

2014 AIRPORTS COUNCIL INTERNATIONAL-NORTH AMERICA ASSOCIATE MEMBERSHIP PROSPECTUS



THE VOICE OF AIRPORTS[®]

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WELCOME

Airports Council International-North America (ACI-NA) represents Airport Members who enplane 95 percent of all domestic and virtually all international airline passenger and air cargo traffic in North America. The mission of ACI-NA is to advocate policies and provide services that strengthen the ability of airports to serve their passengers, customers, and communities. ACI-NA resources include experienced, professional staff that, working with our members, develop and advocate common positions and represent those interests before government, industry, and the public.

ACI-NA's World Business Partners (WBP) & Associate Members represent the wide variety of private industry businesses that provide products, equipment and services to airports and the aviation industry. Through their membership, ACI-NA WBP/Associate Members work with ACI-NA Airport Members to address industry issues and discuss new technologies and innovative ideas.

Your membership will provide opportunities to become involved in ACI-NA Committees and Steering Groups, connect with clients at industry functions, share your industry expertise through speaking engagements and market your business to airport decision-makers. Your involvement will serve to enhance the organization's role as the Voice of Airports® in the aviation industry.

ACI-NA's WBP/Associate Members elect their own Board which guides the activities and participation of these companies in the association. There are currently more than 380 participating companies among the ACI-NA WBP/Associate Members.

Within this prospectus is an application for ACI-NA membership, identifying WBP & Associate Member levels and a schedule of fees. All memberships are corporate in nature – the company is considered the member, and all employees of the Member company are extended member benefits.

If you have any questions concerning ACI-NA's World Business Partners & Associate Member programs, please contact Member Services at memberservices@aci-na.org.

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MEMBERSHIP BENEFITS

PROMOTION

- Corporate listing and description in the ACI-NA Annual Membership Directory
- Recognition in the ACI-NA *Centerlines* magazine
- Recognition in the ACI-NA *Daily Clips* broadcast
- Listing and website link in the ACI-NA Online Buyers Guide
- Use of ACI-NA logo in accordance with the official logo guidelines
- Listing on the ACI-NA website
- Advertising opportunities on website and publications
- Exhibit hall to showcase products and services at Annual Conference & Exhibition

Additional benefits for ACI-NA World Business Partners:

- + Listing and website link on the ACI World Business Partners website (www.wbp.aero)
- + Use of ACI World Business Partners logo in accord with the official logo guidelines

COMPLIMENTARY PUBLICATIONS

- ACI-NA Annual Membership Directory
- ACI-NA *Daily Clips* broadcast
- ACI-NA *Centerlines* quarterly magazine
- ACI-NA annual Traffic Report (electronic version)
- Committee Briefs
- Governmental Affairs updates
- ACI-NA statistics and resources:
 - *Capital Needs Study
 - *Airport Traffic report
 - *Economic Bulletin
 - *Passenger Services survey
 - *Economic impact of airports report

Additional benefits for ACI-NA World Business Partners:

- + ACI World Membership Directory
- + ACI *Airport World* magazine (two subscriptions)
- + ACI World monthly traffic statistics and annual Traffic Report (electronic version)
- + ACI Airports Economic Survey

CONFERENCES

- Member rates to attend all ACI-NA/ACI World events
- Member rates for exhibition booths at ACI-NA/ACI World exhibitions
- Network and Education for specialty conferences and the Annual Conference & Exhibition
- Information for post-conference presentations and attendee rosters from registered attendees
- Sponsorship opportunities for ACI-NA events
- Training opportunities:
 - *Continuing Professional Education (CPE) and Continuing Legal Education (CLE)
 - *H.E.L.P. Program
 - *Online Learning

Additional benefits for ACI-NA World Business Partners:

- + Member rates to attend ACI Regional events
- + Sponsorship opportunities for ACI World and Regional events
- + ACI World Conference presentations on request

ADDITIONAL BENEFITS

- Access to Airport Leaders & Decision-Makers
- Participation on ACI-NA committees
- Priority response to requests for information from ACI-NA staff
- Eligible to participate on ACI-NA WBP/Associates Board of Directors (all levels except Government & Non-Profit)

Additional benefits for ACI-NA World Business Partners:

- + Priority response to requests for information to ACI World staff
- + Participation on ACI World committees in accord with World committee participation guidelines
- + Participation in ACI Global Training Courses and Programs

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Please complete this portion of the application with the official **corporate address** you wish to use for your membership.

