



GLOBAL COLD CHAIN
ALLIANCE®

2018 SPONSORSHIP, ADVERTISING, AND EXHIBITING OPPORTUNITIES



WAREHOUSING • TRANSPORTATION • LOGISTICS • CONSTRUCTION

GCCA CORE PARTNER ASSOCIATIONS



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**As of 10 November 2017. Subject to change.*

DEAR PROSPECTIVE SPONSOR, EXHIBITOR, AND ADVERTISER,

Thank you for your interest in sponsoring the Global Cold Chain Alliance (GCCA). The support of our sponsors, exhibitors, and advertisers enables us to continue educating, connecting, and advancing the cold chain industry around the world.

Investing in GCCA and our core partners the International Association of Refrigerated Warehouses (IARW), the International Association for Cold Storage Construction (IACSC), the International Refrigerated Transportation Association (IRTA), and the World Food Logistics Organization (WFLO) is an important part of any marketing and sales budget for organizations looking to connect to leaders in the global cold chain industry. No other single organization can provide you with the global reach and level of professional interaction like GCCA.

Through the support of sponsors and partners like you, GCCA is able to offer fresh approaches to address the ever-changing cold chain industry. This coming year GCCA will continue to expand and offer programs to meet your needs. We will design and develop over 20 events worldwide to reinforce GCCA's commitment to providing innovative education and valuable networking opportunities.

There are numerous opportunities in this booklet designed for your organization to get the most value from your investment. We encourage you to review what is being offered and contact us to discuss your options in more detail. We also welcome any ideas that you have in terms of sponsorships that might work well for your company and its marketing objectives.

Best Regards,



James Rogers

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



PARTNERS

Supporting this critical mission, are three Core Partner trade associations, which provide relationships, resources, and recognition to its members. The Global Cold Chain Alliance and its Core Partners are supported by the World Food Logistics Organization, a nonprofit foundation.



IARW is the 3PL, temperature-controlled warehousing industry's association.



IRTA is the temperature-controlled transportation and logistics industry's association.



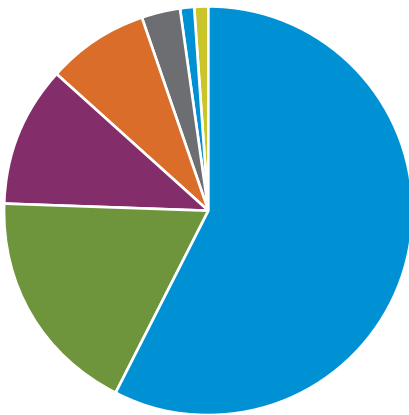
IACSC is the association for experts in the design and construction of temperature-controlled facilities.



WFLO develops education and research for the industry and provides cold chain advisory services that empower economic development and strengthen the global cold chain.

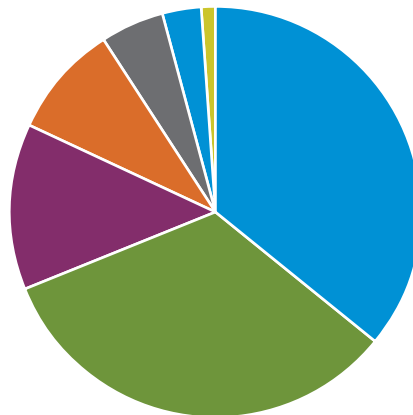
WHO GCCA REACHES

Through the many annual educational and networking events worldwide, GCCA touches a global village of industry professionals from over 1,100 companies in 77 countries who serve the temperature-controlled warehousing & logistics, transportation, construction, and end-users in the perishables industry. With the launch of the Global Cold Chain Expo in June 2016, the number of industry professionals GCCA reaches grew to over 6,000. 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
- 18%** Asia Pacific
- 11%** Europe
- 9%** Latin America
- 3%** Canada
- 1%** Africa
- 1%** Middle East



Members by Type

- 36%** Warehouse
- 33%** Supplier
- 13%** Contractor
- 9%** Academia, Consultants, Government, Non-Profit
- 5%** Transportation
- 3%** Processor/Manufacturer
- 1%** Food Service



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



2018 SPONSORSHIP &
EXHIBITING OPPORTUNITIES



GLOBAL COLD CHAIN EXPO OVERVIEW

25–27 JUNE 2018 | CHICAGO, ILLINOIS

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 from retail, foodservice, processing, production, distribution, logistics, and transportation representing frozen, refrigerated, ambient, and fresh operations 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.

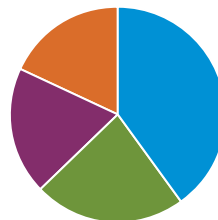
Spanning the South Hall in 2018, the Global Cold Chain Expo will welcome a fifth show partner – the new SmartFood Expo™. Launched by Progressive Grocer, Ensemble IQ, and United Fresh, this new show will bring more retail and foodservice buyers to the show to learn about trends and opportunities to increase their share of the healthy foods business; and meet their cold chain needs.

Together side-by-side the five show partners – Global Cold Chain Expo, International Floriculture Expo, United FreshMKT, United FreshTEC, and SmartFood Expo™ – will attract more than 7,500 key decision-makers and fill the South Hall at McCormick Place.

Audience

3PL Warehouse
Food Processors & Manufacturers
Retailers
Transportation Companies

Non-Asset Based 3PLs
Engineers & Construction
Foodservice Distributors
Foodservice (Restaurant)



Attendees by Title

40% Director, Manager
23% Senior VP, VP, C-Suite
19% Other
18% Owner, CEO, President



GLOBAL COLD CHAIN EXPO OVERVIEW

SAMPLE OF COMPANIES THAT ATTENDED/WALKED THE 2017 SHOW FLOOR:

1800Flowers.Com	Dick Cold Storage	Interstate Cold Storage	Oxford Cold Storage	Summit Cold Storage
Agro Merchants	Diversified Logistics	Interstate Warehousing	Pacific Coast Fruit Company	Superfrio
Aldi	Dole Food Company	Ivan Big Tree	Pcc Logistics	Sysco
Alfa Laval	Dole Packaged Foods	J&J Snack Foods	Perdue	Tall Tree Foods
Americold Logistics	Dreisbach Enterprises	Johnsonville Sausage	Performance Food Group	Taylor Farms
Apio	Duda Farm Fresh Foods	Kellogg's	Plumrose Usa	Tillamook County Creamery
Arctic Cold Storage	East Coast Fresh	Koch Foods	Port Of Los Angeles	Titan Farms
Associated Wholesale Grocers	Firestone Walker Brewing	Kroger Company, The	Port Of Miami	Traverse Cold Storage
Baldor Specialty Foods	Flagship Food	Kwik Trip	Port Of Oakland	Trenton Cold Storage
Bel Brands Usa	Florida Freezer	Lancaster Foods	Premier Refrigerated Warehouse	Turano Baking Company
Bellingham Cold Storage	Four Seasons Family Of Companies	Land O'Lakes	Pro*Act	United States Cold Storage
Bradner Cold Storage	Fresh Express	Lumina Foods	Quality Refrigerated Services	Van Eerden
Butterball	Frio Puerto	Mann Packing	Renaissance Food Group	Veg-Fresh Farms
Caito Foods	Frozen Food Express	Maple Leaf Farms	Rhodes Bake-N-Serv	Versacold Logistics Services
Castellini Company	Global Bloom	Markon Cooperative	RLS Logistics	Walgreens Boots Alliance
Cavendishfarms	Golden State Foods	Melissa's Merchandise Warehouse	Royal Food Service	Wegmans
CDs Distributing	Gordon Food Service	Merchants Cold Storage	Russ Davis Wholesale	Whole Foods Market
Charlie's Produce	Grassland Beef	Mondelez International	Saputo Cheese USA	Williams Sausage Company
Cloverleaf Cold Storage	Green Sense Farms	MTC Logistics	Sargento	Winchester Cold Storage
Coastal Sunbelt	Grimmway Enterprises	Nature's Touch Frozen Foods	Save-A-Lot Limited	Wismettac Asian Foods
Coca-Cola Mexico	Grocery Outlet	New Orleans Cold Storage	Schreiber Foods	World Group, The
Coca-Cola North America	Hall's Warehouse	Newcold Logistics	Serbom	Zero Mountain
Conagra Foods/Lamb Weston	Hanson Logistics	Nor-Am Cold Storage	Service Cold Storage	
Conestoga Cold Storage	Hardie's Fresh Foods	Northwest Naturals	Signature Foods	
Congebec Logistics	Heeren	Oberweis Dairy	Smart & Final	
Costa Fruit & Produce	Henningsen Cold Storage	Ocean Spray Cranberries	Smithfield Foods	
Dalmases Produce	Honeybaked Ham Company	Organic Valley	Sprouts Farmers Market	
Danone Mexico	Indianapolis Fruit Company		Sugar Creek	
Denver Cold Storage	Inter Carabes Seafood		Sumisho Global Logistics	

