

Airports Council International Asia-Pacific



## World Business Partners (WBP) Programme

The easiest way to

# CONNECT

with the world's airports



WORLD BUSINESS  
PARTNER

<http://www.aci-asiapac.aero/membership/main/2/>



## What is WBP Programme?

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



## Why join WBP Programme?

ACI airport membership is composed of over 1,800 airports in 180 countries and ACI Asia-Pacific represents the interests of over 580 airports in the Asia-Pacific Region. Being a WBP member connects you to the 1,800 airports worldwide.

As ACI World Business Partner, you will have the exclusive opportunity to meet with the global network of airport executives as you participate at ACI World and ACI regional high level conferences. You will receive latest airport development news and professional publications from ACI; and most importantly, you can share your industry expertise through participating in ACI committees.



## Standard membership

### Business size

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**Small** Up to 10 full time employees in the aviation business

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**Medium** Up to 50 full time employees in the aviation business

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**Large** Over 50 full time employees in the aviation business

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*Annual membership fees are specified in the application form which can be downloaded at [www.aci-asiapac.aero/membership/main/2/](http://www.aci-asiapac.aero/membership/main/2/)*



## Affiliate membership

The WBP Programmes of the 5 ACI regions are managed independently. WBP members of other ACI regions, of good standing, are eligible to join the ACI Asia-Pacific WBP Programme as Affiliate Members. Affiliate member only has to pay 25% of the standard membership fee and can then enjoy the benefits of being member of Asia-Pacific as well as their own region.



## Membership Benefits

### Promotion

- Listing of corporate information and contact details in the ACI WBP Membership Directory
- Listing and website link on ACI World Business Partners website ([www.wbp.aero](http://www.wbp.aero))
- Listing and showcase company profile in the *ACI Asia-Pacific WBP Capability Database* on ACI Asia-Pacific website ([www.aci-asiapac.aero](http://www.aci-asiapac.aero))
- Preferential rates in posting web banners on ACI Asia-Pacific official website which is linked to the websites of ACI World and the other four ACI regions
- Discount advertising in ACI Asia-Pacific publications
- Privilege to be featured in the “New Member Profile” column in the ACI Asia-Pacific’s exclusive news bulletin *ACI Asia-Pacific Bi-weekly Newsletter* at the time of membership inception
- Opportunities for contributing to the *Asia-Pacific Airports* magazine and *Airport World* magazine
- Use of the ACI Asia-Pacific WBP logo in accordance with the official logo policy
- Recognition with the ACI Asia-Pacific Board of Members



### Publications

- Complimentary copy of ACI World Membership Directory (PDF)
- Complimentary copy of the ACI Monthly and Annual World Traffic Report; ACI International Passenger and Freight Report (PDF) and other specialty publications
- Complimentary copy of *Airport World* magazine, *World Report* Newsletter
- Complimentary copy of *Asia-Pacific Airports* magazine
- Electronic copy of *ACI Asia-Pacific Daily News*
- Electronic copy of *Global Training* Newsletter / Upcoming courses by subscription
- Social Media by subscription
- Member rates for ACI World Publications



### Conferences

- Dedicated breakfast meeting and reception during the ACI World Annual General Assembly
- Dedicated WBP meeting during the ACI Asia-Pacific Regional Assembly & Airport Exchange
- First-hand information on ACI Asia-Pacific events
- Member rates for registration and exhibition fees for ACI Asia-Pacific and ACI World events
- Priority for location at exhibitions, sponsorship packages and speaking opportunities for ACI Asia-Pacific and ACI World events
- Priority consideration for sponsoring of ACI Asia-Pacific Board dinners and WBP meetings
- ACI Asia-Pacific conference presentations and delegate lists on request
- ACI World conference presentations and delegate lists in PDF(no contact details) on request



### Additional Benefits

- Company representatives on ACI mailing list
- Opportunity to nominate a representative to the ACI World standing committees (subject to approval by the ACI World Director General) and ACI Asia-Pacific regional committees (subject to approval by the Chair and Vice Chair of the respective committee)\*
- Opportunity to participate in events and activities exclusively for ACI Asia-Pacific members (e.g. ACI Asia-Pacific WBP Airport Tour)
- Complimentary Access to *Airport World Development News* by Momberger Airport Information on ACI World website
- Membership of the ACI Asia-Pacific’s Online Discussion Forum (subject to approval of the respective working groups)
- Privilege to post job vacancies offered by your organization directly via the ACI Asia-Pacific website, free of charge and Member rate for Airport Job Search Advertising in ACI World website
- Use of meeting room of ACI Asia-Pacific Regional office (subject to prior reservation)
- Participation in ACI Global Training Courses ([www.aci.aero/Global-Training](http://www.aci.aero/Global-Training)) and Programmes including Online Learning Centre (OLC) ([www.olc.aero/](http://www.olc.aero/)) and Global ACI-ICAO Airport Management Professional Accreditation Programme (AMPAP) ([www.iap.aero/](http://www.iap.aero/))

