



FLORIDA-  
CARIBBEAN  
CRUISE  
ASSOCIATION

## Winning With Teamwork

The 12th Annual FCCA  
Caribbean Cruise Conference & Trade Show

St. Kitts... September 27-30, 2005

***Become Part of the FCCA Team,  
REGISTER TODAY!***

### FCCA MEMBER CRUISE LINES

Carnival Cruise Lines • Celebrity Cruises • Costa Cruise Lines • Cunard Line  
Disney Cruise Line • Holland America Line • MSC Cruises • Norwegian Cruise Line  
Princess Cruises • Radisson Seven Seas Cruises • Royal Caribbean International  
Topaz International Cruises • Windstar Cruises

# 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, 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 them, you need to be at this event - the 12th annual FCCA Caribbean Cruise Conference & Trade Show taking place in St. Kitts.

In 2005, 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

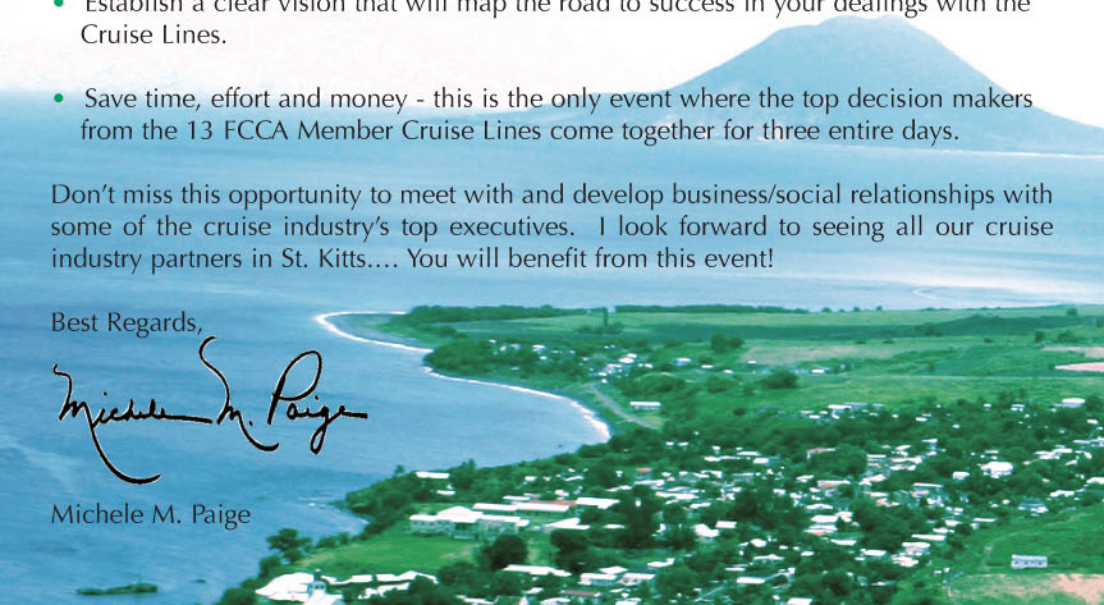
- Increase your cruise industry contact base; dozens of cruise executives from the Operations, Purchasing, Marketing and Shore Excursions areas will be in attendance and committed to work with you.
- Gain insights on what the Cruise Lines are looking for in terms of products, services and ports of call.
- 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 13 FCCA Member Cruise Lines come together for three entire days.

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

Best Regards,

A handwritten signature in black ink that reads "Michele M. Paige". The signature is written in a cursive, flowing style.

Michele M. Paige



# General Information

## CONFERENCE OVERVIEW

For many cruise executives, destinations, suppliers and tour operators, the annual FCCA Caribbean 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.

## WHO SHOULD ATTEND?

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

## CONFERENCE OPENING CEREMONY

The Conference Opening Ceremony will be held on Wednesday, September 28, 2005. The keynote address will be given by **Mr. Micky Arison, Chairman of the FCCA and Chairman & CEO, Carnival Corporation.**

## 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, shore excursions and operations. The following is a sampling of last year's workshop topics:

- Breaking into the Industry / Guidelines for New Tour Operators
- Catering to the Family Market
- Ingredients of a Successful Tour
- Website and Electronic Distribution
- Converting Cruisers to Land-Based Vacationers
- Port Security

## INFORMAL BREAKOUT SESSIONS ~ One-on-One Meetings

Designated times have been set aside for delegates to meet with cruise executives on a "one-on-one" basis. The FCCA will endeavor to pre-set these 'informal' meetings for officially pre-registered delegates (**meetings will be limited to 10 minutes each**).

## HOTEL INFORMATION

Please contact the St. Kitts Marriott Resort, the official Conference hotel, directly with any questions you may have regarding your stay and to make your reservations. Be sure to identify yourself as an FCCA Conference participant to guarantee rate. Discounted rates may not be available if booked after **September 1, 2005**. Rates start at **US \$87** plus applicable taxes and fees, reserve your room today:

**Tel: 869-466-1200 • Fax: 869-466-2405 • E-mail: [janice.laing@marriotthotels.com](mailto:janice.laing@marriotthotels.com)**

## TRANSPORTATION

American Airlines is offering FCCA Conference attendees discounted rates. To make your reservations please call American Airlines directly at: **1-800-433-1790**, and refer to **Starfile # 0595AC**.

