



AIRPORTS COUNCIL  
INTERNATIONAL

2018

**ACI-NA**

**WORLD BUSINESS PARTNER/ASSOCIATE  
MEMBERSHIP PROSPECTUS**

THE **VOICE** OF AIRPORTS®



# 2018 AIRPORTS COUNCIL INTERNATIONAL-NORTH AMERICA WORLD BUSINESS PARTNER/ASSOCIATE MEMBERSHIP PROSPECTUS

## 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](mailto:memberservices@aci-na.org).

## MEMBER 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 ACIWorld Business Partners website ([www.wbp.aero](http://www.wbp.aero))
- Use of ACIWorld Business Partners logo in accordance with 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:*

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

### CONFERENCES

- Member rates to attend all ACI-NA/ACIWorld events
- Member rates for exhibition booths at ACI-NA/ACIWorld 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 ACIWorld and Regional events
- ACIWorld 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 ACIWorld staff
- Participation on ACIWorld committees in accordance with World committee participation guidelines
- Participation in ACI Global Training Courses and Programs

## MEMBERSHIP LEVELS

Please select the appropriate membership categories from those below based on the airport related business revenue criteria. 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 WORLD BUSINESS PARTNERS

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

Platinum Plus	Airport related business revenue in North America is above \$120 million per year.	\$25,000
Platinum	Airport related business revenue in North America is between \$80 million and \$120 million per year.	\$18,068
Diamond	Airport related business revenue in North America is between \$10 million and \$80 million per year.	\$12,155
Gold	Airport related business revenue in North America is between \$2.5 million and \$10 million per year.	\$6,680
Silver	Airport related business revenue in North America is under \$2.5 million per year.	\$3,285
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.	\$4,490

### ACI-NA ASSOCIATES

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

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 seven employees total.	\$1,916
Sole Proprietor	Airport related business revenue in North America is under \$500,000 per year, and no more than one employee total.	\$728
Government & Nonprofit	Associations, universities, state or local government entities.	\$788

### ADDITIONAL COMPANIES

AIC-NA members may add additional companies to your membership for a flat fee. To add another company to your membership, please complete the form on the next page.	\$5,000
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## NEW MEMBER INFORMATION

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

### CORPORATE INFORMATION

Organization: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, State/Province: \_\_\_\_\_

Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Main Telephone: \_\_\_\_\_ Main Fax: \_\_\_\_\_

Organization Web Site: \_\_\_\_\_

Date: \_\_\_\_\_

### REPRESENTATIVES INFORMATION

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: \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, State/Province: \_\_\_\_\_

Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Alternate Representative (alternate contact)

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, State/Province: \_\_\_\_\_

Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_



# 2018 AIRPORTS COUNCIL INTERNATIONAL-NORTH AMERICA WORLD BUSINESS PARTNER/ASSOCIATE MEMBERSHIP PROSPECTUS

## 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:

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## COMMITTEE REPRESENTATIVE

ACI-NA Members are strongly encouraged to participate on ACI-NA Committees which are relevant to their respective businesses. It is extremely beneficial and important that you assign a representative (Primary Contact) to these 14 committees. Committee members regularly receive updates on committee activities. Please click on the committee names below for additional committee information.

Air Cargo

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Air Service

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Business Diversity

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Business Information Technology

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Commercial Management

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Commissioners

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Environmental Affairs

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Facilitation

---

Finance

---

Human Resources

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Large Airports

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Legal Affairs

---

Marketing & Communications

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Medium Hub

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Operations & Technical Affairs

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Public Safety & Security

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Risk Management

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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



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## PAYMENT

Please email your completed application form [memberservices@aci-na.org](mailto:memberservices@aci-na.org) and/or fax it to **202-330-5030**.

If you have an electronic fax service, you may send your completed form to our secured email address at [12023305030@efaxsend.com](mailto:12023305030@efaxsend.com).

If you have any questions about completing this form, or general membership or ACI-NA questions, please contact Veronica S. Gerson, Director of Member Services, at **202-293-4547** or by email at [memberservices@aci-na.org](mailto:memberservices@aci-na.org).

Once your application has been processed, an invoice will be generated and sent to you for payment.

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

Form and payment may also be submitted via mail to:

ACI-NA  
P.O. Box 5007  
Client ID 500022  
Merrifield, VA 22116-5007