2022 SPONSORSHIP, ADVERTISING, AND EXHIBITING OPPORTUNITIES
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*As of February 2022. Subject to change.*
## 2022 GCCA Global Education and Networking Events Calendar

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<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>LOCATION</th>
<th>IN PERSON / VIRTUAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>23 March</td>
<td>GCCA European Warehouse Forum</td>
<td>Rotterdam, Netherlands</td>
<td>In person</td>
</tr>
<tr>
<td>23-25 March</td>
<td>25th GCCA European Cold Chain Conference &amp; Expo</td>
<td>Rotterdam, Netherlands</td>
<td>In person</td>
</tr>
<tr>
<td>26-29 April</td>
<td>IARW-WFLO-CEBA Strategic Board Meeting</td>
<td>Aventura, FL</td>
<td>In person</td>
</tr>
<tr>
<td>2-5 June</td>
<td>58th WFLO Institute West</td>
<td>Tempe, AZ</td>
<td>In person</td>
</tr>
<tr>
<td>12-15 June</td>
<td>58th WFLO Institute East</td>
<td>Atlanta, GA</td>
<td>In person</td>
</tr>
<tr>
<td>11-13 July</td>
<td>WFLO Institute Latin America</td>
<td>Mexico City, Mexico</td>
<td>In person</td>
</tr>
<tr>
<td>4 August</td>
<td>GCCA South African Cold Chain Congress</td>
<td>Cape Town, South Africa</td>
<td>In person</td>
</tr>
<tr>
<td>9-11 August</td>
<td>GCCA Global Policy Forum</td>
<td>Virtual</td>
<td></td>
</tr>
<tr>
<td>8-12 October</td>
<td>131st IARW-WFLO Convention</td>
<td>San Diego, CA</td>
<td>In person</td>
</tr>
<tr>
<td>20 October</td>
<td>Brazilian Cold Chain Congress</td>
<td>Sao Paolo, Brazil</td>
<td>In person</td>
</tr>
<tr>
<td>October</td>
<td>WFLO Institute Australia</td>
<td>Melbourne, Australia</td>
<td>In person</td>
</tr>
<tr>
<td>8-10 November</td>
<td>42nd Ceba Conference &amp; Expo</td>
<td>Amelia Island, FL</td>
<td>In person</td>
</tr>
<tr>
<td>16-17 November</td>
<td>7th GCCA Latin America Cold Chain Congress</td>
<td>Bogotá, Colombia</td>
<td>In person</td>
</tr>
<tr>
<td>November</td>
<td>GCCA European Warehouse Forum</td>
<td>TBD</td>
<td>In person</td>
</tr>
</tbody>
</table>

*Schedule is subject to change. Please visit the GCCA Events Calendar on our website for the most up to date list of events.

*This Calendar reflects only events with sponsorship opportunities. For the full list of events, please visit the GCCA Events Calendar on our website.

Events Calendar: [https://www.gcca.org/events](https://www.gcca.org/events)
2022 GCCA Education, Training & Networking Events
Make 2022 the year to get back together to expand your knowledge and grow your organization to improve the cold chain industry.
We can’t wait to see you.

MARCH

25TH GCCA EUROPEAN COLD CHAIN CONFERENCE & EXPO
23–25 MARCH 2022
Rotterdam, Netherlands | Hilton Rotterdam
Here, delegates gain a better understanding of market trends, industry challenges, business solutions, and technological innovations. The conference also provides ample networking opportunities, enabling attendees to meet and connect with professionals from throughout Europe and around the world.
Audience: Executives and managers from temperature-controlled, third-party logistics companies.

JUNE

58TH WFLO INSTITUTE WEST
2–5 JUNE 2022
Tempe, Arizona, United States | Tempe Mission Palms Hotel at Arizona State University
This event, designed for employees with clear management potential and executives new to the industry, features more than 40 classes in warehouse management and transportation management taught by leading experts in the industry.
Large Company Audience: Warehouse managers, operations managers, warehouse supervisors, shift leads, workers with high potential for management, customer service managers, business development managers, transportation managers, executives new to the industry.
Small to Medium Company Audience: Warehouse managers, operations managers, workers with high potential for management.

58TH WFLO INSTITUTE EAST
12–15 JUNE 2022
Atlanta, Georgia, United States | Georgia Tech Hotel & Conference Center
This event, designed for employees with clear management potential and executives new to the industry, features more than 40 classes in warehouse management and transportation management taught by leading experts in the industry.
Large Company Audience: Warehouse managers, operations managers, warehouse supervisors, shift leads, workers with high potential for management, customer service managers, business development managers, transportation managers, executives new to the industry.
Small to Medium Company Audience: Warehouse managers, operations managers, workers with high potential for management.

JULY

WFLO INSTITUTE LATIN AMERICA
11–13 JULY 2022
Mexico City, Mexico | Hilton Mexico City Reforma
This event, designed for employees with clear management potential and executives new to the industry, features extensive classes in warehouse management and transportation management taught by leading experts in the industry.
Large Company Audience: Warehouse managers, operations managers, warehouse supervisors, shift leads, workers with high potential for management, customer service managers, business development managers, transportation managers, executives new to the industry.
Small to Medium Company Audience: Warehouse managers, operations managers, workers with high potential for management.

AUGUST

GCCA SOUTH AFRICAN COLD CHAIN CONFERENCE
4 AUGUST 2022
Cape Town, South Africa
This event is South Africa’s one and only venue bringing together cold store operators, controlled-environment builders, equipment suppliers and service providers to discuss opportunities and innovations of this essential sector. The conference provides leadership experience, knowledge, and exclusive networking with decision makers from across South Africa and beyond, in a relaxed yet professional atmosphere.
Audience: Executives and managers from temperature-controlled, third-party logistics companies.
The GCCA Global Policy Forum is the premier policy event for businesses engaged in temperature-controlled logistics. Featuring education sessions and keynote presentations focused on rules and regulations that impact the cold chain, the Global Policy Forum is a must-attend policy event for multiple regions across the world.

**Large Company Audience**: Executives with compliance and regulatory responsibility, members of safety and government affairs committees.

**Small to Medium Company Audience**: Owners, CEOs, executives with compliance and regulatory responsibility, members of safety and government affairs committees.

**131ST IARW-WFLO CONVENTION**

**8-12 OCTOBER 2022**
San Diego, California, United States | Omni La Costa Resort & Spa

This annual gathering for IARW and WFLO features education, networking and business development opportunities for third-party logistics companies and warehouse operators.

**Large Company Audience**: Owners, CEOs, presidents, executive leadership teams.

**Small to Medium Company Audience**: Owners, presidents, senior executives.

**GCCA BRAZILIAN COLD CHAIN CONGRESS**

**20 OCTOBER 2022**
Sao Paulo, Brazil

This educational event focuses exclusively on the temperature-controlled logistics industry and features opportunities and solutions for business development.

**Audience**: High-level executives in temperature-controlled warehousing or logistics.

**WFLO INSTITUTE AUSTRALIA**

**TBD OCTOBER 2022**
Melbourne, Australia

This event, designed for employees with clear management potential and executives new to the industry, features more than 40 classes in warehouse management and transportation management taught by leading experts in the industry.

**Large Company Audience**: Warehouse managers, operations managers, warehouse supervisors, shift leads, workers with high potential for management, customer service managers, business development managers, transportation managers, executives new to the industry.

**Small to Medium Company Audience**: Warehouse managers, operations managers, workers with high potential for management.

**42ND CEBA CONFERENCE & EXPO**

**8-10 NOVEMBER 2022**
Amelia Island, Florida United States | Omni Amelia Island Resort

This annual meeting of CEBA members offers education, business development opportunities and networking for company executives managing the building of new cold storage facilities and cold storage builders.

**Large Company Audience**: Chief engineers, regional facility managers, regional facility maintenance leads, construction engineer managers.

**Small to Medium Company Audience**: Owners/CEOs who are building or expanding facilities, chief engineers.

**GCCA LATIN AMERICAN COLD CHAIN CONGRESS**

**16-17 NOVEMBER 2022**
Bogota, Colombia

This meeting enables GCCA members and leaders in the temperature controlled industry to interact, learn about industry trends and expand their knowledge. The Congress also serves as a discussion forum for issues of interest to multi-regional cold chain industry leaders.

**Audience**: Senior executives in temperature-controlled warehousing or logistics.

Find out more at www.gcca.org/events

Many events are in flux due to COVID-19 and are subject to change. All of our virtual events and Regional Cold Connections will be posted online as they are scheduled. Please check gcca.org for updates.
GCCA represents all major industries engaged in temperature-controlled logistics, getting perishable food safely from production to consumer. GCCA membership includes nearly 1,300 temperature-controlled facilities and members in over 80 countries. The cold chain is hotter than ever before and the industry is rapidly changing. Now is your chance to join GCCA to get exclusive member benefits, resources, networking opportunities, and so much more.

BY JOINING GCCA, YOU’LL GAIN EXCLUSIVE MEMBER-ONLY ACCESS TO:

- Government affairs expertise – GCCA staff that have decades of experience in the Executive Branch and on Capitol Hill can help you work through the regulatory environment and gain access to our nation’s policy and decision makers.
- Multiple in-person and virtual events annually to meet with the movers and shakers in the cold chain industry.
- Amazing member resources like GCCA Cold Chain Index, Time to Freeze/Cost to Freeze Calculator, Crisis SOP’s and Standard Warehouse Legal templates and access to our full member resources library.
- GCCA’s Scientific Advisory Council – our staff works directly with industry experts to get you answers on anything from legal matters to food science.
- These few examples are just a small sampling of everything a GCCA membership has to offer.

*GCCA Membership and Market Intelligence Data 2019  
**2019 NFRA State of the Industry Report
WHO GCCA REACHES
THE ONLY GLOBAL ASSOCIATION IN COLD!

