



# ACI Asia-Pacific WBP BI-MONTHLY BULLETIN

Official Newsletter for ACI Asia-Pacific World Business Partners

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November 2016

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## Feature Stories

Message from Mr. Greg Fordham – Chair of WBP Advisory

## Board 2016



I have enjoyed the opportunity to be a representative for World Business Partners from Asia-Pacific on the WBP Advisory Board during 2016. It has also been a privilege to be Chair of the Board this year. The midnight timing of meetings via teleconference for someone living in Australia meant I had an excuse for my performance as Chair!

The objectives we set for the WBP Advisory Board in 2016 were:

- i. Provide initiatives and assistance to help boost WBP membership including Africa and LAC Regions
- ii. Continue to ensure wherever possible consistency of benefits to WBP's across regions
- iii. Facilitate communications on WBP issues and initiatives across regions
- iv. Assist where appropriate with the initiative to develop a program for Innovation Partnerships between WBP's and ACI

As a consequence the following achievements were made:

- All regions have done well in driving new WBP membership this year
- Through the WBP Advisory Board there has been successful sharing of initiatives between the Regions to provide improved benefits for members. Recent examples include:
  - In June LAC held its first WBP Airport Tour to El Dorado International Airport in Bogotá and Tocumen International Airport in Panama with the support from Asia-Pacific on the structure and organisation of the tour.
  - WBP Breakfasts - ACI Africa Maputo Conference (October) and ACI Latin America-Caribbean Brasilia Conference (November)
- We have worked with ACI World on initiatives to enhance the WBP Program. These include:
  - A regular WBP article in ACI World Report commencing in January 2017
  - WBP's to sponsor banners on the ACI website
  - WBP announcements on social media
- An initiative by North America Region which has produced guidelines on how a WBP can present an innovation to ACI and then work together to progress the innovation. The WBP Advisory Board strongly supports the initiative and will be working in 2017 to see it developed in all regions.



As Chair of the WBP Advisory Board I also represented WBP's at the ACI World Governing Board (WGB) meetings. This is a vital linkage for WBP's and provides the opportunity to update the WGB on WBP initiatives.

I wish to thank Patti, Ada, Yulim, Vincent and the rest of the team at the Regional office for the tremendous support they provide to the WBP program which has grown substantially over recent years. They should be proud that initiatives started in the Asia-Pacific region are now being successfully implemented in other regions – thanks to their guidance and advice.

Finally I encourage all WBP's to get involved and make the most out of your membership. The opportunity for WBP's to collaborate, share ideas and contacts, undertake joint business development initiatives, provide introductions and have fun together all adds tremendous value to your ACI membership.

I look forward to catching up with all of you at an ACI event in 2017.

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## 2016 ACI Asia-Pacific WBP Airport Tour (13-15 November)

The 2016 ACI Asia-Pacific WBP Airport Tour has just concluded with success. An initiative introduced back in 2011, this year marks the sixth airport tour and is the first time that invitation was extended to WBP members of ACI Europe.

With the objective to provide a unique and mutually beneficial platform for both WBP and airport members where WBP can develop new business opportunities and airport members can explore service providers needed for their development projects, ACI Asia-Pacific created this WBP Airport Tour in 2011 and to this day is still the only ACI region offering this service. Previous WBP Tours included visits to airports in Cambodia, China, India, Indonesia, Korean, Malaysia, Myanmar, Singapore and Thailand. This year, 13 executives representing 10 companies visited three airports in the Middle East - Muscat International Airport, Muscat (Oman) & Hamad International Airport, Doha (Qatar) and Mehrabad International Airport, Tehran (Iran) during the compact 3-day programme from 13 to 15 November 2016.

Each day of the tour consisted of a meeting in the morning and a site visit in the afternoon. During the meeting, each host airport was invited to deliver a presentation on their organisation and development plans followed by presentations from the WBP on their services and capabilities. Both airport representatives and WBP were able to exchange ideas through the Q&A session that followed. Several WBP were also invited by the host airports to have individual business meetings after the tour.

The group first visited Muscat International Airport managed by Oman Airports Management Company (OAMC). After the warm welcome by Sheikh Aimen bin Ahmed Al Hosni, Chief Executive Officer of OAMC, Mr. Nagy Abu Zeid, Senior Manager Strategic Planning and his colleagues shared OAMC's development plans. The group also had the exclusive chance to visit the construction site of the new Muscat International Airport.