GLOBAL COLD CHAIN EXPO

EXHIBITING OPPORTUNITIES

WHY EXHIBIT?

The Global Cold Chain Expo Is Your Best Dollar Value:

- One location with all cold chain sectors in attendance
- Free or discounted passes to invite your customers and prospects
- Pre-show attendee lists with contact details
- Complementary enhanced company listings on the official show website, Show Preview, and Onsite Show Guide
- Four (4) trade show-only registrations per 10'x10' booth (100 sq. ft.)
- Major publicity opportunities with national, international, and trade news media
- Exhibitor-only discounts on education programs

WHO EXHIBITS?

Exhibitors include companies that provide:

- Equipment, tools, and technologies that support the infrastructure and operations of the global cold 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 (\$35.00 PER SQ FT)	NON-MEMBER RATE (\$41.00 PER SQ FT)
Corner Fee	\$300 (per corner)	\$300 (per corner)
10'x10'	\$3,500	\$4,100
10'x20'	\$7,000	\$8,200
20'x20'	\$14,000	\$16,400
30'x20'	\$21,000	\$24,500
40'x20'	\$28,000	\$32,800

All rates in USD

ADVERTISING:

See advertising section for digital and print opportunities at the show on page 40.

SALES:

Contact James Rogers to secure your booth space at james@globalcoldchainexpo.org or visit www.globalcoldchainexpo.org.

92%

Of attendees with purchasing power within their organization have already, or are planning to make a buying decision in the future based on their experience at the 2017 Global Cold Chain Expo

GLOBAL COLD CHAIN EXPO

2017 EXHIBITORS

Advance Storage Products
Ahern Fire Protection
Airius
AIR-PAQ
All Weather Insulated Panels
ALTA Refrigeration
American Igloo Builders
Americold Logistics
ARCO Design/Build
ASSA ABLOY Entrance
Systems
Azane Incorporated
Baltimore Aircoil Company
Beyond Print
BITZER US
Blug
Bonar Engineering &
Construction Company
CalAmp
Calibration Technologies
California Controlled
Atmosphere
Cascade Energy
Century Refrigeration
CIMCO Refrigeration
CMC Design Build
Coldbox Builders
Colmac Coil Manufacturing
Consolidated Construction
Co.
Coosa Composites
Crow Engineering
Crown Equipment
Corporation
Danfoss
Datex Corporation
DEEM LLC
Dematic
Douglas Battery
Dreisbach Enterprises
Dynaco Entrematic
Electrovaya

Emerson
Enviro Cold Storage Doors
Eurofins
EVAPCO
FG Products
Fisher Construction Group
Food Logistics
Fortdress International KG
Frascold USA
Frazier Industrial Company
FRICK Industrial
Refrigeration
Fricks Company, The
Goff's Enterprises
Green Span Profiles
Griffco Design/Build
Groom Energy Solutions
Heartland Computers
Heatcraft Refrigeration
Products
Hench Control
Herzig Engineering
HighJump
Hill Phoenix
ICP Adhesives and Sealants
IGS Solar
Innovative Refrigeration
Systems / Industrial
Refrigeration Technical
College
International Institute of
Ammonia Refrigeration
(IIAR)
Interstate Cold Storage
J.B. Hunt Transport
Jamison Door Company
Kalman Floor Company
Kingspan Insulated Panels
Kolbi Pipemarker
Krack
Landoll Corporation
Lanier Technical College

Leo A Daly
LiftMaster
Lineage Logistics
Lockton Companies
Logix
LTW Intralogistics
M&M Refrigeration
MercuryGate International
Metl-Span
Microlistics
Munters Corp
Murata Machinery, USA
Navitas Systems
Net Zero Alliance
NORDOCK
NovelAire Technologies
OceaSoft
Owens Corning
PLUS Location Systems
Polar Tech Industries
Posicharge-AeroVironment
Primus Builders
Rack Builders
Ranpak
RC&E
Refrigerated & Frozen Foods
Magazine
Refrigerated Foods
Association
RefrigiWear
RETA
Roadware Incorporated
Robinson Fresh
Robocom Systems
Rytec High Performance
Doors
S.A. Comunale
SmartBOL
Spacesaver
SPX Cooling Technologies
Stellar

Storage Solutions
Storax | FLEXSPACE
Sumisho Global Logistics
Superior Tire & Rubber Corp
Supply Chain Services
Swisslog
System Logistics
TEAM Group
TGW Systems
The Raymond Corporation
The Whiting-Turner
Contracting Company
The World Group
Thermomass
Thomas USAF
Tippmann Group/Interstate
Warehousing
Tippmann Innovation
Twintec USA
Tyco Fire Protection Products
UNARCO Material Handling
United Insulated Structures
Corporation
United States Cold Storage
Vapor Armour
VersaCold Logistics Services
Versi-Foam
viastore SYSTEMS
Viking Cold Solutions
Viking Group
WAGNER Fire Safety
Walnut Industries
Wiginton Fire Systems
Zibo Huanxin Household
Electric Appliance
Component Co.

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
- Highly-targeted marketing
- Media exposure
- Brand awareness & recognition
- Generate new sales & relationships
- Drive lead generation
- Access to 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 2019

SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)
PLATINUM LEVEL \$10,000+	Show Floor Networking Lounge	\$10,000*
	Show Floor Happy Hour (Tuesday)	\$10,000*
	Tote Bag	\$10,000*
	Lanyards	\$7,500*
	Hotel Key Cards	\$7,500*
GOLD LEVEL \$5,001 - \$9,999	Cold Chain Keynote (Monday)	\$8,000
	Cold Chain Keynote (Tuesday)	\$8,000
	Cold Chain Opening Party (2)	\$7,500 each
	Cold Chain Education Happy Hour	\$7,500
	Expo Mobile App	\$7,500
	Aisle Stickers	\$7,500
SILVER LEVEL \$5,000 and under	Shuttle Bus	\$5,000
	Education Session Coffee Break	\$5,000
	Branded Show Floor Charging Stations (3)	\$5,000 each*
	Education Session Tracks (3)	\$5,000 each
	Daily Sponsored Emails (3 - 1 per day)	\$3,500 each
	Cold Chain App Alerts (2 per day [AM/PM])	\$3,000
	Cold Chain Education Branded Pens & Pads	\$2,000*

