



Florida-Caribbean Cruise Association 19th Annual Cruise Conference & Trade Show

CURACAO

October 1-5, 2012



FCCA Member Lines

AIDA Cruises • Azamara Club Cruises • Carnival Cruise Lines • Celebrity Cruises • Costa Cruise Lines
Cunard Line • Disney Cruise Line • Holland America Line • MSC Cruises (USA) Inc.
Norwegian Cruise Line • P&O Cruises • Princess Cruises
Royal Caribbean International • Seabourn

President's Message



The Florida-Caribbean Cruise Association's mandate is to foster a better understanding of the cruise industry and to develop cooperative relationships with our destination partners at both the public and private sector levels in order to create a win-win situation for all.

If you are doing business with the cruise industry or would like to be doing business with us, you need to be at this event - the 19th Annual FCCA Cruise Conference & Trade Show, taking place in Curaçao, October 1-5, 2012.

In 2012, the Conference's business sessions, social functions and trade show will again provide a superb forum to cruise industry partners for the exchange of information, sharing of ideas and cultivation of valuable business relationships.

Conference Benefits

- Increase your cruise industry contact base. Dozens of cruise executives from the operations, purchasing, marketing and shore excursions areas will be in attendance and committed to working with you.
- Gain insight on what the cruise lines are looking for in terms of shore excursions, products, services and ports of call.
- Establish a clear vision that will map the road to success in your dealings with the cruise lines.
- Save time, effort and money - this is the only event where the top decision makers from the 14 FCCA Member Cruise Lines come together for four entire days.

Don't miss this opportunity to meet and develop business/personal relationships with some of the cruise industry's top executives. I look forward to seeing all of our cruise industry partners in Curaçao... You will benefit from this event!

Respectfully yours,

A handwritten signature in black ink that reads "Michele M. Paige".

Michele M. Paige

General Information

CONFERENCE OVERVIEW

For many cruise executives, destinations, suppliers and tour operators, the annual FCCA Cruise Conference & Trade Show is the premier industry event of the year to meet with key industry players, analyze trends and discuss current issues. It is because of the unique forum provided by the Conference that nearly 1,000 cruise industry partners, including approximately 100 cruise executives, attend each year.

TRANSPORTATION INFORMATION

Dutch Antilles Express (DAE) is the official airline of the 19th Annual FCCA Cruise Conference & Trade Show. A regional airline based in Curaçao at the Hato International Airport, operates high frequency, scheduled services between Curaçao and a variety of destinations, including Aruba, Bonaire, St. Maarten, Santo Domingo, Caracas, Maracaibo, Valencia and its newest destination, Miami.

Special conference fares on American Airlines are available using promo code 5692BV – either online: www.aa.com or 1-800-433-1790. Additional airlines to Curaçao are: Avianca, Copa, and Insel Air.

WHO SHOULD ATTEND?

• Ports & Destinations • Cruise & Tourism Agencies • Tour Operators • Attractions • Suppliers • Ship Agents

REGISTRATION

Only registrations received prior to the Conference and paid in full will be deemed a pre-paid registration.

Registrations processed at the conference site will be charged a premium rate of \$1,500 U.S.

CONFERENCE OPENING CEREMONY

The Conference Opening Ceremony will be held on Tuesday, October 2, 2012.

WORKSHOPS

The Conference offers a number of round-table discussions led by an impressive roster of industry experts and guest speakers who are specialists in marketing, sourcing, shore excursions and operations.

INFORMAL BREAKOUT SESSIONS – One-on-One Meetings

The FCCA will pre-set meetings with cruise executives; however, you must be pre-registered as a Delegate and paid in full in order to schedule one-on-one meetings. **All meetings must be pre-assigned prior to the conference, as there will not be an opportunity to register on-site - No Exceptions!** Separate information will be sent at a later date. (Meetings will be arranged on a first-come, first-served basis at the discretion of the cruise executives and will be limited to 15 minutes each.)