The group at Muscat – meeting with representatives from OAMC

In Doha, the group had an informative meeting with representatives of Hamad International Airport (HIA). Eng. Badr Mohammed Al Meer, Chief Operating Officer shared to the group that HIA prepares to expand its airport to accommodate the increase in its annual passenger traffic from 30 million to 53 million by 2020. The group then toured the airport terminal, transit hotel and airline lounge within the complex led by Mr. Abdulla Ali, Senior Manager, Terminal Operation.



The group at Hamad International Airport

The last destination of the tour was Tehran in Iran. Mr. H. Akramian, Member of the Board/Director for Airport Operation of Iran Airports Company and his team shared with the group on the business opportunities available in their development of Ahvaz Airport, Boushehr Airport, Esfahan International Airport, Mashhad International Airport, Mehrabad International Airport and Tabriz International Airport. In the afternoon, the group visited Mehrabad International Airport which is now mainly used for domestic flights.



The group visited the Headquarter of Iran Airports Company

ACI Asia-Pacific and all tour participants are grateful to the three host airports for the productive meetings and warm hospitality. Mr. Paul Brugger, Founder and CEO of BizTweet, said, “Personally found it very good and hopeful business will ultimately come from it. I appreciate there is a lot of effort required to arrange such a tour – much appreciated, thank you.”.

To learn more about the ACI Asia-Pacific World Business Partners (WBP) programme, please contact the Regional Office at [wbp@aci-asiapac.aero](mailto:wbp@aci-asiapac.aero).

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**Updates on ACI Asia-Pacific WBP Representation at ACI World Standing Committees**

ACI Asia-Pacific is pleased to congratulate the following World Business Partners (WBP) who have been nominated as the Asia-Pacific WBP representatives in the six ACI World Standing Committees for a term of two years starting 2016:

| <b>Standing Committee</b>         | <b>World Business Partner</b>  |
|-----------------------------------|--|
| Airport IT                        | Innovation Tank  |
| Economics                         | Almusbah Trading Group   |
| Environment                       | Airbiz Aviation Strategies   |
| Facilitation and Airport Services | AeroAscent<br>Airbiz Aviation Strategies                               |
| Safety and Technical              | Aviation Strategies International<br>To70 Aviation (Australia) Pty Ltd |
| Security                          | ISS Facility Services  |

These committees were mandated by the ACI World Governing Board to provide guidance and help shape current policy issues for Governing Board endorsement in their areas of expertise. They are also required to support the Governing Board, Executive Committee and Secretariat, as appropriate.

In welcoming these representatives, ACI Asia-Pacific Regional Director, Mrs. Patti Chau said, "The ACI membership is made up of both airports and World Business Partners, we value the expertise from our World Business Partner members and are grateful for their participation. With their knowledge and expertise, I am confident that they will provide valuable contribution to the Committees."

For further information about ACI World Standing Committees, please visit ACI website [here](#).

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## Your Benefits as ACI Asia-Pacific World Business Partners

### Are you fully utilizing all ACI member services you are entitled to?

- **Promotion:** Find out best ways to promote your company brand in the industry via ACI website and publications!
- **News & Publications:** First-hand information to receive complimentary copies of ACI publications or purchase at ACI member rates! Send us your company news to maximize brand exposure. (More information is provided below.)
- **Conferences:** Enjoy ACI member rates when attending ACI events and your privilege to attend dedicated meetings available exclusively for WBP only to have face-to-face meetings with airport senior executives!

- **ACI World Standing Committees:** Opportunity to nominate a representative to participate at the ACI World standing committees!

Many more services are available for our members, to view the full list of member benefits, please click [here](#).

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## Upcoming Events 2016 - 2017



|      | Dates          | Events  |
|------|----------------|---|
| 2016 | 6 – 8 December | <a href="#">ACI Conference on Investing in Airports</a>   |
| 2017 | 20 – 22 March  | <a href="#">ACI 9<sup>th</sup> Annual Airport Economics &amp; Finance Conference &amp; Exhibition</a> |
|      | 10 – 12 April  | <a href="#">12<sup>th</sup> ACI Asia-Pacific Regional Assembly, Conference &amp; Exhibition</a>       |

Watch this space for more 2017 events in our next edition!

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Tender news received from airport members will be emailed to WBP members of this region.



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