>1:45 p.m. - 2:45 p.m.</b>	Interactive Information Exchange <i>Highlights of the 2010 Coast Guard Authorization Act – How is the Passenger Vessel Industry Affected?</i> CAPT Eric Christensen United States Coast Guard Charles Moser Chair, PVA Legislative Committee EUP Transportation Authority	Room C - MariTrends 2011 Exhibit Hall
<b>3:00 p.m. - 4:00 p.m.</b>	Interactive Information Exchange <i>Corps of Engineers Spotlight: Dredging Management and Permitting Issues</i> Cornel Martin WCI, Inc.	Room A - MariTrends 2011 Exhibit Hall
<b>3:00 p.m. - 4:00 p.m.</b>	Interactive Information Exchange <i>Serving the World: Language and Cultural Barriers</i> Doug Humphreys AudioConexus, Inc.	Room B - MariTrends 2011 Exhibit Hall
<b>3:00 p.m. - 4:00 p.m.</b>	Interactive Information Exchange <i>TWICs, ASPs and All Things Security</i> Capt Kevin Keifer United States Coast Guard CDR Dave Murk United States Coast Guard	Room C - MariTrends 2011 Exhibit Hall
<b>4:30 p.m. - 6:30 p.m.</b>	MariTrends 2011 Exhibit Hall Opening Reception <b>Sponsored Event ZF Marine LLC</b>	MariTrends 2011 Exhibit Hall
<b>5:30 p.m.</b>	Exhibit Hall Prize Drawing <b>Prize Drawing Sponsored by CENTA Corporation</b>	MariTrends 2011 Exhibit Hall

## MariTrends 2011 Convention Schedule

SUNDAY, FEBRUARY 6		
8:00 a.m. - 5:00 p.m.	Registration Open	Grand CDEF Foyer
9:00 a.m. - 11:00 a.m.	Industry Specific Conference Ferry Conference Conference Moderator: Ed Welch Passenger Vessel Association	Regency A
	<i>The Challenges of the Large Ferry Systems:</i> Jim DeSimone Staten Island Ferry	
	<i>How to Analyze Your Ferry Operation</i> John Waterhouse Elliott Bay Design Group David Moseley Washington State Ferries Darrel Bryan Clipper Navigation	
	<i>Terminal and Vessel Evacuation: A Transportation Security Administration (TSA) Tutorial</i> Capt. Jim Bamberger Port and Intermodal Security Division Transportation Security Administration	
9:00 a.m. - 11:00 a.m.	Industry Specific Conference Dinner Boat Conference Conference Moderator: Terri Bernstein B.B. Riverboats	Regency B
	<i>Business Review: Benchmarking Your Food Products</i> Tom Farrell US Food Service - Allen Division	
	<i>New Ideas for Food and Beverage Revenue Generators Roundtable</i> Chef Michael Barber Executive Chef Hyatt Regency St. Louis at the Arch Eden Ballantine Director of Food and Beverage Hyatt Regency St. Louis at the Arch	
	<i>Allergies and other Special Ordering and How to Accommodate Customer Challenges</i> Chef Michael Barber Executive Chef Hyatt Regency St. Louis at the Arch Chef Bernard Foster Executive Sous Chef Hyatt Regency St. Louis at the Arch	
9:00 a.m. - 11:00 a.m.	Industry Specific Conference Green WATERS Conference Conference Moderator: Karen Rainbolt Passenger Vessel Association	Park View Room



