



**GLOBAL COLD CHAIN**  
ALLIANCE®

# 2020 SPONSORSHIP, ADVERTISING, AND EXHIBITING OPPORTUNITIES



WAREHOUSING • TRANSPORTATION • LOGISTICS • CONSTRUCTION

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*\*As of October 15, 2019. Subject to change.*

# DEAR PROSPECTIVE SPONSOR, EXHIBITOR, AND ADVERTISER,

The Global Cold Chain Alliance (GCCA) is excited to unveil its Sponsorship, Advertising and Exhibiting Opportunities for 2020. The offerings listed provide industry partners with the opportunity for year-round visibility to cold chain professionals worldwide, including Africa, Asia, Australia, Canada, Europe, Latin America and the United States. The wide array of opportunities provide GCCA member companies the ability to actively support the cold chain industry.

GCCA member organizations represent owners, executives, vice presidents, directors, managers and others representing supply chain, logistics, facility management, engineering, operations, transportation, construction and many other aspects of the temperature controlled supply chain. Participate in GCCA activities and keep your products and services in front of your customers throughout the year.

Need ideas on how to maximize your budget and market visibility? GCCA's staff will work with you to create a valuable partnership and transform your ideas into marketing solutions that resonate with members, achieve your objectives and connect members with the products and services that they want and you provide.

Sponsorship opportunities are available at many price points so you can find the best fit for your marketing budget. Take time now to carefully review this array of opportunities to maximize your company's visibility in 2020! We look forward to assisting you in achieving your marketing goals.

Best Regards,



James Rogers

*Senior Director, Business Development*

Global Cold Chain Alliance (GCCA)

Phone: +1 703 373 4303

[jrogers@gcca.org](mailto:jrogers@gcca.org)



**GLOBAL COLD CHAIN**  
ALLIANCE®

**STRATEGIC PLAN**

**GROW THE INDUSTRY**



**LEAD THE COLD CHAIN**



**VISION**

Forge a universally strong cold chain where every product retains quality and safety through each link.

**MISSION**

Grow the industry and lead the cold chain.

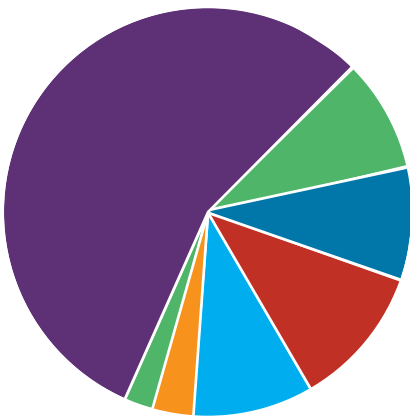
**DRIVE SUPPLY CHAIN PROFITABILITY**



**DEVELOP TALENT**

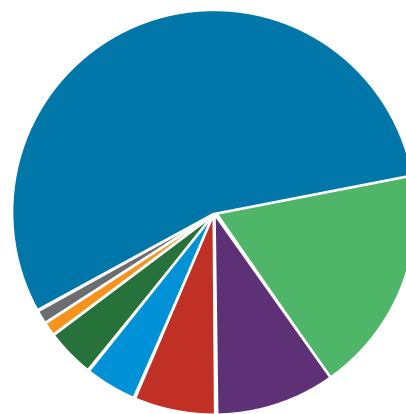
# WHO GCCA REACHES

Through the many annual educational and networking events worldwide, GCCA touches a global village of industry professionals at over 1,300 facilities in over 84 countries who serve the temperature-controlled warehousing & logistics, transportation, construction, and end-users in the perishables industry. Sponsors have the unique opportunity to raise brand awareness, market products, and meet with current and prospective customers through sponsoring GCCA events and initiatives.



## GCCA Members by Region

- 57%** United States
- 8%** Asia Pacific
- 8%** Europe
- 11%** Latin America & the Caribbean
- 9%** Central Asia
- 4%** Canada
- 3%** Middle East, Africa & North Africa



## GCCA Members by Type

- 63%** Warehouses
- 18%** Supplier
- 6%** Contractor
- 5%** Academia, Consultants, Government, Non-Profit
- 3%** Transportation
- 3%** Processor/Manufacturer
- 1%** Retail
- 1%** Food Service



Check out the Global Cold Chain Directory & Buyers' Guide online at [www.gcca.org](http://www.gcca.org) to view all of GCCA's members and connect with cold chain professionals from around the world



# 2020 SPONSORSHIP & EXHIBITING OPPORTUNITIES

## SPONSORSHIP & EXPO CONTACT

For all sponsorship and exhibiting inquiries or to reserve an opportunity, contact:

James Rogers

*Sr. Director, Business Development*  
Global Cold Chain Alliance (GCCA)  
Phone: +1 703 373 4303  
[jrogers@gcca.org](mailto:jrogers@gcca.org)

28-30 SEPTEMBER 2020 | HILTON ANATOLE | DALLAS, TEXAS

The Global Cold Chain Expo is the only event where businesses gather to find solutions and share best practices for managing the complexities of the perishable supply chain.

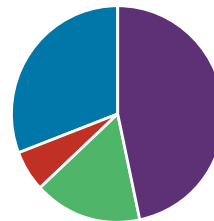
The expo attracts thousands of key decision-makers who operate temperature-controlled warehousing & logistics facilities, users of those facilities, and anyone involved in the movement, storage, or distribution of perishable food looking to invest in cold chain solutions. The event is the only one of its kind, addressing the needs of businesses across the global cold supply chain, offering you the opportunity to launch a product, grow a network, and tap into emerging trends.

## DELEGATES FROM 30 COUNTRIES IN ATTENDANCE

Australia	Colombia	Germany	Netherlands	Rwanda
Brazil	Costa Rica	India	Nigeria	South Africa
Cambodia	Denmark	Jamaica	Peru	South Korea
Canada	Dominican Republic	Kenya	Philippines	Tanzania
Chile	Ethiopia	Madagascar	Poland	Uganda
China	France	Mexico	Puerto Rico	United States

### Who Attends

3PL Warehouse & Logistics	Transportation Companies
Distribution Centers	Non-Asset Based 3PLs
Food Processors & Manufacturers	Engineers & Construction
Retailers	Foodservice Distributors
	Foodservice (Restaurant)



### Attendees by Title

<b>46%</b>	Manager/Director
<b>16%</b>	VP/C-Suite
<b>6%</b>	CEO/Owner
<b>30%</b>	Other



# GLOBAL COLD CHAIN EXPO OVERVIEW

## SAMPLE OF COMPANIES THAT ATTENDED/WALKED THE 2019 SHOW FLOOR:

1800 FLOWERS.COM	CULINARY	INTERSTATE	NATURESWEET, LTD.	SUPREME LOBSTER AND
AGRACEL, INC.	CONNECTIONS	WAREHOUSING	NEW COLD	SEAFOOD
ALLIANCE SHIPPERS INC	DALMARES PRODUCE,	JUICED! COLD-PRESSED	NEXTPHASE ENTERPRISES	SYFAN TRANSPORT
AMERICAN FOODS	INC.	JUICERY	NFI INDUSTRIES	TABOR STORAGE
GROUP, LLC	DICK COLD STORAGE	KANSAS CITY COLD	NIPPON EXPRESS USA	SOLUTIONS
AMERICAN MEAT	DOT FOODS	STORAGE	NORTHERN	TALERICO-MARTIN
COMPANIES	EMERGENT COLD	CORPORATION	REFRIGERATED	THE SCHWANS FOOD
AMERICAN TRANSPORT	FEEL GOOD FOODS	KC COLD STORAGE	NORTHWEST NATURALS	COMPANY
AMERICOLD LOGISTICS	FLORIDA FREEZER	KEHE	OSI GROUP, LLC	THOMPSON FREIGHT CO
ASSA ABLOY	FORTUNE	KENNICOTT	PALERMO'S PIZZA	TIME DEFINITE SERVICES,
BAY GROVE	INTERNATIONAL LLC	KERRY	PENSKE	INC.
BELLINGHAM COLD	FRESH THYME FARMERS	KROG SYSTEMS	PENSKE LOGISTICS	TORTUGA
STORAGE	MARKET	KUHLMAN INC.	PEPSICO	TRAILINER CORP
BERKSHIRE	FREZ-N-STOR, INC.	KWIK TRIP, INC	PERFECT KETO	TRAVERSE COLD
REFRIGERATED	FRIGIO LOGISTICS	LAND O'LAKES	PERFORMANCE COLD	STORAGE, LLC
BEST DIAMOND	FRIGORIFICO	LEO A DALY	STORAGE	TRENTON COLD
PLASTICS	FRIOFORT	LIBERTY COLD STORAGE	PIONEER COLD	STORAGE, INC.
BROOKE CARPENTER	GOLDEN STATE FOODS	LINEAGE LOGISTICS	LOGISTICS	TRI EAGLE PROVISIONS
CONSULTING, LLC	GOOD FOODS GROUP	LONE STAR COLD	PREFERRED FREEZER	TRINITYRAIL
BURRIS LOGISTICS	LLC	STORAGE, INC	SERVICES LOGISTICS	TROPICALE FOODS, INC
CALPINE ENERGY	GRAND BK CORP/	LOS ANGELES COLD	PREMIER REFRIGERATED	UNICOLD CORPORATION
SOLUTIONS	HMART INC	STORAGE	WAREHOUSE	UNITED STATES COLD
CANADA WIDE HEATING	GREAT PLAINS	LUGSHIP	PRIME REFRIGERATION	STORAGE
AND COOLING	TRANSPORT, INC.	INTERNATIONAL	'PROFHOLOD' LIMITED	US FOODS
CHARGER LOGISTICS	GROCONTINENTAL	LIMITED	QUALITY REFRIGERATED	VIKING COLD
COLD CHAIN INVESTORS	HALLS WAREHOUSE	LYONS COLD STORAGE	SERVICES	SOLUTIONS, INC
COLD ZONE	CORP.	LLC	REAL PET FOOD CO	WCS LOGISTICS /
COMMERCIAL	HANSON LOGISTICS	MAMA'S GOT KALE	REFRIGERATED	WINCHESTER COLD
WAREHOUSING, INC.	HARRIS & FORD, LLC	MATTINGLY COLD	TRANSPORT INC.	STORAGE
CONESTOGA COLD	HENNINGSEN COLD	STORAGE	RELIABLE DOOR & DOCK,	WEL COMPANIES
STORAGE	STORAGE CO.	MCKEE FOODS	INC.	WESTERN DISTRIBUTION
CONGEBEC LOGISTICS,	HIGH POINT LOGISTICS	MERCHANDISE	RLS LOGISTICS	SERVICES, LLC
INC.	HOME CHEF	WAREHOUSE	ROYAL TAHINI	WINROCK
CONSTELLATION GROUP	HYLIFE FOODS	MERCHANTS COLD	SAFE FLEET	INTERNATIONAL
COUGLE FOODS	ICEMAN	STORAGE COMPANY,	SCHWAIGHOFER PAULA	WOW LOGISTICS
COYOTE LOGISTICS	IMPERFECT PRODUCE	LLC	GMBH	YUGOCORP SAC
CROWLEY	INNOVATIVE COLD	MESA COLD STORAGE,	SHELLS AND FISH	ZENITH CAREX
CRYSTAL DISTRIBUTION	STORAGE	LTD.	IMPORT/EXPORT	INTERNATIONAL
SERVICES, INC.	ENTERPRISES, INC	MIDWEST REFRIGERATED	SOUTHEAST COLD	ZERO MTN LOGISTICS/
CTI FREIGHT SYSTEMS,	INSPIRAFARMS	SERVICES	STORAGE	BLOCKCHAIN
INC	INTERCHANGE GROUP,	MTC LOGISTICS	STORAGE SOLUTIONS	TRANSPORT
CTL GLOBAL	INC.	MTY SAN MIGUEL	SUMMIT COLD STORAGE	ZHEJIANG XINGXING
		DISTRIBUTORS LLC		REFRIGERATION



# GLOBAL COLD CHAIN EXPO

## EXHIBITING OPPORTUNITIES

Designed specifically for managers who make purchasing decisions, the Global Cold Chain Expo is the place to connect with solutions providers and learn about the latest technology and trends, all under one roof.