*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 banner
- 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



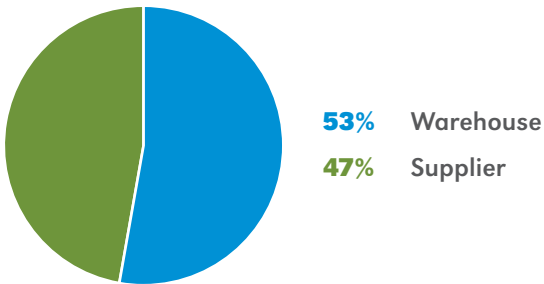
127th IARW-WFLO CONVENTION OVERVIEW

29 APRIL–2 MAY 2018 | RITZ CARLTON | AMELIA ISLAND, 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:



WAREHOUSE COMPANIES THAT ATTENDED THE 2017 IARW-WFLO CONVENTION:

AGRO Merchants Group
 Agroempaquas
 Americold Logistics
 Basal Monterrey
 Bellingham Cold Storage
 Bonar Engineering & Construction Company
 Bradner Cold Storage
 Burris Logistics
 Central Storage & Warehouse Company
 Cloverleaf Cold Storage
 Commercial Cold Storage
 Commercial Warehousing
 Conestoga Cold Storage
 Confederation Freezers
 Congebec Logistics
 Crystal Distribution Services
 Dick Cold Storage
 Dobby Cold Stores

Dreisbach Enterprises
 East Coast Warehouse & Distribution
 Frez-N-Stor
 Friopuerto Investment
 Friozem Armazens Frigorificos
 Great Lakes Cold Storage
 Hall's Warehouse
 Hanson Logistics
 HDS Global
 Henningsen Cold Storage
 Interstate Warehousing
 Jacobs & Cushman San Diego Food Bank
 Lineage Logistics
 Lone Star Cold Storage
 Los Angeles Cold Storage
 M & M Refrigeration
 Merchandise Warehouse
 Merchants Cold Storage Company

Mesa Cold Storage
 Midwest Refrigerated Services
 Minnesota Freezer Warehouse
 MTC Logistics
 NewCold
 Newport-St Paul Cold Storage
 NOCS
 Nor-Am Cold Storage
 Nova Cold Logistics
 Philadelphia Warehouse & Cold Storage
 Pioneer Cold
 Polar Fresh Cold Chain Services
 Premier Refrigerated Warehouse
 Quality Refrigerated Services
 RLS Logistics
 San Diego Refrigerated Services
 Sealand Freezers

Sequence Logistics
 SnoTemp Cold Storage
 Southeast Cold Storage
 Superfrio Armazéns Gerais
 Terminal Cold Storage Company, The
 Traverse Cold Storage
 Trenton Cold Storage
 U.S. Growers Cold Storage
 Unisea Cold Storage
 United States Cold Storage
 VersaCold Logistics Services
 Viking Cold Solutions
 Washington Cold Storage
 WCS Logistics / Winchester Cold Storage
 Western Distribution Services
 XPOLogistics
 Zero Mountain

127th 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 2018)
- 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 2019

PLATINUM LEVEL

Sponsorship will be exclusively branded and designed to your company’s specifications. 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).

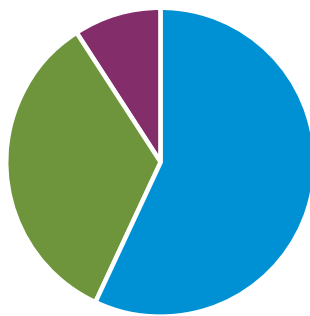
SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)
PLATINUM LEVEL \$20,000 – \$40,000	Tuesday Night Closing Party	\$40,000
	Keynote Presenter Sponsor (Monday)	\$20,000
	Keynote Presenter Sponsor (Wednesday Afternoon)	\$20,000
GOLD LEVEL \$8,500 – \$19,999	Leadership Reception & Dinner (Sunday)	\$19,500
	First-Timers/New Member Reception & Welcome Reception	\$15,000
	After Hours Pub Night (3)	\$10,000*
	Keynote Presenter Sponsor (Tuesday Afternoon)	\$10,000
	Keynote Presenter Sponsor (Wednesday Morning)	\$10,000
	Hotel Key Cards	\$10,000
	Peer-to-Peer Roundtables	\$10,000
	Golf Classic Beverage Cart	\$10,000
	Lunch (Monday)	\$8,500
	Lunch (Wednesday)	\$8,500
	SILVER LEVEL \$8,499 and below	Convention WiFi
Supplier Showcase (12)		\$7,000 each
Supplier TechTalks (4)		\$7,000 each
Convention Mobile App		\$6,000
Pocket Agenda		\$6,000
Cool Pioneers (3)		\$5,500 each
Coffee Break Sponsor (3)		\$5,500 each
Golf Classic Prizes		\$5,500
Golf Classic Lunch		\$5,000
Golf Classic Cigar Bar		\$5,000
Branded Golf Balls		\$5,000
Pens & Pads		\$5,000

*Plus cost

38th IACSC CONFERENCE & EXPO OVERVIEW

5-7 NOVEMBER 2018 | CAESAR'S PALACE | LAS VEGAS, NEVADA

The IACSC 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

- 57%** Supplier
- 34%** Contractor
- 9%** Food Industry and Warehouse Representative

COMPANIES THAT ATTENDED THE 2017 IACSC CONFERENCE & EXPO:

A M King
Aaron Bradley Dock Equipment (ABC Docks)
Ahern Fire Protection
All Weather Insulated Panels
ALTA Refrigeration
American Igloo Builders
Americold Logistics
ARCO Design/Build
ASSA ABLOY Entrance Systems
ATI Architects
AutoMak Assembly
Azane Incorporated
Bellingham Cold Storage
Bethlehem Construction
BITZER U.S.
Bonar Engineering & Construction Company
CFS - Wijek USA
Chase Doors
Cimco Refrigeration
Clarion Construction
Clayco
Cold Storage Construction Services
Coldbox Builders
Coldroom Systems
Colmac Coil Manufacturing
CSI of Virginia
Danfoss

Dow Building Solutions
Duda Farm Fresh Foods
Dynaco Entrematic
Eliason Corporation
Enviro Cold Storage Doors
ESI Group USA
Evapco Inc.
Fastener Systems
Fibertite Roofing Systems by Seaman Corporation
Fisher Construction Group
Fricks Company, The
Global Insulated Doors
Gordon Food Service
Graycor Construction Company
Green Span Profiles
Group4 Reps
Hansen Cold Storage Construction
Hansen-Rice
Henningsen Cold Storage
Hill Phoenix
Honeywell
ICP Adhesives & Sealants
Jamison Door Company
JAX Refrigeration
Johnson Controls
Keeley Construction
Kingspan North America
KPS Global

LiftMaster
Lineage Logistics
Lone Star Cold Storage
LTI Contracting
M & M Refrigeration
Mayekawa U.S.A.
Menard USA
Merchandise Warehouse
Metl-Span
Midwest Materials Company
Midwest Refrigerated Services
MTC Logistics
NewCold Holdings
NORDOCK
NXTCOLD
O'Connor Construction Group
Owens Corning Foamular
Performance Contracting
Pioneer Cold
Port of Morrow Warehousing
Primus Builders
RC&E
Republic Refrigeration
RHH Foam Systems
Ricker Thermline
RLS Logistics- Corporate Office
RollSeal
Ryan Companies US
Rytec High Performance Doors

S.A. Comunale
Shambaugh
SnoTemp Cold Storage
SRP
Stellar
Storax Racking Systems
SubZero Constructors
Swisslog
Team Group
Textron Aviation
The Raymond Corporation
The Viking Corporation
The Whiting-Turner Contracting Company
Therma-Stor
Thermomass
Tippmann Innovation
Traverse Cold Storage
Twintec USA
United Insulated Structures
United States Cold Storage
Vapor Armour
Viking Cold Solutions
Wagner Group GmbH
Western Distribution Services
Wiginton Fire Systems
Xlt-Cor
Yancey's Produce

38th IACSC CONFERENCE & EXPO

EXHIBITING OPPORTUNITIES

BENEFITS:

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

WHO EXHIBITS?