Through the many educational and networking events worldwide, GCCA touches a global village of industry professionals representing over 1,200 facilities in 85 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, Service Provider & Vendor
- 6% General & Thermal Contractor (Construction)
- 5% Academia, Consultants, Government, Non-Profit
- 3% Transportation
- 5% Processor/Manufacturer, Retail, Food Service

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

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

James Rogers
Vice President of Business Development
Global Cold Chain Alliance (GCCA)
Phone: +1 703 373 4303
jrogers@gcca.org
IARW-WFLO-CEBA STRATEGIC BOARD MEETING

OVERVIEW & SPONSORSHIP OPPORTUNITIES

26-29 APRIL | AVENTURA, FL | JW MARRIOTT TURNBERRY RESORT & SPA

Exclusive sponsorships will be offered at the IARW-WFLO-CEBA Strategic Board Meetings. Traditionally a warehouse-only meeting, a limited amount of exclusive sponsorships will be offered. Sponsors will be invited to network and receive top level recognition and connection opportunities at the event’s meals, reception, and various activities. Supplier attendance is exclusive to sponsoring companies.

SPONSOR BENEFITS:

- Recognition of sponsorship on Board Meeting marketing emails, and event signage
- Recognition of sponsorship during Board Meeting (logo on screen and verbal recognition)
- Verbal recognition in welcome remarks at first evening dinner
- All sponsors in attendance will receive distinctive “Sponsor Ribbons” to wear throughout the event
- Ability to send two representatives and spouses to event
- Right of first refusal for sponsorship of same event, if offered, in 2023

2022 SPONSORSHIP OPPORTUNITIES:

<table>
<thead>
<tr>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>IARW-WFLO-CEBA Opening Party (Day 1)</td>
<td>$15,000 each (3)</td>
</tr>
<tr>
<td>IARW &amp; WFLO-CEBA-IRTA Joint Board Reception (Day 2)</td>
<td>$15,000</td>
</tr>
<tr>
<td>IARW &amp; WFLO-CEBA-IRTA Joint Board Dinner (Day 2)</td>
<td>$15,000</td>
</tr>
<tr>
<td>IARW-WFLO-CEBA After Dinner Get-Together (Day 2)</td>
<td>$15,000 (2)</td>
</tr>
<tr>
<td>Health and Wellness Sponsor: Branded Hand Sanitizer &amp; Masks</td>
<td>$10,000</td>
</tr>
<tr>
<td>IARW-WFLO Joint Board Closing Reception (Day 4)</td>
<td>$10,000</td>
</tr>
<tr>
<td>IARW-WFLO Joint Board Closing Dinner (Day 4)</td>
<td>$10,000</td>
</tr>
<tr>
<td>Outdoor Board Activity - TBD</td>
<td>$10,000</td>
</tr>
<tr>
<td>Golf Tournament: Beverage Cart (Day 2)</td>
<td>$10,000</td>
</tr>
<tr>
<td>Golf Tournament: Prizes &amp; Hole Contests (Day 2)</td>
<td>$10,000</td>
</tr>
<tr>
<td>Golf Tournament: Lunch (Day 2)</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

THANK YOU TO OUR 2021 SPONSORS:

- BONAR
- Cold Summit Development
- Controlled Environments Construction, Inc.
- Evapcold
- Fisher Construction Group
- Green Span Profiles
- JAMISON
- RefrigiWear
- Stellar
- Swisslog
- Ti
- VaporArmour
The IARW-WFLO Convention offers a variety of unique social and business development experiences designed to provide a high level of brand recognition and connect you with owners, CEO’s, and other top executives at the leading temperature controlled third-party logistics industry event. Over 350 industry leaders regularly participate at the IARW-WFLO Convention.

CONVENTION FEATURES:
- Insight into cold chain trends and key business drivers
- Executive level networking events
- High level branding & recognition
- Industry Supplier Showcase
- TechTalks by vendors
- Golf outing

SPONSOR BENEFITS:
- Recognition of sponsorship on Convention website, Convention digital promotion, and event signage
- Featured in event program
- Recognition of sponsorship during opening General Session (logo on screen and verbal recognition)
- Listed in pre-Convention brochure (must sign by 1 April 2022)
- 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 2023
- List of attendees with contact details

ATTENDEES BY COMPANY TYPE:
1:1
RATIO OF WAREHOUSE EXECUTIVES TO SOLUTIONS PROVIDERS

100% ATTNDEES SAID THAT CONVENTION WAS WORTH THEIR TIME AND MONEY
<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PLATINUM LEVEL</strong></td>
<td><strong>Sponsorship Includes:</strong> Four (4) complimentary attendee passes for sponsor company ($6,000 value) (Total spend must reach level threshold to receive these benefits)</td>
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<tr>
<td>$17,000 and above</td>
<td>Night 2 Convention Party</td>
<td>$40,000</td>
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<tr>
<td></td>
<td>IARW-WFLO Joint Board Reception &amp; Dinner (1st day)</td>
<td>$30,000</td>
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<tr>
<td></td>
<td>Keynote Presenter Sponsor (2) (1st or 2nd day)</td>
<td>$20,000 each</td>
</tr>
<tr>
<td></td>
<td>Convention Lanyards</td>
<td>$17,000</td>
</tr>
<tr>
<td></td>
<td>Welcome Reception</td>
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</tr>
<tr>
<td></td>
<td>After Dinner Event</td>
<td>$17,000</td>
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<tr>
<td><strong>GOLD LEVEL</strong></td>
<td><strong>Sponsorship Includes:</strong> Two (2) complimentary attendee passes for sponsor company ($3,000 value).</td>
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<td>$10,000 - $16,999</td>
<td>Badge Lanyards</td>
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<td>Keynote Presenter Sponsor (2) (3rd day)</td>
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<tr>
<td></td>
<td>Hotel Key Cards</td>
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<tr>
<td></td>
<td>Peer-to-Peer Roundtables</td>
<td>$12,500</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Beverage Cart</td>
<td>$12,500</td>
</tr>
<tr>
<td></td>
<td>Convention WiFi</td>
<td>$12,500</td>
</tr>
<tr>
<td></td>
<td>Supplier Showcase Happy Hour</td>
<td>$10,500</td>
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<tr>
<td></td>
<td>Health and Wellness Sponsor (Branded Masks and Sanitizer)</td>
<td>$10,500</td>
</tr>
<tr>
<td></td>
<td>General Session Lunch</td>
<td>$10,000 each</td>
</tr>
<tr>
<td></td>
<td>Supplier Showcase</td>
<td>$10,000 each</td>
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<tr>
<td><strong>SILVER LEVEL</strong></td>
<td>Breakfast in the Supplier Showcase (2)</td>
<td>$9,000 each</td>
</tr>
<tr>
<td>$9,999 and below</td>
<td>Supplier TechTalks (3)</td>
<td>$9,000 each</td>
</tr>
<tr>
<td></td>
<td>Pocket Agenda</td>
<td>$8,000</td>
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<tr>
<td></td>
<td>Focus Session Education Tracks</td>
<td>$7,000 each</td>
</tr>
<tr>
<td></td>
<td>Refreshments Break Sponsor (3) (Daily)</td>
<td>$7,000 each</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Prizes</td>
<td>$7,000</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Lunch</td>
<td>$7,000</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Cigar Bar</td>
<td>$6,500</td>
</tr>
<tr>
<td></td>
<td>Branded Golf Balls</td>
<td>$6,500</td>
</tr>
<tr>
<td></td>
<td>Pens &amp; Pads</td>
<td>$6,500</td>
</tr>
</tbody>
</table>
COMPANIES WHO ATTENDED THE 2021 IARW-WFLO CONVENTION:

A8 Strategic
Advance Storage Products
Agile Cold Storage LLC
Ahern Fire Protection a division of J. F. Ahern Co.
Aislamientos Constructivos, SA de CV
All Weather Insulated Panels
Alston Construction
ALTA Refrigeration, Inc.
AmeriCold Logistics
Approved Cold Storage
Arcadia Cold, LLC
Argent Design/Build - BTS
Argent Productivity Optimization Solutions
ASHRAE
ASI, LLC
Automha Americas Automation Corp
Baltimore Aircoil Company
Bellingham Cold Storage Co.
BITZER U.S., Inc.
Bonar Engineering & Construction Company
Bradner Cold Storage Ltd.
Bridge Industrial Partners
Burcar Logistics
Camelot 3PL Software
Classic Warehousing, INC
Cold Summit Development
Cold Terminal of Laredo LLC
Coldbox Builders Inc.
Colmac Coil Manufacturing Inc.
Conestoga Cold Storage
Controlled Environment Systems LLC
CrossnoKaye
Crystal Distribution Services, Inc.
Datex Corporation
Dematic
Dematic Corp.
Derstine’s Inc./EZ3PL
Dreisbach Enterprises, Inc.
ESI Group USA
Eskimo Cold Storage, LLC.
Evans General Contractors
Evapco Inc.
FCL Builders
Fisher Construction Group
FlexCold
FLEXSPACE
Florida Freezer, LP
Frazier Industrial Company
FREEZ Construction
Fremont Realty Capital
Frozen Logistics, LLC
GAF
Galores Cold Storage
Gleeson Constructors & Engineers, L.L.C.
Global Cold Chain Alliance
Green Span Profiles
Greenhill
Griffco Design/Build, Inc
Hillphoenix
Horvath & Weaver PC
Hudson Global Strategies
IMN
Innovative Cold Storage Enterprises, Inc.
Interchange Group, Inc.
Interstate Warehousing, Inc.
Intertek Alchemy
Jamison Door Company
Jamison Door Latinoamerica S de RL de CV
Karis Cold Storage
Kingspan Insulated Panels
Konoike-Pacific (KPAC)
Lamb Weston
Level LLC
Lineage Logistics
Lockton Companies, LLC
Lockwood Securities
Logix Refrigeration Controls
Lone Star Cold Storage, Inc.
Los Angeles Cold Storage Co.
M&M Carnot Refrigeration Inc.
Mandich Group
Matingly Cold Storage
Merchants Cold Storage Company, LLC
MetLife Food & Agribusiness Finance
Met-Span
Midwest Refrigerated Services, Inc.
Mole Master Corporation
MTC Logistics
MWCold
ndustrial
New England Cold Storage
NewCold Coöperatief U.A.
Nor-Am Cold Storage
Philadelphia Warehouse & Cold Storage, Co.
PLM Fleet
Polaris Cold Storage & Rack Builders Inc.
Polyguard Products
Primus Builders, Inc.
QUALIANZ
Quality Refrigerated Services
Rabobank
Rack Builders Inc.
RefrigiWear Inc.
Republic Refrigeration, Inc.
RLS Logistics
RLS Premier
Rytec High Performance Doors
San Diego Refrigerated Services, Inc.
Saxum Real Estate
Scopelitis, Garvin, Light, Hanson & Feary
Shambaugh & Son, L.P.
Smith Corona Labels and Ribbons
SnowTemp Cold Storage
SSI Schaefer
Stellar
Stoecklin Logistics, Inc.
Stow US Inc.
Summit Cold Storage, Inc.
Sunlight Batteries USA, Inc.
Superfrio Logistica Frigorificada - Corporate Office
Swisslog
Terra Vista Capital, Inc.
Texas A&M University
The Raymond Corporation
Therma
Tippmann Engineering (QuickFreeze)
Tippmann Innovation
Titan Cold Storage
Titan Cold Storage, Inc.
Transmar, Ltd.
TrueCore
UISC, LLC
United States Cold Storage of California
United States Cold Storage, Inc.
University of California, Davis
Utility Management Services
Vapor Armour
Vertical Cold Storage
Viastore Systems, Inc.
Victaulic
Vilter Manufacturing LLC
Virginia Tech
WAGNER Fire Safety Consulting GmbH
Ware Malcomb
WDS Construction, Inc.
Wiginton Fire Systems
Williams Industrial Group of Marcus & Millichap
Yukon Ventures