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

## QUESTIONS AND INFORMATION

If you have questions regarding the Conference, Trade Show or any other information in this brochure, please contact the FCCA office @ Tel: 954-441-8881, Fax: 954-441-3171 or E-mail: [tcannici@f-cca.com](mailto:tcannici@f-cca.com).

# Preliminary Agenda

## MONDAY ~ September 26th

- 2:00 PM - 5:00 PM Conference & Trade Show Registration
- 5:00 PM - 9:00 PM Trade Show, Exhibitor Move-in
- 7:00 PM - 9:00 PM Conference & Trade Show Registration

## TUESDAY ~ September 27th

- 6:30 AM - 1:00 PM FCCA Golf Tournament & 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 - 12:30 PM Tours
- 1:00 PM - 5:30 PM Conference & Trade Show Registration
- 1:30 PM - 2:30 PM Cocktail Reception @ Trade Show
- 2:30 PM - 5:30 PM Trade Show Grand Opening
- 4:00 PM - 5:30 PM Informal Breakouts, On-site Registration  
Delegates ONLY
- 7:00 PM - 8:00 PM Business Card Exchange Cocktail Party  
Cruise Executives & Delegates ONLY
- 8:00 PM - 11:00 PM Welcome Party (@ The Marriott)

## WEDNESDAY ~ September 28th

- 7:00 AM - 8:15 AM Exclusive Breakfast & Meeting  
Cruise Executives ONLY
- 7:00 AM - 8:15 AM Breakfast
- 8:00 AM - 12:00 PM Late Registration ~ Conference & Informal Breakouts
- 8:45 AM - 9:45 AM Conference Grand Opening
- 10:30 AM - 11:30 AM Coffee Break @ Trade Show
- 10:30 AM - 12:00 PM Trade Show
- 10:30 AM - 12:00 PM Workshops - Session 1
- 12:00 PM - 1:30 PM Lunch
- 1:30 PM - 3:00 PM Workshops - Session 2
- 1:30 PM - 5:30 PM Trade Show
- 3:00 PM - 4:00 PM Coffee Break @ Trade Show
- 4:00 PM - 6:00 PM Informal Breakouts, One-on-One Meetings ~ Session 1  
Cruise Executives & Delegates ONLY
- 7:00 PM - 8:00 PM Exclusive Cocktail Party  
Cruise Executives & Ministers ONLY
- 8:00 PM - 11:30 PM St. Kitts' Night Extravaganza (@ Port Zante)

## THURSDAY ~ September 29th

- 7:00 AM - 8:30 AM Breakfast
- 8:30 AM - 11:30 AM Informal Breakouts, One-on-One Meetings ~ Session 2  
Cruise Executives & Delegates ONLY
- 9:00 AM - 12:00 PM Trade Show
- 10:00 AM - 11:00 AM Coffee Break @ Trade Show
- 12:00 PM - 2:30 PM Exclusive Lunch & Meeting  
Cruise Executives & Platinum Members ONLY
- 12:00 PM - 2:30 PM Lunch
- 12:00 PM - 7:00 PM Trade Show, Exhibitor Tear-down
- 2:30 PM - 4:00 PM Workshops - Session 3
- 4:00 PM - 4:30 PM Coffee Break @ Workshops
- 4:30 PM - 6:00 PM Workshops - Session 4
- 7:30 PM - 11:30 PM Conference Closing Party (@ Brimstone Hill Fortress)

## FRIDAY ~ September 30th

- 9:00 AM - 12:30 PM Tours
- 9:00 AM - 3:00 PM Exclusive Tour & Lunch  
Cruise Executives & Platinum/Associate Members ONLY

# 2005 - Registration Form

## Contact Information

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Country: \_\_\_\_\_ E-mail: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Area of Interest:     Shore Excursions     Purchasing     Marketing     Operations

Other \_\_\_\_\_

## Registration Options

Delegate(s) # \_\_\_\_\_ x \$ 650.00 = \_\_\_\_\_

Associate Member Delegate(s) [Up-to-date Membership required] # \_\_\_\_\_ x \$ 600.00 = \_\_\_\_\_

Exhibitor(s) # \_\_\_\_\_ x \$ 495.00 = \_\_\_\_\_

Trade Show Booth(s) ~ (10' x 6') # \_\_\_\_\_ x \$ 2,400.00 = \_\_\_\_\_

Trade Show Booth(s) ~ (8' x 6') # \_\_\_\_\_ x \$ 2,100.00 = \_\_\_\_\_

Trade Show Booth(s) - Premium Location # \_\_\_\_\_ x \$ 500.00 = \_\_\_\_\_

Exhibitors ~ Please indicate the Company Name for your booth sign:

Guest (social functions ONLY) # \_\_\_\_\_ x \$ 395.00 = \_\_\_\_\_

FCCA Golf Classic ~ Charity Tournament # \_\_\_\_\_ x \$ 195.00 = \_\_\_\_\_

**TOTAL = \_\_\_\_\_**

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

NAME & TITLE:

Delegate Exhibitor Guest Golf

_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### 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: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name of Cardholder: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Signature: \_\_\_\_\_

### Payment & Cancellation Policy:

Cancellations must be in writing, there will be a minimum cancellation fee of \$100. No refunds may be offered after September 10, 2005.

FLORIDA-CARIBBEAN CRUISE ASSOCIATION  
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