

Course Overview

"The result of the CPE training program will change the way we engage our staff leaders and challenge them with goals and objectives"

Rick Blackmore, General Manager, Certified Port Executive, Total Terminals

The CPE Certified Port Executive Program™ is designed for professionals involved in the operation of ports, terminals, vessels and the broader transportation system.

The program is designed to give participants the tools and knowledge to make their organization more effective. Upon completion of the five day course, participants can expect to have a broad understanding of the operation of seaport and terminal operations.

Public Classes & In-Company Classes

The public Certified Port Executive program is typically taught over 5 days in a small class setting of 10-15 students. Courses are taught in major port cities across North America.

In-Company custom, group classes are designed for groups of people from the same organization and are taught at a time and place of the sponsoring company's choosing.

Participant Benefits

- Participants acquire real world knowledge of port and terminal operation and management.
- New talent acquisitions are quickly on-boarded into the industry and demonstrate accelerated effectiveness in their new positions.
- Experienced employees benefit from refreshing and updating core industry knowledge.

Organizational Talent Management Benefits

- Accelerated ROI on new talent acquisitions.
- Improved retention and growth of key existing employees.
- Provides a structured, scalable and cost effective process for growing organizational capacity.

Course Overview

Who should attend?

Port Authority and Terminal Operator management represent the majority of past program participants. The balance of program Alumni come from a range of sectors including logistics, law enforcement and government, to name just a few.



"Systematically integrated practical, real world experience during the course, addressed the strategic as well as the day to day problems that may arise within any typical port environment – public and/or private. I have already recommended this course to my other colleagues without hesitation."

Jeff Culberston, Certified Port Executive Alumni, Director of Commercial Services, Penn Terminals Inc.



In-Company Custom, Group Courses



Many larger organizations find that in-company delivery of the CPE Certified Port Executive program meets the needs of a larger number of managers more quickly.

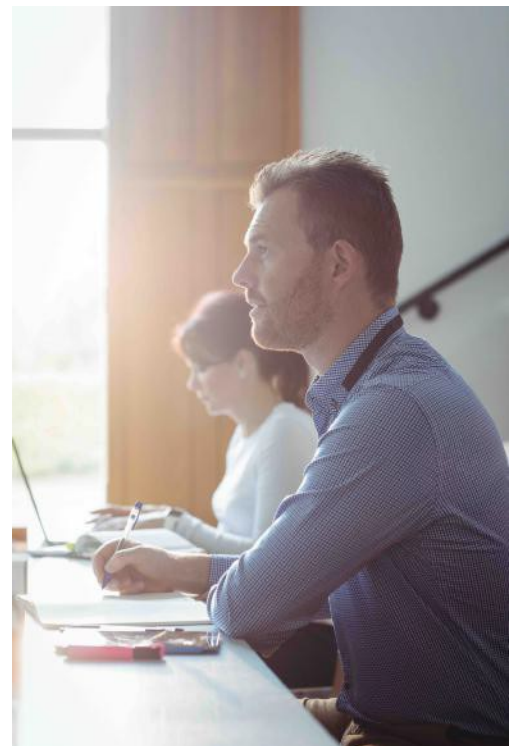
Why consider in-company training for your team?

- 1 Time effective
- 2 Cost effective
- 3 More managers trained more quickly
- 4 Tailored to your requirements

TIME EFFECTIVE Having a Certified Port Executive Program instructor lead a course on your premises minimizes out-of-office time and eliminates the need for employee travel to and from an off-site training location.

COST EFFECTIVE In-company custom training eliminates or greatly reduces the travel, lodging and per-diem costs associated with off-site training. Estimated savings are significant for larger groups.

TAILORED TO YOUR COMPANY'S REQUIREMENTS In-company training allows for greater tailoring of the course content to an organization's specific requirements. A closed class, in-company environment also allows for private discussion about internal company issues.



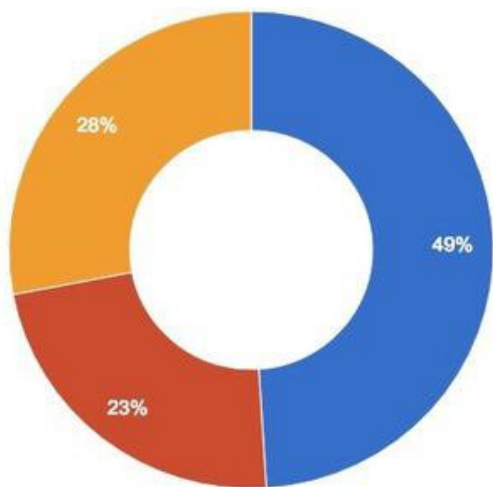
Student Profile

CPE Certified Port Executive Alumni. Who are they?



Two of the most common questions asked by people interested in taking the Certified Port Executive Program are "***Who are your Alumni?***" and "***Would someone with my background benefit from the program?***".

With that in view, the following provides a brief demographic snapshot of the 450 Alumni to help answer those questions.

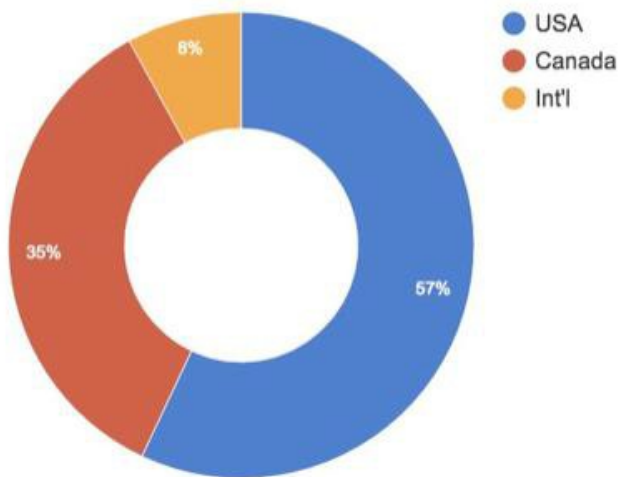


***Certified Port Executive Alumni
by Industry Segment***

Almost 50% of the Alumni come from Port Authorities. The next largest segment are from Terminal Operators at 23%. The balance of Alumni come from other supply chain stake-holders.

- Port Authority
- Terminal Operator
- Other

Student Profile



**Certified Port Executive Alumni:
Country of Origin**

Alumni hail from 13 countries with the largest groups coming from the United States (57%) and Canada (35%).

Certified Port Executive Alumni represent the full spectrum of cargo types



Certified Port Executive Alumni by Cargo Type

"Having a full understanding of all the operations of the Port and how departments and roles work together to achieve an overall goal is a valuable asset to our workforce and this course provided that comprehensive overview."

Dr. Noel Hacegaba, CPE Certified Port Executive Alumni,
Chief Commercial Officer, Port of Long Beach





Most common job titles of Certified Port Executive Alumni

- Continuing Education Units (CEUs) & Certificate

MacDonnell Group, the provider of The CPE Certified Port Executive Program is recognized by the Engineering Institute of Canada (EIC) as a participating partner in their Continuing Education Program. EIC’s Continuing Education Program is supported by The Canadian Council of Professional Engineers, The Association of Consulting Engineers of Canada, and The Canadian Academy for Engineering. Providers recognized by the EIC are responsible for the development and delivery of high quality learning activities, complying with EIC Program Standards. The CPE