TAKING THE COLD CHAIN INDUSTRY TO NEW LEVELS WORLDWIDE
42ND CEBA CONFERENCE & EXPO

OVERVIEW

8-10 NOVEMBER 2022 | AMELIA ISLAND, FLORIDA
OMNI AMELIA ISLAND RESORT

The CEBA Conference & Expo attracts over 275 attendees and is the 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 the most respected names in the industry.

COMPANIES THAT ATTENDED THE 2021 CEBA CONFERENCE & EXPO:

A M King
Acorn Thermal Services
Ahern Fire Protection a division of J. F. Ahern Co.
Alba Mfg, Inc.
Albany - Dynaco High Performance Doors.
All Weather Insulated Panels
ALTA Refrigeration, Inc.
American Thermal System, Inc.
AmeriCold Logistics
ARCO Design/Build - BTS
Autohoma Americas Automation Corp
Bellingham Cold Storage Co.
Bradner Cold Storage Ltd.
Bridge Industrial
Brinkmann Constructors
BSL Group
Calibration Technologies
Clayco
Coldbox
Coldbox Builders Inc.
Coldroom Systems, Inc.
Controlled Environment Systems LLC
CPP Wind Engineering
CSI of Virginia, Inc.
Datex Corporation
Dawn Food Products, Inc.
DEEM, LLC
Derek Builders
DLN Integrated Systems
Dover Food Retail
DuPont Performance Building Solutions
Dynaco Entramatic
ESI Group USA
Evapco Inc.
FCL Builders
Fisher Construction Group
FLEXSPACE
Frazier Industrial Company
FREEZ Construction
Fresh Island Fish Co., Inc.
GAF
Global Insulated Doors Inc.
Gray Construction
Green Span Profiles
Group4 Reps
Hansen Cold Storage Construction
Hillphoenix
Honeywell International Inc
InterCool USA LLC
Interstate Warehousing, Inc.
Jamison Door Company
Kaiser-Martin Group
Kingspan Insulated Panels
KPS Global
Leo A. Daly
Leviat
Lineage Logistics
LTI Contracting
M&M Carnot Refrigeration Inc.
Mayekawa U.S.A., Inc.
Meadowwood Enterprises, LLC
Melt-Fab, Inc.
Melt-Span
Midwest Materials Company
MTC Logistics
Nor-Am Cold Storage
Norbec Architectural Inc.
NORDOCK Inc.
O’Neal, Inc.
Open Concepts LLC
Panel Tech
Performance Contracting Inc.
Polyguard Products
Primus Builders, Inc.
Primus Builders, Inc.
Protectowire FireSystems
Puga Thermal Services
Quality Custom Distribution
Quality Refrigerated Services
Rack Builders Inc.
Republic Refrigeration, Inc.
RHH Foam Systems Inc.
Ricker Thermline
Royalty Roofing
Ryan Companies US, Inc.
Rytec High Performance Doors
Senneca Holdings
Shambaugh
Shambaugh & Son, L.P.
Sistemas de Refrigeracion Totales SA de CV
SLMC, Inc.
SSI Schaefer
SubZero Constructors, Inc.
SYSCO Corporation
Systems, LLC
Team Group, Ltd.
The Chemours Company
Tippmann Engineering (QuickFreeze)
Tippmann Innovation
Trinity Insulation Company
TrueCore
Twintec USA
United States Cold Storage, Inc.
Unithem, Inc.
Vapor Armour
Vertical Cold Storage
Viastore Systems, Inc.
Victaulic
Ware Malcomb
Warrior Roofing Inc.
WDS Construction, Inc.
Weiland Doors
Wiginton Fire Systems
Williams Company
Wood’s Powr-Grip Co., Inc.
SPONSOR 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 Program Guide
- Discounted registration for your clients/customers to attend
- Right of first refusal for sponsorship, if offered, in 2023

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
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<tr>
<td>PLATINUM LEVEL</td>
<td>Hotel Room Key Cards $7,500</td>
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<td>Keynote $7,500</td>
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<tr>
<td>$7,000</td>
<td>Welcome Reception (Max 2 Co-Sponsors) $7,500 each</td>
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<td>Lanyards $7,500</td>
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<td></td>
<td>Conference WiFi $7,000</td>
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<td></td>
<td>Golf Tournament Beverage Cart $7,000</td>
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<td>GOLD LEVEL</td>
<td>Lunch in the Expo $6,500</td>
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<tr>
<td>$6,000 - $6,999</td>
<td>Lunch in the Expo $6,500</td>
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<td>Badges $6,500</td>
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<td></td>
<td>Farewell Reception (Max 3 Co-Sponsors) $6,000 each</td>
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<tr>
<td>SILVER LEVEL</td>
<td>Pocket Agenda $5,500</td>
<td></td>
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<tr>
<td>$5,500 and below</td>
<td>Breakfast in the Expo $5,500</td>
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<td></td>
<td>Breakfast in the Expo $5,500</td>
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<tr>
<td></td>
<td>Golf Tournament Cigar Bar $5,000</td>
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<tr>
<td></td>
<td>Golf Tournament Prizes $5,000</td>
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<td></td>
<td>Pads &amp; Pens $5,000</td>
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<tr>
<td></td>
<td>Health and Wellness Sponsor (Branded Hand Sanitizer) $5,000</td>
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<tr>
<td></td>
<td>Refreshment Break in the Expo (3) $4,500 each</td>
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<tr>
<td></td>
<td>Branded Golf Balls $4,500</td>
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</table>
42ND CEBA CONFERENCE & EXPO
EXHIBITING OPPORTUNITIES

EXHIBITOR BENEFITS:

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

PRICING:

<table>
<thead>
<tr>
<th>SIZE</th>
<th>PRICE (USD)</th>
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<tbody>
<tr>
<td>Table top display</td>
<td>$3,800</td>
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</table>

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

2021 EXHIBITORS:

Ahern Fire Protection  
Alba Mfg, Inc.  
Albany - Dynaco High Performance Doors.  
All Weather Insulated Panels  
AutoMak Assembly, Inc.  
Autonma Americas Automation Corp  
Calibration Technologies  
Datex Corporation  
Evapco Inc.  
FCL Builders  
GAF  
Global Insulated Doors Inc.  
Green Span Profiles  
Honeywell International Inc  
Jamison Door Company  
Johnson Controls  
Kingspan Insulated Panels  
KPS Global  
Leviet  
M&M Carnot  
Mesi-Span  
NORDOCK Inc.  
Protectowire FireSystems  
Quest/Thera-stor  
Republic Refrigeration, Inc.  
RHH Foam Systems Inc.  
Royalty Roofing  
Rytec High Performance Doors  
Senneca Holdings  
SSI Schaefer Systems, LLC  
The Raymond Corporation  
Tippmann Engineering (QuickFreeze)  
TrueCore  
Twintec USA  
Vapor Armour  
WAGNER Fire Safety Consulting GmbH  
Weiland Doors  
Wiginton Fire Systems
GCCA GLOBAL POLICY FORUM
OVERVIEW
9-11 AUGUST | VIRTUAL

GCCA is expanding its advocacy activities globally and rebranding the US based Policy forum to the Global Policy Forum taking place August 9-11, 2022. The Global Policy Forum will be the premier policy event for businesses engaged in temperature-controlled logistics. As with previous Policy Forum events, it will feature education sessions and keynote presentations on rules, regulations, and legislation impacting the industry and provide engagement with key government officials.

Due to ongoing COVID-19 restrictions limiting in-person opportunities in Washington DC, we are making the 2022 event virtual which allows us to deliver broader programing and reach a global audience. GCCA will return to the in-person event in the United States in 2023 and continue building on global advocacy program offerings.

Like previous years, the focus on U.S. regulatory and legislative issues will continue. In addition, GCCA will offer programming to include policy updates from across the globe including Canada, Brazil, Latin America, and South Africa.

SPONSORSHIP OPPORTUNITIES

Sponsoring the program provides more than just recognition at the Policy Forum. Learn more about how to become a sponsor of GCCA’s Policy Forum and Global Advocacy Initiative on the following page.