Organization: _____
 Contact Name: _____
 Mailing Address: _____
 City, State/Province: _____
 Zip/Postal Code: _____ Country: _____
 Main Telephone: _____ Main Fax: _____
 Organization Web Site: _____

MEMBERSHIP LEVELS

Affiliate If you are currently a member with another ACI Region, and are also interested in membership with the North America region, please fill the above organizational information and submit to MemberServices@aci-na.org or fax (202) 331-1362 to learn how you can potentially receive discounts.

Please select below the appropriate membership level category based upon the airport related business revenue criteria.

ACI-NA WORLD BUSINESS PARTNERS

Members in the World Business categories automatically receive member benefits in the other ACI Regions and ACI World.

<input checked="" type="checkbox"/>	Platinum	Airport related business revenue* in North America is above \$80 million per year	\$17,285
<input type="checkbox"/>	Diamond	Airport related business revenue in North America is between \$10 and \$80 million per year	\$11,630
<input type="checkbox"/>	Gold	Airport related business revenue in North America is between \$2.5 and \$10 million per year	\$6,390
<input type="checkbox"/>	Silver	Airport related business revenue in North America is under \$2.5 million per year	\$3,140
<input type="checkbox"/>	Airport Related Business	This category exists for companies which do not meet the criteria listed above, but directly do business with or at an airport through contracts or agreements, e.g. companies doing business with the FAA, TSA or other federal agencies, etc.	\$4,295

*Airport related business revenue is defined as unadjusted gross revenue collected or received that is derived from doing business at an airport or with an airport or airport sponsor.

ACI-NA ASSOCIATES

Members in the ACI-NA Associates categories will receive benefits in North America only.

<input checked="" type="checkbox"/>	Small Business	Airport related business revenue in North America is under \$1.5 million per year, and either: less than five years in aviation, OR less than 7 employees total	\$1,835
<input type="checkbox"/>	Sole Proprietor	Airport related business revenue in North America is under \$500,000 per year, and no more than one employee total	\$695
<input type="checkbox"/>	Government & Non-Profit	Associations, universities, state or local government entities	\$755

*Airport related business revenue is defined as unadjusted gross revenue collected or received that is derived from doing business at an airport or with an airport or airport sponsor.

COMPANY OFFICER SIGNATURE: _____ TITLE: _____

By placing my signature above, I certify that the membership level selected is accurate based on the company's most recent fiscal year gross airport-related revenue in North America.

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PAYMENT

Association dues are invoiced annually, and are due upon receipt of invoice. Once remitted, payments are non-refundable.

Check	<input type="checkbox"/>	Please contact memberservices@aci-na.org for instructions									
Credit Card	<input type="checkbox"/>	Visa	<input type="checkbox"/>	MasterCard	<input type="checkbox"/>	American					
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Expiration Date	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Amount	\$	_____	US Dollars								
Name as appears on card:	_____	Signature:	_____								
<i>By placing my signature above, I certify that the information contained in this form is complete and correct.</i>											

DIRECTORY AND DATABASE

Please complete as thoroughly as possible. The information you provide will be used to update the ACI-NA/ACI databases and membership directories.

Please select two representatives from your organization to be contacts for ACI-NA.

Official Representative (primary contact)

Name: _____ Title: _____
Mailing Address: _____
City, State/Province: _____
Zip/Postal Code: _____ Country: _____
Telephone: _____ Fax: _____
Email: _____

Alternate Representative (alternate contact)

Name: _____ Title: _____
Mailing Address: _____
City, State/Province: _____
Zip/Postal Code: _____ Country: _____
Telephone: _____ Fax: _____
Email: _____

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COMPANY DESCRIPTION

Please submit a brief description of your company. Information will be used in various ACI-NA publications.