### BENEFITS OF EXHIBITING

The Global Cold Chain Expo Is Your Best Dollar Value:

- Free passes to invite your end-user customers and prospects
- Pre-show attendee lists with contact details
- Complementary enhanced company listings on the official show website
- Company featured in Show Preview and Onsite Show Guide
- Registration passes to expo, networking events, and education conference for booth staff\*
- Ability to potentially host a show floor education session\*\*
- Publicity opportunities with national, international, and trade news media

\*pass allotment ranges based on booth size

\*\*all education proposals are evaluated and selected by the education committee

### WHO EXHIBITS?

Exhibitors include companies that provide:

- Equipment, tools, and technologies that support the operations and infrastructure of the temperature-sensitive supply chain
- Design and build services for cold storage warehouse, processing facilities, and other controlled environments
- Third-party cold storage and refrigeration logistics
- All forms of refrigerated transportation
- Import/export facilities and services

SIZE	MEMBER RATE (\$36.50 PER SQ FT)	NON-MEMBER RATE (\$37.50 PER SQ FT)
Corner Fee	\$300 (per corner)	\$300 (per corner)
10'x10'	\$ 3,650	\$ 4,250
10'x20'	\$ 7,300	\$ 8,500
20'x20'	\$14,600	\$17,000
30'x20'	\$21,450	\$25,500

\*Special trucks and trailer rates available

All rates in USD

### ADVERTISING:

See advertising section for digital and print opportunities at the show on page 44.

### SALES:

Contact James Rogers to secure your booth space at [james@globalcoldchainexpo.org](mailto:james@globalcoldchainexpo.org) or visit [www.globalcoldchainexpo.org](http://www.globalcoldchainexpo.org).

8  
out of  
10

Exhibitors said the expo was worth their time and money and plan to exhibit in 2020.

# GLOBAL COLD CHAIN EXPO

## 2019 EXHIBITORS

3Gtms

Advance Storage Products

Ahern Fire Protection

Alchemy

ALL WEATHER INSULATED  
PANELS

Alston Construction

ALTA Refrigeration

Americold Logistics

Ancra Systems

Applus RTD USA, Inc.

ASI Doors – Enviro

ASI, LLC

Baltimore Aircoil Company

Bethlehem Construction

Beyond Print Inc

BITZER US, INC.

BLUEDIAMOND PUMPS INC

BRCGS

BRUCHA Corp

Calpine Energy Solutions,  
LLC

Camcode

Carnot Refrigeration Inc.

Cascade Energy

CIMCO Refrigeration Inc.

CMC Design Build, Inc

Cold Carrier Certification

Cold Vision

Coldbox Builders

Combilift

Crown Equipment  
Corporation

DORIN USA

DualTemp Clauger

Dynaco Entrematic

Encore Roofing, Inc.

England Logistics

EnSolTech USA

EVAPCO

Excel Engineering, Inc.

Feeding America

Fisher Construction Group

FLEXSPACE | Storax

Food Logistics

Food Properties Group, Inc.

Fortdress USA Inc.

Frascold USA

Frazier Industrial Company

FRICK Industrial  
Refrigeration

Fricks Company, The

Frozen Food Express /  
KoolShot Expedited

FW Logistics

Global Insulated Doors

Green Span Profiles

Griffco Design/Build, Inc.

Heatcraft Refrigeration  
Products Div.

Hepworths

Hercules, A Senneca  
Company

Hoopo Systems LTD (hoopo)

I35 Roofing

International Institute of  
Ammonia Refrigeration  
(IIAR)

Interstate Cold Storage, Inc.

ISR Corporation

Istobal

J.B. Hunt Transport, Inc.

J.B. Hunt Transport, Inc.

Jackson Lewis

Jamison Door Company

Jan X-ray Services, Inc.

Johnson Controls

Kalman Floor Company

Kingspan Insulated Panels

Leo A Daly

Linde Material Handling -  
Member KION North  
America Corporation

Lineage Logistics

LTW Intralogistics, Inc.

M&M Refrigeration

Marcus & Millichap

Metl-Span

Navitas Systems

Next Generation Logistics,  
Inc.

NORDOCK Inc.

OEO Energy Solutions

Parsyl

Penske

PLM

PowerSecure

Primus Builders

Quest / Therma-Stor

Rack Builders Inc.

Refrigerated & Frozen Foods  
Magazine

Refrigeration Design &  
Service, Inc. (RD&S)

RefrigiWear Inc.

Republic Refrigeration, Inc.

RETA

Riantics A/S

RoadSync

Rytec High Performance  
Doors

Scopelitis, Garvin, Light,  
Hanson & Feary, P.C.

Select Carriers Inc.

Stoecklin Logistics Inc.

Storage Solutions

SunPeak

Superior Tire & Rubber Corp

Swisslog

The Raymond Corporation

The Whiting-Turner  
Contracting Company

Thermomass

Tippmann Group/Interstate  
Warehousing

Tippmann Innovation (TI)

TNR Industrial Doors

Trex Company

Trimble

Twintec USA

United Insulated Structures  
Corporation

United States Cold Storage

Vapor Armour

VersaCold Logistics Services

Viking Cold Solutions, Inc.

Viking Group, Inc.

WAGNER Fire Safety

Wiginton Fire Systems

# GLOBAL COLD CHAIN EXPO

## SPONSORSHIP OPPORTUNITIES

Increase your ROI with exciting sponsorship opportunities that will enhance your visibility at the Global Cold Chain Expo. Choose from a wide variety of advertising and sponsorship options that will fit your needs.

### WHY SPONSOR?

- Create, develop, and enhance credibility
- Market to a highly-focused group
- Gain media exposure
- Improve brand awareness & recognition
- Generate new sales & relationships
- Drive lead generation
- Access contact lists & broadcast opportunities

### SPONSORSHIP BENEFITS:

- Recognition on event website, marketing emails, and event signage
- Receive pre-event attendee list with full contact information
- Acknowledgment during Cold Chain General Session
- Logo included in the Expo Mobile App
- Right of first refusal for sponsorship, if offered, in 2021

SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)
PLATINUM LEVEL \$8,000+	Registration	\$10,000
	Registration Show Floor Networking Lounge	\$10,000
	Show Floor Happy Hour	\$10,000*
	Tote Bag	\$10,000*
	Lanyards	\$ 7,500*
	Hotel Key Cards	\$ 7,500*
GOLD LEVEL \$5,001 - \$7,999	Keynote (Day 1)	\$ 7,500
	Keynote (Day 2)	\$ 7,500
	Cold Chain Reception	\$ 7,500
	Event Mobile App	\$ 7,500
	Aisle Number Decals	\$ 7,500
	After Hours Reception	\$ 7,500
SILVER LEVEL \$5,000 and under	Show Floor Lunch (2)	\$ 5,000 each
	Education Session Coffee Break	\$ 3,500
	Education Session Tracks (3)	\$ 5,000 each
	Daily Event Emails (3 - 1 per day)	\$ 3,500 each

\*Plus cost

Sponsorships and pricing are subject to change.

# GLOBAL COLD CHAIN EXPO

## COLD CHAIN INNOVATION SHOWCASE

The Cold Chain Innovation Showcase features the latest innovations and cutting-edge solutions that the industry has to offer. The Showcase provides exhibitors the opportunity to create awareness and excitement for their new products and solutions. Positioned in a prominent area on the Expo floor, the Showcase keeps your company top-of-mind and drives attendee traffic to your booth.

Innovation Showcase participants will be promoted shortly before/during the show and released to all industry media and attendees. The Cold Chain Innovation Showcase will be promoted in all of the following outlets:

- Listed on sponsor signage
- Pre-show E-blast announcing Showcase participants to all attendees
- Featured in Official Event App
- Highlighted in the Show Directory
- Special section on event website

### PARTICIPATION COST (USD):

MEMBER	NON-MEMBER
\$795	\$995

### 2019 PARTICIPANTS:

Fisher Construction Group  
Hoopo  
Istobal  
OEO  
Parsyl  
Quest/Thermastor  
Tippmann Innovation  
Trimble  
Vapor Armour



# 129<sup>TH</sup> IARW-WFLO CONVENTION OVERVIEW

5-8 MAY 2020 | HYATT REGENCY COCONUT POINT | BONITA SPRINGS, FLORIDA

The IARW-WFLO Convention will offer a variety of unique social and business development experiences that are designed to provide a high level of brand recognition and connect you with owners, CEO's, and other top executives at the leading warehousing and logistics firms in the temperature controlled third-party logistics industry.

The Convention features enhanced Networking Receptions, the Supplier Showcase, Golf Classic, TechTalks, and many other opportunities that have been created for contractors and suppliers to build relationships with industry executives.

## ATTENDEES BY COMPANY TYPE:

97%

of 2019 attendees said that Convention was worth their time and money

53% Warehouse

47% Supplier



## WAREHOUSE COMPANIES THAT ATTENDED THE 2019 IARW-WFLO CONVENTION:

AGRO Merchants Group, LLC  
Americold Logistics  
BASAL - IRESA Monterrey  
Bellingham Cold Storage Co.  
Bradner Cold Storage Ltd.  
Burris Logistics  
CAP - Logistica Frigorificada LTDA  
Confederation Freezers  
Classic Warehousing, INC  
Cloverleaf Cold Storage Co.  
Coldstar  
Commercial Cold Storage, Inc.  
Commercial Warehousing, Inc.  
Conestoga Cold Storage  
Congebec Logistics, Inc.  
Dick Cold Storage  
Doboy Cold Stores Pty, Ltd.  
Emergent Cold Pty Ltd

Eskimo Cold Storage, LLC.  
Florida Freezer L. P.  
Friopuerto Investment, SLU  
Hall's Warehouse Corp.  
Hanson Logistics  
Henningsen Cold Storage Co.  
Innovative Cold Storage Enterprises, Inc.  
Interchange Group, Inc.  
Interstate Warehousing, Inc.  
Konoike-Pacific (KPAC)  
Laverton Cold Storage  
Lineage Logistics  
Lone Star Cold Storage, Inc.  
Los Angeles Cold Storage Co.  
Mandich Group  
Mattingly Cold Storage  
Merchandise Warehouse Co., Inc.