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

PRICING:

SIZE	PRICE (USD)
Table top display	\$2,950

2017 EXHIBITORS:

Aaron Bradley Dock
Equipment (ABC Docks)
All Weather Insulated
Panels
ASSA ABLOY Entrance
Systems
AutoMak Assembly
Azane Incorporated
Chase Doors
Colmac Coil Manufacturing
Dynaco Entrematic

Enviro Cold Storage Doors
EVAPCO Inc.
Fastener Systems
Fibertite Roofing Systems by
Seaman Corporation
FlexSpace 360 | Storax
Fricks Company, The
Global Insulated Doors
Green Span Profiles
Group4 Reps
Honeywell

ICP Adhesives & Sealants
Jamison Door Company
Johnson Controls/Tyco Fire
Protection Products
Kingspan North America
Metl-Span
NORDOCK
Republic Refrigeration
RHH Foam Systems
Rytec High Performance
Doors

Textron Aviation
The Raymond Corporation
Therma-Stor
Thermomass
Vapor Armour
Viking Cold Solutions
Wagner Fire Safety
Wiginton Fire Systems

38th IACSC 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 IACSC Conference & Expo Mobile App
- Discounted registration for your clients/customers to attend
- Right of first refusal for sponsorship, if offered, in 2019

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

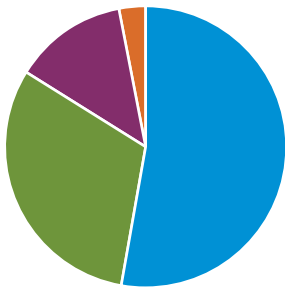


GCCA ASSEMBLY OF COMMITTEES OVERVIEW

29 JULY–1 AUGUST 2018 | THE FAIRMONT | WASHINGTON, DC

The GCCA Assembly of Committees (AOC) brings together over 250 top executives in the temperature controlled supply chain community to learn, network, and collaborate.

Held every summer in Washington, D.C., the three-day event has a different programming format each day. The first day is the Symposium, where the educational programming focuses on government affairs issues impacting the cold chain. Educational sessions will be presented by U.S. government agency representatives, coalition partners, and leading policy experts. The GCCA committee meetings are held on day two, where members meet to provide feedback on the association's programs, services, and resources. Agency visits take place on day three, where GCCA members have the opportunity to take advantage of being in the U.S. Capital and leverage GCCA's network of partners in Washington to visit agencies that impact members' operations.



ATTENDEES BY COMPANY TYPE:

- 53%** Warehouse
- 31%** Supplier
- 13%** Construction
- 3%** Transportation



GCCA ASSEMBLY OF COMMITTEES

2017 ATTENDEE COMPANIES

Air-Conditioning Heating & Refrigeration Institute
ALTA Refrigeration
American Frozen Food Institute
American Trucking Associations
Americold Logistics
ARCO Design/Build
Armada Supply Chain Solutions
ASHRAE
Association Vision
ATI Architects
Azane Incorporated
Bellingham Cold Storage
BITZER U.S
Bonar Engineering & Construction Company
Burriss Logistics
Cascade Energy
City of Tanauan Veterinarian
Cloverleaf Cold Storage
Commercial Cold Storage
ComPSM
Congebec Logistics
Corn Refiners Association
Crystal Distribution Services
Danfoss
Dick Cold Storage
Doboy Cold Stores
Dreisbach Enterprises
Emerson
Enviro Cold Storage Doors
Eskimo Cold Storage
EVAPCO, Inc.
Ferrite Microwave Technologies

Fisher Construction Group
Food Marketing Institute
Fortdress USA
Gleeson Constructors & Engineers
Graycor Construction Company
Griffco Design Build
Groom Energy Solutions
Hall's Warehouse Corp.
Hanson Logistics
Henningsen Cold Storage
HERI Meat Cutting Plant
Hill Phoenix
Horvath & Weaver
Institute of Food Technologists
International Institute of Ammonia Refrigeration
International Institute of Refrigeration
Interstate Warehousing
Jackson Lewis
Jamison Door Company
Kenya Embassy, Washington DC
Kulvax
La Costa Energy Efficiency Doors
Lineage Logistics
Lockton Companies
Lone Star Cold Storage
Los Angeles Cold Storage
M & M Refrigeration
Mangan Renewables
Mayekawa
McLarty Associates
Merchandise Warehouse

Midwest Refrigerated Services
Minnesota Freezer Warehouse
MLJ Piggery Farm
MLogistics(TM)
MTC Logistics
Newark Refrigerated Warehouse
Newport-St Paul Cold Storage
NOCS
Nor-Am Cold Storage
North American Meat Institute
NXTCOLD
Overseas Private Investment Corporation
PEB Commodities
Performance Contracting
Philadelphia Warehouse & Cold Storage
Pioneer Cold
PLM Trailer Leasing
Plus Delta Consulting
Premier Refrigerated Warehouse
RDF Feed, Livestock and Foods
RefrigiWear
Retail Industry Leaders Association
RLS Logistics
Ryan Companies US
San Diego Refrigerated Services
Scopelitis, Garvin, Light, Hanson & Feary

Sierra Pacific Distribution Services
Silliker
Southeast Cold Storage
St. Jude Slaughterhouse
Stellar
Storax Racking Systems
Texas A&M University
The Ammonia Refrigeration Foundation
The Raymond Corporation
TI Cold Storage Hodgkins
Tippmann Innovation
Trenton Cold Storage
U.S. Growers Cold Storage
Unicold Corporation
United Batangas Swine Raisers Association
United Fresh Produce Association
United Insulated Structures Corp.
United States Cold Storage
University of Florida - CFDR
USDA-AMS Transportation Services Division
Vapor Armour
VersaCold Logistics Services
Viking Cold Solutions
Virginia Tech
WCS Logistics / Winchester Cold Storage
White House National Economic Council

GCCA ASSEMBLY OF COMMITTEES SPONSORSHIP OPPORTUNITIES

Reach top-level executives at the GCCA Assembly of Committees 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 AOC website, program, and AOC Mobile App
- Distinctive sponsor ribbon displayed on event badge
- Right of first refusal for sponsorship, if offered, in 2019

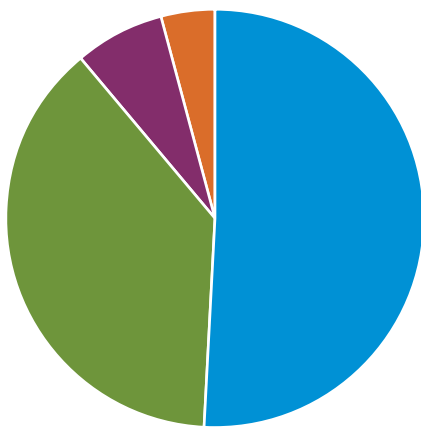
SPONSORSHIP LEVEL	SPONSORSHIP	PRICE (USD)
PLATINUM LEVEL \$7,501–\$10,000	Industry Trends Luncheon & Keynote	\$10,000
	Cold Chain Connection Reception	\$8,500
GOLD LEVEL \$4,001–\$7,500	Government Affairs Luncheon	\$7,500
	Attendee Tent Cards, Pads and Pens	\$7,500
	Cold Chain Café & Happy Hour	\$5,000
	Leadership Reception	\$4,500
	AOC WiFi	\$4,000
SILVER LEVEL \$4,000 and below	Continental Breakfast (Monday)	\$3,500
	Continental Breakfast (Tuesday)	\$3,500
	AOC Mobile App	\$3,000
	Coffee Break (Sunday)	\$2,000
	Coffee Break (Monday)	\$2,000
	Coffee Break (Tuesday)	\$2,000