## MariTrends 2011 Convention Schedule

<b>9:00 a.m. - 11:00 a.m.</b>	Industry Specific Conference, continued	Park View Room
	<i>Green Technologies for Vessel Operators</i> Christos Kombouras Mobilaurus	
	<i>Simply Green: Little Things Can Make a Big Difference</i> Roundtable Moderator: Karen Rainbolt Passenger Vessel Association	
	<i>Building or Retrofitting a Green Vessel</i> Joe Hudspeth All American Marine Gavin Higgens Derecktor Shipbuilding	
<b>11:00 a.m. - 12:00 p.m.</b>	Seminars	
	Sales and Marketing <i>Online Advertising: How to Do it Successfully and Does it Work?</i> Jen Wood Advertising Vice President St. Louis Post Dispatch	Regency A
	Regulation and Operations <i>AON Presentation: Does Your Risk Management Plan Work? An Open Discussion about Passengers, Risk and Insurance</i> Moderator: Jennifer Bell Aon Risk Services Northeast, Inc.	Park View Room
	Guest Services <i>Secret Shoppers and How to Use Them</i> Amber Morris Standing Partnership	Regency B
<b>1:30 p.m. - 2:30 p.m.</b>	General Session <i>Where We Are Going From Here</i> ADM Robert J. Papp Commandant United States Coast Guard	Regency C
<b>2:30 p.m. - 5:00 p.m.</b>	MariTrends 2011 Exhibit Hall Open	MariTrends 2011 Exhibit Hall
<b>2:30 p.m. - 3:45 p.m.</b>	PVA Region Competition/ Passenger Vessel Foundation Fundraising Event	MariTrends 2011 Exhibit Hall
<b>3:45 p.m. - 4:45 p.m.</b>	Interactive Information Exchange <i>It's All About the Brand</i> Tom Etling Gateway Arch Riverfront	Room A - MariTrends 2011 Exhibit Hall
<b>3:45 p.m. - 4:45 p.m.</b>	Interactive Information Exchange <i>After the Federal Grant Award: What You Can Expect</i> Paul Riemann Moffatt & Nichol	Room B - MariTrends 2011 Exhibit Hall
<b>3:45 p.m. - 4:45 p.m.</b>	Interactive Information Exchange <i>Screening: What You Should Be Looking For</i> Scott Cluck U.S. National Park Service	Room C - MariTrends 2011 Exhibit Hall
<b>4:00 p.m. - 5:00 p.m.</b>	PVA Past Presidents Reception	Mills 5
<b>4:50 p.m.</b>	Exhibit Hall Prize Drawing <b>Prize Drawing Sponsored by Elliott Bay Design Group</b>	MariTrends 2011 Exhibit Hall

## MariTrends 2011 Convention Schedule

MONDAY, FEBRUARY 7		
8:00 a.m. - 5:00 p.m.	Registration Open	Grand CDEF Foyer
8:00 a.m. - 9:00 a.m.	PVA Region Meetings	
	PVA Western Region Meeting	Mills 3
	PVA Rivers Region Meeting	Park View Room
	PVA Southeast Region Meeting	Mills 6
	PVA Original Colonies Region Meeting	Regency B
	PVA Great Lakes Region Meeting	Regency A
9:00 a.m. - 10:00 a.m.	General Session <i>The Role the NTSB Plays in Passenger Vessel Operations</i> The Honorable Deborah A. P. Hersman Chairman National Transportation Safety Board	Regency C
10:00 a.m. - 1:45 p.m.	MariTrends 2011 Exhibit Hall Open	MariTrends 2011 Exhibit Hall
10:30 a.m. - 11:30 a.m.	Interactive Information Exchange <i>Accident Reporting Requirements and Form 2692</i> CAPT Dave Fish United States Coast Guard  Dave Anderson Fire Island Ferries, Inc. Bay Shore, NY  Beth Gedney Passenger Vessel Association Alexandria, VA	Room A - MariTrends 2011 Exhibit Hall
10:30 a.m. - 11:30 a.m.	Interactive Information Exchange <i>Faster Operations, Less Paper! Mobile Ticketing Simplifies Boarding</i>  Simon Dao Mobilaurus  Christos Kombouras Mobilaurus	Room B - MariTrends 2011 Exhibit Hall
10:30 a.m. - 11:30 a.m.	Interactive Information Exchange <i>How to Win and Keep Customers</i>  Amy Loeber Alton Star Fleet  Marilyn Starring Saugatuck Boat Tours  Rich Davison Paradise Cruises	Room C - MariTrends 2011 Exhibit Hall
11:30 a.m. - 12:30 p.m.	MariTrends 2011 Exhibit Hall Lunch <b><i>Sponsored Aon Risk Services Northeast, Inc., Allianz, Great American Insurance Company and Navigators</i></b>	MariTrends 2011 Exhibit Hall
12:15 p.m.	Exhibit Hall Prize Drawing <b><i>Prize Drawing Sponsored by Kvichak Marine Industries, Inc.</i></b>	MariTrends 2011 Exhibit Hall
12:30 p.m. - 1:30 p.m.	Interactive Information Exchange <i>Fire Protection and NVIC 9-97</i> CAPT John Nadeau United States Coast Guard  Dan Sullivan Kidde Marine	Room A - MariTrends 2011 Exhibit Hall