Merchants Cold Storage Company, LLC  
MHW Group  
Midwest Refrigerated Services, Inc.  
Minnesota Freezer Warehouse  
MTC Logistics  
NewCold Advanced Logistics  
Nor-Am Cold Storage, Inc.  
Oxford Logistics Group  
Philadelphia Warehouse & Cold Storage, Co.  
Pioneer Cold  
Premier Refrigerated Warehouse  
Quality Refrigerated Services  
RLS Logistics  
San Diego Refrigerated Services, Inc.

SnoTemp Cold Storage  
Southeast Cold Storage  
Stockabo b.v.b.a  
Superfrio Armazéns Gerais Ltda  
Traverse Cold Storage, LLC  
Trenton Cold Storage, Inc.  
United States Cold Storage, Inc.  
Valley Cold Storage & Transportation  
VersaCold Logistics Services  
Washington Cold Storage, Inc.  
WCS Logistics / Winchester Cold Storage  
Western Distribution Services, LLC  
Wiginton Fire Systems  
Zero Mountain, Inc.

# 129<sup>TH</sup> IARW-WFLO CONVENTION

## SPONSORSHIP OPPORTUNITIES

Designed and branded exclusively for your company, these premier sponsorships will exceed your highest expectations!

### SPONSORSHIP BENEFITS:

- List of attendees with contact details
- Recognition of sponsorship on Convention website, Convention marketing emails, and event signage
- Logo and description listed in exclusive sponsor section of Convention Mobile App
- Recognition of sponsorship during opening General Session (logo on screen and verbal recognition)
- Listed in pre-Convention brochure (must sign by 30 January 2020)
- All sponsors in attendance will receive distinctive "Sponsor Ribbons" to wear throughout the event
- Right of first refusal for sponsorship of same event, if offered, in 2021

#### PLATINUM LEVEL

Sponsorship Includes: Four (4) complimentary attendee passes for sponsor company (\$6,000 value) and one (1) invitation to the closed Leadership Reception. (Total spend must reach level threshold to receive these benefits)

#### GOLD LEVEL

Sponsorship Includes: Two (2) complimentary attendee passes for sponsor company (\$3,000 value).

SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)	
PLATINUM LEVEL \$20,000 – \$40,000	Country Western Extravaganza (Tuesday)	\$40,000	
	Keynote Presenter Sponsor (Monday)	\$20,000	
	Keynote Presenter Sponsor (Wednesday Afternoon)	\$20,000	
	Leadership Reception & Dinner (Sunday)	\$20,000	
GOLD LEVEL \$8,500 – \$19,999	First-Timers/New Member Reception & Welcome Reception	\$15,250	
	After Hours Pub Night	\$10,500*	
	Closing Pool Party (Wednesday) or Co-Sponsored (2) at \$5,125 each	\$10,500	
	Keynote Presenter Sponsor (Tuesday Afternoon)	\$10,500	
	Keynote Presenter Sponsor (Wednesday Morning)	\$10,500	
	Hotel Key Cards	\$10,500	
	Peer-to-Peer Roundtables	\$10,500	
	Golf Classic Beverage Cart	\$10,500	
	Lunch (Monday)	\$9,000	
	Lunch (Wednesday)	\$9,000	
	Supplier Showcase (10)	\$8,500	
	SILVER LEVEL \$8,499 and below	Convention WiFi	\$8,000
		Supplier TechTalks (4)	\$7,500 each
Convention Mobile App		\$6,500	
Pocket Agenda		\$6,500	
Cool Pioneers (3)		\$6,000 each	
Coffee Break Sponsor (3)		\$6,000 each	
Golf Classic Prizes		\$6,000	
Golf Classic Lunch		\$6,000	
Golf Classic Cigar Bar		\$5,500	
Branded Golf Balls		\$5,500	
Pens & Pads		\$5,500	

\*Plus cost

# 40<sup>TH</sup> CEBA CONFERENCE & EXPO OVERVIEW

10 – 12 NOVEMBER 2020 | WESTIN MISSION HILLS GOLF RESORT & SPA | RANCHO MIRAGE, CA

The CEBA Conference & Expo is a supplier's best venue for reaching builders and other controlled environment construction and engineering decision-makers. Participants come to the conference prepared to make important purchasing decisions. The expo features the latest technologies, solutions, products and services from some of the most respected names in the industry.



## ATTENDEES BY COMPANY TYPE

- 48%** Supplier
- 31%** Contractor - Design/Build
- 21%** Food Industry and Warehouse Representative



90% of Exhibitors said the Conference was worth their time and money

## COMPANIES THAT ATTENDED THE 2018 CEBA CONFERENCE & EXPO:

*\*At time of publishing, the 2019 CEBA Conference & Expo had not occurred*

A M King  
 Aaron Bradley Dock Equipment (ABC Docks)  
 Ahern Fire Protection  
 Albany Entrematic  
 All Weather Insulated Panels  
 Alliance Industrial Refrigeration Services, Inc.  
 ALTA Refrigeration, Inc.  
 Americold Logistics  
 ARCO Design/Build - BTS  
 ATI Architects  
 ATI Architects & Engineers  
 AutoMak Assembly, Inc.  
 Automha Americas Automation Corp  
 Bellingham Cold Storage Co.  
 Bethlehem Construction  
 BITZER U.S., Inc.  
 BlueLab & Associates  
 Brucha Corp  
 Carnot Refrigeration Inc.  
 Chase Doors  
 Clarion Construction, Inc.  
 Cloverleaf Cold Storage Co.  
 Cold Storage Construction Services Inc.  
 Coldbox Builders Inc.  
 Coldbox Builders Inc.  
 Coldroom Systems, Inc.  
 Colmac Coil Manufacturing Inc.  
 Commercial Cold Storage, Inc.  
 Commercial Warehousing, Inc.  
 Confederation Freezers - Brampton  
 Congebec Logistics, Inc.  
 Constellation  
 Crystal Distribution Services, Inc.  
 CSI of Virginia, Inc.

Danfoss  
 Delta T Construction Company Inc.  
 Denovo  
 Dow Building Solutions  
 Dynaco Entrematic  
 Eliason Corporation  
 Enviro Cold Storage Doors  
 ESI Group USA  
 Evapco Inc.  
 Fastener Systems, Inc.  
 Fisher Construction Group  
 Frazier Industrial Company  
 Frez-N-Stor, Inc.  
 Fricks Company, The  
 Global Cold Chain Alliance  
 Global Insulated Doors Inc.  
 Gordon Food Service  
 Graycor Construction Company  
 Green Span Profiles  
 Group4 Reps  
 Guntner U.S. LLC  
 Hansen Cold Storage Construction  
 Henningsen Cold Storage Co.  
 Honeywell  
 Hudson Global Strategies  
 ICP Adhesives & Sealants, Inc.  
 Inseego  
 Interstate Warehousing, Inc.  
 iWarehouse  
 Jamison Door Company  
 JAX Refrigeration  
 Johnson Controls  
 Kingspan Insulated Panels  
 KPS Global  
 Laudy B.V. Project Management & Consultancy

Lineage Logistics  
 Lockton Companies, LLC  
 Lone Star Cold Storage, Inc.  
 Longstreet Co/Metl-Span  
 LTI Contracting  
 LTW Intralogistics, Inc.  
 Lydig Construction  
 M.I.E.-Moy Industrial Electric  
 Martini Meat  
 Mayekawa U.S.A., Inc.  
 Merchandise Warehouse Co., Inc.  
 Metl-Span  
 Metl-Span/KMKsales  
 Midwest Materials Company  
 Midwest Refrigerated Services, Inc.  
 Minnesota Freezer Warehouse  
 MTC Logistics  
 NewCold Coöperatief U.A.  
 NORDOCK Inc.  
 North Coast Winegrape Brokers  
 NXCOLD LLC  
 Overture Stars Partners Holding LLC  
 PCC Logistics  
 Performance Contracting Inc.  
 Pioneer Cold  
 Plus Delta Consulting LLC (CHIEFEXECoach)  
 Premier Refrigerated Warehouse  
 Primus Builders, Inc.  
 Quest/Therma-stor  
 RC&E, Inc.  
 Republic Refrigeration, Inc.  
 RHH Foam Systems Inc.  
 Ricker Thermline  
 Rite-Hite Corporation  
 RLS Logistics- Corporate

Ruggiero Seafood  
 Ryan Companies US, Inc.  
 Rytec High Performance Doors  
 S.A. Comunale  
 San Diego Refrigerated Services, Inc.  
 Seneca Holdings  
 Shambaugh  
 SnoTemp Cold Storage  
 SRP  
 Steine Cold Storage, Inc.  
 Storax Racking Systems  
 SubZero Constructors, Inc.  
 Super Cool Refrigeration Cold Storage Construction  
 Team Group, Ltd.  
 The Raymond Corporation  
 The Whiting-Turner Contracting Company  
 Thermomass  
 Tippmann Innovation  
 Trinity Insulation Company  
 UL LLC  
 United Insulated Structures Corp.  
 United States Cold Storage of California  
 United States Cold Storage, Inc.  
 Vapor Armour  
 Viking Cold Solutions, Inc  
 Wagner Fire Saftey  
 Wagner Group GmbH  
 Weiland Doors  
 Western Distribution Services, LLC  
 Wiginton Fire Systems  
 Worldwide Speakers Group  
 Xlt-Cor, Inc.

# 40<sup>TH</sup> CEBA CONFERENCE & EXPO

## EXHIBITING OPPORTUNITIES

### BENEFITS:

- Receive full attendee list with contact information
- Company name on the website
- Company name and contact information in CEBA Conference & Expo Mobile App
- 6-foot draped table and chairs
- One (1) attendee pass included in the exhibit fee

### WHO EXHIBITS?

- Automation
- Cold Storage Contractors
- Doors
- Energy Efficiency Solutions
- Fire Prevention Systems
- Flexible Walls
- Flooring Install & Repair
- Insulated Panels
- Insulation
- Lighting
- Materials Handling
- Racking
- Refrigeration Contractors & Machinery
- Roofing
- Solar

### PRICING:

SIZE	PRICE (USD)
Table top display	\$3,500

### 2019 EXHIBITORS:

Albany Entrematic  
 All Weather Insulated Panels  
 Berner Air Curtains  
 Brucha Corp  
 Carnot Refrigeration Inc.  
 Colmac Coil Manufacturing Inc.  
 Evapco Inc.  
 Frank Door Company  
 Global Insulated Doors Inc.  
 Green Span Profiles  
 Honeywell  
 Jamison Door Company  
 Johns Manville

Johnson Controls  
 Kingspan Insulated Panels  
 KPS Global  
 Metl-Span  
 NORDOCK Inc.  
 Quest/Therma-stor  
 Republic Refrigeration, Inc.  
 RHH Foam Systems Inc.  
 Rytec High Performance Doors  
 The Raymond Corporation  
 Thermomass  
 Tippmann Innovation  
 TrueCore  
 Vapor Armour

Viking Cold Solutions, Inc  
 Wagner Fire Safety, Inc.  
 Weiland Doors  
 Wiginton Fire Systems





# 40<sup>TH</sup> CEBA CONFERENCE & EXPO

## SPONSORSHIP OPPORTUNITIES

### SPONSORSHIP BENEFITS:

- Receive full attendee list with contact information
- Recognition of sponsorship on conference website, marketing materials, and event signage
- Acknowledgment during Opening General Session
- Logo included in the CEBA Conference & Expo Mobile App
- Discounted registration for your clients/customers to attend
- Right of first refusal for sponsorship, if offered, in 2021

SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)
PLATINUM LEVEL \$5,501+	Hotel Room Key Cards	\$7,000
	Keynote	\$7,000
	Welcome Reception (Max 2 Co-Sponsors)	\$7,000 each
	Conference WiFi	\$6,500
	Golf Tournament Beverage Cart	\$6,500
GOLD LEVEL \$4,251-\$5,500	Lunch in the Expo (Friday)	\$6,000
	Lunch in the Expo (Saturday)	\$6,000
	Conference Mobile App	\$5,500
	Farewell Reception (Max 3 Co-Sponsors)	\$5,500 each
SILVER LEVEL \$4,250 and below	Pocket Agenda	\$5,000
	Breakfast in the Expo (Friday)	\$5,000
	Breakfast in the Expo (Saturday)	\$5,000
	Golf Tournament Cigar Bar	\$4,500
	Golf Tournament Prizes	\$4,500
	Pads & Pens	\$4,500
	Refreshment Break in the Expo (3)	\$4,000 each
	Branded Golf Balls	\$4,000

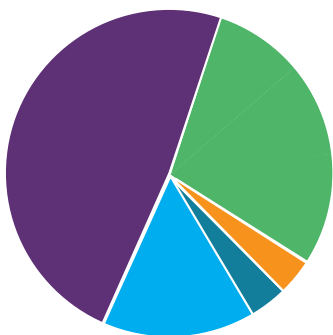


# GCCA COLD CHAIN POLICY FORUM OVERVIEW

JULY 2020 | WASHINGTON, DC

The Cold Chain Policy Forum, organized by the Global Cold Chain Alliance (GCCA), is the premier policy event and fly-in for businesses engaged in temperature-controlled logistics. The primary audience includes third-party transportation, warehousing, and logistics providers, food processors and manufacturers, retailers, and related industry associations. This program was formerly called the GCCA Assembly of Committees Meeting.

Over the past few years the Assembly of Committees (AOC) meeting, held in Washington, DC every July, has transitioned into a policy-oriented event with education sessions and keynote presentations focused on rules and regulations and their impact on the cold chain.



**Attendees by Company Type:**  
**47%** Warehouse  
**30%** Supplier  
**5%** Construction  
**5%** Transportation  
**13%** Other

**100%**

of attendees found value in the event and plan to attend in 2020



## COMPANIES THAT ATTENDED THE NEW 2019 GCCA COLD CHAIN POLICY FORUM:

AJC International  
 ALTA Refrigeration, Inc.  
 American Farm Bureau Federation  
 American Road & Transportation Builders Association  
 Americold Logistics  
 Armada Supply Chain Solutions  
 Bellingham Cold Storage Co.  
 Bonar Engineering & Construction Company  
 Bradner Cold Storage Ltd.  
 Burris Logistics  
 CECI  
 Commercial Warehousing, Inc.  
 Cryo-Trans, LLC  
 Crystal Distribution Services, Inc.  
 Danfoss  
 Dick Cold Storage

Dreisbach Enterprises, Inc.  
 Eskimo Cold Storage, LLC.  
 Evapco Inc.  
 Frez-N-Stor, Inc.  
 Global Cold Chain Alliance  
 Great Plains Transport Inc.  
 Henningsen Cold Storage Co.  
 Holt Logistics Corp.  
 Horvath & Weaver PC  
 International Institute of Ammonia Refrigeration  
 Jackson Lewis P.C.  
 JB Hunt Transportation  
 Lineage Logistics  
 Lockton Companies, LLC  
 Lockwood Securities  
 Lone Star Cold Storage, Inc.  
 Los Angeles Cold Storage Co.  
 Mattingly Cold Storage  
 Mattioni, Ltd.

Mayekawa U.S.A., Inc.  
 Merchandise Warehouse Co., Inc.  
 MTC Logistics  
 National Frozen & Refrigerated Foods Association  
 Philadelphia Warehouse & Cold Storage, Co.  
 PLM Trailer Leasing  
 Plus Delta Consulting LLC (CHIEFEXEcoach)  
 Premier Refrigerated Warehouse  
 RefrigiWear Inc.  
 RLS Logistics - Corporate  
 San Diego Refrigerated Services, Inc.  
 Scopelitis, Garvin, Light, Hanson & Feary  
 Sierra Pacific Distribution Services

Smith Corona Labels and Ribbons  
 Sodus Cold Storage Company, Inc.  
 Storax | FLEXSPACE  
 SYSCO Corporation  
 The Raymond Corporation  
 Tippmann Construction  
 Tippmann Innovation  
 Tyson Foods, Inc.  
 United States Cold Storage, Inc.  
 USA Poultry & Egg Export Council  
 USDA Food Safety and Inspection Service  
 Vapor Armour  
 Wagner Group GmbH  
 WCS Logistics / Winchester Cold Storage

# GCCA COLD CHAIN POLICY FORUM SPONSORSHIP OPPORTUNITIES

Reach top-level executives at the GCCA Cold Chain Policy Forum through a variety of exclusive sponsorship opportunities. There are three levels of sponsorship: Platinum, Gold, and Silver. Platinum sponsors appear at the top of all sponsor materials, Gold appear directly below, followed by Silver. Platinum sponsors also have the option to sponsor specific events/items at the meetings.

## SPONSORSHIP BENEFITS:

- Receive full attendee list with contact information
- Marketing collateral on Sponsor Table
- Acknowledgment during General Session luncheon
- Logo featured on the event website, program, and event Mobile App
- Distinctive sponsor ribbon displayed on event badge
- Right of first refusal for sponsorship, if offered, in 2021

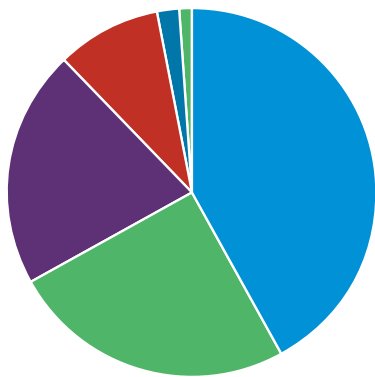
SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)
PLATINUM LEVEL	Welcome Reception	\$5,000
	Opening General Session Luncheon	\$5,000
	Closing General Session Luncheon	\$5,000
	Registration & Wifi	\$5,000
GOLD LEVEL	Mobile App	\$4,000
	Breakfast (Tuesday)	\$3,500
	Breakfast (Wednesday)	\$3,500
	Education Session (6)	\$3,000



# GCCA 23<sup>RD</sup> EUROPEAN COLD CHAIN CONFERENCE OVERVIEW

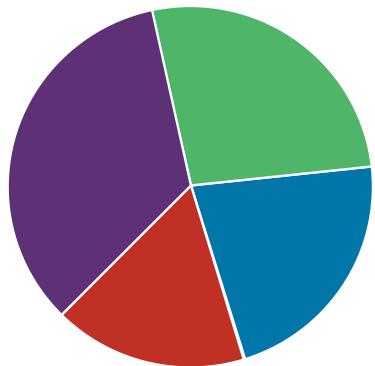
18 – 20 MARCH 2020 | HILTON ROTTERDAM | ROTTERDAM, NETHERLANDS

The GCCA European Cold Chain Conference is a supplier's best venue for reaching temperature-controlled warehousing and logistics executives in the European market. Increase your company's brand visibility and promote your brand at the event through the sponsorship program. Each opportunity has been customized to spotlight your company throughout the entire event, and exclusively at specific event functions. The expo features the latest technologies, solutions, products and services from some of the most respected names in the industry.



## 2019 ATTENDEE DEMOGRAPHICS

- 42%** Warehouse
- 25%** Supplier
- 21%** Transportation
- 9%** Trade Associations
- 2%** Press
- 1%** Construction



## ATTENDEE DEMOGRAPHICS BY TITLE

- 37%** Director or Manager
- 32%** Executive: CEO, President, Owner
- 20%** Other
- 12%** Executive Team: Senior VP, VP, C-Suite



**95%**

of 2019 attendees said the European Cold Chain Conference was worth their time and money



# GCCA 23<sup>RD</sup> EUROPEAN COLD CHAIN CONFERENCE

## EXHIBITING OPPORTUNITIES

### WHO EXHIBITS?

- Automation/Robotics
- Construction Providers
- Docking Equipment
- Doors
- Energy Efficiency Solutions
- Fire Prevention Solutions
- Food Safety & Compliance
- Insulated Clothing
- Insulated Panels
- Lighting Manufacturers & Suppliers
- Materials Handling
- Racking Equipment
- Refrigeration Equipment & Contractors
- WMS & TMS Providers

### PRICING:

SIZE	PRICE (EURO)
Table Top Display	Member — €2,850 Non-Member — €3,850

### EXHIBIT BENEFITS:

- Company name on event website
- Company name and contact information featured in Conference Mobile App
- 2-meter draped table and chairs
- One (1) attendee registration included in the exhibit fee

### 2019 EXHIBITING COMPANIES

Antwerp Carrier Commercial Refrigeration	Fortdress HB Products ISOCAB by Kingspan	Johnson Controls SSI-Schafer Viking Cold	Wagner Group
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### 2019 EUROPE CONFERENCE ATTENDEE COMPANIES:

AB Tehnic Profesional srl	DHL Innovation Centre	InspiraFarms	RBK Group
AGRO Merchants Group	DP World Antwerp Head Office	Intrion Belgium	Reitan Distribution
Alaska Cold Stores	Elevate-IT NV	IRU	Sagacify
Antin	Eurofrigo B. V.	ISOCAB France S.A.S.	Sensata Technologies
Antwerp Cold Stores	European Cold Storage and Logistics Association	ISOPAN SPA	SSI-Schäfer AG
Approved Cold Storage	Evapco Europe BVBA	Johnson Controls	STEF Logistique
ARCH Emerging Market Partners	FCO Media	Kloosbeheer B.V.	Stockhabo b.v.b.a
Arcus Infrastructure Partners LLP	Fortdress International KG	Leen Menken Distri-Services BV	Storax   FLEXSPACE
Blulog Sp. z o.o.	FP Sines, Unipessoal Lda.	Lineage Logistics	Storax Racking Systems
Boltrics	FreezeLink	Lineage Logistics (Bergen)	Stow Belgium
Carrier Refrigeration Benelux B.V.	Frigolanda Cold Logistics	Lineage Logistics (Gloucester)	Teneo
Carrier Refrigeration Operation Czech Republic s.r.o.	Friopuerto Investment, SLU	Logistics Way	Tiefkühlcenter Bocholt GmbH
Carrier SCS / Profroid-Green & Cool	Global Cold Chain Alliance	Magnavale Ltd	Underwriters Laboratories Iberica S.L.
Cold Chain Federation	Grocontinental Ltd	Mayekawa Europe N.V.	University of Lodz
Coldbox Builders Inc.	Groupe Conhexa	Metaflex Door Europe bv	Van Soest Coldstores N.V.
Coldstar	HB Products A/S	NAI FrontPoint Partners	Vereniging Van Nederlandse Koel - En Vriesshuizen (NEKOVRI)
ColdstoreExpertiseCenter.com	Honeywell	NewCold Coöperatief U.A.	VersaCold Logistics Services
Conestoga Cold Storage	Hudson Global Strategies	Overture Stars Partners Holding LLC	Viking Cold Solutions, Inc
Cool Logistics Resources Ltd	Ingersoll Rand Climate Control	PSA Antwerp	Wagner Group GmbH
Craymere Consulting Limited	Technologies: Thermo King Europe	PSA International Pte Ltd.	
Danfoss A/S		Rabobank	
		Ramboll Finland	