FCCA GOLF CLASSIC

This is your chance to tee-off with some of the industry's top cruise executives. FCCA's Annual Golf Tournament is a fun-filled, shotgun-style (teams of four, where only the best shot is played) event slated for Tuesday, October 2nd. Don't miss this opportunity to play in a foursome hosted by a cruise executive and contribute to a worthy cause (all proceeds benefit the FCCA Foundation).

CRUISE AUCTION

The FCCA Member Lines will be providing cruise vacations for a silent auction, where cruises will go to the highest bidder at a fraction of their retail value. The auction will take place at the FCCA booth in the exhibition (all proceeds benefit the FCCA Foundation).

QUESTIONS AND INFORMATION

If you have questions regarding the Conference and Trade Show, please contact the FCCA office at: Tel: 954-441-8881, Fax: 954-441-3171 or E-mail: tcannici@f-cca.com.

Travel Information

We are pleased to offer you the following special hotel rates. In order to ensure that you are able to stay in the hotel of your choice at the lowest rate available, we strongly recommend that you make all travel arrangements as early as possible.

OFFICIAL CONFERENCE HOTELS

Official FCCA Conference Headquarter Hotel #1

The Marriott Curaçao Beach Resort & Emerald Casino

****Sold-out****

Official FCCA Conference Headquarter Hotel #2

Renaissance Curaçao Resort & Casino

Rates start at \$ 179.00 per room plus applicable taxes. 10 minute shuttle ride to the FCCA conference venue - The World Trade Center Curaçao Convention Center and 15 minutes from Hato International Airport.

Reservations contact: reservations@curacaorenaissance.com

Telephone: 011-599-9-435-5000 – Be sure to identify yourself as an FCCA Conference attendee to receive the special rate.

Alternate Conference Hotels

Sandton Hotel Kura Hulanda & Casino

Rates start at \$ 139.00 per room plus applicable taxes. 10 minute shuttle ride to the FCCA conference venue - The World Trade Center Curaçao Convention Center and 20 minutes from Hato International Airport.

Reservations contact: Tamiko.torres@kurahulanda.com or janith.agunbero@kurahulanda.com

Telephone: 011- 599-9-434-7700 – Be sure to identify yourself as an FCCA Conference attendee to receive the special rate.

Hilton Curaçao

Rates start at \$ 195.00 per room plus applicable taxes. 5 minute shuttle ride to the FCCA conference venue - The World Trade Center Curaçao Convention Center and 15 minutes from Hato International Airport.

Reservations contact: amaryllis.magdalena@hilton.com

Telephone: 011- 599-9-462-5846 – Be sure to identify yourself as an FCCA Conference attendee to receive the special rate.

Clarion Hotel & Suites

Rates start at \$ 114.00 per room plus applicable taxes. Located across the street from the World Trade Center Curaçao Convention Center and 15 minutes from Hato International Airport.

Reservations contact: reservations@clarionhotelcuracao.com

Telephone: 011-599-9-433-6666 – Be sure to identify yourself as an FCCA Conference attendee to receive the special rate.

TRANSPORTATION

Complimentary transportation to and from the airport and all Conference events will be provided to all registered attendees staying at official FCCA Conference Hotels.

Preliminary Agenda

MONDAY ~ October 1st

7:00 AM - 8:00 AM	Breakfast
8:00 AM - 12:00 PM	Trade Show, Exhibitor Move-in
10:00 AM - 1:00 PM	Conference & Trade Show Registration
12:00 PM - 2:00 PM	Lunch
1:00 PM - 9:00 PM	Trade Show, Exhibitor Move-in
2:30 PM - 7:00 PM	Conference & Trade Show Registration
4:00 PM - 5:00 PM	Workshop
5:30 PM - 6:30 PM	Workshop
7:30 PM - 9:30 PM	Dinner