ATTENDEES BY COMPANY TYPE:

- 34% Warehouse
- 34% Supplier
- 11% Government
- 8% Association/Non Profit
- 7% Construction
- 6% Transportation

COMPANIES THAT ATTENDED THE 2021 GCCA COLD CHAIN POLICY FORUM:

- Aerodom: Las Americas Airport
- ALTA Refrigeration, Inc.
- American Chamber of Commerce of the Dominican Republic
- Americold Logistics
- ARCO Design/Build - BTS
- Arctic Consulting
- Bonar Engineering & Construction Company
- Bridge Industrial Partners
- Burris Logistics
- CLC Logistics (Consultores Logisticos del Caribe)
- Cold Terminal of Laredo LLC
- Controlled Environment Systems LLC
- CTI Freight Systems, Inc.
- Directorate General of Customs Dominican Republic
- Environmental Protection Agency
- Eskimo Cold Storage, LLC.
- Evapco Inc.
- FLEXSPACE
- Florida Freezer, LP
- Horvath & Weaver PC
- Hudson Global Strategies
- IESC - TraSa Program
- Interchange Group, Inc.
- International Executive Service Corps
- International Institute of Ammonia Refrigeration
- Interstate Warehousing, Inc.
- Jackson Lewis P.C.
- Jamison Door Company
- JB Hunt Transportation
- Lineage Logistics
- Lixia Capsia Gestion SARL
- Los Angeles Cold Storage Co.
- M&M Carnot Refrigeration Inc.
- Ministry of Agriculture Mercados
- Ministry of Industry and Commerce
- Minnesota Freezer Warehouse
- MTC Logistics
- MWCold
- Nitto, Inc.
- Nor-Am Cold Storage
- Occupational Safety & Health Administration
- Philadelphia Warehouse & Cold Storage, Co.
- PLM Fleet
- Premier Refrigerated Warehouse
- Refrigerating Engineers
- RefrigiWear Inc.
- RLS Logistics
- San Diego Refrigerated Services, Inc.
- Scopelitis, Garvin, Light, Hanson & Feary
- SGS North America Inc.
- Stoecklin Logistics, Inc.
- Temple University
- Terra Vista Capital, Inc.
- The Raymond Corporation
- Tippmann Engineering (QuickFreeze)
- Tippmann Innovation
- United States Cold Storage - Lebanon
- United States Cold Storage, Inc.
- United States Senate
- University of Arkansas
- US Department of Agriculture-Foreign Agriculture Service
- USDA Food Safety and Inspection Service
- Vapor Armour
- Virginia Tech
- Wagner Fire Safety
Show your support of GCCA’s Global Cold Chain Advocacy Initiatives! Becoming a sponsor of the program that provides recognition at the Global Cold Chain Policy Forum, on each monthly Advocacy Webinar, in Washington Weekly newsletter AND contributes to the Advocacy Fund.

The sponsorships program offers special opportunities designed specifically to link your company in a show of support of the most important issues impacting the cold chain industry, while gaining valuable brand recognition in front of an audience of top executives and decision makers in operation, engineering, construction, supply chain, and transportation around the world. It also funds strategic GCCA Cold Chain Advocacy Efforts, which you can learn more about on the following page.

SPONSORSHIP OPPORTUNITIES:

"THOUGHT LEADERSHIP SPONSOR" PLATINUM LEVEL: $5,000 (5 AVAILABLE)

Thought Leadership Sponsors receive the highest level of visibility and recognition across the five-day GCCA Cold Chain Policy Forum, on each monthly Advocacy Webinar, in Washington Weekly and includes recognition in the GCCA Advocacy Fund.

Sponsors receive the following benefits:

Global Policy Forum
- Company logo on Policy Forum event website
- Logo in virtual forum “Waiting Room” screen viewed before presentations begin
- Introductions of speakers (1 per sponsor) at Policy Forum
- Recognition on every Policy Forum session
- Sponsored material featured in Policy Forum handout section of GoToWebinar
- 5 registrations to GCCA Cold Chain Policy Forum

Advocacy Fund
- Recognition at the Advocate Level
  - Options to upgrade to Builder Level for $1500
- Receives recognition as part of the Fund at the following in-person events; IARW-WFLO-IRTA-CEBA Strategic Board Meeting, IARW-WFLO Convention, CEBA Conference & Expo, and NA Cold Chain Connections.
  - Recognition includes events signage, event slides, verbal acknowledgement, and printed materials

Advocacy Webinars
- Recognition during monthly Advocacy Webinar opening remarks

Washington Weekly
- Featured in 4 issues of Washington Weekly Logo featured on email invites for Policy Forum and Monthly Advocacy Webinars
- Opportunity to upgrade to featured top position

BONUS: Private advocacy briefing for company with Q&A from GCCA Government & Legal Affairs Team

GOLD LEVEL SPONSOR: $3,000

Gold Level Sponsors receive the highest level of visibility and recognition across the five-day GCCA Cold Chain Policy Forum, on each monthly Advocacy Webinar, and includes recognition in the GCCA Advocacy Fund.

Sponsors receive the following benefits:

Global Policy Forum
- Company logo on Policy Forum event website
- Logo in virtual forum “Waiting Room” screen viewed before presentations begin
- Recognition on every Policy Forum session
- Sponsored material featured in Policy Forum handout section of GoToWebinar
- Logo featured on email invites for Policy Forum
- Featured in 4 issues of Washington Weekly as Policy Forum Sponsor
- 3 registrations to GCCA Cold Chain Policy Forum

Advocacy Fund
- Recognition at the Advocate Level
  - Options to upgrade to Builder Level for $1500
- Receives recognition as part of the Fund at the following in-person events; IARW-WFLO-IRTA-CEBA Strategic Board Meeting, IARW-WFLO Convention, CEBA Conference & Expo, and NA Cold Chain Connections.
  - Recognition includes events signage, event slides, verbal acknowledgement, and printed materials

Advocacy Webinars
- Recognition during monthly Advocacy Webinar opening remarks
  - Logo featured on email invites for Monthly Advocacy Webinars
  - Opportunity to upgrade to featured top position

BONUS: Private advocacy briefing for company with Q&A from GCCA Government & Legal Affairs Team
Members are urged to consider making financial contributions to support these expanded advocacy efforts. Please submit to Lowell Randel (lrandel@gcca.org) or visit advocacy.gcca.org for more information or to make a contribution.

VISIT ADVOCACY.GCCA.ORG FOR MORE INFORMATION.
The GCCA European Cold Chain Conference is a supplier’s best venue for reaching temperature-controlled warehousing and logistics executives in the European market. This event brings together nearly 150 top temperature-controlled supply chain leaders representing third-party logistics, warehousing, transportation, distribution, construction and all types of solution providers. Attendees can expect to engage in executive level discussions on market trends, opportunities and overcoming obstacles that exist in the industry, sharing of best practices, and a multitude of relationship building events.

HOSTED BY THE GLOBAL COLD CHAIN ALLIANCE (GCCA)

2020 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% ATTENDEE SATISFACTION RATING!
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:

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<tr>
<th>SIZE</th>
<th>PRICE (USD)</th>
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<tbody>
<tr>
<td>Table top display</td>
<td>Member – €3,250</td>
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<tr>
<td></td>
<td>Non-Member – €4,750</td>
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</tbody>
</table>

EXHIBIT BENEFITS:
• Company name on event website
• Company name and contact information featured in Conference Program Guide
• 2-meter draped table and chairs
• One (1) attendee registration included in the exhibit fee

2019 EXHIBITING COMPANIES:
Antwerp
Carrier Commercial Refrigeration
Fortress
HB Products
ISOCAB by Kingspan
Johnson Controls
SSI-Schafer
Viking Cold

2019 EUROPE CONFERENCE ATTENDEE COMPANIES:
AB Tehnic Profesional srl
AGRO Merchants Group
Alaska Cold Stores
Antin
Antwerp Cold Stores
Approved Cold Storage
ARCH Emerging Market Partners
Arcus Infrastructure Partners LLP
Blulog Sp. z o.o.
Boltrics
Carrier Refrigeration Benelux B.V.
Carrier Refrigeration Operation
Czech Republic s.r.o.
Carrier SCS / Profood-Green & Cool Cold Chain Federation
Coldbox Builders Inc.
Coldstar
ColdstoreExpertiseCenter.com
Conestoga Cold Storage
Cool Logistics Resources Ltd
Craymere Consulting Limited
Danfoss A/S
DHL Innovation Centre
DP World Antwerp Head Office
Elevate-IT NV
Eurofrigo B. V.
European Cold Storage and Logistics Association
Evapeco Europe BVBA
FCO Media
Fortress International KG
FP Sines, Unipessoal Lda.
FreezeLink
Frigolanda Cold Logistics
Fripuerto Investment, SLU
Globe Global Cold Chain Alliance
Grocontinental Ltd
Groupe Conhexa
HB Products A/S
Honeywell
Hudson Global Strategies
Ingersoll Rand Climate Control Technologies: Thermo King Europe
InfrA Farms
Intrion Belgium
IRU
ISOCAB France S.A.S.
ISOPAN SPA
Johnson Controls
Kloosbeheer B.V.
Leen Menken Distri-Services BV
Lineage Logistics
Lineage Logistics (Bergen)
Lineage Logistics (Gloucester)
Logistics Way
Magnavale Ltd
Mayekawa Europe N.V.
Metaflex Door Europe bv
NAI FrontPoint Partners
NewCold Cooperatief U.A.
Overture Stars Partners Holding LLC
PSA Antwerp
PSA International Pte Ltd.
Rabobank
Ramboll Finland

RBK Group
Reitan Distribution
Sagacify
Sensata Technologies
SSI-Sch fer AG
STEF Logistique
Stockhabo b.v.b.a
Storax | FLEXSPACE
Storax Racking Systems
Stow Belgium
Teneo
Tiefkühler Bocholt GmbH
Underwriters Laboratories Iberica S.L.
University of Lodz
Van Soest Coldstores N.V.
Vereniging Van Nederlandse Koel - En Vrieshuizen (NEKOVRI)
VersaCold Logistics Services
Viking Cold Solutions, Inc

TAKING THE COLD CHAIN INDUSTRY TO NEW LEVELS WORLDWIDE
## GCCA 25th European Cold Chain Conference
### Sponsorship Opportunities

