



# IATA Ground Operation Symposium

## May 16<sup>th</sup> – 19<sup>th</sup> 2010 San Diego

This will be the 23rd Annual General Meeting of the IATA Ground Handling Council (IGHC). The meeting has grown over the years to include a large exhibition and due to continued demand; there are 60 exhibition booths available in 2010. The event also offers numerous sponsored networking opportunities.

### People You Will Meet

- Senior Managers
- Directors

Responsible for managing ground handling functions within:

- Airlines
- Airports
- Government authorities

### Industry Meeting

The IATA Ground Handling Council (IGHC) is the principal forum for all international ground handling executives. The membership is comprised of more than 400 organisations providing ground handling services to airlines worldwide. The council brings together IATA and non-IATA airlines, independent ground handling companies, airports, members of the IATA Strategic Partnerships Programme, Travel Partners and other parties to address the most pertinent ground handling issues.

### Sponsorship Pricing Concept

In addition with the association with the IATA brand – a world-class global endorsement – the sponsorship options available are tailored to strengthen your company profile, launch new products and services, and generate new business.

IATA's Sponsorship Pricing is made up of two elements:

- **The Sponsorship Fee**, which is a fixed price and includes our research and logistical services.
- **The Production Costs**, which are within your control, depending how elaborate or simple you wish to be. These two elements will be invoiced separately once an agreement on the price has been achieved.

As the concept of Sponsorship Fee has been introduced across our events, IATA offers you a variety of options from its sponsorship portfolio, or we can work with you to tailor your sponsorship scheme to your company's needs. Working with you every step of the way, our experienced events team can provide menu options (refreshment breaks, lunches or receptions) as well as brand merchandising ideas (delegate bags, gifts or promotional items).

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## General Information

### VISAS

Some nationalities may require a visa to enter the country. Please check with your local embassy or consulate when planning your trip. Alternatively, consult the Travel Information Manual or Timatic for the visa requirements. The organizers are not responsible for securing entry visas.

*For further information please visit:*  
[www.iata.org/tim](http://www.iata.org/tim)

## Exhibitor Fees

IATA Members & Partnership  
Programme Members . . . . .USD \$5,000  
Non-Members . . . . .USD \$5,800  
Two companies sharing one booth add . . USD \$1,000  
Extra additional companies, add . . . . .USD \$750 each

IATA offers a USD \$250 discount per booth (not applicable on the first booth) for multiple booth occupancy by the same company.

### Exhibit price includes:

- ✈ 2 Access badges
- ✈ Company bio in the onsite directory
- ✈ Standard booth furniture

*\*All prices are subject to applicable sales taxes.*

## Sponsorship Fee

Below are some networking and branding suggestions that provide the perfect opportunity for your company to be represented and make an impact at **Ground Handling 2008!**

### Networking Opportunities Priced in USD

- ✈ Gala Dinner . . . . . \$10,000 + costs
- ✈ Welcome Reception . . . . . \$10,000 + costs
- ✈ Lunch . . . . . \$25,000 (cost included)
- ✈ Refreshment Break . . . . . \$10,000 (costs included)

### Branding Opportunities Priced in USD

- ✈ Internet Cafe . . . . . \$10,000+costs
- ✈ Delegate Bags. . . . . \$10,000+costs
- ✈ Lanyards (exhibitors only). . . . . \$6,000+ costs
- ✈ Digital Signage Sponsor . . . . . \$7,500+ costs
- ✈ Sponsorship of Registration Area. . . . . \$7,000
- ✈ Hotel Turndown Service. . . . . \$6,500+ costs
- ✈ Branding of elevator doors or escalators. . . \$6,500+ costs
- ✈ Attendee Snack Pack or mints. . . . . \$5,000+ costs
- ✈ Welcome message or Beverage Sponsor.... \$5,000+ costs
- ✈ Stationary (exhibitors only). . . . . \$4,000+ costs
- ✈ Hotel Room Keys (exhibitors only). . . . . \$4,000+ costs
- ✈ Newspaper delivery . . . . . \$4,000+ costs
- ✈ Badge Holder Insert. . . . . \$4,000
- ✈ Delegate Bag Insert (exhibitors only). . . . . \$2,000+ costs

### All sponsorship opportunities (except Delegate Bag Insert) include:

- ✈ Delegate list before the event
- ✈ Logo on the event website plus hyperlink
- ✈ Company bio in the onsite directory
- ✈ Signage at the conference (Thanks to our Sponsor)

*\*All prices are subject to applicable sales taxes.*

For more information on Sponsorship & Exhibition Opportunities, please contact  
**Michael Huntington** at Tel: +1 514 874 0202, Ext. 3570 • **E-mail: [huntingtonm@iata.org](mailto:huntingtonm@iata.org)**