## MariTrends 2011 Convention Schedule

<b>12:30 p.m. - 1:30 p.m.</b>	Interactive Information Exchange <i>The Changing Face of Group and Motor Coach Marketing – Attracting New Business</i> Leah Ann Ingram All-Aboard USA Tours	Room B - MariTrends 2011 Exhibit Hall
<b>12:30 p.m. - 1:30 p.m.</b>	Interactive Information Exchange <i>Small Business Administration Financing</i> Sally Robertson Business Finance Group	Room C - MariTrends 2011 Exhibit Hall
<b>1:45 p.m. - 2:45 p.m.</b>	PVA Associate Council Meeting	Regency C
<b>1:45 p.m. - 2:45 p.m.</b>	Seminars Sales and Marketing <i>Increasing Sales: Groupon and Other Online Coupon Services</i> Renee Woodruff Groupon	Regency A
	<i>Waterways Management Issues: Implications for All Vessel Operators – Sharing the Waterways</i> Mike Sollosi Waterways Management Office United States Coast Guard Eric Washburn Bridge Division St. Louis United States Coast Guard	Park View Room
	Guest Services <i>Trends in Business Travel and Consumption</i> Brian Hall St. Louis Convention and Visitors Commission	Regency B
<b>3:00 p.m. - 4:00 p.m.</b>	Special Focus Session <i>The New Face of Fun: Travelers Preferences and How They are Changing</i> Jerry Henry Herschend Family Entertainment	Regency C
<b>4:00 p.m. - 5:00 p.m.</b>	TSA/PVA Maritime Security Council Group Meeting	Regency A
<b>4:00 p.m. - 5:00 p.m.</b>	Special Focus Session <i>Evolution of the Passenger Vessel Business – A Rich History</i> Capt. Clarke C. “Doc” Hawley	Regency C
<b>7:00 p.m. - 9:00 p.m.</b>	<b>PVA 40th Anniversary Dinner and Celebration</b> <b><i>Sponsored by MTU Detroit Diesel</i></b>	Regency A, B, C



Photo: St. Louis CVC

## MariTrends 2011 Convention Schedule

TUESDAY, FEBRUARY 8		
8:00 a.m. - 11:30 a.m.	Registration Open	Grand CDEF Foyer
8:00 a.m. - 9:00 a.m.	High Speed Subcommittee Meeting	Mills 3
8:00 a.m. - 9:00 a.m.	Seminars Sales and Marketing <i>Planning and Developing a Marketing Plan</i> Christina Villiot Elliott Bay Design Group	Regency A
	Regulation and Operations <i>Electronic Navigation Update</i> David Leslie Raymarine	Park View Room
	Guest Services <i>What Is It Going to Take? Complying with ADA</i> Steve Bers Whiteford, Taylor and Preston Theresa Jakubowski Barns and Thornburg LLP Peter Lauridsen Passenger Vessel Association	Regency B
9:00 a.m. - 11:30 a.m.	MariTrends 2011 Exhibit Hall Open <b>Refreshments Sponsored by R.W. Fernstrum &amp; Company</b>	MariTrends 2011 Exhibit Hall
9:15 a.m. - 10:00 a.m.	PVA Business Meeting <b>Refreshments Sponsored by Wells Fargo Insurance Services USA Inc.</b>	Regency C
10:30 a.m.-11:30 a.m.	Interactive Information Exchange <i>Marine Safety Center Policies: Technical Talk with the Marine Safety Center, including the New Passenger Weight Regulations</i> CAPT Patrick Little United States Coast Guard	Room A - MariTrends 2011 Exhibit Hall
10:30 a.m. - 11:30 a.m.	Interactive Information Exchange <i>Yield Management – Getting the Guests on the Cruise that You Want Them On</i> Suzanne Krug Gateway Clipper Fleet	Room B - MariTrends 2011 Exhibit Hall
10:30 a.m. - 11:30 a.m.	Interactive Information Exchange <i>Human Resources 2011 – What’s Hot, What’s Not</i> Steve Bers Whiteford, Taylor and Preston	Room C - MariTrends 2011 Exhibit Hall
11:30 a.m.	MariTrends 2011 Exhibit Hall Grand Prize Drawing <b>Prize Drawing Sponsored by HamiltonJet, Inc.</b>	MariTrends 2011 Exhibit Hall
12:15 p.m. - 2:30 p.m.	President’s Closing Luncheon and Awards Ceremony <b>Sponsored Aon Risk Services Northeast, Inc., Allianz, Great American Insurance Company and Navigators</b>	Park View Room
3:00 p.m. - 6:00 p.m.	PVA Board of Directors Meeting	Regency A

## MariTrends 2011 Exhibitor Information

### **ABS Americas 701**

Safety, Service, Solutions. These three goals define the activities of ABS, a leading international classification society. ABS develops and verifies standards for the design, construction, operation and maintenance of ships and other marine structures. From headquarters in Houston, Texas, ABS delivers services and solutions to clients through a network of more than 150 local representative offices in 70 countries.

### **All American Marine, Inc. 411, 413**

All American Marine custom builds highly advanced catamaran passenger vessels. AAM is the exclusive U.S. builder of extremely fuel-efficient Technicraft hydrofoil-assisted catamarans with an ultra-low wake energy hull shape. Technicraft catamarans feature high-speed performance, ultimate comfort and seakeeping, and offer a highly functional design.