GCCA 21ST EUROPEAN COLD CHAIN CONFERENCE OVERVIEW

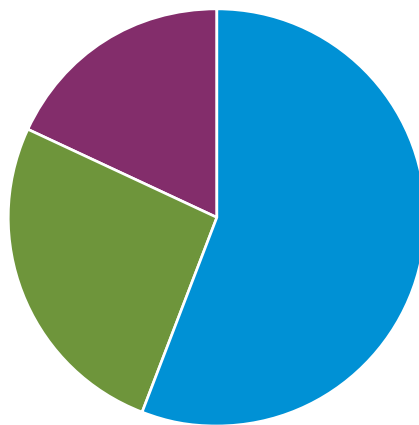
14-16 MARCH 2018 | ANTWERP, BELGIUM | RADISSON BLU

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.



2017 ATTENDEE DEMOGRAPHICS

- 51%** Associate/Supplier
- 38%** Warehouse
- 7%** Regional Associations
- 4%** Press



ATTENDEE DEMOGRAPHICS BY TITLE

- 56%** Director, Manager
- 26%** Executive, CEO, President, Owner
- 18%** Upper Management, Vice President

100%

of 2017 attendees said the European Cold Chain Conference was worth their time and money

GCCA 21st EUROPEAN COLD CHAIN CONFERENCE

EXHIBITING OPPORTUNITIES

WHO EXHIBITS?

- 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

PRICING:

SIZE	PRICE (EURO)
Table Top Display	Member — €2,750 Non-Member — €3,750

EXHIBIT BENEFITS:

- Access to attendee list with contact details
- Company name on event website and Pocket Agenda
- Company name and contact information Conference Mobile App
- 2-meter draped table and chairs
- One (1) attendee registration included in the exhibit fee

2017 EUROPE CONFERENCE ATTENDEE COMPANIES:

AB Tehnic Profesional srl	Danfoss	IRU	SSI-Schäfer
Accelerate America Magazine Shecco	Energy 4 Impact	Kloosbeheer	Star Refrigeration
AGRO Merchants Group Europe	Eurofrigo	Lineage Logistics	Stockhabo
Alaska Cold Stores	European Cold Storage and Logistics Association	Lutosa	Tiefkühlcenter Bocholt
Bisham	FCO Media	McCain France	Toupargel
BITZER Kuhlmaschinenbau	Food Storage and Distribution Federation	Munters	Trenton Cold Storage
Blokland Cold Stores	Friopuerto Investment	Nekovri	Van Soest Coldstores
Blulog	Greenyard NV	Partner Logistics	VersaCold Logistics Services
Bring Frigo	Hepworth Industrial Wear	PVS Consultancy Limited	Verscentrum Nederland
Carrier Refrigeration Benelux	Ingersoll Rand Climate Control Technologies:	Rabobank	Viking Cold Solutions
Coldstar	Thermo King Europe	Reveb	Wagner Group
Colruyt Group	Intrion Belgium	Robinson Fresh	XPOLogistics
Conestoga Cold Storage		Royal 4 Systems	
		Savoye	
		Sivafrost	

GCCA 21st 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 Pocket Agenda
- Recognition of sponsorship during opening Plenary Session (logo on screen and verbal recognition)
- Listed in select pre-event marketing
- 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 2019
- List of attendees with contact details

SPONSORSHIP LEVEL	SPONSORSHIP	PRICE
PLATINUM LEVEL*	Opening Welcome Reception & Dinner (2)	€5000 Each
	Keynote Presenter (Thursday)	€5000
GOLD LEVEL	Keynote Presenter (Friday)	€4000
	Registration	€4000
	Pocket Agenda	€4000
	Branded Room Keys	€4000
	Pads & Pens	€4000
SILVER LEVEL	Breakfast in the Expo (Thursday)	€3000
	Networking Break in the Expo (Thursday Morning)	€3000
	Networking Break in the Expo (Thursday Afternoon)	€3000
	Networking Lunch in the Expo (Thursday)	€3000
	Breakfast in the Expo (Friday)	€3000
	Refreshments in the Expo (Friday)	€3000
	Networking Lunch in the Expo (Friday)	€3000

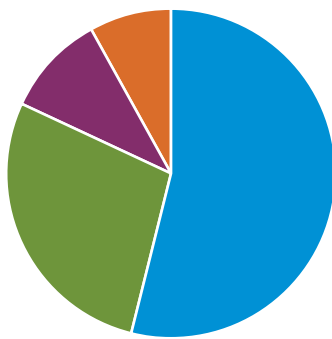
**Platinum sponsors receive one (1) pre-event email blast to conference attendees, which will be sent by event management.*



GCCA LATIN AMERICA COLD CHAIN CONGRESS OVERVIEW

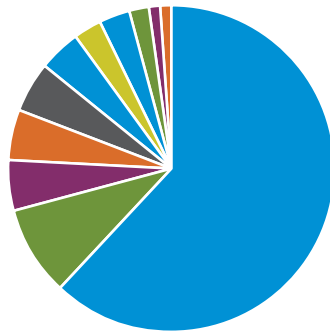
TBD NOVEMBER 2018 | COLOMBIA

The GCCA Latin America Cold Chain Congress is the premier cold chain event in 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.



2017 ATTENDEE DEMOGRAPHICS BY TITLE

- 54%** Director, Manager
- 28%** Other (Academia, Legal, Government)
- 10%** Executive, CEO, President, Owner
- 8%** Upper Management, Vice President



2017 ATTENDEE DEMOGRAPHICS BY LOCATION

- 62%** Chile
- 9%** Colombia
- 5%** Argentina
- 5%** Brazil
- 5%** Mexico
- 4%** Peru
- 3%** Venezuela
- 3%** Bolivia
- 2%** United States
- 1%** Dominican Republic
- 1%** Spain

GCCA LATIN AMERICA COLD CHAIN CONGRESS

EXHIBITING OPPORTUNITIES

WHO EXHIBITS?

- 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

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)

2016* LATIN AMERICA CONGRESS ATTENDEE COMPANIES:

Agrosuper	Chilealimentos	Friozem Armazens	Produce Marketing Association
Alifrut	Comercial Messe Spa	Frigorificos	RefrigiWear
Almatrans	Danfoss Brasil	Frutera Aguas Blancas	Rio Blanco
Americold Logistics (Argentina)	DANONE (Argentina)	Goldenfrost	Robinson Fresh
AMS Family	DeltaTrak South America	H Y HE Contratistas Generales	Servicios Agroindustriales Subsole
Andres Arteaga	Ditar	Icestar	Superfrio Armazéns Gerais
Ariztia	Ditzler Chile	Keylogistics Chile	Transitex
Asociación de Exportadores de Frutas de Chile	Empresas Jordan	Logistica Industrial	TW Logistica
Asociación Gremial de Productores de Cerdos de Chile	ExporLac Chile	Luniben	
Assist Software	Frigorifico Oneto y Cia	Mayekawa Chile	
Carrier Transicold de Mexico	Frio Aereo Asociacion Civil	Mega Frio Chile	
Cencosud	Frio Frimac	Mic Importaciones y Representaciones	
Centro Nacional de Distribucion	Friofort	Nafta Frigorificos	
	Friopuerto Investment	Pactia	
	Friopuerto Veracruz	Poch y Asociados	
	Logística Bajo Cero (subsidiary of Frio Puerto Valencia, S.L.)	Precisa Frozen	

*The 2017 Latin America Cold Chain Congress had not yet taken place at the time of publication.