TUESDAY ~ October 2nd

7:00 AM - 8:00 AM	Breakfast
7:00 AM - 1:30 PM	FCCA Golf Tournament & Awards Luncheon
8:00 AM - 12:00 PM	Trade Show, Exhibitor Move-in
9:00 AM - 12:00 PM	Conference & Trade Show Registration
9:00 AM - 12:00 PM	One-on-One Meetings - <i>Cruise Executives & Delegates ONLY</i>
9:00 AM - 1:30 PM	Complimentary Tours
12:00 PM - 2:00 PM	Lunch
2:00 PM - 6:00 PM	Conference & Trade Show Registration
2:00 PM - 3:00 PM	Coffee Break @ Workshops
2:30 PM - 4:00 PM	Workshop
4:30 PM	Trade Show Grand Opening
4:45 PM - 6:15 PM	Cocktail Reception @ Trade Show
6:30 PM - 7:30 PM	Conference Opening Ceremony
8:00 PM - 11:00 PM	Welcome Party

WEDNESDAY ~ October 3rd

7:00 AM - 8:00 AM	Breakfast
8:00 AM - 11:00 AM	Conference & Trade Show Registration
9:00 AM - 12:00 PM	One-on-One Meetings - <i>Cruise Executives & Delegates ONLY</i>
9:00 AM - 2:00 PM	Trade Show
9:30 AM - 10:30 AM	Coffee Break @ Trade Show
10:00 AM - 10:30 AM	CEO/Presidents & Minister Reception
10:30 AM - 12:00 PM	CEO/Presidents & Minister Meeting
11:30 AM - 2:00 PM	Lunch
1:00 PM - 4:00 PM	Trade Show
1:00 PM - 2:00 PM	Coffee Break @ Trade Show
1:30 PM - 2:30 PM	Round Table With Presidents & CEO's
2:00 PM - 4:00 PM	Late Registration
3:00 PM - 4:00 PM	Press Conference
3:00 PM - 4:30 PM	One-on-One Meetings - <i>Cruise Executives & Platinum Members ONLY</i>
5:00 PM - 6:30 PM	Workshop
7:30 PM - 11:30 PM	Curaçao Night Extravaganza

