



Get Connected

to the **World's Airports**



WORLD BUSINESS PARTNER PROGRAM

**Airports Council International
Asia-Pacific Region**

ACI Asia-Pacific World Business Partner (WBP) Program

Enhance your business opportunities with Airports Council International (ACI), the ONLY association of the world's airports.

ACI Asia-Pacific World Business Partner (WBP) Program is a membership program that provides a **unique platform for you to interact with the dynamic airport industry, build a network of new contacts and explore new business opportunities.**

Your membership will provide opportunities for you to market your business to airport key decision-makers, connect with clients at ACI functions, share your industry expertise through speaking engagements and involvement in ACI committees as well as to share your views with industry experts. Your involvement will serve to enhance the organization's role as the "Voice of Airports" in the aviation industry.



Types of Membership

ACI Asia-Pacific WBP membership is open to companies and organizations, other than airlines, providing services in, to or for airports, and which desire to participate in ACI. There are three different types of membership:

- **Small Size Business Member:** up to 10 full time employees in the aviation business
- **Medium Size Business Member:** up to 50 full time employees in the aviation business
- **Large Size Business Member:** over 50 full time employees in the aviation business

Get connected ...

Enhance your business opportunities with the world's airports





Membership Benefits

All ACI Asia-Pacific WBP members enjoy the same benefits as below:

Conferences

- Invitation to exclusive WBP networking meetings and receptions with airport leaders
- ACI Member rates for participation in all ACI Asia-Pacific and ACI World events
- ACI Member rates for exhibition booths at ACI Asia-Pacific and ACI World exhibitions
- Advance information on ACI Asia-Pacific conferences and events
- Opportunities to speak at ACI Asia-Pacific and ACI World events
- Sponsorship opportunities at ACI Asia-Pacific and ACI World events

Complimentary Publications

- One hard copy of the ACI World Membership Directory
- ACI Monthly Worldwide Traffic Report and International Passenger and Freight Report (PDF)
- One copy of the Asia-Pacific Airports magazine, Airport World magazine and the ACI World Report
- Exclusive bi-weekly news bulletin "Biweekly Newsletter"

Promotion

- Use of the ACI Asia-Pacific WBP logo in accordance with the official logo policy
- Listing of corporate information and contact details in ACI World Membership Directory
- Preferential rates in posting web banners on ACI Asia-Pacific official website which is inter-connected to the websites of ACI World and the other four ACI regions
- Privilege to be featured in the "New Member Profile" column in the ACI Asia-Pacific "Biweekly Newsletter" which is circulated to all ACI Asia-Pacific airport and affiliate member and other members of the aviation community
- Opportunities for contributing to the Asia-Pacific Airports magazine and Airport World magazine

Mailing List

- Two representatives on ACI Asia-Pacific mailing list

Other Benefits

- 50% off when subscribing to Aerobidz, the e-tendering services for the global airport industry
- Member rates for all ACI publications
- Privilege to post job vacancies offered by your organization directly via the ACI Asia-Pacific website, free of charge
- Participation in ACI Asia-Pacific and ACI World committee meetings where applicable and when approved by the committees



www.aci-asiapac.aero/wbp





Affiliate Members

Any WBP members of other ACI regions are eligible to join the ACI Asia-Pacific WBP Program as Affiliate Members. They shall be entitled to enjoy part of the ACI Asia-Pacific benefits by paying 20% of the standard annual dues for the membership category that they join.

Conferences

- Advance information on ACI Asia-Pacific conferences and events
- Opportunities to speak at ACI Asia-Pacific and ACI World events
- Sponsorship opportunities at ACI Asia-Pacific and ACI World events

Complimentary Publications

- One Copy of the Asia-Pacific Airports magazine
- Exclusive bi-weekly news bulletin "Biweekly Newsletter"

Promotion

- Privilege to be featured in the "New Member Profile" column in the ACI Asia-Pacific "Biweekly Newsletter" which is circulated to all ACI Asia-Pacific airport and affiliate member and other members of the aviation community
- Opportunities for contributing to the Asia-Pacific Airports magazine

Mailing List

- Two representatives on ACI Asia-Pacific mailing list

Other Benefits

- Participation in ACI Asia-Pacific committee meetings where applicable and when approved by the committees



About ACI and ACI Asia-Pacific

Airports Council International (ACI) is the association of the world's airports, created in 1991 as a non-profit organization to foster cooperation among its member airports and with other partners in the world of aviation, including governmental, airline and aircraft manufacturing organizations. Through its cooperation, ACI makes a significant contribution providing the traveling public with an air transport system that is safe, secure, efficient and environmentally responsible.

ACI has 575 members operating 1633 airports in 179 countries and territories. ACI regular members represent over 95 percent of global airport traffic. The World office is located in Geneva, with an ICAO Bureau and five regional offices which are Africa Region, Asia-Pacific Region, Europe Region, Latin America/Caribbean Region, and North America Region.

