



World ATM Congress 2018

EXHIBIT 2018

6 - 8 MARCH // 2018

MADRID, SPAIN · IFEMA, FERIA DE MADRID

Welcome to World ATM Congress

World ATM Congress provides an international platform for the global commercial and defence air traffic management (ATM) industry to see, learn, and connect with the world's leaders in the field. Come to Madrid to see the latest developments in rapidly changing technology, learn the latest thinking in policy, and connect with the people and companies bringing modernization to reality. World ATM Congress – a collaboration between the Civil Air Navigation Service Organisation (CANSO) and Air Traffic Control Association (ATCA) – is an event for the industry, by the industry.

Who Attends

World ATM Congress attracts a broad representation from commercial, civil, government, and military, including senior management, project leaders, senior engineers, and decision-makers who influence the purchase of products and services in the following sectors:

- ANSPs from throughout the world
- ATC Service Providers
- Airports and Airport Authorities
- Air Traffic Controllers
- Systems Contractors, Manufacturers, and Suppliers
- Engineers
- Consultancies
- Airlines and Operators
- Armed Forces
- Government Representatives
- Academia
- Non-Governmental Organizations (associations, unions, guilds, etc.)

World ATM Congress by the Numbers:

**TOTAL
REGISTRATIONS**

7,147
in 2016

**From 133
Countries**

**THE FACTS
SHOW WHY TOP
ATM PROFESSIONALS
GATHER HERE.**

225 Exhibitors

**79 Air Navigation Service Providers in Attendance
1,304 Individual Representatives from ANSPs**

Exhibit

Exhibit at World ATM Congress and define your position in the aviation community. Customize your stand space to showcase new products and services, hold private meetings, and generate leads.

Exhibition Information

Exhibition Dates: 6 – 8 March 2018

Exhibition Venue: Hall 10

IFEMA, Feria de Madrid

Madrid, Spain

P: +(34) 91 722 50 74

E: convenciones@ifema.es

W: www.ifema.es

Exhibition Timetable at a Glance*

Stand Set-up:	Friday, 2 March 2018**	11.00–21.30
	Saturday, 3 March 2018	08.30–21.30
	Sunday, 4 March 2018	08.30–21.30
	Monday, 5 March 2018	08.30–21.30
Open Hours:	Tuesday, 6 March 2018	10.00–19.30
	Wednesday, 7 March 2018	10.00–18.00
	Thursday, 8 March 2018	10.00–14.00
Dismantle:	Thursday, 8 March 2018	14.00–21.30
	Friday, 9 March 2018	08.30–21.30

* Times are subject to change.

** Additional €850 fee applies for Friday setup.

Multilevel Stands

For multilevel stands, add 30 percent to the regular stand price for the area built on the top floor. World ATM Congress must approve all custom stands. Stand plans should indicate the name of the event and stand number, specify maximum number of occupants allowed, and have a structural engineer's stamp certifying that the platforms can bear the maximum occupant load. Certain multilevel stands may require fire watches, smoke detection devices, fire extinguishers, multiple exits, etc., as required by fire prevention officials. See IFEMA Exhibitor Technical manual for additional information.

Meeting Space Rental

A number of meeting rooms have been reserved for use by exhibitors during World ATM Congress. Rental rates apply and exhibitor meeting space reservations forms will be available in fall 2017.

Should you have any questions about meeting space reservations, please contact Sandra.Strickland@worldatmcongress.org.

Note: World ATM Congress reserves the right to change the Floor Plan (including, but not limited to aisle space), without notice, in order to comply with fire, safety, technical, and accessibility regulations or to provide, in its exclusive judgment, a safer, more satisfactory, attractive, and successful Exhibition.

Exhibit Space Fees:

Space Only: €494.00 per m² (exclusive of VAT)

Shell Scheme Package: €584.00 per m² (exclusive of VAT)

CANSO members and ATCA members receive a 5 percent discount off their exhibit space fees.*

Shell Scheme Package requires minimum of 6m² (minimum 2m x 3m) of exhibit space.

Fully furnished shell scheme includes: exhibit space, panel walls, carpeting, sign with company name, one (1) table, two (2) chairs, lighting of 100w/m² with lamps of 300w each, electric (includes control circuit, protection circuit (30 mA), three independent output circuits, one (1) 500w socket, and basic electric supply.)

* **Membership must be in good standing at time of contract submission and during Exhibition dates.**

Registration Fee: €250.00

This is a non-refundable flat fee, independent of stand size that is charged per exhibitor, including exhibitors who are sharing a stand.

VAT Tax: All fees listed DO NOT include 10 percent VAT.*

World ATM Congress has no control over the VAT charged to World ATM Congress participants and only charges the VAT rate that is mandated by Spanish authorities.

Exhibitor Insurance: Liability and Multifair (Casualty) insurance are included with your stand rental. No additional insurance is required by the organizer or IFEMA for your participation in World ATM Congress.

Credit Card Processing Fee: A non-refundable fee of 2.5 percent will be applied to all fees paid by credit card. This fee will not apply to bank transfers or check payments.

Exhibitor Benefits:

- Welcome Reception in the Exhibition Hall
- 150-word listing in official on-site Congress Guide
- Special sponsorship and advertising opportunities only available to exhibitors
- Exhibitors' products and services search engine on World ATM Congress website
- Exhibitors' press releases published on World ATM Congress website
- Virtual hall layout where Exhibitors can market to attendees pre-and post-show
- Exhibitors' badges
- 24-hour security surveillance in the Exhibition Hall
- Announcements/presentations of products or services in Exhibition Hall Theatres (limited slots available)
- Online floor plan in real-time:

Exhibitors' company information is highlighted in real-time on an online floor plan in the exhibit section of www.worldatmcongress.org. Attendees can quickly locate your stand position and get direct links to your website, product information, and company description. This is also the best place to post your videos and press releases for maximum visibility! *Available starting 6 months prior to WATMC start date.*

Information for Exhibitors

Payment Methods

Option 1: Payment by Credit Card (VISA or MasterCard, 2.5 percent credit card processing fee applies)

Option 2: Payment by Check: Please make check payable to **World ATM Congress**.