# GCCA 23<sup>RD</sup> EUROPEAN COLD CHAIN CONFERENCE SPONSORSHIP OPPORTUNITIES

## SPONSORSHIP BENEFITS:

- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Logo and description listed in exclusive sponsor section of Conference Mobile App
- Recognition of sponsorship in Conference Mobile App
- Recognition of sponsorship during opening Plenary Session (logo on screen and verbal recognition)
- Listed in select pre-event marketing only for specific packages (Diamond Level)
- All sponsors in attendance will receive distinctive “Sponsor Ribbons” to wear throughout the event
- Right of first refusal for sponsorship of same event, if offered, in 2021
- List of attendees with contact details subject to attendees’ approval, in compliance with GDPR

SPONSORSHIP LEVEL	SPONSORSHIP	PRICE
DIAMOND LEVEL	Packages of €10k or above	€10,000+
PLATINUM LEVEL*	Welcome Reception	€5250
	Opening Dinner	€5250
	Industry Perspective Tech Talk (2)	€5250 Each
	Keynote Presenter (Thursday)	€5250
	Automation Tour	€5250
GOLD LEVEL	Mobile App	€4250
	Keynote Presenter (Friday)	€4250
	Happy Hour in the Expo (Thursday)	€4250
	Registration	€4250
	Branded Room Keys	€4250
SILVER LEVEL	Networking Lunch in the Expo (Thursday)	€3250
	Networking Lunch in the Expo (Friday)	€3250
	Pads & Pens	€3250
	Morning Coffee in the Expo (Thursday)	€3250
	Networking Break in the Expo (Thursday Morning)	€3250
	Refreshments in the Expo (Thursday Afternoon)	€3250
	Morning Coffee in the Expo (Friday)	€3250
	Networking Break in the Expo (Friday)	€3250
Warehouse Council Meeting	See page 23	€2500

\*Platinum sponsors receive one (1) pre-event email blast to conference attendees, which will be sent by event management.



# WAREHOUSE COUNCIL MEETING OVERVIEW

18 MARCH 2020 | HILTON ROTTERDAM | ROTTERDAM, NETHERLANDS & TBD NOVEMBER 2020

Hosted twice a year, the GCCA Warehouse Council meetings are an exclusive venue for cold chain operator members to learn about the latest market developments at country level across Europe – and sometimes beyond. Participants will get unique insights from industry peers and can exchange views on current challenges and the future of the sector.

## SPONSORSHIP OPPORTUNITIES

Sponsoring the GCCA Warehouse Council Meetings gives GCCA associate members (supplier and contractor) exclusive access to decision makers from temperature-controlled logistics companies attending and unique insights into industry trends and developments.

## BENEFITS OF SPONSORING INCLUDE:

- Direct access to a qualified audience of potential customers
- Unique insight into the trends and challenges pertaining to temperature-controlled logistics
- Attend Warehouse Council Meeting as an observer (one participant from sponsoring company.
- Receive list of participants (subject to attendees' approval in compliance with GDPR)
- Bespoke brand exposure
- Access to facility visits (for facility visit sponsors only)
- Display banner at event
- Distribute leaflets or brochures and give-aways at event
- Sponsorship includes participation of maximum two representatives of the sponsoring company

### COST:

*Note: each event is limited to two sponsors*

### 2019 ATTENDEES

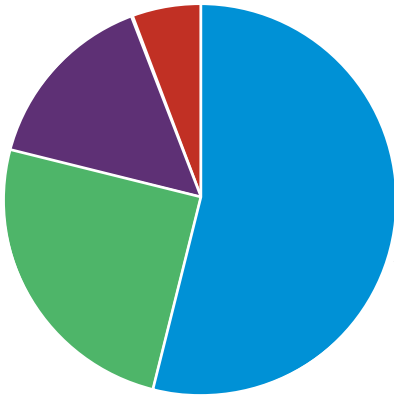
Americold Logistics	Dreisbach Enterprises, Inc.	Magnavale Ltd	Superfrio Armazéns Gerais Ltda
BASAL - IRESA Monterrey	Fowler Welch	MTC Logistics	- Corporate Office
Bradner Cold Storage Ltd.	Friopuerto Investment, SLU	NewCold Advanced Logistics	Tiefkühlcenter Bocholt GmbH
British Frozen Food Federation	GEA Group Aktiengesellschaft	Newport-St Paul Cold Storage, Co.	Transmar, Ltd.
Burriss Logistics	Henningsen Cold Storage Co.	Nor-Am Cold Storage, Inc.	United States Cold Storage, Inc.
Chiltern Distribution Ltd	ISOPAN SPA	Norish Ltd.	Virginia Tech
Cold Chain Federation	Kloosbeheer B.V.	Premier Refrigerated Warehouse	Wagner UK Ltd.
Coldbox Builders Inc.	Lineage Logistics	RLS Logistics - Corporate	WCS Logistics / Winchester Cold Storage
Coldstar	Lockton Companies, LLC	Southeast Cold Storage	Western Distribution Services, LLC
Conestoga Cold Storage	Lone Star Cold Storage, Inc.	Stockhabo b.v.b.a	Yearsley Logistics
Dick Cold Storage	Maersk		

*For all inquiries, contact our European Director Julie Hanson at [jhanson@gcca.org](mailto:jhanson@gcca.org) or by phone +32 496 065 865.*

# GCCA LATIN AMERICA COLD CHAIN CONGRESS OVERVIEW

18-19 NOVEMBER 2020 | TBD | BOGOTA, COLOMBIA

The Latin American Cold Chain Congress brings together leaders and businessmen from the food industry throughout Latin America, as well as government officials, to discuss the trends, opportunities and challenges of the cold chain for the new economies and the future of Latin America. Increase your company's brand visibility and promote your brand at the event through the sponsorship program. Each opportunity has been customized to spotlight your company throughout the entire event, and exclusively at specific event functions. The expo features the latest technologies, solutions, products and services from some of the most respected names in the industry.

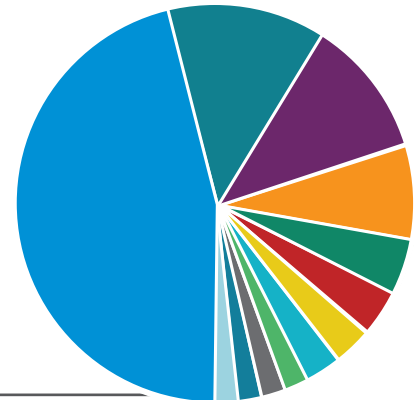


## 2019 ATTENDEE DEMOGRAPHICS BY TITLE

- 56%** Director, Manager
- 20%** Upper Management, Vice President
- 17%** Executive, CEO, President, Owner
- 7%** Other (Academia, Legal, Government)

## 2019 ATTENDEE DEMOGRAPHICS BY LOCATION

- |                               |                     |
|-------------------------------|---------------------|
| <b>45%</b> Peru               | <b>3%</b> Guatemala |
| <b>15%</b> Mexico             | <b>3%</b> Ecuador   |
| <b>11%</b> Dominican Republic | <b>1%</b> Argentina |
| <b>8%</b> USA                 | <b>1%</b> Colombia  |
| <b>6%</b> Brazil              | <b>1%</b> Panama    |
| <b>4%</b> Chile               | <b>1%</b> Spain     |



**93%**

of exhibitors & sponsors said the event was worth their time and money

**100%**

of attendees said the Congress was worth time and money





# GCCA LATIN AMERICA COLD CHAIN CONGRESS

## EXHIBITING OPPORTUNITIES

### WHO EXHIBITS?

- Construction Providers
- Docking Equipment
- Doors
- Energy Efficiency Solutions
- Fire Prevention Solutions
- Fork Lifts & Material Handling
- Insulated Clothing
- Insulated Panels
- Lighting Manufactures & Suppliers
- Racking Equipment
- Refrigeration Contractors
- WMS & TMS Providers

### PRICING:

SIZE	PRICE (USD)
Table Top Display	\$2,500

### EXHIBIT BENEFITS:

- Access to attendee list with contact details
- Company name on the event website
- Company name and contact information in Onsite Program
- 2 Meter draped table and 2 chairs
- One (1) attendee registration included in the exhibit fee (additional booth personnel can register at 25% discount)



### 2019 LATIN AMERICA CONGRESS ATTENDEE COMPANIES:

ADEX  
 Aerodom: Las Americas Airport  
 Agrocluster Del Caribe  
 Agroempaques, S.A.  
 Agroexportaciones & Medio Ambiente  
 Alicorp SAA  
 Alimentos SBF de Mexico de R.L  
 All Natural Process EIRL  
 Almafrío SRL  
 Altamira Terminal Multimodal Sa de Cv  
 Amadube Investment  
 America Logistica Group  
 AMR-Agro  
 Approlog  
 ASAP Consulting Group, SAC  
 Asopropimopla

Axis Global Logistics SAC  
 Bajo Cero Frigorificos  
 Bodegas Frias, S.A.  
 Caribe Cargo  
 Carrier Transicold de Mexico, S.A. de C.V.  
 Danfoss Do Brasil Industria E Comercio LTDA  
 DICARINA  
 E3 Consulting Group  
 Emergent Cold Pty Ltd  
 Frazier Industrial Company  
 Frigorifico Oneto y Cia. S.A.I.C.  
 Frioport S.A.  
 Friopuerto Investment, SLU  
 Friopuerto Montevideo  
 Froztec International Inc.  
 Gestión de Negocios Capricornio

Grupo Frio Integral  
 Grupo Inversor Veracruzano, SAPI de CV  
 Grupo Ransa  
 GS1  
 Henningsen Cold Storage Co.  
 I+D+I Institute of Neurocoaching  
 International Executive Service Corps  
 Ipsos  
 Iresa  
 Johnson Controls Peru  
 K Line Peru SAC  
 Loginspecs S. C.  
 Logística Fría Griver, SAPI de CV (Friopuerto Veracruz)

Marítima Dominicana S.A.S  
 Mayekawa Peru  
 Metecno S.A. De C.V.  
 Pacific Cooling Services S.A. Pacoolse  
 Patria  
 Patria Investments / Colombia  
 Pesca & Medio Ambiente  
 Precisa Frozen Ltda.  
 Promperu  
 Refrigeracion Linca SA de CV  
 RefrigiWear Inc.  
 RV Ingenieria  
 Saudi Food  
 Superfrio Armazéns Gerais Ltda -  
 Zgroup Sac

# GCCA LATIN AMERICA COLD CHAIN CONGRESS SPONSORSHIP OPPORTUNITIES

## SPONSORSHIP BENEFITS:

- List of attendees with contact details
- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Logo and description listed in exclusive sponsor section of the Conference Program
- Recognition of sponsorship in event programme
- Recognition of sponsorship during opening General Session (logo on screen and verbal recognition)
- Listed in select pre-event marketing
- All sponsors in attendance will received distinctive “Sponsor Ribbon” to wear throughout event
- Right of first refusal for sponsorship of same event, if offered, in 2021
- Table Top Display (only Platinum Sponsors)

## SPONSORSHIP OPPORTUNITIES:

SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)
PLATINUM LEVEL	Keynote Presenter	\$4,000
	Farewell Reception	\$4,000
	Networking Luncheon	\$4,000
GOLD LEVEL	Cold Chain Café	\$3,000
	Badges	\$3,000
	Lanyards	\$3,000
	Industry Trends Tech Talk	\$3,000
SILVER LEVEL	Conference WiFi	\$2,500
	Coffee Break	\$2,000
	Pads & Pens	\$2,000
	Tour of Facility	\$1,500

Interested in creating a customized sponsorship or package?  
Contact James Rogers at +1 703 373 4303 or [jrogers@gcca.org](mailto:jrogers@gcca.org)  
to discuss how GCCA can meet your needs.