<table>
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<tr>
<th>Sponsorship Item</th>
<th>Amount (in EUR)</th>
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<tr>
<td><strong>Diamond Level</strong> Packages of €10,000 or above</td>
<td>€10,000+</td>
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<tr>
<td><strong>Platinum Level</strong> Industry Perspective Tech Talk (2 opportunities)</td>
<td>€7,725 each</td>
</tr>
<tr>
<td>Opening Night Reception - Wednesday (2 opportunities)</td>
<td>€7,525 each</td>
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<tr>
<td>Opening Night Dinner – Wednesday (2 opportunities)</td>
<td>€7,525 each</td>
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<tr>
<td>Cold Chain Reception – Thursday (2 opportunities)</td>
<td>€7,525 each</td>
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<tr>
<td>Cold Chain Dinner – Thursday (2 opportunities)</td>
<td>€7,525 each</td>
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<tr>
<td>Keynote/Plenary Session – Thursday Morning</td>
<td>€7,525</td>
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<tr>
<td>Keynote/Plenary Session – Thursday Afternoon</td>
<td>€7,525</td>
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<tr>
<td>Keynote/Plenary Session – Friday Morning</td>
<td>€6,525</td>
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<tr>
<td><strong>Gold Level</strong> Thought Leadership Education Track (3 opportunities)</td>
<td>€5,725 each</td>
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<td>Happy Hour in the Expo – Thursday</td>
<td>€5,725</td>
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<tr>
<td>Branded Badge Lanyards</td>
<td>€5,725</td>
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<tr>
<td>Registration</td>
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<tr>
<td>Automated Facility Tour &amp; Dinner (2 opportunities)</td>
<td>€4,725 each</td>
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<tr>
<td>Pocket Programme</td>
<td>€4,725</td>
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<tr>
<td>Health &amp; Wellness - Branded Masks</td>
<td>€4,725</td>
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<tr>
<td><strong>Silver Level</strong> Cold Chain Café (3 opportunities)</td>
<td>€3,725 each</td>
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<tr>
<td>Lunch in the Expo – Thursday</td>
<td>€3,725</td>
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<td>Lunch in the Expo – Friday</td>
<td>€3,725</td>
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<tr>
<td>Networking Break in the Expo – Thursday Morning</td>
<td>€3,725</td>
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<tr>
<td>Networking Break in the Expo – Thursday Afternoon</td>
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<tr>
<td>Networking Break in the Expo – Friday Morning</td>
<td>€3,725</td>
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<tr>
<td>Health &amp; Wellness - Hand Sanitizer</td>
<td>€3,725</td>
</tr>
<tr>
<td>European Warehouse Forum – Wednesday Afternoon (2 opportunities)</td>
<td>€3,725 each</td>
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</table>

*Please contact Director of Europe Julie Hanson or Vice President of Business Development James Rogers to discuss exhibiting and/or sponsorship opportunities. Exhibit Opportunities also available!*
GCCA EUROPEAN WAREHOUSE FORUM
OVERVIEW & SPONSORSHIP OPPORTUNITIES
23 MARCH | ROTTERDAM, NETHERLANDS
NOVEMBER | TBD

Hosted twice a year, the GCCA European Warehouse Forum, formerly known as the European Warehouse Council, is 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 European Warehouse Forum 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.

SPONSOR BENEFITS:
• Direct access to a qualified audience of potential customers
• Unique insight into the trends and challenges pertaining to temperature-controlled logistics
• Attend Warehouse Forum as an observer (one participant from sponsoring company)
• Customized brand exposure
• Access to facility visits (for in-person events)
• Display banner at event
• Distribute leaflets or brochures and give-aways at event
• Sponsorship includes two representative participations from the sponsoring company when the Forum is held in conjunction with another GCCA event

COST: €3725
Note: each event is limited to two sponsors

COMPANIES THAT ATTENDED THE 2019 WAREHOUSE COUNCIL MEETING:

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

For all inquiries, contact our European Director Julie Hanson at jhanson@gcca.org or by phone +32 496 065 865.
The annual 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 Congress hosts nearly 100 attendees and features the latest technologies, solutions, products and services from some of the most respected names in the industry.

### 2021 Attendee Demographics by Title

- **43%** Executive, CEO, President, Owner
- **29%** Other
- **21%** Director Manager
- **7%** Upper Management, Vice President

### Attendee Demographics by Location

- **45%** Mexico
- **18%** USA
- **7%** Brazil
- **7%** Dominican Republic
- **4%** Colombia
- **4%** Peru
- **4%** Uruguay
- **2%** Argentina
- **2%** Ecuador
- **4%** Guatemala
- **2%** Panama
- **2%** Spain

93% OF EXHIBITORS & SPONSORS SAID THE EVENT WAS WORTH THEIR TIME AND MONEY

100% SATISFACTION RATING FROM ATTENDEE PARTICIPANTS!
SPONSORSHIP OPPORTUNITIES:

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
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<tr>
<td>PLATINUM LEVEL</td>
<td>Keynote Presenter</td>
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<tr>
<td></td>
<td>Farewell Reception</td>
<td>$4,000</td>
</tr>
<tr>
<td></td>
<td>Study Tour</td>
<td>$4,000</td>
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<tr>
<td></td>
<td>Networking Luncheon</td>
<td>$4,000</td>
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<tr>
<td>GOLD LEVEL</td>
<td>Cold Chain Café</td>
<td>$3,000</td>
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<tr>
<td></td>
<td>Health and Wellness Sponsor (Branded Masks)</td>
<td>$3,000</td>
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<tr>
<td></td>
<td>Pocket Agendas</td>
<td>$3,000</td>
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<tr>
<td></td>
<td>Lanyards</td>
<td>$3,000</td>
</tr>
<tr>
<td></td>
<td>Industry Trends Tech Talk</td>
<td>$3,000</td>
</tr>
<tr>
<td>SILVER LEVEL</td>
<td>Conference WiFi</td>
<td>$2,500</td>
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<tr>
<td></td>
<td>Health and Wellness Sponsor (Branded Sanitizer)</td>
<td>$2,500</td>
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<tr>
<td></td>
<td>Coffee Break</td>
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<tr>
<td></td>
<td>Pens</td>
<td>$2,000</td>
</tr>
<tr>
<td></td>
<td>Pads</td>
<td>$2,000</td>
</tr>
</tbody>
</table>

For inquiries in Latin America, contact our Latin America Director Debbie Corado at dcorado@gcca.org or by phone +(502) 22193497. For all other inquiries or to add this to your global package, please contact James Rogers at jrogers@gcca.org or 703 373 4303.
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 Manufacturers & Suppliers
- Racking Equipment
- Refrigeration Contractors
- WMS & TMS Providers

PRICING:

<table>
<thead>
<tr>
<th>SIZE</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Table Top Display</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

EXHIBIT BENEFITS:
- 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 table personnel can register at 25% discount)
- Access to attendee list with contact details

COMPANIES THAT ATTENDED THE 2021 LATIN AMERICA CONGRESS:

Administracion Y Bienes Rso SA DE CV
Almacenes Refrigerados Consolidados SA de CV
Axionlog Cold Solutions
Bajo Cero Frigorificos
Bajo Cero Irapuato
Bitzer Mexico, S. DE R. De C.V.
Bohn de Mexico, S.A. de C.V.
Carrier Transicold de Mexico, S.A. de C.V.
CLC Logistics (Consultores Logísticos del Caribe)
Cold Terminal of Laredo LLC
Emergent Cold
Falabella Corporativo Peru
Fri Espacio Control
Friopuerto Tangier, S.A.
Galores Cold Storage
Global Cold Chain Alliance
Grupo Frio Integral
GRUPO FRIÓ INTEGRAL SRL
Grupo Inversor Veracruzano, SAPI de CV
Hit Puerto Rio Haina
IS Services LTD
Jamison Door Latinoamerica S de RL de CV
Johnson Controls / Tyco
Kingspan Insulated Panels S.A. de C.V.
Korber Supply Chain, NA
LG Manufacturera S.A. de C.V
MR SOLUCIONES PROFESionales EN INTELIGENCIA DE EDIFICIOS SA DE CV
Nafta Frigorificos SA de CV
North America Electro Motion 7777 S.A de C.V
Polo Logistico de Frio
Puerto de Barranquilla, Sociedad Portuaria QUALIANZ
Refrigeracion Linca SA de CV
RefrigWear Inc.
Reparacion Integral de Contenedores, SAPI de CV
Sistemas de Refrigeracion Totales SA de CV
Superfrio Logistica Frigorificada
Transcooler
The Global Cold Chain Alliance Brazil will host the 2022 version of its annual event focused exclusively on the temperature controlled logistics sector. The event will bring together 100 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.

*At the time of publishing, the 2021 event had not occurred. Contact Isabela Perazza at iperazza@gcca.org for information.*
GCCA BRAZILIAN COLD CHAIN CONGRESS
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

EXHIBITORS & SPONSORS:

<table>
<thead>
<tr>
<th>Danfoss</th>
<th>Senso Solutions</th>
<th>Bitzer</th>
<th>Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assist Software</td>
<td>Tedesco</td>
<td>Tyco Fire Protection</td>
<td>Johnson Controls</td>
</tr>
<tr>
<td>Guntner</td>
<td>Testo</td>
<td>Lockton Seguros</td>
<td></td>
</tr>
<tr>
<td>Mayekewa</td>
<td>Vafilm</td>
<td>Emerson Automation</td>
<td></td>
</tr>
</tbody>
</table>

SPONSORSHIP & EXHIBITING OPPORTUNITIES

Sponsorships in USD

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
</tr>
</thead>
</table>
| PLATINUM LEVEL    | • Opportunity to introduce one of the speakers of the event on stage and briefly present your company (5 minutes)  
                   | • 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                                   | $3,500        |

*Platinum Level: Additional Opportunities:  
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 LEVEL       | • 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  | $2,500        |

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

| SILVER LEVEL     | • 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  | $1,500        |
GCCA SOUTH AFRICAN COLD CHAIN CONFERENCE
OVERVIEW AND SPONSORSHIP OPPORTUNITIES

4 AUGUST | CAPE TOWN, SOUTH AFRICA

SOUTH AFRICA COLD CHAIN CONFERENCE

The GCCA South Africa Cold Chain Conference is a supplier’s best venue for reaching temperature-controlled warehousing and logistics executives in the South African 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.

SPONSORSHIP BENEFITS AND PRICING:

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE</th>
</tr>
</thead>
</table>
| PLATINUM LEVEL    | • Supplier Tech Talks are an opportunity for members to present a high-level industry perspective on how their solutions, tools and/or technology can help support their customers businesses and how they see the industry evolving. Each “Tech Talk” sponsor will receive 5 minutes to present to the audience. (This is not a commercial — must be a high-level industry overview).  
• Recognition on event website.  
• Logo branding and verbal recognition throughout the event.  
• Logo branding and recognition in all event-related communications.  
• Table-top exhibit (preferred placement) + 2 registrations. | ZAR 29 000 (max 3) |
| GOLD LEVEL        | • Welcome word at session opening and introduction to first speaker.  
• Recognition on event website.  
• Logo branding and verbal recognition throughout the event.  
• Logo branding and recognition in event related communications (including social media posts).  
• Table-top exhibit + 2 registrations. | ZAR 21 000 (max 3) |
| SILVER LEVEL      | • Recognition on event website.  
• Logo branding and verbal recognition throughout the event.  
• Logo branding and recognition in event related communications (including social media) | ZAR 15 000 (max 3) |
SOUTH AFRICA - ADDITIONAL SALES AND SPONSORSHIP OPPORTUNITIES

FIRE RISK INSURANCE SEMINAR
10 MARCH 2022 - JOHANNESBURG, SOUTH AFRICA

Insurance remains one of the main concerns for cold storage facilities around the world. This full day seminar will bring together temperature-controlled warehousing and logistics executives in the South African market.

