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ACI Developing Nations' Assistance Programme "Airport Economics and the Importance of Non-Aeronautical Revenues"

Santo Domingo, Dominican Republic | 7-10 August 2013

Invitation presented to CEOs and Senior Staff of Developing Nations' Airports worldwide

Montreal, 03 June 2013

Dear Colleague,

The ACI Developing Nations' Assistance Programme is organizing its 4th training seminar together with the United Nations Institute for Training and Research (UNITAR) and CIFAL ATLANTA. The theme of this by-invitation only seminar is "**Airport Economics and the Importance of Non-Aeronautical Revenues**" to be held in Santo Domingo, Dominican Republic from **7-10 August 2013**.

The seminar is intended for airport leadership in the areas of marketing, business and commercial development.

Lectures will be given in **English** and topics will include:

- Non-aeronautical revenue trends
- Best practices in the field of non-aeronautical revenues
- New sources of non-aeronautical revenues
- Modern technologies in the field of non-aeronautical revenues

In order to ensure an effective and interactive training, the number of participants is limited to **two persons** per ACI member airport. Only the first 25 registrations received will be taken into consideration, on a first come, first served basis. Please complete and return the attached registration form via fax to +1 514 373-1201 and/or email to DNA@aci.aero by **19 July 2013**.

The participation in the seminar is complimentary. ACI and CIFAL Atlanta will be delighted to provide accommodation (3 nights) and meals from the evening of August 7th to August 9th (evening). Participants are required to pay for their plane tickets to and from Santo Domingo, Dominican Republic, for their visa if necessary, as well as any other expenses related. Participants will receive a certificate of completion at the end of the seminar. We look forward to your participation in this seminar that aims to promote the exchange of best practices and cooperation.

With our best regards,

Angela Gittens
Director General, ACI World

Estrella Merlos
CIFAL Atlanta, President & CEO