### **Aon Risk Services Northeast, Inc. 400**

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 !

### **AudioConexus Inc. 100**

AudioConexus is a leading media and GPS Tour Entertainment company, specializing in wireless multilingual GPS tours as well as single language and Assistive Listening Systems for ADA Compliance. Passengers enjoy memorable tours every time your tour departs. We solve problems: consistency, language barriers, lower operational costs and filling empty seats.

### **Beurteaux North America, Inc. 512**

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. 200**

Blount Boats, Inc. is a full-service shipyard specializing in design, construction and repair of steel and aluminum vessels up to 220 feet.

### **Boats & Harbors, Inc. 307**

Marine trade publication.

### **Bristol Harbor Group, Inc. 602**

Bristol Harbor Group Inc. is a full service Naval Architecture and Marine design firm, specializing in small commercial and passenger vessels.

### **Carus PBS Ab Ltd. 804**

Celebrating their tenth year of providing both call-centre and web based booking & ticket-

ing solutions to the Passenger Vessel Industry Carus have recently launched CarRes version 3 which, among many new and enhanced features now includes tPoS, a touch screen fast ticketing module and eManifest which augment the existing at port functionality.

### **Caterpillar Marine 402**

Caterpillar provides premier marine power solutions (high and medium speed) and customer support from a single source for the global oceangoing, commercial, and pleasure craft markets. Cat Financial has been providing marine lending to customers around the world for more than 20 years, and is a recognized leader in construction, term, and repower financing for vessels powered by Cat and MaK engines

### **Ceiling Works 305**

Ceiling Works is a specialist supplier of lightweight marine ceiling systems. All products are globally certified and fully I.M.O. compliant. Other products within our range include: Fire Doors/Bulkhead-wall panels/marine deck covering materials.

### **CENTA Corporation 802**

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@centacorp.com](mailto:info@centacorp.com)

### **Cummins 300**

Cummins manufactures a complete line of propulsion, generating set and auxiliary power solutions from [(50-2547 hp) (37-1900 kW)], 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.

### **DBC Marine Safety Systems 410**

DBC Marine Safety/Zodiac manufacture a complete range of USCG & Solas approved liferafts, IBA's, Marine Evacuation Systems, Emergency slide systems and rescue boats.

### **DeJong & Lebet, Inc. 500**

Naval Architecture, Engineering, Design and Consulting for USCG certified and other Passenger Vessels. Dinner Cruise, Hybrid Vessels, Casinos, Theatre, Ferries, Barges, Pontoon Vessels, etc. Services Include: Stability, Passenger Weight Re-evaluation, Structures, Tonnage, Piping, Electrical, Propulsion, HVAC, Re-Powering, etc. 2010 Projects include: 180' Philadelphia Belle, 114' Aluminum Research Vessel, 65' Savannah River Z-drive Ferry,

168' Statue of Liberty Hydrogen Hybrid.

### **Directions In Design, Inc. 601**

Directions In Design, Inc. provides innovative and comprehensive interior planning services for marine new construction and renovation projects as well as land-side projects of all types. Extensive passenger vessel and workboat experience results in complete knowledge of all codes, regulations and compliance issues. Conceptual budgets, cost estimating, proficient project flow, and cost/benefits analysis recommendations are among the valuable techniques applied in the planning process.

### **Driveline Service of Portland, Inc. 507**

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.

### **Dynamic Ticket Solutions, LLC 304**

Customized ticket and POS solutions for online, ticket window, telephone, sales and gift shows. Fully integrated to meet your specific needs.

### **EcoEmissions Systems, Inc. 309**

Eco Emissions Systems is your sole source for the Eco (CIS) Catalyst Injection System. Through our patented CIS system we introduce a Platinum based catalyst vapor into the Air Intake System on your Engine. The catalytic reaction will substantially help to reduce exhaust smoke and soot, reduce fuel consumption, and extend engine life. Your fuel savings alone will give you a very quick return on your investment. See you at MariTrends 2011!

### **Elliott Bay Design Group 408**

Elliott Bay Design Group provides naval architecture, marine engineering and analysis support for the commercial marine industry. To help our passenger customers achieve their operational goals and objectives, we offer superior design, engineering analysis support services. At EBDG, our client's success is our goal.

### **FORTHers S.A. 209**

E-Tourism services provider, specialized in ferry booking management systems. Its platform SeaOnLine™ 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.

### **Gateway Ticketing Systems, Inc. 700**

Gateway Ticketing System, Inc. is the world leader in high-speed admission control, revenue management, and ticketing software for

## MariTrends 2011 Exhibitor Information

the attraction, amusement, and transportation industries. Located in Boyertown, Pennsylvania, Gateway Ticketing Systems provides sales, service, and support for point of sale and ticketing systems throughout North America and worldwide.