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 2019

SPONSORSHIP OPPORTUNITIES:

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



GCCA 2018 COLD CHAIN PAVILION PROGRAM

The Global Cold Chain Alliance invites you to be a part of the new Cold Chain Pavilions taking place at industry events around the world.

HOW DOES THE COLD CHAIN PAVILION PROGRAM WORK AND HOW CAN IT BENEFIT YOUR BUSINESS?

GCCA reserves a large space in prime locations at industry expos. The Cold Chain Pavilion showcases our industry and the services that GCCA members provide. Instead of you reserving a 10x10 booth at a show, GCCA features 4-6 companies in a large 20x20, 30x30 or 40x40 space. A spot in the Pavilion provides a highly visible location to promote your company over what you would get in a smaller footprint booth. In addition to your space, GCCA builds out a common lounge with meeting space. The pavilion is completely turnkey, meaning all the ordering of carpet, furniture, electric, etc. is handled by GCCA staff.

WHERE WILL THE 2018 GCCA COLD CHAIN PAVILIONS BE HOSTED?

- Northwest Food & Beverage World | Portland, OR | 8-10 January 2018
- Seafood Expo North America | Boston, MA | 11-13 March 2018
- Pack Expo International | Chicago, IL | 14-17 October 2018

COST AND QUALIFICATIONS TO PARTICIPATE:

The cost to participate varies from pavilion to pavilion, and typically ranges from \$5,000 - \$6,000 per participating company. Membership in one of the following GCCA Core Partner Associations is required to participate: IARW, IACSC, IRTA.



GCCA COLD CHAIN EXECUTIVE CONNECTIONS OVERVIEW, SPONSORSHIP OPPORTUNITIES, AGENDA

Cold Chain Executive 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 events, attendees first listen to a presenter, and then are encouraged to discuss what they just learned with their peers and colleagues during the luncheon.

SPONSORSHIP BENEFITS

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

PRICING:

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

SPONSORSHIP*	PRICE (USD)
GCCA Cold Chain Executive Connection	\$2,000 each

***Maximum of Three (3) Sponsors per Cold Chain Executive Connection. Contact us to discuss exclusive sponsorship opportunities**

DATE	LOCATION	IN CONJUNCTION WITH
7 February	Vancouver, Canada	Cargo Logistics Canada
8 February	Berlin, German	Fruit Logistica
TBD February	Sao Paulo, Brazil	Associação Brasileira da Indústria de Armazenagem Frigorificada (ABIAF)
TBD February	TBD, Mexico	
TBD March	Santiago, Chile	
TBD March	Cape Town, South Africa	
TBD April	Buenos Aires, Argentina	
TBD June	Sao Paulo, Brazil	ABIAF
TBD June	TBD, Philippines	Cold Chain Association of the Philippines - CCAP
TBD July	TBD, China	China Federation of Logistics & Purchasing - CFLP
TBD October	Paris, France	SIAL
TBD October	Sao Paulo, Brazil	ABIAF
TBD November	TBD Netherlands	GCCA European Warehouse Council Meeting
TBD November	Toronto, Canada	
TBD	Sao Paulo, Brazil	ABIAF

*If you are interested in sponsoring multiple GCCA Cold Chain Executive Connections, please contact James Rogers for pricing.

GCCA COLD CHAIN EXECUTIVE CONNECTIONS 2017 PARTICIPANTS

Acaire	Emerson Electric	OSI(China)Holding	Shanghai Shen Hong
Aerosan	Empresas Jordan	Patria Investments / Colombia	Cold Storage and Transportation
Agro Victoria	Esmeralda Corp.	Precisa Frozen	Shanghai Sheng Li Fa
Agroempaques	ESR	Prime Flowers	Industrial/Yingjie
Alfrimac	Food Tech	Proexport Colombia	Refrigeration Equipment
Alfrio	Frialsa Frigorificos	PS Cargo	Shanghai Waigaoqiao
Almafrigo	Frigorent Spa.	Rajax Network & Technology	International Trading Operating Center
America Logistica Group	Frigorifico Andino	Ransa Comercial	Shanghai Wusong Luoji
Americold Logistics (Argentina)	Frigorifico Metropolitano	Redondos Alimentos	Refrigeration
Animal&Plant Committee of CIQA	Frigorifico Oneto y Cia.	RefrigiWear	Shanghai Zhengming
Asociación Colombiana de Ciencia y Tecnología de Alimentos	Frigoríficos Hook Chile	Rentafrio	Modern Logistics
Asociación Hortifruticola de Colombia	Frio Alimentaria	Rokin Logistics	Shanghai Zhongshang
Axionlog Cold Solutions	Frio Dock	RSA Logistics	Xingsheng Public Bonded Warehouse
Axionlog Perú	Frio Polar	Shanghai Chaochuang Supply Chain	Shanghai Zhou Pu Cold Storage
Beijing Junyao International	Friofort	Shanghai Cold Storage Association	Simplot Argentina
Beijing Leile Refrigeration Equipment	Friogan	Shanghai Colleges and universities Cold Chain	Sino Services International Technologies
Beijing Longway Foods	Friopuerto Investment	Shanghai Garden Engineering & Development in Commerce	Sino TransPRS
Beijing North Chian Express International Freight	FruitsNews	Shanghai Han Hong Enterprise Management Consulting	SIPG Cold Chain Logistics
Beijing Xinfadi Agricultural Products Market	Frutacloud	Shanghai Huachen Longdefeng	Stellar Construction Design Consultation
Beijnig Wu Huan Shun Tong Logistics Center	Gestión de Negocios Capricornio	Shanghai Huawei Logistics	Supemsa / Gruvisa Trading
Benlai Lige	Global Shipping & Logistics	Shanghai Jinheng Supply Chain Management	Talma Menzies
Bright Dairy & Food	Goldenfrost	Shanghai Jinjiang International Cold Logistics Development	Todo Espacio Logistica & Almacenaje
C. Steinweg Group	Grand Logistics	Shanghai Lian Hua Fresh	U.S. Consulate General Shanghai
CAP - Logistica Frigorificada	Grupo Ransa	Shanghai logistics Association	Unison
CCL Cold Storage Logistics	Guimar	Shanghai Maochang Food	VersaCold (Argentina)
Celsur Logistica	HNA Logistics	Shanghai Qianlong Logistics Co., Ltd/Shanghai Tonghua Cold Chain Logistics	Wa Haha Mineral Water distributor
Cold Land	Hormel (China) Investment	Shanghai Qingkui Electronic Commerce	Walmart Beijing
Concil of Supply Chain Management Professionals	Icestar		Weijie Logistics
Cool Center	Ingersoll Rand(China) Investment		Wuyintong Supply Chain Platform
Delfrio Frigorifico Del Valparaíso	Jiangsu jingxue Insulation Technology		Zgroup
Ditransa	Koldware Industries (Private) Limited		Zheng Ming Modern Logistics
Elitech	Manco Logistics		
	Mark Bond Logistics		
	Mcdonal China		
	Meals de Colombia		
	Multifrigo Casablanca		
	Nazar		
	Oriental Internatioanl Fisheries Market		

GCCA COLD CHAIN INNOVATION WEBINAR PROGRAM OVERVIEW AND SPONSORSHIP OPPORTUNITIES

Hosting your own Cold Chain Innovation webinar helps position your company as an industry leader, while building your brand and generating qualified leads for you and your team. The webinar program provides the opportunity to design and create your own webinar. This program builds brand awareness and reminds prospects about your product/service over a period of weeks 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. Cold Chain Innovation webinars are perfect for metrics-driven companies that want to track the results of their marketing program.