Sponsoring this seminar will increase your company’s overall brand visibility and link your organization as a key supporter of this vital industry topic. Most importantly, supporting the seminar will put you in front of and connect you with top industry leaders. Each opportunity has been customized to spotlight your company throughout the entire event, and exclusively at specific event functions.

<table>
<thead>
<tr>
<th>SPONSOR LEVEL</th>
<th>SUPPORTER BENEFITS</th>
<th>PRICE</th>
</tr>
</thead>
</table>
| PLATINUM      | • Supplier Tech Talk  
                    • Logo branding before, during and post event on the seminar website and recognition on seminar website.  
                    • Logo branding and verbal recognition throughout the event.  
                    • Logo branding and recognition in all seminar-related communications.  
                    • Table-top exhibit (preferred placement) + 2 registrations. | USD 1750 (max 3) |
| GOLD          | • Welcome word at session opening and introduction to first speaker.  
                    • Slide promoting company pre- and post- session.  
                    • Logo branding before, during and post event on the seminar website and recognition on seminar website.  
                    • Logo branding and verbal recognition throughout the event.  
                    • Logo branding and recognition in seminar related communications (including social media posts).  
                    • Table-top exhibit + 2 registrations. | USD 1250 |
| SILVER        | • Logo branding pre- and post-event on seminar website.  
                    • Logo branding before, during and post event on the seminar website and recognition on seminar website.  
                    • Logo branding and recognition in seminar related communications (including social media posts).  
                    • Table-top exhibit + 1 registration. | USD 850 |

AMMONIA REFRIGERATION ONLINE SHORT COURSE

This ammonia-specific program for professionals engaged in temperature-controlled logistics using ammonia as a refrigerant will feature modules taught by leading experts in the industry. Showcase your company’s brand, increase its visibility, and promote your industry support through the sponsorship program.

<table>
<thead>
<tr>
<th>SUPPORTER BENEFITS</th>
<th>PRICE</th>
</tr>
</thead>
</table>
| • Logo branding & verbal recognition pre- and post-training each day.  
                    • Recognition on Short Course website.  
                    • Logo branding and recognition in all short course related communications (including social media posts). | ZAR 5 500 |
SOUTH AFRICA - ADDITIONAL SALES AND SPONSORSHIP OPPORTUNITIES

AFRICA FUTURE LEADER AWARD
MAY 2022

The Africa Future Leader Award recognizes outstanding young professionals in the African cold storage industry who show potential for future career advancement but have not yet risen to top-level leadership. The recipient of the award will be eligible to compete against other GCCA future leaders from around the world in the 2022 Global NextGen competition.

<table>
<thead>
<tr>
<th>SUPPORTER BENEFITS</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logo branding &amp; recognition in Africa Future Leader Award communications (including social media posts).</td>
<td>ZAR 5 500</td>
</tr>
<tr>
<td>Recognition on Africa Future Leader Award website.</td>
<td></td>
</tr>
<tr>
<td>Highlighted in two press releases announcing the selection of finalists and award recipient.</td>
<td></td>
</tr>
<tr>
<td>Verbal recognition during award celebration ceremony at the South Africa Cold Chain Conference.</td>
<td></td>
</tr>
</tbody>
</table>

WEBINARS

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.

<table>
<thead>
<tr>
<th>SUPPORTER BENEFITS</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raise brand awareness.</td>
<td>ZAR 12 500</td>
</tr>
<tr>
<td>Educate the marketplace on your products and services.</td>
<td></td>
</tr>
<tr>
<td>Achieve measurable results.</td>
<td></td>
</tr>
<tr>
<td>Generate sales leads via GCCA’s membership database.</td>
<td></td>
</tr>
<tr>
<td>Tailored webinar content designed and presented by sponsor.</td>
<td></td>
</tr>
<tr>
<td>Marketing emails to the South African industry.</td>
<td></td>
</tr>
<tr>
<td>Promotion in the Cold Connection e-Newsletter (sent to members in over 80 countries).</td>
<td></td>
</tr>
<tr>
<td>Logo on GCCA’s event page and website.</td>
<td></td>
</tr>
<tr>
<td>Recording will be archived on the GCCA website.</td>
<td></td>
</tr>
<tr>
<td>Complimentary discount code for customers/prospects outside of GCCA membership (Non-member cost will be$25).</td>
<td></td>
</tr>
</tbody>
</table>
GCCA REGIONAL CONNECTIONS
OVERVIEW & SPONSORSHIP OPPORTUNITIES

Regional Connections deliver a dynamic experience, bringing together members of the warehouse/3PL and supplier communities to meet face to face in regions for focused, high-quality discussions, networking, and education. Connections will be hosted over breakfasts, luncheons, and receptions with opportunities to golf (US and CA only) before or after the program.

<table>
<thead>
<tr>
<th>DATE</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>NORTH AMERICA</td>
<td></td>
</tr>
<tr>
<td>TBD</td>
<td>United States (3)</td>
</tr>
<tr>
<td>TBD</td>
<td>Toronto, Ontario, Canada</td>
</tr>
<tr>
<td>EUROPE</td>
<td>South Wales, United Kingdom</td>
</tr>
<tr>
<td>July</td>
<td></td>
</tr>
<tr>
<td>LATIN AMERICA</td>
<td></td>
</tr>
<tr>
<td>6 April</td>
<td>Santo Domingo, Dominican Republic</td>
</tr>
<tr>
<td>19 May</td>
<td>Bogotà, Colombia</td>
</tr>
<tr>
<td>22 August</td>
<td>City TBD, Mexico</td>
</tr>
</tbody>
</table>

SPONSOR BENEFITS:

- Recognition of sponsorship on event website and digital promotions
- At the event, sponsors will receive branding
- Receive full attendee list with contact information
- Logo recognition on-site signage
- Marketing materials displayed on-site
- Two (2) complimentary registrations to event

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

PRICING:

<table>
<thead>
<tr>
<th>SPONSORSHIP*</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>North American Regional Connection</td>
<td>$5,000 each (multiple available)</td>
</tr>
<tr>
<td>European Regional Connection</td>
<td>€ 5,000 (multiple available)</td>
</tr>
<tr>
<td>Latin American Regional Cold Connection</td>
<td>$5,000 (exclusive), $3,000 (non-exclusive)</td>
</tr>
</tbody>
</table>
COLD CHAIN ESSENTIALS DIGITAL LEARNING
SPONSORSHIPS

Deliver essential industry education directly to your home or place of business. GCCA Digital Learning focuses on the most pressing issues, pertinent topics, trends, and innovations to keep cold chain operators in the know.

Cold Chain Essentials is comprised of two education formats: “hosted” and “sponsored” tracks. Each track offers unique benefits and positions sponsors for continual branding opportunities throughout the year with heightened visibility of your product/service in the weeks leading up to the presentation.

BENEFITS OF SPONSORING GCCA DIGITAL LEARNING:

- RAISE BRAND AWARENESS
- EDUCATE THE MARKETPLACE ON YOUR PRODUCTS AND SERVICES
- ACHIEVE MEASURABLE RESULTS
- GENERATE SALES LEADS VIA GCCA’S MEMBERSHIP DATABASE

OPTION 1: HOSTED LEARNING TRACK

Hosted Learning Tracks focus on key cold chain issues and are hosted and presented by the industry’s top experts. Sponsors gain valuable thought leadership by associating their brand with these essential education sessions. Two series are offered under this track, and are highlighted below.

- Technology & Innovation Digital Learning Series
- Policy Updates Digital Learning Series

SPONSOR BENEFITS:

- Branded slides at start of webinar
- Verbal introduction by facilitator noting support
- 2-minute overview of product/services made by sponsor
- Speaker introduction (Optional)
- Two marketing emails to GCCA membership
- Promotion in Cold Connection e-Newsletter
- Promotion on Social Media
- 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)

PRICING:

$5,000 for Package
- 1 package includes 3 sessions
  (4 packagers available)
COLD CHAIN ESSENTIALS DIGITAL LEARNING
SPONSORSHIPS (CONT.)

OPTION 2: SPONSORED LEARNING TRACK
The Sponsored Learning Track provides the opportunity to design and create your own digital education session. Sponsored sessions are required to be educational in nature and are not intended to be a sales pitch. The most successful webinars are based on white papers, case studies, or joint presentations with a customer showcasing how you helped them solve a problem or innovate their operations.

Previous topics included:
- A Masterclass in Optimizing Energy Strategy, Savings & Revenues in the Cold Chain Sector - GridBeyond
- Modern Energy Strategy for Food and Cold Store Businesses: Securing a Prosperous Future - GridBeyond
- Maximizing Energy Efficiency in Your Facility - Jamison Door Company
- 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
- Accuracy Through Automation - Mitsubishi Caterpillar Forklift America, Inc.
- Electrification Strategies for Facilities and Fleets - PLM and GridMarket

SPONSOR BENEFITS:
- Tailored webinar content designed and presented by sponsor
- Two (2) digital promotions to GCCA membership
- Promotion in Cold Connection e-Newsletter (1 issue)
- Promotion on GCCA’s event calendar and website
- Social media promotion
- You will receive the final registration list prior and post webinar
- The recording will be archived on the GCCA site
- You will receive a URL to the recording to utilize for marketing purposes
- Complimentary invitations for customers/prospects outside of GCCA membership

PRICING:
$3,500 per education session (6 sessions per year)

HOW DOES THE PROGRAM WORK?
GCCA’s education and marketing teams handle all the administration and promotion of the webinar for you, directly delivering your brand promotion to the GCCA audience. The sponsored webinars are perfect for metrics-driven companies that want to track the results of their marketing program.