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### **Geo Shipyard Inc. 211**

Boatbuilders known for passenger catamarans. Also boat repair services.

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### **Gladding-Hearn Shipbuilding 509**

Since 1955 Gladding-Hearn Shipbuilding, Duclos Corporation has delivered more than 380 commercial vessels, including 55 passenger vessels, of which 36 are fast passenger catamarans. A PVA associate member since 1987, Gladding-Hearn currently has two passenger vessels under construction, a 34 meter catamaran for Yankee Fleet and an 80 foot monohull for Fire Island Ferry.

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### **Great American Insurance Company 800**

Great American Insurance Company is proud to be an authorized insurer for members of the Passenger Vessel Association. Our ocean marine team of underwriters, claims adjusters, and loss prevention staff are all marine specialists who work together as a crew to protect your assets.

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### **HamiltonJet, Inc. 707**

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 803**

Twenty years of experience, BOOKIT application of knowledge used by ferry companies worldwide.

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### **Hot Shots Photography 203, 205**

Hot Shots Photography is an entertainment photo experience servicing attractions and tours in the United States. Visit us online at [www.dellshotshots.com](http://www.dellshotshots.com)

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### **Jensen Maritime Consultants 511**

Jensen Maritime Consultants, A Crowley Company, is a full service Naval Architecture/Marine Engineering Firm providing engineering for passenger vessels, patrol vessels, workboats, fishing vessels, offshore supply vessels, dredges and barges. We also offer lofting, production engineering services and project management. Our clients include vessel owners, shipyards, operators and government agencies.

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### **John Deere Power Systems 502**

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 206**

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 201**

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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### **Kvichak Marine Industries, Inc. 600**

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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### **Laborde Products, Inc. 702**

Providing diesel engines, diesel powered equipment, service and support to meet the needs of the Marine and Industrial markets. As an Engine Distributor, we provide the Gulf Coast and inland waterways with both marine propulsion and industrial engines. We package diesel powered generators, pumps, and other diesel powered equipment.

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### **Moorsom Consulting Group LLC 412**

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 Detroit Diesel 510**

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 planing, MTU can supply an engine with readings 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.

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### **Nichols Brothers Boat Builders 406**

Nichols Brothers Boat Builders (NBBB) specialize in the construction of steel and aluminum passenger vessels. NBBB has built technically demanding one-off vessels along with multiple "Sister Ship" vessels. NBBB will work with the customer to provide a partnership between the Owner and Builder that best fits your vessel requirements.

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### **Northern Lights 302**

Northern Lights offers a comprehensive line of marine generator sets, Lugger propulsion engines and Technicold marine systems. Based in Seattle, WA Northern Lights is dedicated to delivering the highest quality, reliability and service to passenger vessel owners, operators and builders.

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### **Ocean Rockets, Inc. 604**

Ocean Rockets manufacture and design the most profitable and unique amusement vessel rides in the entire marine industry. We are the proven leaders building the best jet speedboats around the world which provide excitement, entertainment and exhilarating fun for everyone. For more information visit us at [www.oceanrockets.com](http://www.oceanrockets.com).

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### **Philips Publishing Group 805**

Publisher of FOGHORN Magazine, Philips Publishing specializes in the production of maritime-related magazines, including onboard publications for PVA member companies looking for increased exposure to their customers and added revenue. Current clients include Clipper Navigation and Catalina Express. Come see us to discuss how we might help enhance your operation.

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### **Photogenic Inc. 306, 308**

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.

## MariTrends 2011 Exhibitor Information

### **Pinnacle Marine Corporation 102**

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.

### **Puradyn Filter Technologies, Inc. 313**

puraDYN® Bypass Oil Filtration Systems clean engine and hydraulic oil by filtering solids below 1 micron when using its patent-pending CGP® filter elements, removing harmful liquid and gaseous contaminants and replenishing additives. puraDYN® systems reduce new oil purchases, waste oil disposal, and equipment wear and safely extend oil drain intervals.

### **R. W. Fernstrum & Co. 401**

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.

### **Robinson and Son LLC 513**

Robinson and Son LLC offers insurance and risk management solutions for clients including Passenger Vessels, tugs and barges, boat builders, ship repairers, contractors, marinas and similar marine related risks. We analyze exposure to loss, and structure coverage to meet each owner's needs.

### **Scania USA Inc. 501, 503**

Scania USA is a subsidiary of Scania CV AB of Sweden who is one of the world's leading manufacturers of trucks, buses and industrial and marine engines. Scania's power ratings for propulsion applications range from 300 - 800 hp, and for power generation the range is from 280kW to 532kW.