COLD CHAIN INNOVATION WEBINARS:

- Raise brand awareness
- Educate the marketplace on your products and services
- Achieve measurable results
- Generate sales leads via GCCA's membership database

BENEFITS OF SPONSORING:

- Tailored webinar content designed and presented by sponsor
- Three (3) marketing emails to GCCA membership
- Promotion in Cold Connection e-Newsletter (1 issue)
- Promotion on GCCA's event calendar and website
- You will receive the final registration list prior to the webinar
- The recording will be archived on the GCCA site in the event presentation section
- You will receive a URL to the recording to utilize for marketing purposes
- Complimentary invitations for customers/prospects outside of GCCA membership

WHAT DO WE NEED FROM YOU TO GET STARTED?

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

PRICING:

PRICE (USD)

\$2,000

GCCA WEBINARS PAST ATTENDEES

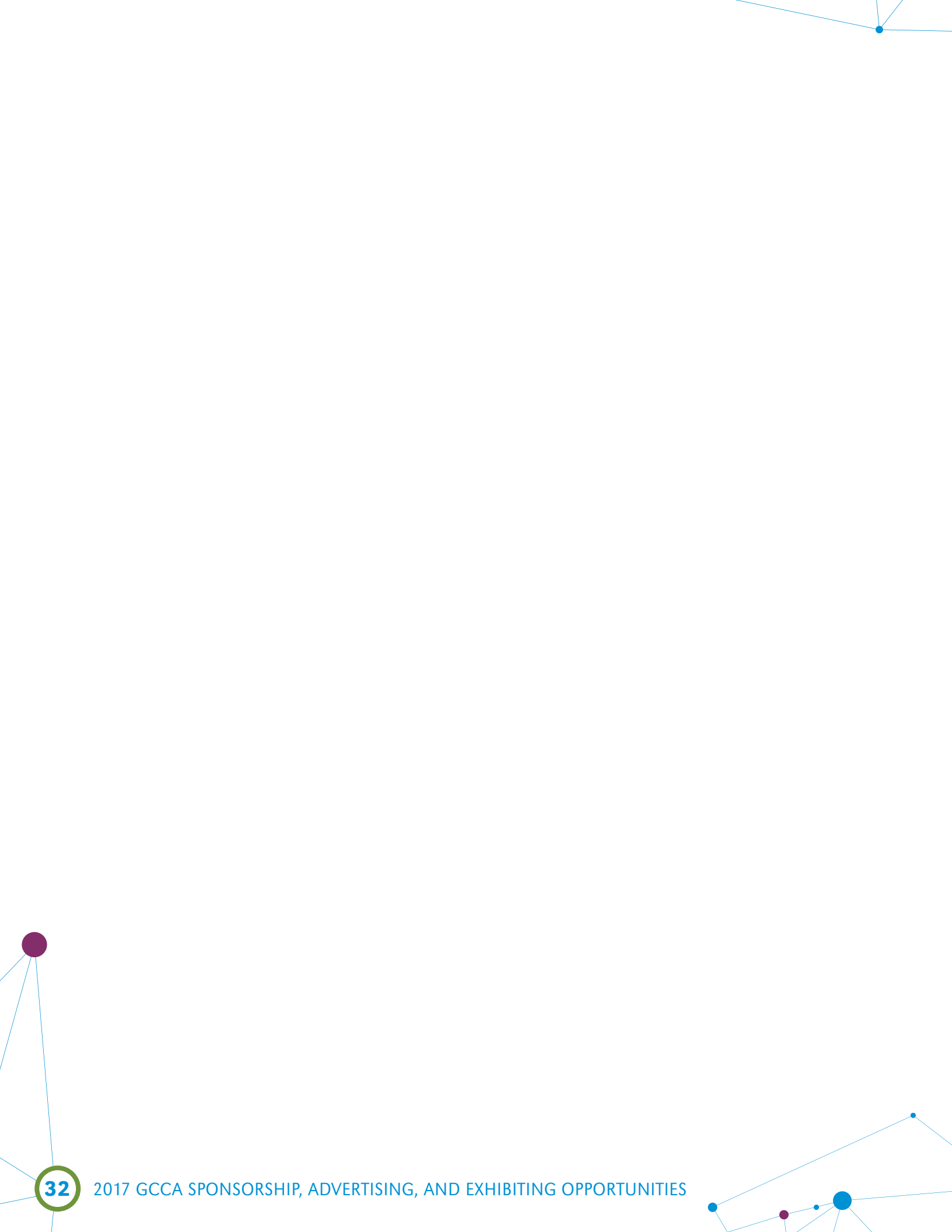
AB Foods
Agroempaquas
AIB International
Alchemy Systems
All Star Trucking
American Cold Storage
American Foods Group
Americold
Antoninas Bakery
Arkansas Refrigerated Services
Armada Supply Chain Solutions
Bassham Foods
Bellingham Cold Storage
Berkshire Refrigerated Warehouse
Bison Transport
Blackrock Logistics
Buckhead Beef
Burriss Logistics
Caruso Logistics
Central Storage & Warehouse Company
Cloverleaf Cold Storage
Cold Freight Services
Conagra Foods
Concord Foods
Cooltrax
Coretex
Costco
Crystal Distribution Services
Dawn Foods
Denver Cold Storage
Dick Cold Storage
Elston Nationwide
Everest Cold Storage
Express Cold Storage
Ferraro Foods
Finlandia Cheese
Frez-N-Stor
Frick Meats
Frosty Acres

Global-Organics
Graytran.com
Great Lakes Cold Storage
Gulf Warehousing
Hanson Logistics
Hardies
Henningsen Cold Storage
Henningsen Transportation Services
Holmes Smokehouse
Interstate Cold Storage
IP Coop
Iron Apple
JB Hunt
K&J Trucking
KeHE Distributors
KOOL PAK
Lanier Cold Storage
Lineage Logistics
Lone Star Cold Storage
Los Angeles Cold Storage
Maersk
Mattingly Cold Storage
Maverick Transportation
Michigan Natural Storage
Midwest Refrigerated Services
Minnesota Freezer Warehouse
MTC Logistics
New Sound Transportation
Newcold
Newport Meat
NFI Industries
NOCS
Nor-Am Cold Storage
Nordic Logistics & Warehousing
Overdrive Logistics
Oxford Cold Storage
Pacific Shipping
Papa Johns
Peer Foods Group

Pet Food Experts (PFXNE)
Philadelphia Warehousing & Cold Storage
Pioneer Packing
PLM Trailer Leasing
Preferred Meals
Premier Refrigerated Warehouse
PTG Logistics
Quirch Foods
Richmond Master
Rivigo Services
RLS Logistics
Robinson Fresh
Roehl Transport
Ruan Transportation Management Systems
San Diego Refrigerated Services
Savoie
Schwenzer Safety Services
Scotlynn Group
Seafrigo Transportation
Seaconus
Siedhoff Distribution