ACI Asia-Pacific, one of the five ACI regions, is based in Hong Kong and represents the interests of over 460 airports around the Asia-Pacific Region which spans the Middle East, former CIS States, the Indo-Pakistan subcontinent, Northeast and Southeast Asia, Oceania and the Pacific Islands.

Contact us:

For details of ACI Asia-Pacific WBP Program, please visit

www.aci-asiapac.aero/wbp

or contact **ACI Asia-Pacific WBP Coordinator**

Email: wbp@aci-asiapac.aero Tel: +852 2180 9449 Fax: +852 2180 9462



>>> ACI Asia-Pacific World Business Partner (WBP) Program APPLICATION FORM

(Complete and fax to +852 2180 9462, or email to wbp@aci-asiapac.aero)

For companies doing business with airports and organizations or institutions involved or interested to be involved in the aviation industry.

Company name, Company address, Country, City, Postal Code, Telephone, Fax, Company Email, Website, Product and Services

I/We join as

- Small Size Business, Medium Size Business, Large Size Business, Affiliate

Policy on ACI Asia-Pacific WBP Membership effective 1 January 2010

Membership becomes valid when payment of dues is received by ACI Asia-Pacific. However, any member joining during the course of the year shall be invoiced at a prorated basis from the beginning or the end of the month, whichever is closer to the date of receipt of the application, to 31 December of the year and shall be invoiced at the full amount starting from the second year.

Policy on use of ACI Asia-Pacific WBP logo effective 1 January 2010

ACI Asia-Pacific WBP Policy encourages its WBP members to use the ACI Asia-Pacific WBP logo on their corporate materials, subject to prior approval by ACI Asia-Pacific Regional Office. However, ACI Asia-Pacific does not permit any reference by WBP members to their membership in the programs, their affiliation with ACI, or the use of the WBP logo as part of the promotion or advertising of publications and/or any conferences they may organize.

Official Representative (Title + First Name + Last Name), Job Title, Telephone, Email, Signature, Date

I hereby confirm having read, understood and unconditionally accepted the payment terms, ACI Asia-Pacific WBP Policy on membership and Policy on use of the ACI Asia-Pacific WBP logo.

Alternative Representative (Title + First Name + Last Name), Job Title, Telephone, Email, Signature, Date

I hereby confirm having read, understood and unconditionally accepted the payment terms, ACI Asia-Pacific WBP Policy on membership and Policy on use of the ACI Asia-Pacific WBP logo.

Other Contacts on ACI Asia-Pacific Mailing List (Title + First Name + Last Name)

Job Title

Telephone (Country + city + number) Email

Other Contacts on ACI Asia-Pacific Mailing List (Title + First Name + Last Name)

Job Title

Telephone (Country + city + number) Email

Method of payment

- By Direct Transfer to ACI Asia-Pacific (details will be on the invoice provided)
- Visa MasterCard

Name (as it appears on the card)

Card No. Exp Date

Signature

Product and Services (reference code)

- Equipment:** [A1] Aircraft Engine & Manufacture [A2] Boarding Bridges & Docking Guidance Systems
 [A3] Furnishings & Equipment [A4] Purchasing Consultancy [A5] Service Provider
 [A6] Transportation [A7] Trolleys

- IT and** [B1] Information Technology [B2] System Integration [B3] Wireless/Internet

Communication:

- Retail and** [C1] Advertising [C2] Car Parking [C3] Car Rental
Commercial: [C4] Food & Beverage [C5] Hotels [C6] Media
 [C7] Product, Supplier & Duty Free [C8] Property [C9] Retail Consultants
 [C10] Travel Retail and other Services

- Consulting and** [D1] Consulting Services, Forecasts & Statistics [D2] Environmental Solutions

- Management:** [D3] Executive Search [D4] Financial [D5] Insurance
 [D6] Legal [D7] Management Consultancy [D8] Market Research
 [D9] Trade Associations [D10] Training and Educational Institutes

- Handling and** [E1] Air Traffic Control [E2] Baggage Handling [E3] Bird Control

- Airfield:** [E4] Cargo & General Services [E5] Ground Handling [E6] Refueling
 [E7] Noise & Flight Track Monitoring [E8] Runways, Aprons, Taxiways
 [E9] Winter Services

- Planning and** [F1] Architects [F2] CONSTRUCTION [F3] Operation

- Construction:** [F4] Planning

- Security:** [G1] Access Control & Consulting [G2] Biometrics [G3] Surveillance
 [G4] HBS, Trace Detections, TIP & Screening

Should you have any questions, please feel free to contact us:

Marketing & Communications Section, ACI Asia-Pacific Region

Tel: (852) 2180 9449 Fax: (852) 2180 9462

Email: wbp@aci-asiapac.aero

Website: www.aci-asiapac.aero/wbp