### **Scarano Boat Building, Inc. 801**

Scarano Boat established in 1975, designing and building passenger vessels since 1986. Building in aluminum, steel and wood composite, Scarano vessels have a reputation for their elegance, efficient design and ability to appreciate in value. While Scarano excels in creating the vintage feel and charm we also appreciate the needs of specific operations and work with owners to create the vessel that will serve their unique requirements.

### **SeaKits, Inc. 611**

SeaKits provides the most advanced computerized maintenance management program specifically developed for the marine industry to address maintenance, repair, and operations (MRO). Our Fleet Solutions provides a

fleet portal to manage maintenance and spare parts inventory across a fleet of vessels with multiple shore-side parts depots.

### **SharpShooter Imaging 404**

SharpShooter Imaging provides professional onsite 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 505**

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. 603**

Siriusware Salesware supplies ferry operators the ability to quickly sell dynamically priced 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 103**

SkipperLiner is the largest builder of 149 passenger dinner cruise vessels in the United States, 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, web-based business resource center, and annual operators meetings designed to improve return on investment. Our design studio portfolio features these engineered products - motor yachts, paddlewheelers, and canal boats/water taxis.

### **Timco Industries, Inc. 101**

Timco Industries is a distributor of marine equipment and supplies. Our offerings include: deck fittings, hatches, winches, doors, bearings, bumpers, engine & transmission gauges and controls, electrical equipment, pollution control equipment, searchlights, navigation lights, and safety equipment. Based in New Albany, IN and Houston, TX, we can ship products anywhere.

### **Twin Disc, Inc. 301**

Twin Disc (R) is a designer and manufacturer of total vessel management systems. Products include marine transmissions, electronic propulsion controls, Arneson Surface Drives, water jets, Rolla propellers, and a complete line of marine hydraulics.

### **Ultra Dynamics, Inc. 806**

Ultra Dynamics manufactures the UltraJet line of marine waterjets and the JetMaster line of waterjet control systems. We manufacture waterjets that match to engines in the 150hp to 2,000hp range. Our JetMaster joystick control systems simplify and improve vessel handling.

### **U.S. Coast Guard 609**

Direct all Coast Guard operations along the Western Rivers and Gulf Coast aimed at preventing marine casualties, accidents and security incidents.

### **Virtual Ticketing Solutions, Inc. 610, 612**

VIRTUAL TICKETING SOLUTIONS was formed to support the needs of the Passenger Vessel Industry. Our tightly integrated system was designed to give you complete management control over your operations. This includes ticketing, reservations, resource management, and accounts receivables: which will reduce your costs. It will also provide you increased sales through our no cost marketing programs, which include, easy access bookings through web-sites, private web pages, Face book, Twitter, etc.

### **Voith Turbo Marine 310**

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 carbon shafts, universal joints, connection and torque release couplings, as well as fluid and torsional systems.

### **VT Halter Marine 303**

VT Halter Marine designs and builds ocean going, state-of-the-art vessels, for both military and commercial applications up to Panamax size. Vessel types include: Patrol Vessels, SPE-COPS Craft, Logistics Vessels, Landing Craft, Car Carriers, Oil and Cargo Vessels, PSVs, Ferries, ATBs, Research Ships and Fast Sea Lift Vessels.