SnoTemp Cold Storage
Sodus Cold Storage Company
Southern Cold Storage Company
Southwest Traders
Straus Family Creamery
SuperValu
Sysco
Taylor Farms
The Chefs Warehouse
The Lamb Company
Trenton Cold Storage
U.S. Growers Cold Storage
Unisea Cold Storage
United States Cold Storage
US Foods
Vero Logistics
VersaCold Logistics
Wawa
Western Gateway Storage Company
Westfield Egg
York Cold Storage
Zero Mountain Logistics







2018 ADVERTISING OPPORTUNITIES

NEW ADVERTISING CONTACT

For all advertising inquiries or to book space, contact:

Jeff Rhodes

Network Media Partners

jrhodes@networkmediapartners.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 75 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 2018	Emerging Cold Chain Trends/Best Practices	WFLO Institute (East & West)
March–April 2018	Cold Storage Warehouse Operations 127 th IARW-WFLO Convention Preview	IARW-WFLO Convention, European Conference
May–June 2018	Best Practices in Global Cold Chain/Global Supply Chain/Logistics <i>Global Cold Chain Expo Preview</i>	Global Cold Chain Expo
July–August 2018	Transportation	GCCA Assembly of Committees
September–October 2018	Construction/IACSC Cold Storage Design and Construction Showcase	IACSC Conference & Expo and IARW North American Chapter Meetings
November–December 2018	Cold Chain Customer Perspectives	Latin America Cold Chain Congress

ADVERTISING RATES

SIZE	PRICE (USD)		
	1X	3X	6X
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
			6x + Directory (15%)



GCCA COLD FACTS MAGAZINE

DEADLINES & DIMENSIONS

EDITORIAL DEADLINES

ISSUE	AD PLACEMENT DEADLINE	ARTWORK DEADLINE
January–February 2018	17 November 2017	30 November 2017
March–April 2018	19 January 2018	26 January 2018
May–June 2018	16 March 2018	23 March 2018
July–August 2018	18 May 2018	25 May 2018
September–October 2018	13 July 2018	20 July 2018
November–December 2018	14 September 2018	21 September 2018

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"



Advertising Questions?

Contact Jeff Rhodes at +1 410 584 1994 or jrhodes@networkmediapartners.com

IACSC COLD STORAGE DESIGN AND CONSTRUCTION SHOWCASE

Want to run your own advertorial in a special section of COLD FACTS Magazine that has bonus distribution to thousands of attendees at the International Association for Cold Storage Construction (IACSC) Conference, IARW Chapter 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 ***IACSC Cold Storage Design and Construction Showcase*** that will run in the center of the September-October 2018 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 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 13; material deadline July 20)

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



DISCOUNT: If your company is already an advertiser in COLD FACTS Magazine in 2018 and/or an exhibitor at the IACSC Conference in November 2018, you also get a \$100 discount off a one-page placement or \$200 off a two-page placement.

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 | 6 consecutive issues

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 | 6 consecutive issues

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 | 6 consecutive issues

D MEDIUM RECTANGLE

\$2,400

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

Ad. spec: JPG, GIF, PNG | 300 x 250px | 6 consecutive issues

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 | 6 consecutive issues

The collage illustrates the different advertising options available in the Cold Connection e-newsletter. It features several examples of banners and content blocks, each labeled with a letter corresponding to the specifications provided on the left. The examples include a green banner with a target icon, a blue banner for 'IN LOOP', a featured content block for 'The Super Planner Series Episode 1: Teresa Eyet vs. The Mighty Snowpocalypse', a medium rectangle for 'GOOGLE FRIENDLY ONLINE BUYERS GUIDE' and 'KEEP 95% OF AD REVENUE', and a full banner for 'ASAE to Tap Beacon Technology at Annual Meeting & Expo'.

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 | thirteen (13) consecutive weeks

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 | thirteen (13) consecutive weeks

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 | thirteen (13) consecutive weeks

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 | thirteen (13) consecutive weeks



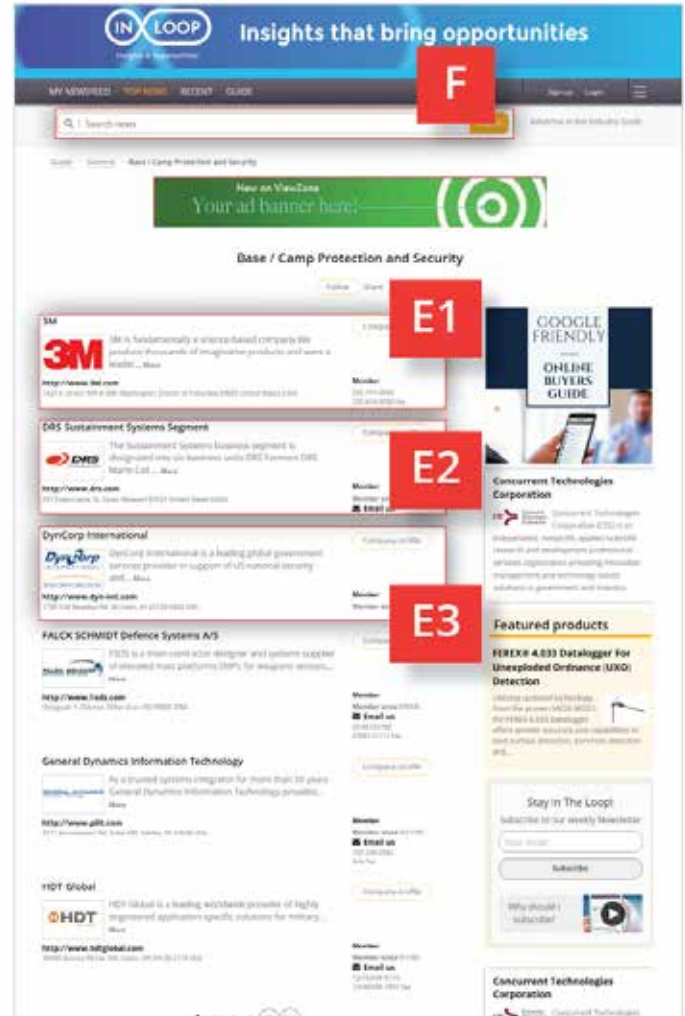
GLOBAL COLD CHAIN DIRECTORY & BUYERS' GUIDE (CONT'D) SEARCH PROMOTION

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.

E1 1ST CATEGORY PLACEMENT	\$2000
E2 2ND CATEGORY PLACEMENT	\$1,500
E3 3RD CATEGORY PLACEMENT	\$1,000



GLOBAL COLD CHAIN EXPO SHOW GUIDE AND WEBSITE ADVERTISING OPPORTUNITIES

The Global Cold Chain Expo (GCCE) will attract more than 7,500 key decision-makers from retail, foodservice, processing, production, distribution, logistics, and transportation. Attendees represent frozen, refrigerated, ambient and fresh operations and include plant managers plus directors of operations, transportation, and engineering.

The show is a partnership between GCCA and United Fresh and is co-located with the FreshMKT, FreshTEC, International Floriculture Expo, and new Smart Food Show. Creating a truly comprehensive show that attracts a wide range of logistics, food processing executives and operations personnel.

ADVERTISING DEADLINES

Ad reservation deadline 20 April 2018; material deadline 27 April 2018

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 – runs through July 2018
Rotating Banner ad on the GCCE website Event Expo Map page	205 pixels wide x 60 pixels high	\$1,500 – runs through July 2018



GLOBAL COLD CHAIN ALLIANCE®



GCCA CORE PARTNER ASSOCIATIONS



International Association of Refrigerated Warehouses



World Food Logistics Organization
The Refrigeration Research & Education Foundation



INTERNATIONAL REFRIGERATED TRANSPORTATION ASSOCIATION, INC.



International Association for Cold Storage Construction®