Option 3: Bank Transfer

Should you wish to make a bank transfer, please contact Ashley Haskins at Ashley.Haskins@atca.org or call +1 703 299 2430 ext. 395 for bank transfer information.

Cancellation/Space Reduction

Registration Fee: Non-Refundable

Booth space rental fee refund schedule:

75 percent refund with receipt of written cancellation by 31 May 2017

50 percent refund with receipt of written cancellation by 31 July 2017

25 percent refund with receipt of written cancellation by 31 Oct. 2017

No refunds after 31 October 2017

Cancellation/Space Reduction must be made in writing to:

Kenneth Carlisle

World ATM Congress

1101 King Street, Suite 300

Alexandria, VA, USA 22314

P: +1 703 299 2430 ext. 310

E: Kenneth.Carlisle@worldatmcongress.org

Payment Schedule

All fees are due in full within 30 days of receipt of invoice. Should a contract be received less than 30 days before Exhibition setup dates, full payment must be included with contract.

Allocation of Exhibition Space

All exhibitors who have submitted a contract prior to 15 April 2017 will receive priority placement in the Exhibition Hall. Once these exhibitors have been placed in the Hall, all other exhibitors will be placed on a first-come, first-served basis. A completed Exhibitor Contract must be received before placement in the Hall can occur.

Priority Placement

All Exhibitors will have right of first refusal of current space. Exhibitors who wish to move or increase in size will be placed on the following criteria.

1. Priority is given first to CANSO and ATCA members.
2. If a member, then priority is given first to exhibitors who signed letters of agreement to exhibit back in 2012.
3. Priority then is given to company spend at WATMC in 2017 (stand fee, sponsorship fees, advertising fees)
4. If spend is equal, then priority is given in order of contract receipt.

Sharing Exhibit Space

Exhibit space may be shared. There will be one primary exhibitor who controls the exhibit space. The Primary Exhibitor must complete the contract for exhibit space and be assigned a stand number before a sharing exhibitor (co-exhibitor) may submit an application to share. Sharing exhibitors are required to complete the **Co-Exhibitor Form**. You will receive a confirmation that we have received your Co-Exhibition Form.

How to Submit a Contract:

1. **Go online to WATMC's website to pull up the contract.** Complete the required fields and submit. Once your contract has been submitted, you will receive an email confirmation to acknowledge that we have received your contract. Once your stand has been assigned, you will receive a separate email confirmation that contains your login credentials to access the Exhibitor Zone. If you experience difficulty in submitting your online contract, please contact Sandra.Strickland@worldatmcongress.org.

Exhibitor Badges

All badged exhibitor staffers are required to be registered and will receive a badge displaying the exhibiting company name. Five (5) complimentary exhibitor staff badges will be given for every 9m² booked up to a maximum of 90 badges. Additional badges may be purchased for a fee of \$50 each.

Should additional badges be needed, please contact Kenneth.Carlisle@worldatmcongress.org. An exhibitor registration form will be included in the [Exhibitor's Manual](#) or you may register your staff [online](#). Registration will open September 2017.

Stand setup-only badges will be provided at no additional charge.

Site Inspections

Exhibitors and sponsors are free to visit the IFEMA venue at their convenience. Please contact World ATM Congress to coordinate your visit.

Contact Information

Exhibition Contacts

Rugger Smith
Alexandria, VA, USA

P: +1 703 299 2430 ext. 318

E: Rugger.Smith@worldatmcongress.org

Sandra Strickland
Alexandria, VA, USA

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E: Sandra.Strickland@worldatmcongress.org

Conference Programming Contacts

Ellen van Ree
Amsterdam, Netherlands

P: +31 (0)23 568 5378

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Paul Planzer
Alexandria, VA, USA

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Sponsorship and Advertising Sales Contacts

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Alexandria, VA, USA

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Sandra Strickland
Alexandria, VA, USA

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Media and Press Contacts

Abigail Glenn-Chase
Alexandria, VA, USA

P: +1 703 299 2430 ext. 308

E: Abigail.glennchase@worldatmcongress.org

How to Market Your Organization at World ATM Congress

There are several best practices in successfully marketing your company before, during, and after World ATM Congress. Sponsorship and advertising at the event will place your brand front and center in the aviation community, providing you invaluable visibility and brand recognition. One way is to advertise. We have several opportunities – including World ATM eNewsletter sponsorships, web banners, and the on-site event newspaper – where you can place ads and raise brand awareness for your organization.

We also offer marketing tools to help you reach out to clients and invite them to your booth. For more information on how to best advertise and communicate with your clients and potential clients, contact Abigail Glenn-Chase at Abigail.glennchase@worldatmcongress.org to get involved.

Increase your reach in the ATM industry – make your name known at World ATM Congress!



Meeting and function space

INFOIFEMA

BUSINESS CENTRE

Exhibitor assistance
Exhibition office

Trade visitors registration
Press accreditations

Exhibitors access to exhibition halls

BusFeria stop

Medical centre

Public transport

CAR PARKS

OTHER CAR PARKS

Club Feria Oro

Coaches

The Exhibition Hall at IFEMA is 10 minutes from Madrid Barajas Airport, 12 minutes from city centre, and accessible by road, rail, underground, and bus.



Exhibition Floor Plan