# GCCA MEXICO COLD CHAIN FORUM SPONSORSHIP OPPORTUNITIES

SEPTEMBER 2020 | TBD | DALLAS, TEXAS

Every other year the Global Cold Chain Alliance (GCCA) hosts a one-day education forum focused on Mexico specific and cross-border, trending topics in temperature controlled logistics. This event convenes cold chain professionals and thought leaders in an interactive, engaging program that aims to be informative, insightful, while allowing participants to foster relationships. Each session is specifically designed to address leading-edge topics in facility management and provides traditional classroom learning along with the opportunity to collaborate with your peers.

## SPONSORSHIP BENEFITS:

Sponsoring at the GCCA Mexico Cold Chain Forum offers your company exposure to key warehouse/3PL professionals and other cold chain decision-makers.

Sponsors receive the following benefits in addition to the specific recognition that accompanies each sponsorship item listed below:

- Receive full attendee list with contact information
- Recognition of sponsorship on event website and event signage/materials
- Acknowledgment during General Session

## SPONSORSHIP OPPORTUNITIES:

SPONSORSHIP	PRICE (USD)
Networking Lunch Sponsor	\$3,000
Keynote Speaker Sponsor	\$3,000
Farewell Reception/Happy Hour Sponsor	\$3,000
Coffee Break Sponsor	\$2,500

Contact Debbie Corado, GCCA Latin America Director at [dcorado@gcca.org](mailto:dcorado@gcca.org) to discuss sponsorship opportunities and learn more about the benefits that come with each opportunity.

### COMPANIES THAT PARTICIPATED IN 2018:

Alimentos SBF De Mexico S De RL De Cv	BASAL & IRESA	Frezz & Logistics	Nafta Frigorificos SA de CV
Almacenes Refrigerados Consolidados SA de CV	Carrier Transicold de Mexico, S.A. de C.V.	Frialsa Frigorificos S.A. De C.V.	Refrigeracion Linca SA de CV
Altamira Terminal Multimodal Sa de Cv	CNA	Global Cold Chain Alliance	RefrigiWear Inc.
APLYTEK, S.A.	Coca-Cola Mexico	Jamison Door	Saferfood, S.A. de C.V
Ascomer Internacional S.A. DE. C.V.	Cold Chain Business Solutions	Latinoamerica S de RL de CV	Servicios Administrativos Pilgrims Pride S. de R.L. de C.V
Bajo Cero Frigorificos	Consejo Nacional Agropecuario	Jugos Del Valle-Santa Clara	Sonhofrut, S.A. DE C.V.
BASAL - IRESA Cuautitlán	Ecofrio Sapi De Cv	Lincarefrigeracion	Total Tijuana Logistics
BASAL - IRESA Monterrey	Frezz	Loginspecs S. C.	Walmart de Mexico y Centroamerica
		Metecno S.A. De C.V.	

# GCCA-ABI AF BRAZILIAN COLD CHAIN CONFERENCE OVERVIEW

JUNE 2020 | SÃO PAULO BRAZIL

The Global Cold Chain Alliance Brazil & ABI AF is organizing the fifth edition of this event focused exclusively on the temperature controlled logistics sector. The event will bring together entrepreneurs and professionals from the cold chain for a day of interaction and broad educational content. The programming is intended for warehousing and logistics executives who are looking for opportunities and solutions to develop their business.



100%

of attendees & sponsors said the event was worth their time and money

**AUDIENCE:** Warehouses and Logistics Operators, Food Industry and Processors, Suppliers, Builders, Carriers and Public Administration.

## 2019 ATTENDEES:

ABOL  
ABPA  
Arfrio  
BRF  
CAP Logística  
Catupiry  
Comfrio  
Confiance Log  
Danfoss

FM Approvals  
Frigorífico Marba Ltda  
Friopuerto Montevideo  
Frio vale Log  
Frio zem Armazéns Frigoríficos  
Frio zem Armazéns Frigoríficos  
GCCA  
GS&Libbra  
Guentner

Iceport  
Marba  
Marfrig  
Martini Meat  
Mayekawa  
Opergel Alimentos  
Refrio  
Revista Tecnológica  
RLS Logistics

Senso Solutions  
Sonda Supermercados  
Superfrio Armazéns Gerais  
Tedesco Engenharia e Logística  
Testo  
Thermo King

# GCCA-ABIAF BRAZILIAN COLD CHAIN CONFERENCE SPONSORSHIP OPPORTUNITIES

## WHO EXHIBITS & SPONSORS?

- Construction Providers
- Docking Equipment
- Doors
- Energy Efficiency Solutions
- Fire Prevention Solutions
- Insulated Clothing
- Insulated Panels
- Lighting Manufactures & Suppliers
- Materials Handling
- Racking Equipment
- Refrigeration Contractors
- WMS & TMS Providers

### 2019 EXHIBITORS & SPONSORS:

Danfoss	Mayekewa	Testo
Assist Software	Senso Solutions	Vafilm
Guntner	Tedesco	

## SPONSORSHIP & EXHIBITING OPPORTUNITIES

*Sponsorships in USD*

### PLATINUM – \$3,000 (3 AVAILABLE)

- Opportunity to make a brief presentation on technology or trends (*2 presentation spots available on first come, first served basis*)
- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Recognition at the official opening of the Symposium
- All sponsors in attendance will receive distinctive “*Sponsor Ribbon*” to wear throughout event
- List of attendees with contact details
- Four event registrations

*\*Additional Benefit: Expo table-top available in the hall of the event*

*\*\*Optional Additional Benefit (one per Platinum sponsor):*

- *Water bottles with your company’s logo: add \$400*
- *Fabric bag with your company’s logo: add \$400*
- *Back of the chair with your company’s logo: add \$400*

### GOLD – \$2,000

- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Recognition at the official opening of the Symposium
- All sponsors in attendance will receive distinctive “*Sponsor Ribbon*” to wear throughout event
- List of attendees with contact details
- Three event registrations

*\*Additional Benefit: Expo table-top available in the hall of the event*

### SILVER – \$1,000

- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Recognition at the official opening of the Symposium
- All sponsors in attendance will receive distinctive “*Sponsor Ribbon*” to wear throughout event
- List of attendees with contact details
- Two event registrations

# GCCA COLD CHAIN CONNECTIONS OVERVIEW & SPONSORSHIP OPPORTUNITIES

Cold Chain Connections are education and networking breakfasts, luncheons or receptions for temperature- controlled logistics professionals. They deliver a dynamic experience, bringing together small groups (15-35) of professionals in key cities around the world for focused, high-quality discussions. During these meetings, attendees first listen to a presenter, and then are encouraged to discuss what they just learned with their peers and colleagues during the meeting.

## SPONSORSHIP BENEFITS

- Receive full attendee list with contact information
- Recognition of sponsorship on event website and marketing emails

**\*Maximum of Three (3) Sponsors per Cold Chain Connection.**

**Contact GCCA to discuss exclusive sponsorship opportunities or to discuss multiple meeting discounts**

DATE	LOCATION	EVENT NAME
<b>ASIA PACIFIC</b>		
October	Melbourne, Australia	Cold Chain Connection
June or July	Beijing, China	Cold Chain Connection
<b>CANADA</b>		
TBD Spring	Ottawa, Canada	Cold Chain Connection
TBD Fall	Toronto, Canada	Cold Chain Connection
<b>EUROPE</b>		
10-12 June	Italy	Cold Chain Connection
18-20 November	Belgium	Cold Chain Connection
<b>GULF REGION/MIDDLE EAST</b>		
TBD	Dubai, UAE	Cold Chain Connection

# GCCA COLD CHAIN CONNECTIONS AGENDA AND 2019 PARTICIPANTS

## LATIN AMERICA

February	Panama City, Panama	Cold Chain Connection
February	São Paulo, Brazil	Cold Chain Connection
March	Curitiba	Cold Chain Connection
April	Santiago, Chile	Study Tour
June	Goiania, Brazil	Cold Chain Connection
October	Rio de Janeiro, Brazil	End of Year Dinner

## SOUTH AFRICA

March	Cape Town, South Africa	Cold Chain Connection
March	Johannesburg, South Africa	Cold Chain Connection
March	Durban, South Africa	Cold Chain Connection
October	Cape Town, South Africa	Cold Chain Connection
October	Johannesburg, South Africa	Cold Chain Connection
October	Durban, South Africa	Cold Chain Connection

## UNITED STATES

March	North Atlantic Region	Cold Chain Connection
June	Southwest Region	Cold Chain Connection
July	Southeast Region	Cold Chain Connection
November	Heartland Region	Cold Chain Connection

## PRICING:

- Logo recognition on onsite signage
- Marketing materials displayed onsite
- One (1) complimentary registration to event

### SPONSORSHIP\*

### PRICE (USD)

GCCA Cold Chain Connection - (All Regions Except Europe)	\$2,000 each
GCCA Cold Chain Connection - (Europe)	€2,500

### Interested in sponsoring a Cold Chain Connection, but don't see the country or region listed above?

GCCA has the ability to host a Cold Chain Connection anywhere in the world! GCCA also has active development projects and has the ability to add a Cold Chain Connection in conjunction with a project. Contact James Rogers at [jrogers@gcca.org](mailto:jrogers@gcca.org) or +1 703 373 4303 to discuss either one of these special opportunities.

# WFLO INSTITUTE WEBINARS

## OVERVIEW AND SPONSORSHIP OPPORTUNITIES

Hosting your own webinar or branding a GCCA Webinar Series helps position your company as an industry leader, while building your brand and generating qualified leads for you and your team.

In 2020, GCCA plans to format the webinar program through several topic and audience focused series. Each series will feature webinars targeted at all member categories including: warehousing, transportation and construction.

### BENEFITS OF SPONSORING:

**RAISE BRAND AWARENESS**

**EDUCATE THE MARKETPLACE ON YOUR PRODUCTS AND SERVICES**

**ACHIEVE MEASURABLE RESULTS**

**GENERATE SALES LEADS VIA GCCA'S MEMBERSHIP DATABASE**

### WFLO INSTITUTE WEBINAR SERIES

#### SERIES I: MANAGERIAL DEVELOPMENT

**Audience:** managers, supervisors (any industry or role)

This Webinar Series will focus on developing the skills of high potential employees in the temperature-controlled industry. This series will focus on topics such as Managing a Team, Providing Effective Feedback, Conducting Performance Reviews, and more.