Limit description to 50 words or less.

Description:

COMMITTEE REPRESENTATIVE

ACI-NA Members are strongly encouraged to participate on all ACI-NA Committees relevant to their respective businesses. It is extremely beneficial and important that you assign a representative (Primary Contact) to the relevant 14 committees. Committee members receive timely and relevant committee communications.

Please click on the committee names below for additional committee information.

COMMITTEES	NAME/TITLE/PHONE/EMAIL
AIR CARGO	
BUSINESS DIVERSITY	
BUSINESS INFORMATION TECHNOLOGY	
COMMERCIAL MANAGEMENT	
ENVIRONMENTAL AFFAIRS	
FACILITATION	
FINANCE	
HUMAN RESOURCES	
LEGAL AFFAIRS	
MARKETING AND COMMUNICATIONS	
OPERATIONS AND TECHNICAL AFFAIRS	
PUBLIC SAFETY AND SECURITY	
RISK MANAGEMENT	
SMALL AIRPORTS	

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PRODUCT/SERVICE CATEGORIES

Please select a **maximum of three categories** that best describe the product, service, or equipment that your business represents. This listing will be used in the ACI-NA Annual Membership Directory.

AIRSIDE SERVICES

- Air Traffic Control
- Aircraft Arresting Systems
- Airfield Lighting
- Fixed Base Operator
- Gate Maintenance
- Ground Handling
- Hangars
- Noise Control
- Pavement Marking
- Snow & Ice Control

CONSTRUCTION & FACILITY DEVELOPMENT

- Airport Facility Developers
- Architects & Engineers
- Construction
- Construction Management
- Design
- Land Acquisition and Relocation
- Pavement Restoration & Rehabilitation
- Program Management
- Vibration Control

CONSULTING & MANAGEMENT

- Accountants
- Acoustics
- Air Cargo Consultants
- Air Service Development Consultants
- Airline Schedules Data
- Airlines
- Airport Insurance
- Airports
- Associations
- Consultants
- Economic Impact Consultants
- Education
- Environmental Engineers & Consultants
- Executive Search
- Facilities Management
- Financial Consultants
- Human Resources
- Insurance
- Investment Banking

- Land Acquisition Consultants
- Legal Services
- Management Consultants
- Marketing Services/Research
- Master Planning
- Passenger Services
- Passenger Transportation Consulting
- Project Management
- Public Relations
- Real Estate Services
- Research Services
- State or Local Government Entities
- Testing and Evaluation
- Training

EQUIPMENT

- 400 Hz Ground Power
- Air Conditioning Systems
- Aircraft Rescue and Firefighting
- Airside/Apron Buses
- Automated People Movers
- Baggage Handling Equipment
- Car Wash
- Cleaning Equipment and Supplies
- Energy Conservation Systems
- Equipment Identification
- Floor Covering
- FOD Detection Equipment
- Fuel Storage Tanks and Related Systems
- Furniture
- Ground Transportation
- Medical Equipment Services
- Passenger Boarding Bridges
- Passenger Luggage Carts
- Restroom Products & Supplies
- Signs & Displays
- Terminal Equipment
- Ticket Counters
- Voice Announcement

IT AND COMMUNICATIONS

- Airport Automation Tools
- Collaborative Decision Making Software
- Common Use

- Communications
- Fiber Optic Infrastructure
- Flight Information Display Systems
- Flight Tracking & Noise Monitoring Technology
- Geographic Information Systems
- Ground Communications
- Information Systems
- Software
- System Integration
- Telecommunications
- Wireless Applications Providers

PASSENGER TERMINAL CONCESSIONS

- Advertising Services
- Duty Free
- Entertainment
- Financial & Travel Related Services
- Food & Beverage
- Health & Wellness
- Lockers
- Medical Services
- News/Gift
- Parking
- Parking Systems & Equipment
- Publications
- Rental Cars
- Specialty Retail
- Telephone & Internet Services

SECURITY/SAFETY

- Access Controls
- Checkpoint
- Explosives Detection Systems
- Fencing
- Safety Products and Services
- Surveillance
- Weapons Detectors