WHAT DO WE NEED FROM YOU TO GET STARTED?
- Official title of the webinar, with a description and speakers (please include their titles and email addresses)
- Desired time-frame preferences for webinar
- Your logo in high resolution (.eps) format
DESIGN A COURSE:
COLD CHAIN ECAMPUS

Cold Chain eCampus 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.
- Logo visibility in course promotional material including: targeted search marketing, digital advertisement, and facility poster sets.

COURSE EXAMPLES:
Working in Cold Storage: Enhancing Comfort and Productivity
Cold Chain: The Indispensable Link
Forging a Strong Cold Chain
Managing a Team: Introduction to Situational Leadership

PRICING: $10,000
Please contact James Rogers for a custom quote at 703-373-4303 or jrogers@gcca.org.

"We have assigned each of our managers to complete all 3 courses as part of their RLS training and development program that I created and am facilitating. The situational leadership course is top notch. So glad to have this extra tool in my L&D toolbox!"
-Lori Cogit, Vice President of Human Resources
RLS Logistics

LATIN AMERICA:
INTERACTIVE EDUCATIONAL WORKSHOP

Opportunity to design and create your own virtual educational workshop. Host a successful workshop with distinct learning objectives based on case studies or joint presentations with a client(s) that showcase success stories, best practices, how you helped solve a problem, and/or opportunities to innovate your operations.

The Workshop content can be educational, personalized, designed and presented by the sponsor. Sessions must be educational in nature and are not intended to be a sales pitch.

In addition to opportunities outlined above, sponsors will receive:
- Branding in digital marketing efforts that include emails, social, and association newsletters
- List of participants

PRICING: $4,000
Contact our Latin America Director Debbie Corado at dcorado@gcca.org or by phone +(502) 22193497.
WORKFORCE DEVELOPMENT INITIATIVES

OVERVIEW

WHY SUPPORT GCCA’S WFLO WORKFORCE DEVELOPMENT INITIATIVES?

• Support the development and retention of your customer’s talent
• Demonstrate commitment to strengthening the cold chain
• Connect and support industry leaders dedicated to advancing the cold chain
• Develop relationships with the future industry leaders
• Align your brand with advancing cold chain supporting industry talent initiatives

RECEIVE RECOGNITION AT THE FOLLOWING GCCA PROGRAMS:

• WFLO Institute - East & West (includes in-person participation)
• NEW Digital Learning Essentials Program
• North American Warehouse Labor Turnover Survey Report
• HR & Talent Development Website Recognition
• On-site at GCCA in-person events throughout the year
WFLO INSTITUTE
EAST (ATLANTA, GA) & WEST (TEMPE, AZ)

Includes In-person Participation

The WFLO Institute is GCCA’s core education and training provider developing the cold chain industry’s most important asset – talent. Hosted for over 50 years by the association, the WFLO Institute is the industry’s premier training program for professionals engaged in temperature-controlled logistics. The program is an immersive, multi-year training experience delivered in-person by industry thought leaders and subject matter experts. The program is touted by industry leaders as a reliable, effective, and prestigious talent development investment for employees.

Supporter Benefits
- 500+ direct impressions with future leaders and industry experts participating in the program
- Logo visibility at WFLO Institute East and West** and featured on event website
- Special recognition at the IARW-WFLO Convention
- Branded signage at the event and company materials featured at registration
- Materials included on Institute resources USB drive
- Recognition during Opening General Session and Graduation Ceremony
- Logo placement in the student workbook**
- Distinctive sponsor ribbon displayed on event badge
- Verbal recognition at Opening General Session of WFLO Institute East and West, including photo opportunities, and attendance at limited WFLO Institute events**
- Ability to use WFLO Institute & GCCA logo; marketing your support of industry training and education to potential or current customers

Scholarship Specific Support Benefits
- A celebration with scholarship winner and industry leaders at either East or West
- Sponsorship of one student at either WFLO Institute East or West
- Logo placement on Scholarship webpage and online application access and involvement with WFLO Education and Training Committee members
- Spot on Scholarship Selection Committee to review and score applicants

AUSTRALIA (MELBOURNE) AND LATIN AMERICA INSTITUTE (TBD)

These two institutes are held annually in their market regions. Sponsoring one of the two Institutes offers opportunities for brand recognition, thought leadership and networking with future industry leaders.
NEW DIGITAL LEARNING PROGRAM
GCCA Digital Learning delivers essential industry education where you need it and focuses on the most pressing issues, pertinent topics, trends, and innovations to keep cold chain operators in the know. Current education and past webinars will be hosted on demand on GCCA’s new Learning Management System (LMS).

Supporter Benefits
- Raise brand awareness
- Company listed in LMS as supporter
- Featured in select promotions

NORTH AMERICAN WAREHOUSE LABOR TURNOVER SURVEY REPORT
A high turnover rate often leads to considerable amounts of money, time, and resources invested in hiring and onboarding processes. The International Association of Refrigerated Warehouses (IARW), a Core Partner of GCCA, created a report compiling turnover data collected from North American cold storage warehouses that includes survey details, turnover rates by region, states with the highest turnover rates, and solutions facilities have used to reduce turnover in their labor force.

Supporter Benefits
- Raise brand awareness
- Logo in report executive summary
- Sponsor recognition on the GCCA HR & Talent Development website
- Promotion in Cold Connection e-Newsletter

HR & TALENT DEVELOPMENT WEBSITE RECOGNITION
Human resources (HR), including hiring, screening, and evaluating employees is a necessary function of an efficient operation. GCCA offers multiple resources to help managers understand employment law and recruit, retain and develop high quality employees.

Supporter Benefits
- Raise brand awareness
- Sponsor recognition on the GCCA HR & Talent Development website
- Promotion in Cold Connection e-Newsletter
WORKFORCE DEVELOPMENT INITIATIVES
TALENT DEVELOPMENT SUPPORT AND
SCHOLARSHIP PROGRAM OPPORTUNITIES

1. SUPPORTER PACKAGE WITH INSTITUTE SCHOLARSHIP $7,500
Choose one: Limit of 2 sponsors per item
• Institute welcome reception
• Faculty and VIP Dinner (West only, Day 3)
• Graduation Reception (Day 3)
• Faculty and VIP Dinner (Day 1)
• Opening General Session Keynote (Day 2)

2. SUPPORTER PACKAGE WITH IN PERSON PARTICIPATION AT INSTITUTE $5,000
Choose one: Exclusive to 1 sponsor per item
• WiFi
• Trivia Night
• Graduate head shot booth
• Class t-shirts
• Health and wellness - branded sanitizer
• Coffee Break - Branded Mugs - Reserved

3. SUPPORTER RECOGNITION PACKAGE (NO IN-PERSON) $3,500
Choose one: Exclusive to 1 sponsor per item
• Classroom supplies - branded pens
• Classroom supplies - branded pads

* The scholarship sponsor 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 1 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.
***Supporter must provide items.

For all inquiries or to reserve an opportunity, contact:
James Rogers | +1 703 373 4303 | jrogers@gcca.org
WORKFORCE DEVELOPMENT INITIATIVES
NEW: 2021 SHARE GROUPS PROGRAM

Connectivity matters to essential industries. GCCA’s Share Groups program provides cold chain functional leaders with opportunities to develop relationships and discover new ideas via open, peer-driven discussions.

Biannual meetings provide an intimate forum to share ideas and information on common challenges and opportunities with fellow cold chain warehouse operators in IT/Technology, HR/ Talent, Finance, and Marketing.

HR & TALENT SHARE GROUP
Ideal Participants: CHO, EVP/SVP/VP/ Dir., HR, Talent, Workforce Development

FINANCE SHARE GROUP
Ideal Participants: CFOs/Controllers, EVP/SVP/VP/Dir. Finance

TECHNOLOGY SHARE GROUP
Ideal Participants: CIO/CTO, EVP/ SVP/VP/Dir. IT & Technology

MARKETING SHARE GROUP
Ideal Participants: CMOs/EVP/ SVP/VP/Dir. Marketing, Customer Development

SPONSOR BENEFITS:
• Participation in networking and meal opportunities that take place in conjunction with meetings
• Recognition & branding at in person and virtual meetings
• Branding in private virtual community for share group members only to continue the conversation between in-person meetings
• Brief presentation opportunity at meeting

SPONSOR INVESTMENT:
$5,000 PER SHARE GROUP

SAMPLE OF 2020 AND PAST LEADERSHIP FORUM AND SHARE GROUP PARTICIPANTS:
WORKFORCE DEVELOPMENT INITIATIVES

PARTICIPATING COMPANIES

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Almacenes Refrigerados Consolidados SA de CV</td>
<td>Interstate Cold Storage, Inc.</td>
<td>T.C. Trading Company, Inc.</td>
</tr>
<tr>
<td>Americold Logistics</td>
<td>Interstate Warehousing, Inc.</td>
<td>Trenton Cold Storage, Inc.</td>
</tr>
<tr>
<td>Arctic Cold Refrigeration</td>
<td>J.B. Hunt Transport, Inc.</td>
<td>Unicold Corporation</td>
</tr>
<tr>
<td>Baker Cold Storage/Lineage Logistics Vernon</td>
<td>Kool Solutions India</td>
<td>United States Cold Storage, Inc.</td>
</tr>
<tr>
<td>Bellingham Cold Storage Co.</td>
<td>Lamb Weston</td>
<td>VVS Cold Storage and Processing Plant</td>
</tr>
<tr>
<td>Bradner Cold Storage Ltd.</td>
<td>Lineage Logistics</td>
<td>WCS Logistics / Winchester Cold Storage Co.</td>
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<tr>
<td>Burris Logistics</td>
<td>Los Angeles Cold Storage Co.</td>
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<tr>
<td>Central Storage</td>
<td>Merchandise Warehouse Co., Inc.</td>
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<tr>
<td>Central Storage &amp; Warehouse Company</td>
<td>Mesa Cold Storage, Ltd.</td>
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</tr>
<tr>
<td>ColdPoint Logistics</td>
<td>Midwest Refrigerated Services, Inc.</td>
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</tr>
<tr>
<td>Commercial Cold Storage, Inc.</td>
<td>Minnesota Freezer Warehouse</td>
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<tr>
<td>Commercial Warehousing, Inc.</td>
<td>MTC Logistics</td>
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<tr>
<td>Conestoga Cold Storage</td>
<td>Newport-St Paul Cold Storage, Co.</td>
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<tr>
<td>Confederation Freezers</td>
<td>Nor-Am Cold Storage, Inc.</td>
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<tr>
<td>Congebec Logistics, Inc.</td>
<td>Nor-Am Ice and Cold Storage</td>
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<tr>
<td>Florida Freezer L. P.</td>
<td>Overture Star Partners Holding LLC</td>
<td></td>
</tr>
<tr>
<td>Frez-N-Stor, Inc.</td>
<td>Port of Morrow Warehousing</td>
<td></td>
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<tr>
<td>Frialsa Frigorificos S.A. De C.V.</td>
<td>Premier Refrigerated Warehouse</td>
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<tr>
<td>Georgia Institute of Technology</td>
<td>Quality Refrigerated Services</td>
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<td>Giant Tiger Wholesale</td>
<td>RLS Logistics- Corporate</td>
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<td>Hanson Logistics</td>
<td>San Diego Refrigerated Services</td>
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<td>SnoTemp Cold Storage</td>
<td></td>
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<tr>
<td></td>
<td>Southeast Cold Storage</td>
<td></td>
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</table>

For RLS, we use a variety of L&D platforms but the most impactful for us are the tools and resources provided by the GCCA as they are specific to our industry which makes the content instantly impactful. The teachers, the quality of the product, the insight put in the development are all top notch and we are very thankful for the partnership!