### **WorkBoat Magazine 207**

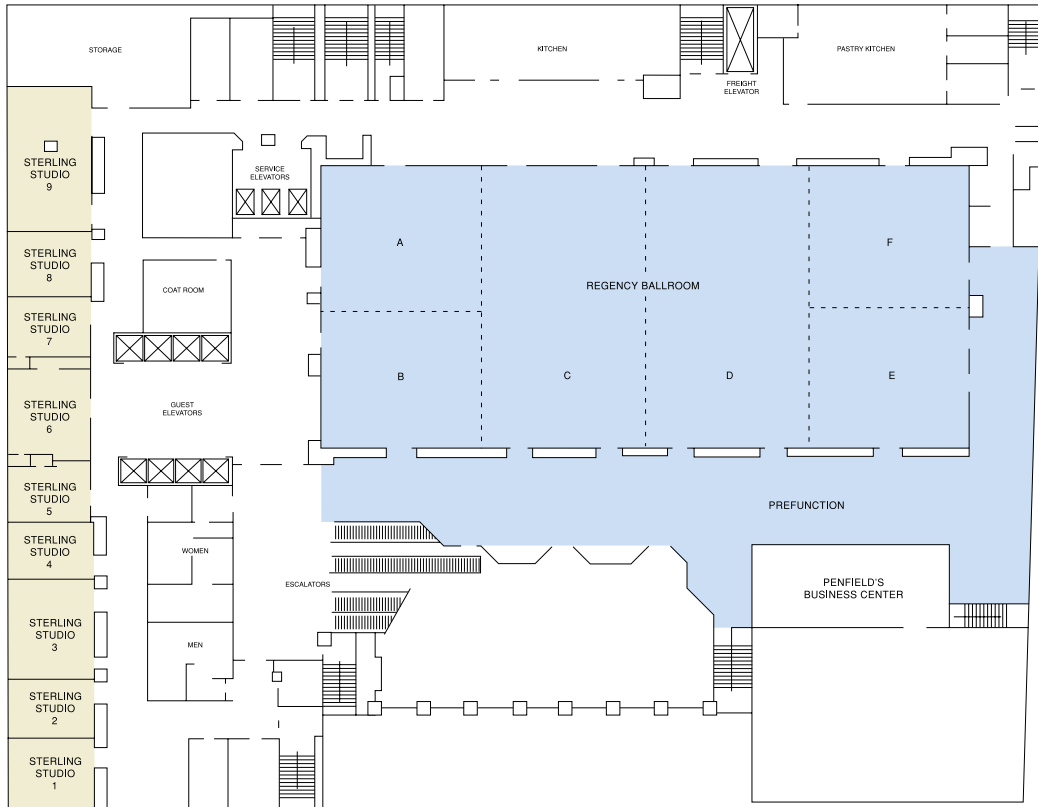
WorkBoat Magazine ([www.workboat.com](http://www.workboat.com)) and the International WorkBoat Show ([www.workboatshow.com](http://www.workboatshow.com)) are the undisputed leaders in connecting buyers and sellers in the shallow draft commercial marine market in North America. The WorkBoat Show, November 30 - December 2 in New Orleans has over 1,000 exhibiting companies and attracts buyers from all over North America and 50 foreign countries.

### **ZF Marine, LLC 403**

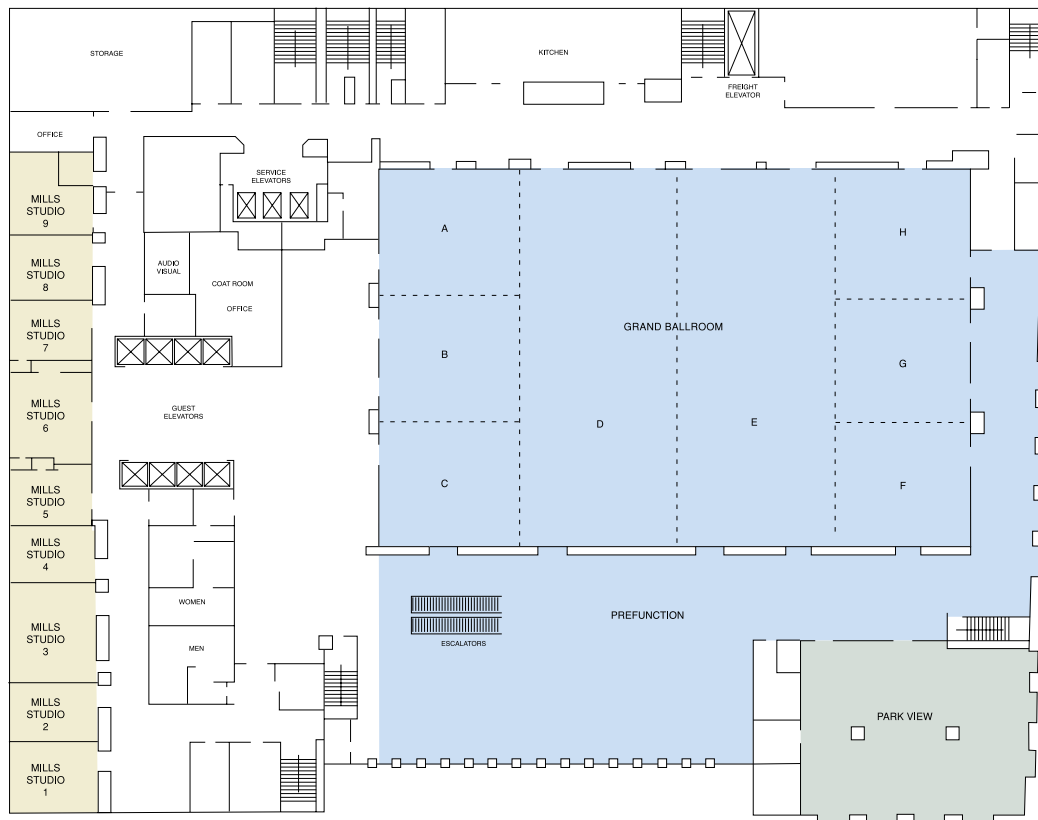
ZF Marine, a world leader in marine propulsion technology has now acquired HRP Thrusters. ZF Marine now offers a complete line of steerable thrusters.