#### SERIES II: INDUSTRY OUTLOOK, COMPLIANCE AND TRENDS

**Audience:** C-Suite, executives, general managers

This webinar series will focus on a wide breadth of topics related to business and industry issues. Webinars will highlight up-to-date information on regulatory compliance, legal assistance and guidance, and industry trends with potential to affect association members' and their customers.

**Frequency: Each Series - 3 Per Year**

**Pricing:** \$7,000 per series (one sponsor per series)

**Sponsoring provides the following features:**

- Branded slides at start of webinar
  - \*Verbal introduction by facilitator noting support
  - \*2-minute overview of services made by sponsor
  - \*Speaker introduction (Optional)
- Two marketing emails to GCCA membership
- Promotion in Cold Connection e-Newsletter
- Logo on GCCA's event page and website
- Final registration list after the webinar
- Recording will be archived on the GCCA site
- Complimentary discount code for customers/prospects outside of GCCA membership (Non-Member cost is \$99 per webinar)



# GCCA WEBINARS

## OVERVIEW AND SPONSORSHIP OPPORTUNITIES

### SPONSORED WEBINAR

**Audience:** Up to you!

The sponsored webinar program provides the opportunity to design and create your own webinar. The webinar builds brand awareness and reminds prospects about your product/service leading up to the presentation.

GCCA's education and marketing teams handle all of the administration and promotion of the webinar, providing an easy way to promote your brand to the GCCA audience. Sponsored webinars are perfect for metrics-driven companies that want to track the results of their marketing program.

**Frequency:** Three (3) available per year

**Pricing:** \$3,500 per webinar (one sponsor per webinar)

#### Previous topics included:

- Thermal Energy Solutions – Viking Cold Solutions
- Active Fire Prevention Systems Using Oxygen Reduction Technology – Wagner
- Automation Eases Cold Chain Disruption – Dematic
- How IOT is Revolutionizing Real-Time Cold Chain Monitoring – Aeris

#### Sponsoring provides the following features:

- Tailored webinar content designed and presented by sponsor  
\*See the webinar opportunities below for specific benefits
- Two (2) marketing emails to GCCA membership
- Promotion in Cold Connection e-Newsletter
- Logo on GCCA's event page and website
- Final registration list after the webinar
- Recording will be archived on the GCCA site
- Complimentary discount code for customers/prospects outside of GCCA membership (Non-Member cost is \$99 per webinar)

### WHAT DO WE NEED FROM YOU TO GET STARTED?

- Desired timeframe preferences for webinar
- Official title of the webinar, with a description and speakers (please include their titles and email addresses)
- Your logo in high resolution (.eps) format

# WFLO INSTITUTE SCHOLARSHIP PROGRAM

## 2021 SPONSORSHIP OVERVIEW

WEST: 2021 JAN 10 - 13 | TEMPLE MISSION PALMS | TEMPE, AZ &

EAST: 2021 JAN 31 - FEB 3 | GEORGIA TECH HOTEL & CONFERENCE CENTER | ATLANTA, GA

The WFLO Institute is the industry's premier cold chain training program for professionals engaged in temperature-controlled logistics. The Scholarship Program provides an all-expenses paid scholarship for deserving IARW warehouse members who excel in their companies to attend the WFLO Institute, including travel, lodging, Institute fees, and other events. This is an opportunity to support the industry in a way that furthers the industry through talent development. Sponsors will be able to showcase their company by supporting the WFLO Institute Scholarship Fund.

## SPONSORSHIP BENEFITS

### AUDIENCE REACH:

- 500 Direct impressions with students and faculty (current and future industry leaders)
- 3,000 direct mail impressions
- 25,000 email impressions

### BENEFITS:

- Sponsorship of one student at either WFLO Institute East or West\*
- Logo placement on Scholarship webpage and online application
- Logo visibility at WFLO Institute East and West\*\*
- Logo placement in the student workbook\*\*
- Verbal recognition at Opening General Session of WFLO Institute East and West, including photo opportunities, and attendance at limited WFLO Institute events\*\*
- Spot on Scholarship Selection Committee to review and score applicants, including access and involvement with WFLO Education and Training Committee members
- Ability to use WFLO Institute & GCCA logo; marketing your support of industry training and education to potential or current customers
- A celebration with scholarship winner and industry leaders at either East or West (specifics TBD)\*

### Cost: \$7,500

\* The sponsorship program includes the sponsorship of 1 student. That student (and you as the sponsor) will either attend East or West. Sponsors can also indicate whether they are interested in attending East or West.

\*\* Even though you will only be present at one of the 2 Institute programs, there will be logo visibility, placement in the workbook, and verbal recognition of all scholarship program sponsors at both locations.



# WFLO INSTITUTE ONLINE LEARNING

WFLO Online Learning offers a convenient and efficient way to advance your career or train employees with industry specific, self-paced, engaging online courses that can be accessed on-demand, 24/7.

## Sponsor a Course

- Have your brand featured within a specific course (estimating five to ten minutes in length).
- Receive recognition in email marketing messages when the new course is launched.

Have your company name referenced in the course title with the wording “powered by \_\_\_\_\_”.

### Course Examples:

Cold Chain: The Indispensable Link

Forging a Strong Cold Chain

Managing a Team: Introduction to Situational Leadership

**Cost:** Because this opportunity is dependent upon your expectations for the course, please contact James Rogers for a custom quote at 703-373-4300 or [jrogers@gcca.org](mailto:jrogers@gcca.org).





# 2020 ADVERTISING OPPORTUNITIES



## ADVERTISING CONTACT

For all advertising inquiries or to book space, contact:

Jeff Rhodes

MCI USA

[jeff.rhodes@mci-group.com](mailto:jeff.rhodes@mci-group.com)

+1 410 584 1994

# GCCA COLD FACTS MAGAZINE

## ADVERTISING OPPORTUNITIES

COLD FACTS Magazine is now read by over 5,000 cold chain executives in 82 countries worldwide. GCCA recently doubled the circulation of the magazine to reach deeper into key executives and facility managers at GCCA member companies as well as Food Service and Food Processing subscribers. Every issue includes articles covering all sectors of the cold chain industry as well as member news, association news, and interviews with innovative industry leaders.

COLD FACTS Magazine also has a strong digital presence that is optimized for all mobile devices. When each issue is published, it is promoted through GCCA digital publications to all members and direct emails to international members.

### EDITORIAL CALENDAR

ISSUE	EDITORIAL FOCUS	BONUS DISTRIBUTION
January–February 2020	Trends/Best Practices	WFLO Institute (East & West)
March–April 2020	Supply Chain/Logistics	IARW-WFLO Convention, GCCA European Cold Chain Conference
May–June 2020	Transportation	GCCA-ABIAP Brazil Conference, GCCA Policy Forum
July–August 2020	Warehouse Operations <i>PLUS Refrigerated Warehousing &amp; Logistics Showcase</i>	Global Cold Chain Expo
September–October 2020	Controlled Environment Construction <i>PLUS Design and Construction Showcase</i>	CEBA Conference & Expo & Global Cold Chain Expo
November–December 2020	Customer Perspectives	Latin America Cold Chain Congress

### ADVERTISING RATES

SIZE	PRICE (USD)		
	1X	3X	6X
Belly Bands	N/A	N/A	\$5,000
Cover 4	\$3,495	\$2,970	\$2,620
Cover 3	\$3,195	\$2,715	\$2,400
Cover 2	\$3,095	\$2,630	\$2,320
Full Page	\$2,895	\$2,600	\$2,400
Half Page	\$2,170	\$1,950	\$1,735
Third Page	\$1,450	\$1,305	\$1,160
Quarter page	\$955	\$860	\$765



# GCCA COLD FACTS MAGAZINE

## DEADLINES & DIMENSIONS

### EDITORIAL DEADLINES

ISSUE	AD PLACEMENT DEADLINE	ARTWORK DEADLINE
January–February 2020	15 November 2019	22 November 2019
March–April 2020	17 January 2020	24 January 2020
May–June 2020	18 March 2020	25 March 2020
July–August 2020	15 May 2020	22 May 2020
September–October 2020	17 July 2020	24 July 2020
November–December 2020	18 September 2020	25 September 2020

### ADVERTISING SIZES

SIZE	DIMENSIONS
Cover 4–Bleed	8 5/8" x 11 1/8"
Cover 4–No Bleed	7 3/8" x 10"
Full Page–Bleed	8 5/8" x 11 1/8"
Full Page–No Bleed	7 3/8" x 10"
Half Page Horizontal	7 3/8" x 5"
Half Page Island	4 27/32" x 7 1/2"
One Third Page Square	4 27/32" x 5"
One Quarter Page Vertical	3 9/16" x 5"



# REFRIGERATED WAREHOUSING & LOGISTICS SHOWCASE

Want to run your own advertorial in a special issue of **COLD FACTS Magazine** that has bonus distribution to thousands of attendees at Global Cold Chain Expo, United Fresh Show, Smart Food Expo, and the GCCA Pavilions at industry events across North America?

Here's your chance. You can buy either one or two pages of the special-edition **Refrigerated Warehousing & Logistics Showcase** that will mail with the July-August 2020 issue of COLD FACTS Magazine and will be overprinted for bonus distribution at the events noted above.

You can fill your page(s) with any combination of articles and ads you wish. For example, you can run an article written by your CEO talking about the latest trends in the industry. Profile one of your best customers and how they are utilizing you as a partner. Talk about your latest value-added services. It's up to you. One-page articles should be about 650 words and two-page articles can be about 1,300 words. If you use photos the word counts will be less. Need help writing your article? We can write or edit it for you for a modest additional fee.

## SELECT YOUR ADVERTISING PACKAGE

(Ad reservation deadline: March 8; material deadline March 18)

SIZE	COST
One-page article/ad	\$1,995
Two-page article/ad	\$2,995
Back Cover	\$2,995
Inside Front Cover or Inside Back Cover	\$2,745



Advertising Questions?

Contact Jeff Rhodes +1-410-584-1994 or [jeff.rhodes@mci-group.com](mailto:jeff.rhodes@mci-group.com)

# CONTROLLED ENVIRONMENT DESIGN AND CONSTRUCTION SHOWCASE

Want to run your own advertorial in a special issue distributed with COLD FACTS Magazine that has bonus distribution to hundreds of attendees at the Controlled Environment Building Association (CEBA) Conference, IARW Regional Meetings, and the GCCA Pavilions at industry events across North America?

Here's your chance. You can buy either one or two pages of the special-edition **Controlled Environment Design and Construction Showcase** that will run mail with the September-October 2020 issue of COLD FACTS Magazine and will be overprinted for bonus distribution at the select events.

You can fill your page(s) with any combination of articles and ads you wish. For example, you can run an article written by your CEO talking about the latest trends in the industry. Profile one of your best customers and how they are using your product or service. Talk about your latest product rollouts. It's up to you. One-page articles should be about 650 words and two-page articles can be about 1,300 words. If you use photos the word counts will be less. Need help writing your article? We can write or edit it for you for a modest additional fee.