– LORI COGIT, VICE PRESIDENT, HUMAN RESOURCES, RLS LOGISTICS

For all inquiries or to reserve an opportunity, contact:
James Rogers | +1 703 373 4303 | jrogers@gcca.org
2022 ADVERTISING OPPORTUNITIES

ADVERTISING CONTACT
For all advertising inquiries or to book space, contact:
Jeff Rhodes
MCI USA
jeff.rhodes@wearemci.com
+1 410 584 1994
COLD FACTS Magazine is now read by over 5,000 cold chain executives in 82 countries worldwide. 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 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**

<table>
<thead>
<tr>
<th>ISSUE</th>
<th>FEATURED CONTENT</th>
<th>BONUS DISTRIBUTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>January–February 2022</td>
<td>Trends/Best Practices</td>
<td>WFLO Institute (East &amp; West)</td>
</tr>
<tr>
<td>March–April 2022</td>
<td>Supply Chain/Logistics</td>
<td>IARW–WFLO –CEBA Strategic Board Meeting</td>
</tr>
<tr>
<td></td>
<td></td>
<td>GCCA European Cold Chain Conference</td>
</tr>
<tr>
<td>May–June 2022</td>
<td>Transportation</td>
<td></td>
</tr>
<tr>
<td>July–August 2022</td>
<td>Warehouse Operations</td>
<td>IARW–WFLO Convention</td>
</tr>
<tr>
<td></td>
<td>PLUS Refrigerated Warehousing &amp; Logistics Showcase</td>
<td>WLFO Latin America Institute</td>
</tr>
<tr>
<td></td>
<td></td>
<td>GCCA Africa Cold Chain Conference</td>
</tr>
<tr>
<td>September–October 2022</td>
<td>Controlled Environment Construction</td>
<td>CEBA Conference &amp; Expo</td>
</tr>
<tr>
<td></td>
<td>PLUS Automation, Construction and Cold Chain technology Showcase</td>
<td>GCCA Latin America Cold Chain Congress</td>
</tr>
<tr>
<td></td>
<td></td>
<td>GCCA Brazil Cold Chain Congress</td>
</tr>
<tr>
<td>November–December 2022</td>
<td>Customer Perspectives</td>
<td>WFLO Institute (East &amp; West)</td>
</tr>
</tbody>
</table>

*Editorial calendar subject to change

All issues of Cold Facts Magazine feature articles covering warehousing logistics, transportation, construction, and other subject areas of interest to cold chain companies. Each issue features its own theme. See below for editorial focus and bonus distribution.

**ADVERTISING RATES**

<table>
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<tr>
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<tr>
<td>Cover 3</td>
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<td>$2,715</td>
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<tr>
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<tr>
<td>Full Page</td>
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<tr>
<td>Half Page</td>
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<td>$1,835</td>
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*Editorial calendar subject to change*
GCCA COLD FACTS MAGAZINE
DEADLINES & DIMENSIONS

EDITORIAL DEADLINES

<table>
<thead>
<tr>
<th>ISSUE</th>
<th>AD PLACEMENT DEADLINE</th>
<th>ARTWORK DEADLINE</th>
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<tr>
<td>January–February 2022</td>
<td>19 November 2021</td>
<td>3 December 2021</td>
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<td>March–April 2022</td>
<td>28 January 2022</td>
<td>4 February 2022</td>
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<td>May–June 2022</td>
<td>25 March 2022</td>
<td>1 April 2022</td>
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<td>July–August 2022</td>
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<td>3 June 2022</td>
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<td>September–October 2022</td>
<td>29 July 2022</td>
<td>5 August 2022</td>
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<td>November–December 2022</td>
<td>30 September 2022</td>
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ADVERTISING SIZES

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<tr>
<td>Cover 4–No Bleed</td>
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</tr>
<tr>
<td>Full Page–Bleed</td>
<td>8 5/8&quot; x 11 1/8&quot;</td>
</tr>
<tr>
<td>Full Page–No Bleed</td>
<td>7 3/8&quot; x 10&quot;</td>
</tr>
<tr>
<td>Half Page Horizontal</td>
<td>7 3/8&quot; x 5&quot;</td>
</tr>
<tr>
<td>Half Page Island</td>
<td>4 27/32&quot; x 7 1/2&quot;</td>
</tr>
<tr>
<td>One Third Page Square</td>
<td>4 27/32&quot; x 5&quot;</td>
</tr>
<tr>
<td>One Quarter Page Vertical</td>
<td>3 9/16&quot; x 5&quot;</td>
</tr>
</tbody>
</table>

STATE OF THE PORTS
COVID, containers, congestion, catastrophes – what’s next?
More demands!

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@wearemci.com
REFRIGERATED WAREHOUSING LOGISTICS SHOWCASE & DIRECTORY

The Refrigerated Warehousing Logistics Showcase & Directory is an industry promotion opportunity for IARW warehouses to showcase to customers the many benefits of partnering with a 3PL Company. The one or two pages you purchase in the special edition issue will be included in the 2022 July-August Cold Facts Magazine that also includes a full warehouse directory list. Don’t miss this prime marketing opportunity to reach customers and showcase your value in partnering!

SELECT YOUR ADVERTISING PACKAGE

(Ad reservation deadline: May 27; material deadline June 3)

<table>
<thead>
<tr>
<th>SIZE</th>
<th>COST</th>
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<tbody>
<tr>
<td>One-page article/ad</td>
<td>$2,050</td>
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<tr>
<td>Two-page article/ad</td>
<td>$3,085</td>
</tr>
<tr>
<td>Back Cover</td>
<td>$3,085</td>
</tr>
<tr>
<td>Inside Front Cover or Inside Back Cover</td>
<td>$2,850</td>
</tr>
</tbody>
</table>

ADVERTORIAL OPTIONS

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.

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@wearemci.com
COLD CHAIN INNOVATION SHOWCASE & BUYERS GUIDE

The special issue distributed with the September-October issue of COLD FACTS Magazine is being updated for 2022! The issue will be expanded from solely focusing on construction to include other innovations now also in the Cold Chain. The issue will provide readers with insights, updates, and trends on automation, controlled environment design and construction, and the latest in cold chain technologies.

The evolution of the issue will also feature company listings for all GCCA suppliers and contractors that belong to CEBA and IARW. This essential guide of industry updates and resources is a one-stop-shop for operators and builders in the cold chain to learn and connect with the industry’s top providers.

SELECT YOUR ADVERTISING PACKAGE
(Ad reservation deadline: July 29; material deadline August 5)

<table>
<thead>
<tr>
<th>SIZE</th>
<th>COST</th>
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<tbody>
<tr>
<td>One-page article/ad</td>
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<td>Back Cover</td>
<td>$3,085</td>
</tr>
<tr>
<td>Inside Front Cover or Inside Back Cover</td>
<td>$2,850</td>
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</table>

ADVERTORIAL OPTIONS

Advertisers have the opportunity to place ads or run advertorials. You can purchase either one or two pages of the special-edition 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.

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@wearemci.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.

<table>
<thead>
<tr>
<th>A</th>
<th>SUPER TOP BANNER</th>
<th>$3,100</th>
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<tbody>
<tr>
<td></td>
<td>Leaderboard above the masthead, guaranteed first ad to be seen on the newsletter.</td>
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</tr>
<tr>
<td></td>
<td>Ad. spec: JPG, GIF, PNG</td>
<td>468x60px</td>
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</table>

<table>
<thead>
<tr>
<th>B</th>
<th>TOP BANNER</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Premium position at the top of the eNewsletter guarantees all will see your ad when they open the newsletter.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Ad. spec: JPG, GIF, PNG</td>
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<th>C</th>
<th>FEATURED CONTENT</th>
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<tbody>
<tr>
<td></td>
<td>Banner allows companies to combine imagery, color and text in an intersecting and compelling manner.</td>
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<th>MEDIUM RECTANGLE</th>
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<tbody>
<tr>
<td></td>
<td>These versatile squares can be used for branding or product promotion.</td>
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<table>
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<tbody>
<tr>
<td></td>
<td>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</td>
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<td></td>
<td>Ad. spec: JPG, GIF, PNG</td>
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</tr>
</tbody>
</table>

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@wearemci.com

*If you are interested in targeting specific regions outside of North America, contact James Rogers at jrogers@gcca.org
GLOBAL COLD CHAIN DIRECTORY & BUYERS’ GUIDE ADVERTISING ONLINE

The Global Cold Chain Directory Buyers’ Guide 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. It has been accessed by users in 87 countries and receives an average of 2,000 impressions per month. The GCCA Online Directory Buyers Guide is an excellent opportunity for Advertisers looking for increased visibility.

RATES:

12 MONTH ........................................ $4,200
6 MONTH .......................................... $2,400
3 MONTH .......................................... $1,500

Rates above include both the horizontal and square banner placements.

Advertising Specs:

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

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@wearemci.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

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@wearemci.com