\* Available for ACI Asia-Pacific WBPs only



## Testimonial from Members

“ACI’s WBP Programme has demonstrated how ACI can efficiently support its WBP members in the industry and helped us a lot to interact each other and share cutting-edge knowledge as well as updated business information. I do expect there would be much more areas we can create synergy through the WBP program as a communication/business platform.”

– *Woojin Choi, Chief Manager for Aviation Business, Samsung C&T*

“As a strong supporter of ACI we were delighted to become a World Business Partner! It has enabled us to get closer to key decision makers at the annual conferences and form relationships at the highest level. I would recommend this to any company wanting to get closer to senior airport operators!”

– *Rob Harvey, Area Director SE Asia / Pacific, Vanderlande Industries BV*



## Introduction on Airports Council International (ACI)

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 world 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 compatible.

As of January 2014, ACI accounts for 591 regular members operating 1,861 airports in 177 countries, representing over 95 percent of global airport traffic. In 2014, airports worldwide welcomed 6.7 billion arriving and departing passengers and handled 102 million metric tons of cargo and 84.6 million movements.

ACI World is based in Montreal, Canada and there are five geographical regions which are Africa Region, Asia-Pacific Region, Europe Region, Latin America/Caribbean Region, and North America Region.

ACI Asia-Pacific is based in Hong Kong and represents the interests of over 580 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.

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## Contact

For further details or inquiries, please contact:

ACI Asia-Pacific

**Tel:** +852 2180 9449

**Fax:** +852 2180 9462

**Email:** [wbp@aci-asiapac.aero](mailto:wbp@aci-asiapac.aero)

# ACI Asia-Pacific World Business Partners (WBP) Programme

## APPLICATION FORM

(Complete and fax to +852 2180 9462, or email to [wbp@aci-asiapac.aero](mailto: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 (country + city + number)		Fax
Company Email		Website <a href="http://">http://</a>
Product and Services (please select the reference code from the back, max of three)		

I/We join as

- Small Size Business Company has less than 10 full time employees in the aviation business US\$ 2,100 per year
- Medium Size Business Company has up to 50 full time employees in the aviation business US\$ 3,675 per year
- Large Size Business Company has over 50 full time employees in the aviation business US\$ 5,775 per year

Affiliate WBP members of another region

25% of the Standard Annual Dues for the membership category  per year

### Policy on ACI Asia-Pacific WBP Membership effective from 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. The date joining the Program shall be taken as the date when the membership application form is received by the ACI Asia-Pacific Regional Office. In any case of member resignation, all dues or other obligations then outstanding shall be paid in full, and there will be no dues reimbursement. WBP members of ACI Asia-Pacific will not be held directly or indirectly liable for the Associations' acts or omissions.

### Policy on use of ACI Asia-Pacific WBP logo effective from 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. Violation of this policy will be cause for immediate termination of membership in the WBP Programme, without refund of dues that have been paid.

Official Representative (Title + First Name + Last Name)	
Job Title	
Telephone (Country + city + number)	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 (Country + city + number)	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.

Expiry 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 Communication:

[B1] Information Technology      [B2] System Integration      [B3] Wireless/Internet

#### Retail and Commercial:

[C1] Advertising      [C2] Car Parking      [C3] Car Rental  
[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 Management:

[D1] Consulting Services, Forecasts & Statistics      [D2] Environmental Solutions  
[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 Airfield:

[E1] Air Traffic Control      [E2] Baggage Handling      [E3] Bird Control  
[E4] Cargo & General Services      [E5] Ground Handling      [E6] Refueling  
[E7] Noise & Flight Track Monitoring      [E8] Runways, Aprons, Taxiways      [E9] Winter Services

#### Planning and Construction:

[F1] Architects      [F2] Construction      [F3] Operation  
[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:**

**ACI Asia-Pacific**    **Tel:** (852) 2180 9449    **Fax:** (852) 2180 9462    **Email:** wbp@aci-asiapac.aero

**Website:** <http://www.aci-asiapac.aero/membership/main/2/>