## SELECT YOUR ADVERTISING PACKAGE

(Ad reservation deadline: July 2; material deadline July 13)

SIZE	COST
One-page article/ad	\$1,995
Two-page article/ad	\$2,995
Back Cover	\$2,995
Inside Front Cover or Inside Back Cover	\$2,745



Contact Jeff Rhodes +1-410-584-1994 or [jeff.rhodes@mci-group.com](mailto:jeff.rhodes@mci-group.com)



# COLD CONNECTION

## e-NEWSLETTER ADVERTISING

GCCA publishes a weekly e-Newsletter, Cold Connection, which tackles today's most relevant trends and issues, providing a snapshot of essential industry information. The publication also consolidates news from sources like The Associated Press, The New York Times, Financial Times, and leading industry publications. Delivered to the inboxes of over 4,500 cold chain professionals, Cold Connection keeps the industry informed of topics that impact their business. Subscribers are decision-makers with purchasing power — top-tier professionals in the industry.

### A SUPER TOP BANNER

\$2,950

Leaderboard above the masthead, guaranteed first ad to be seen on the newsletter.

**Ad. spec:** JPG, GIF, PNG | 468x60px | 3 months

### B TOP BANNER

\$2,750

Premium position at the top of the eNewsletter guarantees all will see your ad when they open the newsletter.

**Ad. spec:** JPG, GIF, PNG | 468x60px | 3 months

### C FEATURED CONTENT

\$2,400

Banner allows companies to combine imagery, color and text in an intersecting and compelling manner.

**Ad. spec:** JPG, GIF, PNG | 144x92px | Max. size: 20K | 100 Characters for title plus 250 Characters for message | 3 months

### D MEDIUM RECTANGLE

\$2,400

These versatile squares can be used for branding or product promotion.

**Ad. spec:** JPG, GIF, PNG | 300 x 250px | 3 months

### E FULL BANNER

\$2,400

This rich editorial allows for a product image/company logo, title and a message that would grab the user's attention as it sits adjacent to the editorial

**Ad. spec:** JPG, GIF, PNG | 486x60px | 3 months



Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@mci-group.com

TAKING THE COLD CHAIN INDUSTRY TO NEW LEVELS WORLDWIDE

# GLOBAL COLD CHAIN DIRECTORY & BUYERS' GUIDE ADVERTISING APP AND ONLINE

The Global Cold Chain Directory Buyers' Guide (App and Online) is the world's leading resource for finding refrigerated warehousing and logistics providers, cold storage design/build companies, temperature controlled transportation, and cold chain industry suppliers. The GCCA Directory Buyers Guide, a free service has been downloaded by over 2,700 users of cold chain services in 87 countries around the world.

The app is easily accessible and available for download in iTunes App Store or Google Play. All GCCA members receive complimentary listings in the GCCA Directory App, but advertisers have increased visibility in the app and Online directory. Load screen, banner, and enhanced listing advertisers received an average of 2,000 impressions per month.

## A1 AND A2 LEADERBOARD, HEADER/FOOTER \$4,000

Located strategically under the search box and also at the bottom of the page, this prime advertising position provides the most prominent exposure for your company.

**Ad. spec:** JPG, GIF, PNG | 728x90px | Run-of-Site | Max. size: 40z | 3 months

## B MEDIUM RECTANGLE B \$3,000

Located in the upper right-hand column of the home page and on other category results pages, this top location provides your company with a highly visible and noticeable position to promote your brand.

**Ad. spec:** JPG, GIF, PNG | 300x250px | Run-of-Site | 3 months

## C FEATURED VENDOR \$3,500

An excellent way to ensure outstanding exposure. Your company receives prominent placement on the homepage and also on category result pages as well.

**Ad. spec:** JPG, PNG | 100x55px. 50 Characters for title plus 200 Characters for message | 3 months

## D FEATURED PRODUCT \$2,000

Designed to be an exclusive and premier position to promote your company's product or service. Only two ad positions available. No rotation.

**Ad. spec:** JPG, PNG | 100x55px | Run-of-Site 50 Characters for title plus 200 Characters for message | 3 months

The screenshot shows the IN LOOP website homepage. At the top, there is a navigation bar with 'IN LOOP' logo and 'Insights that bring opportunities'. Below the navigation bar, there is a search bar and a 'New on ViewZone' banner (A1). The main content area is divided into several sections: 'Browse Categories' (a list of industry categories), 'Featured Vendors' (a featured vendor card for Concurrent Technologies Corporation, labeled C), 'Industry News' (a list of news articles, including 'Thema Chosen for AUSA Annual Meeting' and 'Orbital ATK Delivers Thalescom II Commercial Communications Satellite to Launch Site'), and 'Featured products' (a featured product card for FEREXX 4880 Datalogger, labeled D). On the right side, there is a 'Stay in The Loop!' newsletter sign-up form (B) and a 'Why should I subscribe?' section. At the bottom of the page, there is another 'New on ViewZone' banner (A2).

# GLOBAL COLD CHAIN DIRECTORY & BUYERS' GUIDE (CONT'D) SEARCH PROMOTION

The Buyers' Guide search promotion offers a variety of prominent display advertising opportunities. Get prominent presence in the categories that are most relevant to your company.

## E CATEGORY PLACEMENT

Promote your company in the most relevant category and make it easier for customers to find you. 3 prime locations are available and the price is for a single category.

<b>E1 1ST CATEGORY PLACEMENT</b>	<b>\$2,000</b>
<b>E2 2ND CATEGORY PLACEMENT</b>	<b>\$1,500</b>
<b>E3 3RD CATEGORY PLACEMENT</b>	<b>\$1,000</b>

The screenshot shows the IN LOOP website interface. At the top, there's a navigation bar with 'IN LOOP' logo and 'Insights that bring opportunities'. Below that, a search bar and a 'Search news' button are visible. The main content area is titled 'Base / Camp Protection and Security' and features a list of search results. Red callouts are placed over the page to indicate advertising opportunities: 'F' is at the top right, 'E1' is over the 3M result, 'E2' is over the DHS result, and 'E3' is over the DynCorp result. On the right side, there's a sidebar with a 'GOOGLE FRIENDLY ONLINE BUYERS GUIDE' banner and a 'Featured products' section for 'FEREX-4000 Datalogger for Unexploded Ordnance (UXO) Detection'. At the bottom right, there's a 'Stay in The Loop!' newsletter subscription form.

Advertising Questions?

Contact Jeff Rhodes at +1 410 584 1994 or jeff.rhodes@mci-group.com

# GCCA WEBSITE ADVERTISING

The new Global Cold Chain Alliance website (GCCA.org) is the industry's one-stop shop for the cold chain! Cold chain executives visit the site to access the latest industry news and resources, connect with other GCCA members, and to learn more about upcoming cold chain events.

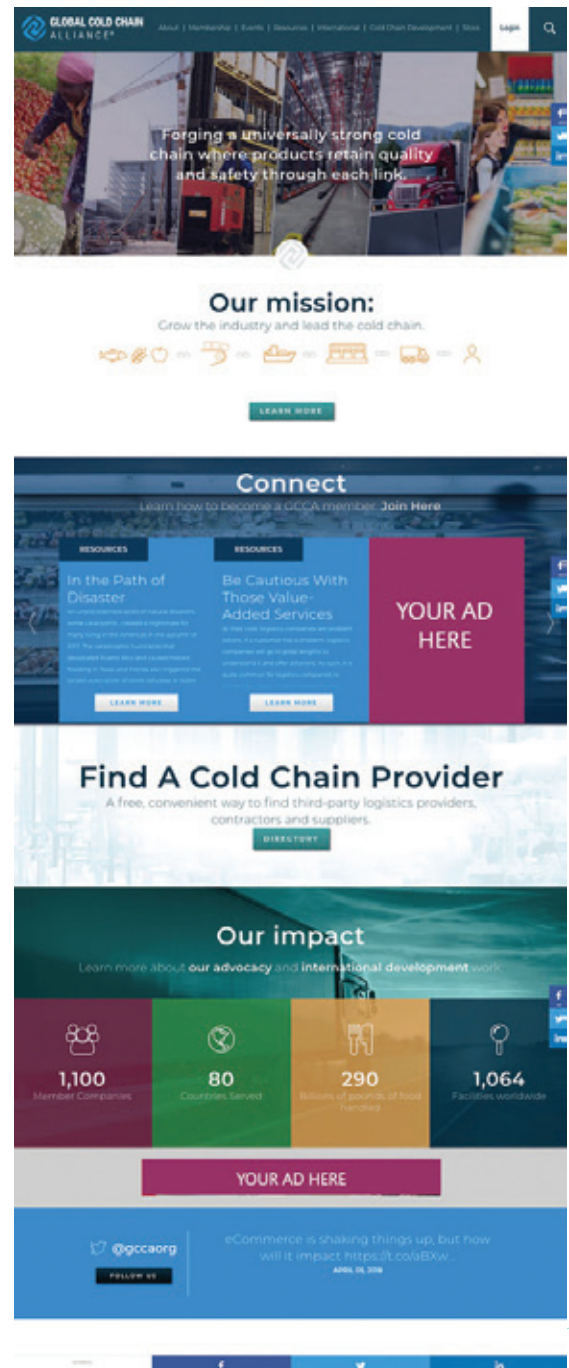
Traffic averages over 12,000 user sessions and 250,000 impressions per month! Capture this traffic and drive them to your website through banner advertising on GCCA.org.

## ADVERTISING RATES & OPTIONS

**TWO ADS! SQUARE BANNER & HORIZONTAL BANNER:  
12 MONTHS: \$4,800**

Square and horizontal banner ads on the home page. Horizontal banner also appears on internal pages of the site

**Ad. Specs:** GIF, JPEG or PNG | Square Banner: 250px x 250px | Horizontal Banner: 728px x 90px | Max size: 40K



# GLOBAL COLD CHAIN EXPO SHOW GUIDE AND WEBSITE ADVERTISING OPPORTUNITIES

The Global Cold Chain Expo is the only event where businesses gather to find solutions and share best practices for managing the complexities of the perishable supply chain.

The expo attracts thousands of key decision-makers who operate temperature-controlled warehousing & logistics facilities, users of those facilities, and anyone involved in the movement, storage, or distribution of perishable food looking to invest in cold chain solutions. The event is the only one of its kind, addressing the needs of businesses across the global cold supply chain, offering you the opportunity to launch a product, grow a network, and tap into emerging trends.

## ADVERTISING DEADLINES

Ad reservation deadline 3 August 2019; material deadline 10 August 2019

## ADVERTISING RATES

SIZE (SHOW GUIDE)	DIMENSIONS	PRICE (USD)
Back Cover	8.5" x 11"	\$2,725
Inside Front Cover	8.5" x 11"	\$2,095
Inside Back Cover	8.5" x 11"	\$2,095
Full Page Ad	8.5" x 11"	\$1,675
Half Page Ad	8.5" x 5.5"	\$1,055



SIZE (WEBSITE)	DIMENSIONS	PRICE (USD)
Rotating Banner ad on the GCCE website home page	768 pixels wide x 90 pixels high	\$1,900
Rotating Banner ad on the GCCE website Event Expo Map page	205 pixels wide x 60 pixels high	\$1,500

Advertising Questions?

Contact Jeff Rhodes at +1 410 584 1994 or [jeff.rhodes@mci-group.com](mailto:jeff.rhodes@mci-group.com)



# GLOBAL COLD CHAIN ALLIANCE®



## GCCA CORE PARTNER ASSOCIATIONS