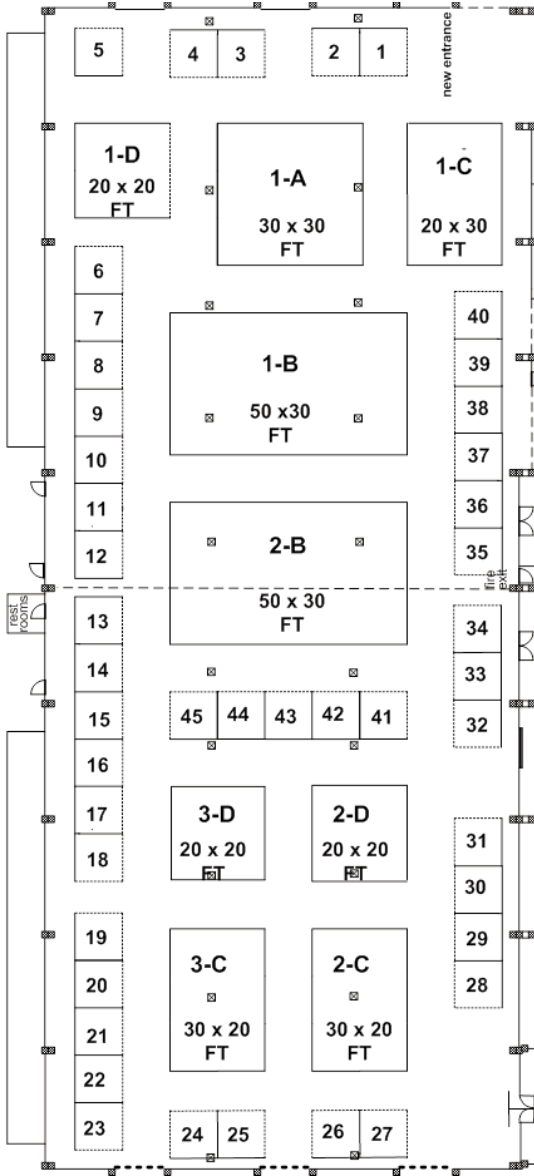
THURSDAY ~ October 4th

7:00 AM - 8:00 AM	Breakfast
8:00 AM - 9:30 AM	One-on-One Meetings - <i>Cruise Executives & Delegates ONLY</i>
8:30 AM - 2:00 PM	Trade Show
10:00 AM - 11:00 AM	Coffee Break @ Trade Show
10:00 AM - 11:00 AM	Coffee Break @ Workshops
10:00 AM - 11:30 AM	Workshop
12:00 PM - 2:00 PM	Lunch
12:00 PM - 2:00 PM	Exclusive Platinum Luncheon - <i>Cruise Executives & Platinum Members ONLY</i>
2:30 PM - 7:00 PM	Trade Show, Exhibitor Tear-down
3:00 PM - 5:00 PM	One-on-One Meetings - <i>Cruise Executives & Delegates ONLY</i>
6:30 PM - 7:30 PM	Exclusive Cocktail Reception - <i>Cruise Executives & Platinum Members ONLY</i>
8:00 PM - 11:00 PM	Conference Closing Party

FRIDAY ~ October 5th

9:00 AM - 2:00 PM	Complimentary Tours
9:00 AM - 6:00 PM	Exclusive Tour - <i>Cruise Executives, Associate & Platinum Members ONLY</i>

Trade Show



WHY YOU SHOULD EXHIBIT

The FCCA's annual trade show is the premier event to meet cruise executives from all major cruise lines in an intimate and personal setting.

The FCCA Trade show offers unparalleled opportunities for you to launch and build relationships with top-level, decision-making cruise executives.

Cruise executives walking our trade show floor have purchasing power for the lines they represent; you will have a captive audience to showcase your products and services.

SHOW FACTS

Venue: World Trade Center Curaçao

Targeted Exhibitors: 110

Exhibitor Profiles: Cruise industry suppliers and destinations

Targeted Attendance: 1,200

COST OF EXHIBITING

Booth package (10 sq. ft. X 10 sq. ft.) - \$3,450 (includes booth structure, company ID sign, carpeting and basic furniture).

There are also several pavilion options available (please contact us for pricing).

For more information on exhibiting, please contact James Kazakoff: 954-441-8881 or james@f-cca.com

Registration Form

Company: _____

Address: _____

City/State/Zip: _____

Country: _____ E-mail: _____

Tel: _____ Fax: _____

Area of Interest: Shore Excursions Purchasing Marketing Operations Other _____

Pre-Paid Registration - After August 31, 2012

Non-Member Registration Per Attendee (Without Membership) # _____ x \$ 1200.00 = _____

Bonus Delegate Registration (Includes One-year Associate Membership) # _____ x \$ 1400.00 = _____

Current FCCA Members # _____ x \$ 900.00 = _____

Additional Attendees under the Same Organization # _____ x \$ 900.00 = _____

Exhibitors (Must Have Trade Show Space Confirmed) # _____ x \$ 550.00 = _____

Onsite Delegate Registration per attendee # _____ x \$ 1,500.00 = _____

TOTAL = _____

Delegate conference fee includes: All meals as outlined in agenda/conference program, round trip transfers to and from official conference hotels and official conference functions, access to workshops, eligibility to schedule one on one meetings with cruise executives, entertainment, pre and post conference tours, welcome bag, official conference shirt. For more information on FCCA Membership benefits please visit our website – www.f-cca.com

Please PRINT clearly or TYPE the Name(s) & Title(s) of all participants, for their Badge.
NAME & TITLE:

Delegate Exhibitor

Payment Options:

- Check or Money Order, in U.S. dollars drawn on a U.S. bank ~ payable to the FCCA
- Credit Card (Signature of cardholder and completed registration required for processing)

Card Number: _____

Name of Cardholder: _____ Exp. Date: _____

Signature: _____

Payment & Cancellation Policy:

Cancellations must be in writing: There will be a minimum cancellation fee of \$100. No refunds or credit will be offered after *September 3, 2012*.

FLORIDA-CARIBBEAN CRUISE ASSOCIATION

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PICTURES SPEAK LOUDER THAN WORDS



CURAÇAO PORTS AUTHORITY

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