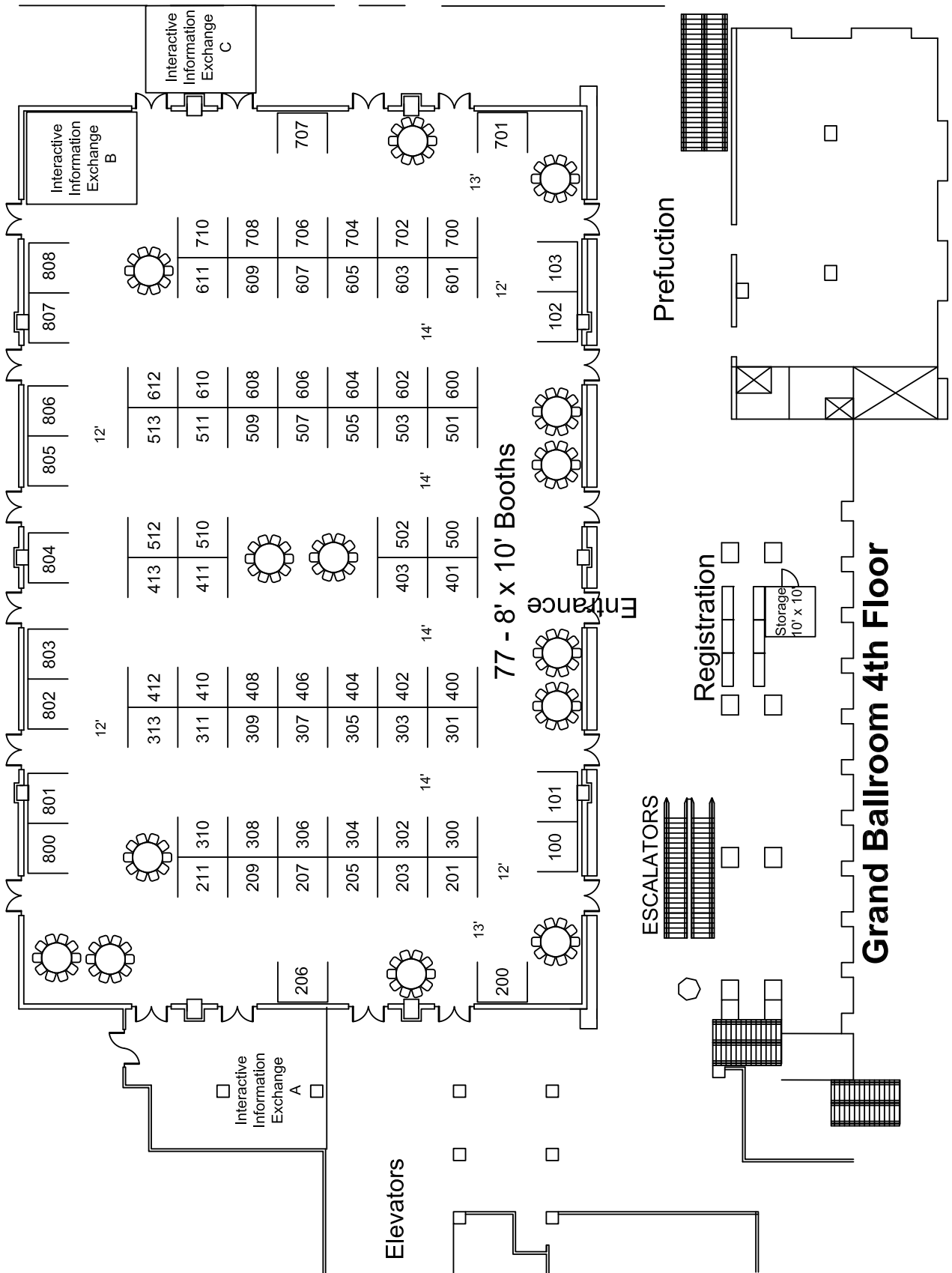
# MariTrends 2011 Hyatt Regency St. Louis at The Arch

## Second Floor



## Fourth Floor (see detailed floor plan on page 19)





**Grand Ballroom 4th Floor**



**Mark Your  
Calendars**

**PVA ANNUAL  
CONVENTION  
AT MARITRENDS  
2012**

**JANUARY 28-31  
HILTON PORTLAND  
AND EXECUTIVE  
TOWER**

**PORTLAND, OR**